

16 December 2019

**Securities & Exchange Commission** 

Secretariat Building, PICC Complex Roxas Blvd, Metro Manila

**Philippine Stock Exchange** 

Disclosure Department 3/F PSE Plaza, Ayala Triangle Plaza Makati City, Metro Manila

Philippine Dealing & Exchange Corp.

37th Floor, Tower 1, The Enterprise Center 6766 Ayala Ave. corner Paseo de Roxas Makati, 1226 Metro Manila, Philippines

Attention: Hon. Vicente Graciano P. Felizmenio, Jr.

Director, Market and Securities Regulation Department

Securities & Exchange Commission

Ms. Janet A. Encarnacion

Head, Disclosure Department Philippine Stock Exchange

Atty. Marie Rose M. Magallen-Lirio

Head, Issuer Compliance and Disclosure Department (ICDD)

Philippine Dealing & Exchange Corp.

Sir and Mesdames:

We would like to submit the following Press Releases for your information and reference.

Thank you and best regards.

Very truly yours,

Atty. Socorro Ermac Cabreros

Corporate Secretary



# Phoenix reinforces support for cleaner, diverse energy mix with new partnership



Phoenix Petroleum Philippines, Inc. President and CEO Dennis Uy shakes hands with Mesa Natural Gas Solutions, LLC President and CEO Scott Gromer after signing the memorandum of agreement between the two companies. Also present during the signing ceremony were PPPI General Manager for Business Development, Strategies, and Portfolio Unit Joselito de Jesus, COO Henry Albert Fadullon, and Mesa Natural Gas Solutions LLC Director of International Development Zachary Soukup.

Phoenix Petroleum, the fastest-growing and leading independent oil company in the Philippines, reinforces its thrust for cleaner energy and diversified energy sources through a new deal with a manufacturer, distributor, and operator of generator sets that can run on raw wellhead gas, LNG, CNG, and propane rich LPG. The partnership was made official with a memorandum of agreement between Phoenix Pilipinas Gas and Power, Inc., a wholly-owned subsidiary of Phoenix Petroleum Philippines, Inc., and Mesa Natural Gas Solutions, LLC., an American company based in Casper, Wyoming. The MOA was signed by Mr. Dennis Uy, President and CEO of PPPI, and Mr. Scott Gromer, President and CEO of Mesa Natural Gas Solutions, LLC. on December 11 at the UDENNA Tower in BGC, Taguig City.



The agreement will make the genset units available in the Philippines with the corresponding commissioning, training, and technical support from the USA. Both companies are expecting the deal to promote the use of gas, and broaden the Philippines' energy mix. The project also aims to contribute to the Department of Environment and Natural Resources' initiatives on Clean Development Mechanism (CDM), allowing its clients to earn carbon credits.

Present during the signing are Zachary Soukup, Director of International Development of Mesa Natural Gas Solutions LLC based in Oklahoma City, and Henry Albert Fadullon, COO of PPPI.

"Through this valuable project, we will be able to further support the Philippine government's thrust to broaden our energy mix and move closer towards cleaner energy. Gas, being available in many parts of the world, will allow us to diversify and stabilize our energy sources as we help the country better secure its energy requirements. Considering the innovative properties of this technology, remote areas of the country that suffer from unreliable power supply and quality can greatly benefit from it, including businesses in the hospitality and manufacturing industries," Mr. Fadullon said. He also stated that the genset technology will allow the use of propane rich LPG as a transition fuel while the availability of LNG is still being developed. Phoenix LPG Inc. will supply propane rich LPGas the feed-stock to the Mesa gensets.

Often used in upstream operations providing power for remote locations even without access to the main grid, Mesa genset units are compact, mobile, and can be customengineered to fit the requirements of the clients. The performance of the gensets can be monitored remotely on real-time basis and immediate action can be taken on-site, if needed.

Also present during the MOA signing is Mr. Keenan Ugarte, Director of Primeiro Partners, the strategic advisor to Mesa Natural Gas Solutions, LLC. "With this partnership, Mesa and Phoenix are providing three important benefits; high reliability, improved cost-efficiency, and strong environmental standards, all of which are needed in the Philippine power sector today. We see future growth for Mesa not just in the Philippines, but in other emerging markets globally," Ugarte said.



Local industrial and commercial businesses, whose operations are reliant on efficient and stable supply of power, are expected to maximize Mesa's technology, which aims to provide operational flexibility, increased uptime, and significant reduction in greenhouse gas emissions. With an uptime of more than 99%, Mesa has an estimated power generation fleet of 450MW. Last year, it installed not less than 25MW of power for micro-grid clients.



## Phoenix converts one of biggest taxi fleets in Iloilo to auto LPG

Phoenix LPG Philippines, Inc., a subsidiary company of Phoenix Petroleum Philippines, Inc. (Phoenix), engaged in the selling and distribution of LPG products and services, is converting over 200 registered fuel-powered vehicles operating all over Iloilo City and nearby provinces to auto gas-powered cars after the company signed a conversion deal with GDR Taxi, which has one of the biggest taxi fleets in the region.

Aiming to provide a cleaner and affordable alternative to fuel, Phoenix LPG partnered with Clean Vehicle Solutions Limited (CLEVA)—a Hong Kong-based company that specializes in fuel delivery, installation, and maintenance of LPG equipment—to use its Prins Technology for the auto LPG conversion project with GDR Taxi.

Phoenix has, so far, converted 48 out of the 215 GDR taxi units into auto LPG-powered vehicles and is expected to complete the project by the first quarter of 2020. These taxis are the pilot batch of the auto LPG conversion project of Phoenix LPG using the new technology.

"To complement our credible and efficient Phoenix SUPER LPG for home cooking, we are extending our brand's offering to motorists through Phoenix Auto LPG, our very own clean-burning and high-octane green fuel. Since it is more affordable, readily available, and portable, auto LPG is the most viable and credible alternative to the conventional fuels we use today," Phoenix Petroleum Chief Operating Officer Henry Albert Fadullon said.

Aside from the conversion kit, Phoenix also provides spare parts, product warranty, and technical training and support to GDR Taxi.

The collaboration between Phoenix Petroleum and CLEVA aims to provide fleet operators with a quality auto LPG product and world-class converter technology, producing a better and more rewarding business operation. The company is also set to expand its auto LPG conversion project to other key cities in the country in the coming year.