

Ayala Land cites power solutions as key to sustainable growth

Developer forges alliance with Meralco to achieve long-term corporate goals



Ayala Land, Inc. is a Corporate Commercial Meralco Luminary for 2015 for its rich heritage in building sustainable communities and continued efforts in enriching the lives of countless Filipinos.

The property sector has been one of the best performing sectors of the country in the last few years. Ayala Land, Inc. (ALI) is at the forefront of those spectacular numbers.

A premier real estate company in the Philippines, known as a developer of sustainable estates, ALI has core businesses in landbank management, residential development, shopping centers, corporate businesses, and hotels.

The subsidiary of the 180-year old Ayala Corporation has been steadily expanding. And ALI cites its collaboration with Meralco as one of the keys to its success.

"A company like Meralco has the resources and the scale to provide reliable power in our developments," said Bernard Vincent "Bobby" O. Dy, Ayala Land, Inc. President & CEO. "They help us in terms of designing the kind of power infrastructure we will need, from the beginning of the project, through construction, up to powering up the community."

Ayala Land's expansion has so far translated to revenue growth of 13 percent and net income growth of 19 percent just in 2015; a good trend for a roadmap called their "2020-40 plan" of achieving P40 billion in total net income by 2020.

Meralco's involvement goes beyond power distribution.

"They make sure that the designs we have are cost-efficient and optimal. And because they have been with us from the beginning, they should be in the best position to address any capacity expansion," said Dy.

The company sees the fundamentals of the country remaining healthy; citing strong GDP growth, rising per income capita, climbing BPO and OFW revenue streams, and historically low interest rates all of which should only further benefit the housing sector.

As was conceived in Makati City – an area that since 1948 has undergone several re-developments – ALI's other masterplanned, mixed-use, integrated communities are designed to provide enough flexibility, so that as the community evolves over time, the developments will be able to adapt.

For its rich heritage of building sustainable communities that continue to enrich the lives of countless Filipinos, Ayala Land, Inc. is a Corporate Commercial Meralco Luminary for 2015.

"The housing market represents the bulk of families' savings and investments, an embodiment of hopes and dreams. So a robust property sector is a welcome economic sign," said Alfredo S. Panlilio, Meralco Senior Vice President and Head of Customer Retail Services and Corporate Communications. "As ALI's partner, Meralco makes sure that we deliver the support the sector needs for sustained growth."

To learn more about Meralco partnerships, speak to your Relationship Manager, or contact the Meralco Corporate Partners at meralcocorporatepartners@meralco.com.ph, or visit www.meralco.com.ph/corporatepartners.



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- Bernard Vincent "Bobby" O. Dy
Ayala Land, Inc. President & CEO



Ayala Land's Dy poses with the utility distributor's top management, Meralco Chairman Manuel V. Pangilinan (right) and Meralco President & CEO Oscar S. Reyes (left).



Nuvali at Sta. Rosa, Laguna features several inviting amenities characteristic of any Ayala Land development.



Dy is flanked by Meralco RM Darryl Francisco (left) and Meralco Leisure and Entertainment Team Leader Joey Santos.