

Ayala Malls expands TriNoma's role beyond traditional retail

By Juliana Chloe A. Gonzales

AYALA LAND, Inc.'s retail arm Ayala Malls said ongoing renovations at TriNoma are aimed at repositioning the mall as a "third space" connecting retail, offices, and transit systems as shopping behavior continues to evolve.

The company said the shift reflects broader changes in consumer behavior following the growth of e-commerce and online retail during and after the COVID-19 pandemic.

"That's always been our goal, it's about third spaces. If you've been to our new development in Arca South as well, people say, well, you've built it far too early; the people don't live here yet. But if we're not going to catalyze the change in people's behaviors and how they live, then nobody is," Paul Birkett, chief operating officer of Ayala Malls, said during a media briefing on May 16.

He said malls had traditionally operated under a more transactional model when TriNoma first opened nearly two decades ago.

"I think that the market 20 years ago was transactional, and I guess the market was still quite transactional five years ago, six years ago. But COVID really stimulated the way that online retail happened, and online retail is really the transactional need," he said.

The renovation project includes an expanded tenant mix, with brands such as JD Sports, Love Bonito, and Vic-

toria's Secret opening stores at the mall this year.

Ayala Malls said the redevelopment also seeks to address shifting demographics among TriNoma's customer base over the past 20 years.

"When this mall was built 20 years ago, it was targeting a certain type of customer. In those 20 years, those customers have had children and they've grown. People who were teenagers have now moved on to have a job," Mr. Birkett said.

"I guess one of the challenges we face is how you make that the regular people who were here 20 years ago still get the rights that they need. Their kids get the rights that they need. And the future kids will get the rights," he added.

Under the planned "third space" concept, TriNoma will integrate access to major transport systems, including Light Rail Transit Lines 1 (LRT-1) and 2, Metro Rail Transit Line 3 (MRT-3), and the future MRT-7.

"It brings together transit connectivity with retail and offices in a single integrated environment. And the expansion is actually going to connect MRT-3, MRT-7, and LRT-1 — making TriNoma the only avenue you see within all three lines," Mr. Birkett said.

"It also includes a more connected transport hub, more parking, its own mix of dining, retail, offices, healthcare, and pharmacy. It's all designed with the commuter in mind to make daily journeys simpler and more seamless," he added.

URC adopts crisis-response measures amid oil pressures

By Alexandria Grace C. Magno
Reporter

UNIVERSAL ROBINA CORP. (URC) said it has implemented company-wide "emergency crisis mode" measures following the escalation of the conflict in the Middle East and its impact on operating costs.

"Since the beginning of the conflict, all the business units of URC have immediately gone into 'emergency crisis mode' and captured all of the impacts of the effects of that conflict into the business operations," URC President and Chief Executive Officer Irwin C. Lee said at the company's annual stockholders' meeting on Friday last week.

The Gokongwei-led food and beverage manufacturer said it has assessed the potential effects of sustained higher oil prices on its operations, using an assumed oil price environment of about \$100 per barrel for planning purposes.

"So two months into the conflict, we have a fairly good idea and capture of all of the cost impacts of all of that's happening, starting with implications on transport costs, fuel costs, and then the carry-on effects of oil and oil derivative materials to things like resins and packaging materials. All of this, we have assumed how that might continue for the balance of the year under a \$100 oil environment," Mr. Lee said.

The company said it has identified corresponding cost pressures across transport, fuel, packaging, and other oil-related inputs.

"We have a good quantification of the impact of those and we have put forth mitigation plans in terms of savings efforts as well as price increases that are now being executed in the market," Mr. Lee added.

URC also said it continues to prioritize supply continuity and secure material sources to avoid disruptions in operations.



TRAINEES inside a URC manufacturing plant.

The company added that it is monitoring possible second-order effects from higher input costs, including fertilizer prices, which could affect market conditions in the coming quarters.

"We are looking at the implications of higher fertilizer costs that will still come out and hit the market towards the balance of the year and into next year," Mr. Lee said. "This is preparing ourselves for the future, understanding what are structural effects, what are temporary effects, and extending our mitigation plans into 2027."

The listed manufacturer reported a 2% decline in first-quarter core net income attributable to the parent to P3.8 billion, as lower sugar selling prices weighed on commodities profits despite higher sales from its branded consumer foods business.

Quarterly sales rose 6% to P47.9 billion, driven by broad-based volume growth in Branded Consumer Foods (BCF) Philippines, as well as contributions from its Animal Nutrition and Health and Flour divisions.

BCF sales increased 9% to P32.2 billion during the quarter. BCF Philippines grew 10% to P22 billion due to volume expansion and the carryover effects of pricing actions implemented last year.

International BCF sales rose 6% to P10.2 billion, led by continued demand for Munchy's products in Malaysia.

On the international side, URC said its overseas business posted stronger earnings momentum during the first quarter, with profits rising about 11% on a constant currency basis and 17% in peso terms.

"We are seeing a quarter-on-quarter improvement in countries like Vietnam. We mentioned that we did see disruption in the trade in Vietnam in the second and third quarters of 2025. That has begun to turn in the last quarter of 2025 and we have seen continued improvement in 2026," Mr. Lee said.

Despite improving trends in some overseas markets, the company said geopolitical developments in the Middle East continue to pose risks to consumer demand and operating conditions.

"We remain vigilant while our volumes remain strong into the start of the second quarter," Mr. Lee said.

"We are watching very closely what the impact is on consumption as more price increases by other manufacturers and the continued spike in fuel costs affect consumers. It remains to be seen whether consumption patterns may have an effect in the second half of the year and that's what we will have to be vigilant about and adjust our plans accordingly," he added.

NGCP TIPIID TIPS

ENERGY CONSERVATION

MENOS SA KONSUMO, MENOS SA GASTOS!



- Regular na linisin ang fan blades ng bentilador para mas malakas na ang hangin, mas matipid pa sa konsumo.



- Huwag pabayaang naka-standby mode ang TV at ibang appliances dahil kumokonsumo pa rin ito ng kuryente. Tanggalin ang mga ito mula sa saksakan kung hindi ginagamit.



- Linisin maigi ang mga bumbilya mula sa dumi at alikabok para mas maliwanag ang mga ito.
- Gumamit ng LED bulb - ito ay 75% mas matipid kaysa sa incandescent bulb.



- I-schedule ang pagplantsa ng isang beses sa isang linggo. Gawin ito sa off-peak hours o bago mag-9AM o pagkalampas ng 9PM.



- Tunawin ang yelo ng refrigerator kapag lampa na ito sa 1/4 na pulgada.
- Siguraduhing nakasara ng mabuti ang pinto ng refrigerator para tiyak na hindi lalabas ang lamig.



- Linisin ang aircon filter at condenser kada anim na buwan.
- Isara ang pinto at mga bintana bago buksan ang aircon para mas madaling lumamig.