

## Philippine Stock Exchange index (PSEi)

6,470.74

▲ 37.64 PTS.

▲ 0.58%

MONDAY, JUNE 3, 2024

BusinessWorld

## PSEI MEMBER STOCKS

<b>AC</b> Ayala Corp. P594.50 -P0.50 -0.08%	<b>ACEN</b> ACEN Corp. P4.78 -P0.02 -0.42%	<b>AEV</b> Aboitiz Equity Ventures, Inc. P36.90 +P1.85 +5.28%	<b>AGI</b> Alliance Global Group, Inc. P8.90 -P0.37 -3.99%	<b>ALI</b> Ayala Land, Inc. P27.50 +P1.25 +4.76%	<b>BDO</b> BDO Unibank, Inc. P138.00 +P8.00 +6.15%	<b>BLOOM</b> Blossom Resorts Corp. P10.30 -P0.30 -2.83%	<b>BPI</b> Bank of the Philippine Islands P121.00 +P0.80 +0.67%	<b>CNPF</b> Century Pacific Food, Inc. P36.10 -P1.40 -3.73%	<b>CNVRG</b> Converge ICT Solutions, Inc. P11.08 +P0.32 +2.97%
<b>DMC</b> DMCI Holdings, Inc. P11.42 -P0.48 -4.03%	<b>EMI</b> Emperador, Inc. P18.78 +P0.04 +0.21%	<b>GLO</b> Globe Telecom, Inc. P1,941.00 -P29.00 -1.47%	<b>GTCAP</b> GT Capital Holdings, Inc. P620.00 +P18.00 +2.99%	<b>ICT</b> International Container Terminal Services, Inc. P338.00 -P3.60 -1.05%	<b>JFC</b> Jollibee Foods Corp. P224.00 +P7.60 +3.51%	<b>JGS</b> JG Summit Holdings, Inc. P30.20 -P0.80 -2.58%	<b>LTG</b> LT Group, Inc. P10.14 -P0.34 -3.24%	<b>MBT</b> Metropolitan Bank & Trust Co. P65.90 +P3.85 +6.2%	<b>MER</b> Manila Electric Co. P362.60 -P4.60 -1.25%
<b>MONDE</b> Monde Nissin Corp. P11.22 +P0.02 +0.18%	<b>NIKL</b> Nickel Asia Corp. P4.13 +P0.08 +1.98%	<b>PGOLD</b> Puregold Price Club, Inc. P24.85 -P0.35 -1.39%	<b>SCC</b> Semirara Mining and Power Corp. P33.20 -P0.70 -2.06%	<b>SM</b> SM Investments Corp. P853.00 -P17.00 -1.95%	<b>SMC</b> San Miguel Corp. P102.90 +P0.10 +0.1%	<b>SMPH</b> SM Prime Holdings, Inc. P27.35 +P0.40 +1.48%	<b>TEL</b> PLDT Inc. P1,410.00 -P70.00 -4.73%	<b>URC</b> Universal Robina Corp. P106.00 -P1.00 -0.93%	<b>WLCON</b> Wilcon Depot, Inc. P20.00 —

## JG Summit working to weather short-term headwinds — CEO

JG Summit Holdings, Inc. President and Chief Executive Officer (CEO) Lance Y. Gokongwei on Monday expressed cautious optimism amid challenges posed by high fuel prices, interest rates, and foreign exchange fluctuations.

"While we remain cautious given short-term headwinds from elevated fuel prices, interest, and foreign exchange rates, we continue to work hard to accelerate recurring core profits in succeeding quarters," Mr. Gokongwei said during the company's annual stockholders' meeting.

JG Summit has allocated P87.2 billion as its capital expenditure budget this year to fund expansion plans.

Mr. Gokongwei said the merger between Robinsons Bank Corp. and Bank of the Philippine Islands (BPI) will be a key growth driver this year.

"From JG Summit's perspective, we look forward to realizing additional cash flows from our banking investments in the form of

cash dividends which we can then allocate to the BPI network, and then we can then allocate towards efforts to further grow and support our other businesses," he said.

"We are excited to unlock the merger synergies between the combined Ayala and Gokongwei groups. This includes being able to provide a wider variety of financing solutions to our suppliers such as supply chain financing which we were previously able to offer only at the limited scale due to the smaller size of Robinsons Bank," he added.

Mr. Gokongwei also said that JG Summit's business units are continuously expanding their capacity and footprint to support the growth plans of the conglomerate.

He said that listed food and beverage manufacturer Universal Robina Corp. (URC) is building a mega plant in Batangas, with the first line expected to be operational by the end of 2024.

Meanwhile, Robinsons Land Corp. aims to open the high-end

Opus Mall in Quezon City by July, as well as Robinsons Place Pagadian in Zamboanga del Sur, he added. The company also plans to add new rooms at the NUSTAR Resort and Casino in Cebu City by the fourth quarter.

At the same time, he said that budget carrier Cebu Pacific aims to grow its total full year capacity by 12-15%. The growth will be led by the 18 additional aircraft that will be delivered this year, of which five had been delivered in the first quarter.

"With these advancements across the group, we hope to remain ahead of the curve as we continue our commitment to providing our customers with better choices, and create shared success with all our stakeholders," he said.

Meanwhile, URC President and CEO Irwin C. Lee said the company is aiming to push volume growth to drive business despite inflationary risks.

"What we're trying to do is to make sure that we drive our own operating savings so we limit the

amount of cost that we need to pass on to the consumers. That is the big push for 2024. We're hoping to see renewed volume growth so that reliance on pricing growth will be minimized," he added.

Mr. Lee added that the company has seen growth across various segments such as its snacks business despite inflationary pressures.

"We are seeing growth in our instant soluble business as people make their own coffee, and we are seeing growth where we have offerings that are below P5," he said.

"Equally, we are continuing to drive our brands in the higher price segments to prepare for the time that consumer confidence will be stronger. We're also seeing that there's a segment of consumers at the very top that are not as affected by inflationary impacts," he noted.

On Monday, JG Summit shares fell by 2.58% or 80 centavos to P30.20 per share. URC stocks dropped by 0.93% or P1 to P106 apiece. — **Revin Mikhael D. Ochave**

## D&L says exports to capture half of revenue in next 2 to 3 years

D&L Industries says exports to account for half of total revenue in next two to three years. D&L Industries, Inc. said it expects its export business to make up half of its total revenue in the next two to three years, driven by its new Batangas plant.

"Maybe it will take us another two or three years before we hit 50% (of total revenue contributed by exports)," D&L President and Chief Executive Officer Alvin D. Lao said during a virtual briefing on Monday.

He said that exports currently account for 32% of the company's total revenue, which is expected to reach "mid to high 30%" by the end of the year. D&L's export revenue rose by 39% in the first quarter.

"As the Batangas plant's operation increases, then we will be exporting more. It ramps up over time," Mr. Lao said.

D&L started the Batangas plant's commercial operations last year.

The plant saw a P16-million net loss in the first quarter, lower than the P315-million net loss incurred at the start of its commercial operations.

Mr. Lao said the company is keeping its projection of at least double-digit earnings growth this year.

"Barring any unforeseen events, we maintain our stance and continue to guide for at least double-digit growth in earnings for this year," he said.

"Over the long term, we have a lot of confidence that the new investments that we have made over the past years will pave the way for higher and more sustainable profit growth," he added.

In a separate statement, D&L announced a regular cash dividend of P0.161 per share, along with a special cash dividend of P0.048 per share, for shareholders recorded as of June 19. The ex-date is June 18, and payment will be made within 30 days of the dividend declaration, or on July 3.

D&L reported a 4% increase in first-quarter net income to P618 million, with sales growing by 5% to P8.83 billion.

On Monday, D&L stocks rose by 1.43% or nine centavos to P6.37 apiece. — **Revin Mikhael D. Ochave**

## Megaworld raises P980M from block sale of MREIT shares; Kevin Tan is now Alliance Global president

ANDREW L. Tan-led property developer Megaworld Corp. said it generated P980.32 million from a block sale of MREIT, Inc. common shares on Monday in line with the company's fundraising efforts.

Megaworld sold 79.7 million MREIT common shares at an average sale price of P12.3001 per share, equivalent to P980.32 million before the deduction for fees and taxes, the company said in a stock exchange disclosure.

"The proceeds from the sale shall be settled on June 5, 2024. The company will submit the required reinvestment plan detailing the use of proceeds from the sale transaction," Megaworld said in a statement.

BDO Securities Corp. and Aurora Securities, Inc. served as brokers for the transaction. MREIT is the real estate investment trust of Megaworld. The company did not provide further details on the block sale.

Meanwhile, Kevin Andrew L. Tan has been appointed as the president of listed holding company Alliance Global Group, Inc. (AGI), following the retirement of Kingson U. Sian, according to a document shared by Megaworld.

Mr. Sian vacated leadership roles in AGI, Megaworld, and Travellers International Hotel Group, Inc. after his retirement on June 1.

"At its special meeting conducted on June 3, the remaining directors, while still constituting a quorum and upon the recommendation of the corporate governance committee, resolved to appoint Mr. Kevin Andrew L. Tan as president of the company to serve the unexpired term of Mr. Sian," the company said.

Mr. Tan is also AGI's chief executive officer and vice-chairman and has been with the company since 2012. Mr. Sian relinquished his position as AGI's director, president, and chief operating officer (COO).

In a separate regulatory filing, Megaworld appointed Lourdes T. Gutierrez-Alfonso as one of the company's directors to also serve Mr. Sian's unexpired term.

Ms. Alfonso was appointed as director after Mr. Sian stepped down from the roles of director, executive committee member, and executive director.

She also became a member of the executive committee to fill the vacancy following Mr. Sian's retirement.

Ms. Alfonso is currently Megaworld's COO and has been with the company since 1990. She also serves as a director in other companies including Global-Estate Resorts, Inc. and MREIT, Inc.

"Ms. Gutierrez-Alfonso graduated cum laude from the Far Eastern University with the degree of Bachelor of Science major in Accounting in 1984. She is a certified public accountant by profession," Megaworld said.

"She has extensive experience in real estate and a strong background in finance and marketing," it added.

### TRAVELLERS INTERNATIONAL

In a separate statement on Monday, Travellers International Hotel Group, Inc. said it appointed Nilo Thaddeus P. Rodriguez as the company's president and chief executive officer while Lance Gautreaux was named COO. Both appointments took effect on June 1.

Travellers International is the owner and operator of Newport World Resorts in Pasay City.

Mr. Rodriguez replaced Mr. Sian while Mr. Gautreaux succeeded Hakan Dagtas, who also left his post on June 1.

"The appointments conclude the yearlong transition plan for Travellers International since its holding company, Alliance Global

Group, Inc. (AGI), assumed full ownership on May 30," Travellers International said.

Previously, AGI acquired full ownership of Travellers International after a share purchase agreement between Star Cruises Philippines Holdings B.V., Asian Travellers, Ltd. and Premium Travellers Ltd., whose ultimate parent entity is Genting Hong Kong Ltd.

Mr. Rodriguez has been with Newport World Resorts since August 2022 as chief strategy officer.

"With over 25 years of professional experience, he commenced his career with the prestigious professional services firm SGV & Co., and has substantial international experience in the travel and hospitality sector. This includes nearly a decade in Japan in senior finance roles at Hilton, and Delta and Northwest airlines," Travellers International said.

"He held the position as chief financial officer of Philippine Airlines for a number of years prior to joining Travellers International," the company added.

Mr. Gautreaux joined Travellers International in 2023 as chief casino officer. He has a background in gaming and hospitality across international jurisdictions.

"He was a part of the Las Vegas Sands Corp. for over 12 years, holding key positions in multiple properties—most recently as the chief casino officer of The Venetian Las Vegas," the company said.

Travellers International also announced that Bernard Than stepped down as the company's chief financial officer.

On Monday, Megaworld shares rose by 0.56% or one centavo to P1.81 per share. — **Revin Mikhael D. Ochave**

## Gogoro eyes more financing options, 'green' scooter models as demand rises

ELECTRIC MOBILITY and battery-swapping technology firm Gogoro Philippines is planning to introduce more financing options to capture the prepaid market amid increasing demand for green scooters.

The company saw growing interests for electric two-wheel vehicles among different market segments, Gogoro Philippines said in a statement on Monday.

With the growing demand, the company is introducing more financing options by the second quarter while also making more units available, Gogoro Philippines said.

Gogoro Philippines is a partnership among Ayala Corp., Globe Telecom, Inc.'s 917Ventures, and electric vehicle company Gogoro, Inc.

"To make its innovative two-wheel batteries-swapping ecosystem more accessible

to a wider population, Gogoro is looking to introduce new energy plans for the prepaid market without a lockup period," Gogoro Philippines said.

In 2023, Gogoro introduced its subscription-based energy plans in the Philippines or its Swap-and-Go plans allowing riders to swap out depleted batteries with newly charged ones.

The electric vehicle company said it is planning to expand its GoStations to provide accessible charging solutions and battery-swapping technology to its customers.

To date, the company has a total of 14 GoStations spread across Metro Manila. It is planning to add seven more within the first semester, bringing its GoStations to a total of 21. — **A.E.O. Jose**