Printing provider widens service scope for small businesses

PRINTING AND SIGNAGE FIRM BesCost Printing said it is expanding its services for small and medium enterprises (SMEs) by offering integrated, end-to-end printing solutions.

The company said the expanded offering aims to address common operational challenges faced by small businesses, including unclear pricing, slow quotations, and the need to coordinate with multiple suppliers.

"Most small businesses do not struggle because of a lack of ideas or effort," Jim Lester T. Besinio, chief executive officer and founder of BesCost Printing, said in a statement. "They struggle because simple things like getting signage, menus, or marketing materials done on time become complicated."

Mr. Besinio said the company was built to remove these operational bottlenecks so entrepreneurs can focus on running and growing their businesses.

BesCost Printing offers an integrated model that combines digital printing, large-format signage, fabrication, delivery, and installation. The company said this setup allows SMEs to complete printing requirements through a single provider.

To improve transparency, customers can estimate service costs through the company's website using a digital print service calculator, after which orders can be placed online.

Since its establishment in 2015, BesCost Printing said it has completed more than 8,000 projects.

The company started operations with an initial investment of P1 million and a 14-square-meter facility along Quirino Highway in Baesa, Quezon City, employing fewer than 10 workers.

It has since expanded to a 500-square-meter production facility and employs at least 36 workers as of September, the company said.

BesCost Printing said it plans to continue supporting SMEs through practical services, noting that small businesses remain a key contributor to the Philippine economy.

"Our role is not just to print," Mr. Besinio said. "It is to support the people behind the businesses. When our clients grow, that is when we know we are doing our job right." **— Edg Adrian A. Eva**

Agritech startup plans yield insurance to shield farmers from climate risks

By Beatriz Marie D. Cruz
Reporter

PHILIPPINE STAR FILE PHOTO

AGRILEVER, a local agritech startup, plans to launch a yield guarantee insurance product next year to protect farmers from income losses caused by natural disasters.

"This means we aren't just giving farmers capital; we are guaranteeing profits for those who follow our agronomy advice. We are effectively removing the risk from the equation," Agrilever Co-founder Yoav Schwalb said in an e-mail to *BusinessWorld*.

The startup is aiming to expand partnerships with insurance companies to support up to one million farmers through its upcoming new products.

"We are taking a phased, scalable approach. We are targeting an initial proof of concept (POC) with 150,000 farmers," Mr. Schwalb said.

Agrilever seeks to improve Filipino rice farmers' access to financing and technology to help raise productivity. Its services include smartphone and mobile data packages, as well as on-the-ground support for farmers.

The company is also looking to onboard four additional partner banks to extend more loans to farmers, Mr. Schwalb said.

At present, its partner institutions include the Land Bank of the Philippines, Guagua Rural Bank, Inc., SNR Bank, and Bank of the Philippine Islands (BPI) subsidiary BPI Direct BanKo, Inc.

Latest data from the Philippine Statistics Authority showed that farmers posted a poverty incidence rate of 27% in 2023, making them among the country's poorest sectors.

Farmers continue to face challenges such as rising input costs, limited access to capital, competition from imports, and land disputes.

Mr. Schwalb also said unstable farmgate prices remain a major issue due to extreme weather conditions and unfair trading practices.

"To address this, we are currently developing Asia's first downside protection mechanism for farmgate prices — similar to the safety nets farmers enjoy in the United States," he said.

Agrilever said about 98% of the country's rice farmers remain unbanked.

Mr. Schwalb noted that farmers' non-performing loan ratio remains close to the Bangko Sentral ng Pilipinas' latest reported industry average of 3.31% as of September.

"This validates our credit scoring model — farmers want to pay, and when given the right tools, they do," he said.

Earlier this year, Agrilever launched a digital application that provides data-driven tools for farmers, including crop management, loan monitoring, and digital credit scoring.

The company recently partnered with US-based weather intelligence firm Tomorrow.io to integrate artificial intelligence-powered weather insights into its platform.

Agrilever is also looking to integrate a smart contract marketplace into its app to ensure transactions between farmers and buyers are properly executed, Mr. Schwalb said.

"When you combine guaranteed yields with transparent contracts, you create an environment where banks are eager to lend and farmers are confident to borrow," he noted.

The startup is targeting two million downloads of its digital app next year.

For 2026, Agrilever plans to partner with more insurance technology firms and logistics providers to further support its financing initiatives and smart contract offerings, Mr. Schwalb said.

San Miguel lists P5.7-billion fixed-rate notes on PDEx

ANG-LED conglomerate San Miguel Corp. (SMC) listed its P5.7-billion fixed-rate notes issuance on the Philippine Dealing & Exchange Corp. (PDEx) as part of its funding initiatives.

"The 3-year fixed-rate notes will have a fixed interest rate equivalent to 6.3000% per annum, and have been enrolled with the Philippine Dealing & Exchange Corp. on the issue date, December 23, 2025," the company said in a disclosure on Tuesday.

Proceeds from the issuance will be used for refinancing and redenominating the company's US dollar obligations, for general corporate purposes, and for paying fees and expenses related to the issuance.

In its Nov. 13 disclosure, SMC said the notes are exempt from Securities and Exchange Commission registration requirements, as they are offered exclusively to qualified institutional buyers.

"The notes will be issued within December 2025 in scripless form, in minimum denominations of P5 million each, and in integral multiples of P1 million thereafter, with a tenor of 3 years," the company added.

SMC shares were unchanged at P84 apiece on Tuesday. — **Alexandria Grace C. Magno**

Balai Ni Fruitas redirects IPO proceeds to immediate expansion needs

LISTED counter-service bakery operator Balai Ni Fruitas, Inc. has reallocated proceeds from its July 2022 initial public offering (IPO) to fund its near-term expansion plans.

In a regulatory filing on Tuesday, the company said its board of directors approved the reallocation of IPO proceeds totaling P203.8 million.

The funds were previously earmarked for expanding its store network, setting up a commissary, and pursuing potential acquisition opportunities.

Under the revised allocation, the commissary setup fund was increased to P112 million from P110 million, while the allocations for store network expansion and store improvement were raised to P76.8 million from P73.8 million, sourced from the "Introduction of new concepts" and potential acquisitions.

"The management determines that such reallocation is necessary to fulfill its near-term requirements for expansion," the company said.

Balai Ni Fruitas operates food and beverage brands including Buko Ni Fruitas, Fruitas House of Desserts, and Balai Pandesal. It is a wholly owned subsidiary of Fruitas Holdings.

Shares of Balai Ni Fruitas fell 2.99% to 0.325 centavos apiece on Tuesday. — **Alexandria Grace C. Magno**

Megaworld sells additional 11% stake in Suntrust Resort Holdings

LISTED property developer Megaworld Corp. has sold more of its stake in integrated resort developer Suntrust Resort Holdings, Inc.

In a stock exchange disclosure on Tuesday, Megaworld said it disposed of 814.67 million common shares in Suntrust through the open market at 60 centavos per share.

The shares represented an 11.24% interest in the resort developer, it added.

This follows an earlier sale of 900 million common shares at the same price, which accounted for a 12.41% stake in Suntrust.

Megaworld's sister firm, Travellers International Hotel Group, Inc., recently gained majority control of the Westside Integrated Resort Project in Parañaque City.

Suntrust's stake in the project has been reduced to 20% amid construction delays and financial setbacks. **— Beatriz Marie D. Cruz**

SEC tightens sustainability, ownership disclosure rules for companies

By Alexandria Grace C. Magno

THE Securities and Exchange Commission (SEC) has mandated publicly listed companies (PLCs) and large non-listed entities (LNLs) to adopt Philippine Financial Reporting Standards (PFRS) S1 and S2 for sustainability disclosures, with phased implementation starting in fiscal year 2026.

Memorandum Circular (MC) No. 16, Series of 2025, provides guidelines for sustainability reporting and a roadmap for PLCs and LNLs to implement the new standards.

Beginning 2026, covered entities must follow PFRS S1, General Requirements for Disclosure of Sustainability-related Financial Information, and PFRS S2, Climate-related Disclosures, in a tiered approach based on market capitalization or annual revenue.

Tier 1 covers PLCs with market capitalization over P50 billion as of Dec. 31, 2025, with reporting starting in 2027. Tier 2 includes PLCs with market capitalization from P3 billion to P50 billion, with reporting starting in 2028.

Tier 3 comprises PLCs with market capitalization of P3 billion or less and LNLs with annual revenue exceeding P15 billion, with reporting starting in 2029.

"Market capitalization shall refer to the market value of a PLC's outstanding equity securities, calculated as the total number of outstanding shares multiplied by their respective closing or last traded prices as of 31 December 2025," the SEC said. Companies listed after Dec. 31, 2025, will base capitalization on the listing date.

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