

Government, private sector collaboration seen driving growth in energy, water sectors

MORE COMPANIES are expected to explore opportunities in the energy and water sectors, global professional services company said, citing the increased coordination between the government and the private sector.

"We're seeing a lot of growth in the energy space. That's primarily driven by a good coordination between the government and the private sector," Lorraine Gomez, operations manager of GHD in the Philippines, told *BusinessWorld* last week.

The company has seen "great support" from the government in creating an attractive environment for investors.

In 2022, the Department of Energy (DoE) amended the implementing rules and regulations of the Renewable Energy Act of 2008 to allow 100% foreign capital in renewable energy projects.

GHD is "a global, multidisciplinary professional services network providing clients with integrated solutions across digital, engineering, environmental, design and construction," according to its website.

The company caters to different sectors in the Philippines such as water, energy, transportation, property and buildings, and environment.

Ms. Gomez said that GHD has worked with "almost all the private water concessionaires in the Philippines," especially

on masterplans for their water and wastewater services.

Among the trends in the water sector in past decade is harnessing technology to maximize a limited resource, she said.

"Before, we only had conventional technologies to treat water and make them clean for consumption of the community. But now, we have so many technologies around desalination or treating seawater so that we could get that good for drinking," she added.

In terms of the energy sector, she said that the company has worked with developers in planning and conducting environmental studies for wind and solar farms.

"There's really growth in the development of wind energy resources," Ms. Gomez said.

The DoE has awarded a total of 82 offshore wind energy service contracts, with a potential capacity of about 63.36 gigawatts (GW).

At least 10 offshore wind projects with 6.72 GW are expected to generate power by 2028.

"What we foresee is, given the market conditions, there will be growth in offshore wind, as well as floating solar and floating wind projects as well, so we're very glad to help our clients deliver these major water and energy projects together," Ms. Gomez said. — **Sheldeen Joy Talavera**

Globe, Converge ICT tie up to expand fiber optic networks

GLOBE TELECOM, Inc. has partnered with Converge ICT Solutions, Inc. for co-build projects in Bicol and Leyte to extend fiber optic networks.

"By pooling our resources and expertise, we're not only expanding our network more efficiently but also significantly lowering the costs associated with such extensive infrastructure projects," Joel R. Agustin, Globe senior vice-president and head of network

planning and engineering, said in a statement on Sunday.

The collaboration between Globe and Converge was forged in February 2022 and was completed in the third quarter of the same year.

The project covers co-building of projects stretching 137 kilometers from Pili, Camarines Sur, to Legazpi City, Albay, as well as the deployment of microduct solution underground facilities.

With the completion of the project, Globe said that it has decided to embark on a second co-build project with Converge in Leyte covering 209 kilometers to connect Tacloban and Maasin.

The second project is expected to be completed by the third quarter of 2024.

"These initiatives fall under Globe's core fortification program, designed to achieve comprehensive enhancements, expand fiber network, upgrade network capacity, and accommodate Hyperscalers' needs," Globe said.

Mr. Agustin said this partnership allows Globe to improve its network availability and consistency.

"We share the same focus on delivering reliable service to our customers," he said. — **A.E.O. Jose**

Robinsons Offices unveils tallest addition to its Cybergate tower complex in Iloilo

GOKONGWEI-LED Robinsons Offices said it has completed the structural work for its Cybergate Tower 3 in Pavia, Iloilo.

"[The company] recently hosted the topping-off ceremony for Cybergate Iloilo Tower 3, the latest addition to its... Robinsons Cybergate Iloilo Towers complex," Robinsons Offices said in a statement on Sunday.

The Iloilo Cybergate Tower 3 is the tallest among the three buildings. The first two towers have five and eight floors, respectively, while the third tower has 12 storeys.

"All towers are... designed to cater to the needs of a variety of enterprises, including BPOs, IT companies, and even traditional businesses," the company said.

Cybergate Iloilo Tower 3 is registered with the Philippine Economic Zone Authority, allowing future tenants to enjoy incentive packages from the government.



WITH 12 FLOORS of office space (apart from a dedicated floor for parking and another for retail spaces), Cybergate Iloilo Tower 3 is the tallest of the three office buildings.

"[Design] features such as the facade's aluminum-accented glass curtain and building interiors... pay homage to Iloilo's celebrated Dinagyang Festival

and its indigenous textiles," the company said.

The eight-hectare Pavia complex is 12 kilometers away from the Iloilo International Airport.

The Tower 3 has a transport hub, which connects commuters to destinations outside the province, the company said.

"With projects such as Cybergate Iloilo that stimulate job creation in the region, Robinsons Offices helps promote the reverse migration effect, which in turn keeps many Filipino families together while serving as agents to nation-building and economic development," Robinsons Offices' Senior Vice-President and Business Unit General Manager Jericho P. Go said.

Prime Philippines Chief Executive Officer and Founder Jettson "Jet" Yu called this development part of the emergence of a trend towards walk-to-home, suggesting a demand for walkable offices in key cities outside Metro Manila, including Iloilo, Bacolod, Davao, and Pampanga. — **Aubrey Rose A. Inosante**

PRULove Wealth: A guarantee of financial security amid uncertain times

In recent years, unpredictable circumstances have ravaged the country, leaving many Filipinos scrambling to rebuild and stabilize their lives. From natural disasters to the COVID-19 pandemic, Filipinos are renowned for their resilience and determination in the face of adversity. This has then inspired a strong sense of optimism, allowing Filipinos to remain hopeful in the face of crisis.

While Filipino resilience is sometimes the lone bright spot during troubled periods, assurance that ensures stability—especially financially—during harsh circumstances is something that everyone deserves.

Whether through guaranteed cash payouts, insurance coverage, or steady income streams, innovative financial plans provide flexibility and security offering assurance in an unpredictable world.

Life insurance company Pru Life UK's Vice-President and Chief Product Officer Garen Dee shared that in uncertain times, guaranteed financial benefits are of the utmost importance. These benefits provide an emergency cushion for Filipinos and their families, putting their minds at ease despite possibilities of economic volatility and market fluctuation.

"During uncertain times, more people start to appreciate the beauty of having guaranteed financial benefits. They realize that they need something that would give them a sense of security and stability that in a way translates to peace of mind," Ms. Dee said.

The demand or preference for guaranteed financial benefits varies per individual. Some prefer to have high exposure to risks with superior returns and some favor secure investments with minimal to no risk exposures. After going through market volatility and high inflation rates for the past year, a trend has emerged showing that Filipinos assess and rebalance their financial portfolios by preferring less risky financial products.



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Having the benefit of the Filipino people in mind, Pru Life UK has launched PRULove Wealth as their latest gift to their customers.

"PRULove Wealth is Pru Life UK's latest product that guarantees returns regardless of market conditions," shared Ms. Dee.

"Customers get stable earnings from 4% cash payouts every year for 7 years; secured wealth through

guaranteed 100% cashback in as short as 7 years or the end of the maturity as long as insured is still around; and peace of mind for themselves and their families because of the product's up to 125% insurance protection during the seven-year period," Ms. Dee continues.

This new product is a PHP-denominated one-time pay, non-



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participating endowment product with guaranteed life insurance and annual anticipated cash payouts for seven years. The plan is eligible for applicants from 7 days to 60 years old for the insured and 18 to 99 years old for the policy owner.

For a minimum of PHP 500,000, Filipinos can take advantage of Pru Life UK's limited offer and ensure financial stability in uncer-

tain times. Application process for PRULove Wealth is quick and easy.

"The product is simple and easy to understand. We want more customers to have access to this kind of product. We want to help more Filipinos get a better life by financially protecting them," Ms. Dee stated.

The product is tailored for individuals looking for alternate options to diversify their finances. It can be for retirees, individual investors, and families who want to generate steady income without the risk of losing their hard-earned money.

"It's suited for individuals looking for a one-time placement or short-term savings needs but want the assurance that after seven short years, they get their money back regardless of what happens in the market. This is the perfect product for them," Ms. Dee said.

The insurance company's newest product exemplifies its commitment to being the Filipino's most trusted partner for every life and protector for every future, through simple and accessible financial and health solutions that empower Filipinos to achieve their goals.

"Our customers are always at the heart of everything we do. We constantly look for ways to address their evolving needs to help them achieve their financial goals," Ms. Dee stressed.

Interested individuals can avail of the limited offer by approaching their existing Pru Life UK agent or by visiting the life insurance company's website at www.prulifeuk.com.ph. To learn more about PRULove Wealth, inquiry forms may be sent to Pru Life UK through their webpage. — **Jomarc Angelo M. Corpuz**

4% payout and 125% insurance coverage based on single premium paid. Product terms & conditions including on cash back apply. Limited time offer and subject to availability.