

**[For Immediate Release]**

## **VITRO Inc. and HGC partner to enhance Data Center connectivity in the Philippines**

**Hong Kong, 14 October 2024 - VITRO Inc.**, a subsidiary of ePLDT and the data center arm of the PLDT Group, and **HGC Global Communications Limited (HGC)**, a fully-fledged ICT service provider and network operator with extensive global coverage, announce their strategic partnership to enhance data center connectivity in the Philippines. This partnership, made possible by PLDT Enterprise, the corporate arm of PLDT, is a joint effort to provide the digital infrastructure that fulfills the surging demand for faster and more resilient data center connectivity.

Through this collaboration, HGC has officially joined the VITRO Partner Network (VPN), a strategic alliance of carriers, system integrators, and technology companies that enables partners to seamlessly incorporate VITRO's advanced infrastructure into their solutions. It expands HGC's footprint to VITRO Sta. Rosa, the largest and first true hyperscale-grade data center in the Philippines. This expansion not only enhances HGC's Point of Presence to offer comprehensive services tailored to evolving business needs in the Philippines, but also provides connectivity and telecommunications services to hyperscalers and enterprises co-located at VITRO Sta. Rosa.

By combining the strengths and expertise of both HGC and VITRO, this partnership creates an ecosystem that will enable HGC to further expand its data center connectivity and reinforce its position in the Philippines' rapidly growing technology and digital infrastructure landscape. Simultaneously, the integration of VITRO with HGC's extensive global network extends its reach and connectivity options for its colocation customers. HGC's extensive global network and robust digital infrastructure empower Internet Service Providers (ISPs), hyperscalers, and enterprises to expand their global footprint, harnessing the power and reach of the HGC network to enhance the services they deliver to customers with superior connectivity. HGC's commitment to providing exceptional service has made it the preferred network operator for carriers worldwide.

"We warmly welcome HGC to VITRO Sta. Rosa's telco ecosystem and the VITRO Partner Network," said **Gary F. Ignacio, Chief Commercial Officer of VITRO Inc.** "This strategic partnership will unlock new possibilities for VITRO and further expand our reach through HGC's global network."

**Michael De Castro, First VP - In-Country Project Investment, International Business of HGC, and President of DWIC** said, "By leveraging VITRO's state-of-the-art infrastructure alongside HGC's extensive premium fiber-optic network in Luzon, including NCR, and strategic portions of Mindanao, as well as our comprehensive ICT solutions and telecommunications services across the globe, this partnership will gear us towards our goal of delivering the same quality of service that HGC offers globally. Here's to a successful partnership kickstarting the creation of a smart environment and empowering Filipinos with the latest digital technologies in telecommunications."

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**Photo caption: VITRO Inc. and HGC partner to enhance Data Center connectivity in the Philippines**

**(from left to right): Mitch Locsin**, FVP and Head of Enterprise and International Core Business of PLDT and Smart; **Gary Ignacio**, Chief Commercial Officer of VITRO Inc.; **Jenny Villaflor**, Head of Sales, Carriers, Channel Partners, and Public Sector of VITRO Inc.; **Yse Tinio**, Head of Sales of Philippines, International Business of HGC; **Ravindran Mahalingam**, SVP of International Business of HGC; and **Michael De Castro**, First VP of In-Country Project Investment, International Business of HGC, and President of DWIC

## **About HGC Global Communications Limited**

HGC Global Communications Limited (HGC) is a leading Hong Kong and international telecom operator and ICT solution provider. The company owns an extensive network and infrastructure in Hong Kong and overseas and provides various kinds of services. HGC has 21 global offices and staff presence in 33 cities worldwide. It provides telecom infrastructure service to other operators and serves as a service provider to corporate and households. The company provides full-fledged telecom, data centre services, ICT solutions and broadband services for local, overseas, corporate, SME and mass markets. HGC owns and operates an extensive fibreoptic network, five cross-border telecom routes integrated into tier-one telecom operators in mainland China and connects with hundreds of world-class international telecom operators. The company is committed to further investing and enriching its current infrastructure and, in parallel, adding on top the latest technologies and developing its infrastructure services and solutions. In 2019, HGC Group completed the acquisition of Macroview Telecom Limited (Macroview), a leading digital technology solution and managed services provider. The addition of Macroview further accelerates HGC Group's digital transformation path and positioning as a pioneering ICT and digital services leader. HGC is a portfolio company of I Squared Capital, an independent global infrastructure investment manager focusing on energy, utilities, transport, social infrastructure, digital infrastructure, and environmental infrastructure in North America, Europe, Latin America and Asia.

To learn more, please visit HGC's website at: [www.hgc.com.hk](http://www.hgc.com.hk)

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