

TOP LEADERS FORUM

Profiles of Roundtable Participants



MR. FRANCIS C. CHUA

Honorary President, Federation of Filipino Chinese Chambers of Commerce and Industry

Chairman and President, BA Securities
President, Philippine Satellite Corporation
Vice Chairman, Basic Energy Corp.
Director, Basic Diversified Industrial Holdings

Basic Diversified Industrial Holdings Inc. is an investment holding company which operates in sectors like petrochemicals, power generation, industrial gases, water distribution and crystals manufacturing.

He is also the Chairman and Independent Director of 2Go Group Inc., 2Go Group Inc. The group maintains the largest and widest logistics infrastructure across the Philippines with seamless links to over 150 countries.

Over 185 branches and outlets
Over 400,000 TEU capacity (50% market share of domestic freight)
16 passage and freight vessels
15,000 containers; 550 trucks; 1,200 trailers; 250 motorcycles
35 Cross-dock warehouses nationwide
70,000 square meters of Distribution Center operations



MR. ROBERTO CLAUDIO

Vice Chairman for International Relations, Philippine Retailers Association

PRA has wide membership base nationwide but it also established effective representation from industry members all over the country. Through the establishment of provincial chapters, the PRA is able to approach the problems and issues facing retailers all over the country with a more unified, comprehensive, and coordinated response.



MS. MARGARITA LOPEZ

Senior Vice President and Chief Operations Officer, Manulife Philippines

She has about 23 years of experience in process, product and technology management with various senior or project lead positions in the insurance, banking, brokering, manufacturing, distribution, airline and mining industries, as well as telecommunications and utilities. Her expertise lie in the areas of strategic planning, strategic product development, customer services, technology & support operations, project management, product implementation, and support & staff development.



MR. RIEN HERMANS

President and CEO, AXA Philippines

Developed and implemented a strategy that brings the company in a structured way to a sustainable top 3 position in the Life Insurance market, through a segmented marketing approach, building distribution and improving the customer service delivery into a truly redefining experience. Currently AXA Philippines is offering financial security to almost 300,000 individuals through its group and individual life insurance products. As the pioneer in the market, AXA Philippines is offering the second generation variable life products, that provide the clients even better financial security and improved returns. AXA Philippines has a nationwide coverage through 557 Metrobank branches, which are being serviced by 450 financial executives and 26 AXA branch offices that are the home to its growing network of 1,500 exclusive financial advisors.



ATTY. ROEL REFRAN

Chief Operating Officer, Philippine Stock Exchange

The Philippine Stock Exchange Inc. (PSE) is the National Stock exchange of the Philippines.



MR. ALFREDO YAO

President and CEO, Zest Airways and Philippine Business Bank

Zest Airways Inc. (formerly Asian Spirit) is an airline based in the Asian Aeronautics Hangar in the General Aviation Area in Pasay City, Metro Manila in the Philippines. It operates scheduled domestic and international tourist services, mainly feeder services linking Manila and Cebu with 24 domestic destinations in support of the trunk route operations of other airlines. Its main base is Ninoy Aquino International Airport, Manila, and with a hub at Mactan-Cebu International Airport, Cebu. The airline was originally founded as Asian Spirit, the first airline in the Philippines to be run as a cooperative.

Philippine Business Bank is one of the biggest savings banks in the Philippines. It started operations on February 12, 1997 as Total Savings Bank. PBB established 10 branches in its first year. By the end of its second year, it had 15 branches in Metro Manila and neighboring business centers. The bank aims to branch out into the country's other business hubs. As of end of 2010, Philippine Business Bank has a total of 55 Branches nationwide. Philippine Business Bank is a part of the AMY Group, a conglomerate of companies owned by Alfredo Yao.



MR. RAMON G. OPULENCIA

*Managing Director and Treasurer, Ayala Corporation
President, Financial Executives of the Philippines (FINEX)*

He is currently a member of the Board of Directors of BPI Family Savings Bank, Inc., AYC Holdings Limited and AYC Finance Limited.



MR. RAMON ISBERTO

Public Affairs Head, Philippine Long Distance Telephone Company

Philippines' biggest telecommunications firm, the Philippine Long Distance Telephone Company (PLDT), and its wholly-owned wireless subsidiary, Smart Communications Inc.



MR. FEDERICO LOPEZ

Chairman and CEO, First Philippine Holdings Corporation and First Gen Corporation

FG Hydro Corporation, First Gas Power Corporation, FGP Corp., First Gen Energy Solutions, Green Core Geothermal Inc., First Gen Renewable Inc., and FG Bukidnon Power Corp. He is Chairman of First Philippine Industrial Corp., First Philippine Electric Corp., First Philippine Realty Corp., and First Balfour Inc., and is Treasurer of Lopez Holdings, Inc.

First Gen Corporation (First Gen) is the leading clean and renewable energy company in the Philippines with an installed capacity of 2,763 megawatts (MW). It accounts for approximately 18 per cent of total installed capacity in the country today.



MR. WILLIAM TAN UNTIONG

Director, Jollibee Corporation

Jollibee is the largest fast food chain in the Philippines, operating a nationwide network of more than 750 stores. A dominant market leader in the Philippines, Jollibee enjoys the lion's share of the local market that is more than all the other multinational brands combined. The company has also embarked on an aggressive international expansion plan, and currently has 80 stores outside the Philippines-USA (26), Vietnam (32), Brunei (11), Jeddah (7), Qatar, Hong Kong, and Kuwait (1 each), firmly establishing itself as a growing international QSR player.



MR. EDGAR HAPA

Director, Globe Telecom

Globe Business is the corporate arm of Globe Telecom, the leading mobile telecommunications company in the Philippines. Globe Business provides wireless and wire line solutions for a diverse set of industries, businesses, and commercial enterprises. We assure affordable, reliable, and dependable services for all your communication needs. At Globe Business, we provide you solutions that fit.

A pioneer in mobile telecommunications, Globe Telecom seeks to create and deliver products and services that bring customers closer to their aspirations, and connect them with the people and events that matter to them the most. Globe Telecom caters to more than 25 million people, along with 650,000 wire line and broadband users. The company also counts 100,000 businesses among its clients.



MS. SANDRA WU

President, Kokusai Kogyo Holdings Co., Ltd.

Member, UNISDR Private Sector Advisory Group (ISDR-PSAG)

Since June 2009, Wu has served as President Kokusai Kogyo Holdings Co., Ltd., the holding company and flagship of Kokusai Kogyo Group, an entity consisting of 54 consolidated group companies with a core spatial information consulting business, with clients in 30 countries and 380 local governments. She is also the Director of Japan Asia Group Limited. She has been serving as a member of the board of directors of the Nippon Keidanren since 2009.

Wu worked at a trading company in Taiwan before joining Nomura Securities Hong Kong in 1993. After realizing several key mergers and acquisitions in China and other Asian countries, she co-founded a company, Japan Asia Holdings Limited in 1999, and became its Vice President. In 2001, she established its presence in Japan – Japan Asia Securities Co., Ltd. – and became its president. She was the first woman to head a Tokyo Stock Exchange member firm.



MS. OLIVE COLLANTES-RAMOS

Managing Director, DHL Supply Chain

Ms. Ramos manages the growth and development of the business in the Philippines. DHL commits its expertise in international express, air and ocean freight, road and rail transportation, contract logistics and international mail services to its customers. A global network composed of more than 220 countries and territories and about 275,000 employees worldwide offers customers superior service quality and local knowledge to satisfy their supply chain requirements.

DHL accepts its social responsibility by supporting climate protection, disaster management, and education. DHL is part of Deutsche Post DHL. The group generated revenue of more than 53 billion euros in

2011.



ATTY. MIGUEL B. VARELA

Chairman and President, Philippine Chamber of Commerce and Industry

Philippine Chamber of Commerce and Industry (PCCI), the largest business organization in the country. He has also been the President of the Employers Confederation of the Philippines (ECOP), the largest association of employers in the country. His other businesses include Semexo Marketing, Inc., Harman Foods, Amchem Marketing, Inc., American Brands Philippines, Inc., SMI Development Corporation, Philippines Business Bank and Zest Airways.



MR. DAVID RIZZO

Senior Executive, Teleperformance

In 2007 Dave was awarded with the Teleperformance Leadership Award. In 2011, Teleperformance Philippines was awarded BPO Employer of the Year by the Business Processing Association of the Philippines (BPAP) and the Canadian Chamber of Commerce. In June 2012, Teleperformance was awarded the Asia Pacific Contact Center Outsourcing Service Provider of the Year by Frost & Sullivan.



MR. DENNIS B. VELASQUEZ

Executive Vice President and Group Head of Central Operations, BDO Unibank, Inc.

He is also a Director of the Executive Baclouge, Inc. He was Equitable PCI Bank, Inc.'s Operations Group Head from May 2006 until its merger with BDO in May 2007.

BDO is a full-service universal bank in the Philippines. As of 30 June 2012, BDO is the country's largest bank in terms of total resources, customer loans, total deposits and assets under management. BDO has one of the largest distribution networks, with more than 750 operating branches and over 1,700 ATMs nationwide. BDO's institutional strengths and value-added products and services hold the key to its successful business relationships with customers.



MS. MA CARMENCITA A. SAYO

Vice President, Bank of the Philippine Islands



MR. ROLANDO SOLIVEN

Assistant Vice President, Philippine Investment-Management (PHINMA), Inc.

Philippine Investment-Management (PHINMA), Inc. is a private holding company which was established in November 19, 1956. PHINMA, Inc. believes that Life Can Be Better. Proceeding from the principle that private business has a distinctive role to play in the country's development, its mission is to help build the nation through competitive and well-managed business enterprises that enable the Filipinos to attain a better quality of life. Its first investment was the acquisition of the Cebu Portland Cement Plant in Bacnotan, La Union. After winning the bid for this cement plant, PHINMA investors established Bacnotan Cement Industries Inc. on March 12, 1957 to hold its investments in the cement industry. This later became Bacnotan Consolidated Industries Inc. and is now known as Phinma Corporation. Now, PHINMA, Inc. is invested in affordable quality education, clean reliable energy, value-for-money urban housing, secure and reasonably priced lodging and other services that provide Filipinos better access to the essentials of a dignified life.



MS. ALEXANDRA "SANDY" PRIETO-ROMUALDEZ

President and CEO, Philippine Daily Inquirer

The Philippine Daily Inquirer is undeniably the country's most widely read and circulated newspaper. With over 2.7 million nationwide readers daily, it enjoys a market share of over 50% and tops the readership surveys. Not only is it the most read among all sectors and ages, it is also the country's most trusted source of hard-hitting news and countless exposés. Distinguished by award-giving bodies like the Catholic Mass Media Awards, Jaime Ongpin Awards for Investigative Journalism and Anvil Awards, it is the Philippines' most awarded broadsheet with over 200 awards and citations.



MR. JEFFREY C. LIM

Executive Vice President and Chief Finance Officer, SM Prime Holdings, Inc.

Director of Pico de Loro Beach and Country Club Inc. and a member of the Management Board of the Asia Pacific Real Estate Association SM Prime Holdings is the Philippines' largest mall operator. Publicly listed since 1994, it now owns and runs world-class malls all over the country, providing millions of square meters of floor area for a fully integrated shopping, dining, and entertainment experience.



MR. JORGE T. MENDIOLA

President for Operations, SM Retail, Inc. at SM Investments Corporation

SM is the country's leading retailer with its chain of department stores, as well as retail affiliates that complement traditional store lines. Some of these focus on the home, toy, stationery, and infants sections of the department stores, while others are free-standing superstores.



MR. MANOLITO TAYAG

Country Managing Director, Accenture

He is a global management consulting, technology services and outsourcing company, with more than 249,000 people serving clients in more than 120 countries. Combining unparalleled experience, comprehensive capabilities across all industries and business functions, and extensive research on the world's most successful companies, Accenture collaborates with clients to help them become high-performance businesses and governments. The company generated net revenues of US\$25.5 billion for the fiscal year ended Aug. 31, 2011.



MR. ALFREDO PANLILIO

Senior Vice President and Head of Customer Retail Services, Corporate Marketing and Communication, Manila Electric Company (Meralco)

Since 1903, Meralco has powered the growth of the Philippines and its people. As the premier electric service distributor, it is an inseparable partner for progress. Consistently in the list of the Philippines' top five corporations and cited among Asia's finest, Meralco today serves the country's prime business districts and top corporations.

Meralco's service area, equivalent to only about 3% of the country's total land area, produces almost 46% of the gross domestic product (GDP), 33% from Metro Manila alone. The franchise area is home to 24.7 million people, roughly a quarter of the entire Philippine population of 92 million.



MR. RAMON ABADILLA

Managing Director, DuPont Far East

Du Pont Far East Inc.-Philippines is a subsidiary of E.I. DuPont de Nemours & Co., Inc.-U.S.A. Since 1973 DuPont has been delivering the miracles of science™ in the Philippines.