

EuroPH CONNECT

BUSINESS • OPPORTUNITIES • PERSPECTIVES

THE BUSINESS DIGEST
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OF COMMERCE OF THE PHILIPPINES

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DOING BUSINESS IN THE PHILIPPINES

IN THIS ISSUE:

DOING BUSINESS IN THE PHILIPPINES

PH Found Among Most Improved in Global
Competitiveness Index

THE EU AND THE PHILIPPINES

An Interview with EU Ambassador Franz Jessen

INSIDE THE ECCP

First ECCP Women in Business Forum and Networking
Night

INFOGRAPHIC

Ease of Doing Business Act and Efficient Delivery of
Government Services Republic Act of 2018



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Contents

8 PHL Found Among Most Improved in
Global Competitiveness Index

Philippines Slips in Doing Business
Rank **12**

10 The EU and the
Philippines: An
Interview with EU
Ambassador
Franz Jessen

22 INSIDE
THE
ECCP

35 Business
Opportunities

36 New
Members Corner

Make the most out of your chamber.



Client Contact
Supplier Contact
Distributor or Agent Contact

Partner Research
Market Scanning
Company Pool
Events Management
Training Programs

Editorial



FLORIAN GOTTEIN
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While year end is approaching fast, we at the ECCP are busier than ever as we continue to bring you back to back activities starting with the Luzon, Visayas and Mindanao leg of the Energy Smart Philippines and an ECCP Luncheon Meeting with DICT Secretary Monchito Ibrahim and the recently held Luncheon Meeting with PPP Undersecretary and Executive Director Ferdinand Pecson and Business Innovation Congress. We are also finalising our plans for an exciting 2019 for you. Once again, we couldn't have done it without your utmost support and cooperation.

This issue of the EuroPH Connect highlights the landmark passing of the Republic Act No. 11032, otherwise known as the Ease of Doing Business and Efficient Government Service Delivery Act of 2018. Last 9 August 2018, we were privileged to have Senator Miguel Zubiri speak on the implementation roadmap of the Ease of Doing Business Act and other legislative priorities for promoting a more conducive business environment in the Philippines. Senator Zubiri also spoke on improving the country's competitiveness among its regional neighbors. To give you a better understanding of the fundamentals of the Ease of Doing Business Act, a primer is available on pages 18 & 19.

In this issue, we also feature the Head of the EU Delegation to the Philippines, His Excellency, Ambassador Franz Jessen on his view on the business relationship between the EU and the Philippines, the performance of EU GSP+, and his vision for the future of EU-Philippine relations. Read the full interview on pages 10 & 11.

The 2019 edition of the World Bank Doing Business Report has just been released with the Philippines ranking slipping 11 places from last year. However, less than a month prior, the Global Competitiveness Index released a report showing that the country placed fifth among nine economies of the ASEAN member states. Read on the two report on pages

“The ECCP continues to work on making the country a more competitive business environment to encourage more European companies to invest and do business in the Philippines.”

12 and 8 respectively. On our part, the ECCP continues to work on making the country a more competitive business environment to encourage more European companies to invest and do business in the Philippines.

On another note, the Fast Moving Consumer Goods (FMCG) shopping trips of Pinoys in the first half of 2018 is discussed by one of our members, Kantar Worldpanel on page 20. Updates on your Chamber's activities over the past few months spanning in its four branches in Manila, Cebu, Davao and CDO, are available in this issue's Inside ECCP section on page 22. Business opportunities are available on page 35 as well as advertising opportunities in the 2019 edition of the Philippine-European Business Directory on page 37. Keep yourself updated with the list of trade fairs for 2019 on page 36 and get acquainted with the new faces in the chamber on page 38.

I hope you enjoy this issue of the EuroPH Connect and as always, thank you for your continuous support to your chamber! ■

PHL Found Among Most Improved in Global Competitiveness Index

By: Victor V. Saulon, Sub-Editor, BusinessWorld
Originally Published: 17 October 2018

THE PHILIPPINES placed fifth among the nine economies of the Association of Southeast Asian Nations (ASEAN) covered by the Global Competitiveness Report 2018-2019, which measures a country's standing using a set of criteria that determine level of productivity, and 56th globally among 140 economies on the list.

As reported by the World Economic Forum, the Philippines ranks lower than Singapore – the most competitive in ASEAN and second globally – and other regional neighbors Malaysia (25th globally), Thailand (38th), and Indonesia (45th).

The latest report qualified that it is not comparable to previous reports, as the Forum has transitioned to a new methodology.

The Forum said in a statement that about 60% of the indicators used in the new index “are brand new, as we increasingly believe factors such as workforce diversity, labor rights, e-government and disruptive businesses are driving competitiveness”.

While the Philippines ranks 56th in this year's index, applying the new methodology to 2017 yields “a 12-place rise in the ranking, one of the best performances globally”.

The Philippines' highest score of 90 out of 100, relates to its macroeconomic stability. In the pillars of labor market, financial system, market size and business dynamism it ranks in the top 40 globally. It also ranks 12th worldwide for number of disruptive businesses and 15th for growth of innovative companies.

Its biggest challenge lies in fixing its institutions, ranking 101st, ranking at the bottom worldwide (120th or worse, in the indicators of organized crime, reliability of police services and conflict of interest regulation. Another weakness is actual innovation in the economy where it ranks 67th for innovation, with research and development expenditures (99th) and trademark applications (98th) particular areas of concern. Under the same pillar, however, it scores relatively well in terms of social capital at 21th worldwide.

ASEAN economies covered by the report are Singapore, Malaysia, Thailand, Indonesia, Philippines, Brunei, Vietnam, Cambodia and Lao PDR. Myanmar was not included.

Regionally, the Philippines is third in Labor Market behind Singapore and Malaysia, and also third in Macroeconomic Stability, also behind the two, as well as fourth in Innovation Capability and Financial Systems.

A summary of report findings was also provided in a press release of the Makati Business Club (MBC), the Forum's partner in the Philippines.

The country placed seventh out of the ASEAN nine and 101st out of the 140 economies in the pillar of Institutions.

It was also seventh regionally in Health and Infrastructure. Its global ranking in the two pillars are 101st and 92nd, respectively. The three pillars are also the country's weakest, MBC noted.

In a statement, MBC Chairman Edgar O. Chua said that the Philippines' business dynamism noted in the report was primarily driven by the private sector's mindset, in finding innovative ways to become more efficient and productive.

“We see companies integrating sustainability and innovation into their business models and harnessing the potential of technology to increase productivity – and this drives the continued growth of the Philippine economy,” he said.

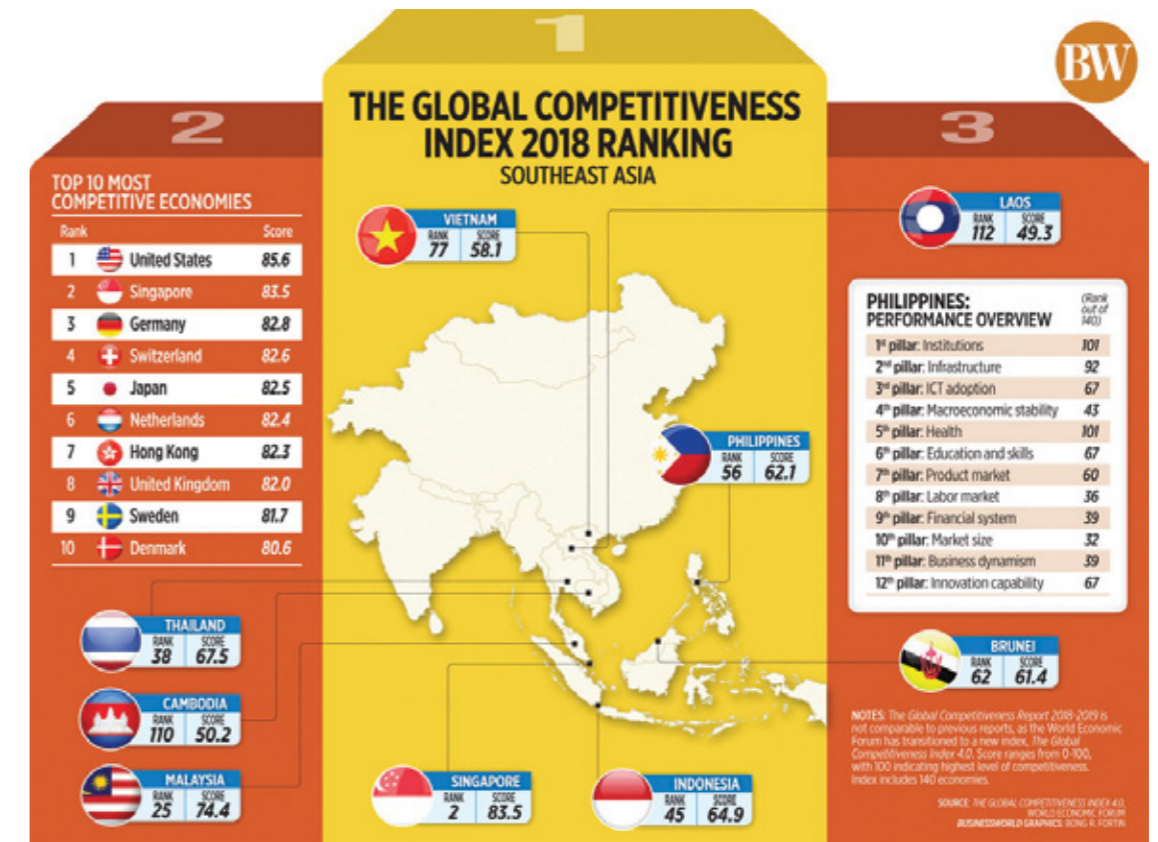
“Hopefully, we will see more business-government-academe linkages to support the growth of priority sectors. This type of dynamic ecosystem has been pursued by other economies which can be improved in the Philippines.”

The Philippines' competitive advantage or its strong pillars out of 12 in the index are its Market Size, Labor Market, Financial Systems and Business Dynamism.

Top-ranked indicators, or those within the top 10 globally, include rate of change of inflation (tied at #1 with 74 countries), insolvency regulatory framework (eighth out of 140), internal labor mobility (ninth), pay and productivity (10th).

Strong indicators highlight the private sector as a driver for innovation and competitiveness. In terms of companies embracing disruptive ideas, the Philippines ranked 12th globally, as well as 15th each in terms of growth of innovative companies and diversity of workforce.

Under Business Dynamism, time to start a business (115th out of 140), cost of starting a business (97th) and



insolvency recovery rates (112th) remain indicators where the Philippines performed poorly.

“While time and cost of starting a business remain problematic factors for the business community, it is worthy to note that the Philippines ranks high in e-participation, or the use of online platforms to link government information to citizens,” Mr. Chua said.

“With the recently passed Ease of Doing Business Act, we remain optimistic that the government will be able to sustain these gains and address the concerns of efficiency in doing business.”

The report noted that in many countries, the root causes of slow growth and inability to leverage new opportunities offered by technology continue to be the “old” developmental issues of institutions, infrastructure and skills.

Two of these are among the Philippines' three bottom-ranked pillars: Institutions, Infrastructure and Health. In ASEAN, the country consistently ranked seventh out of nine in these three pillars.

Under Institutions, which is the Philippines' weakest pillar, critical indicators where the country ranked poorly include: terrorism incidence, homicide rate, organized crime, and reliability of police services.

Under Infrastructure, the Philippines lags in road connectivity (129th), exposure to unsafe drinking water (101st), efficiency of train services (100th) and electrification rate (100th).

Among the country's weakest indicators are under the Institutions pillar, namely: terrorism incidence (136th), reliability of police services (123rd), conflict of interest regulation (121st) and organized crime (120th).

The report cited the Philippines as one of the countries – along with Nigeria, Yemen, South Africa and Pakistan – with problems related to violence, crime or terrorism, and where the police are considered unreliable. Across all countries, the relationship between the prevalence of organized crime and the perceived reliability of the police is strikingly close, it said.

“With WEF's new competitiveness index, policy-makers and business leaders are guided to focus on long-term development,” Mr. Chua said.

“While we continuously build on our strong pillars, it is equally important to address our weak spots. The business community remains committed to work with the government to address these gaps, especially in our weakest links in ease of doing business, corruption incidence, and infrastructure, particularly in road connectivity.”

The MBC administered the 2018 Executive Opinion Survey, a major component of the Global Competitiveness Report, last Feb. 1-April 31. ■

This article was originally published by BusinessWorld Publishing and can be found at <https://www.bworldonline.com/phl-found-among-most-improved-in-global-competitiveness-index/>



The EU and the Philippines

An Interview with EU Ambassador Franz Jessen

H. E. FRANZ JESSEN
AMBASSADOR EXTRAORDINARY AND PLENIPOTENTIARY,
HEAD OF THE DELEGATION OF THE EUROPEAN UNION TO THE PHILIPPINES

Since first arriving in the Philippines to take up your post as EU Ambassador, how have you observed the relations between the EU and the Philippines develop over time?

The European Union has a long-standing and dynamic relationship with the Philippines as evidenced by the increasing number of people-to-people exchanges and of high-level visits to the EU from the Philippines and vice-versa.

A significant milestone in the relationship was the ratification of the Partnership and Cooperation Agreement between the EU and the Philippines in March 2018.

This meant that the EU and the Philippines have reaffirmed their joint commitment to the principles of good governance, democracy, the rule of law, the promotion of social and economic development, as well as to peace and security in the region.

The PCA will help to shape the wider relationship between the EU and the Philippines moving forward, contributing to enhanced political and economic ties through enhancing cooperation across a wide range of areas of mutual interest, including justice and security reform, migration, trade and development cooperation, regional challenges, the environment and political dialogues.



“The Philippines is a well-integrated economic power in the framework of the ASEAN market and plays an important part in the Asian and global value supply chains. The Philippines is also a member and strong supporter of the World Trade Organisation.”

What do you find is the Philippines' greatest strength that would serve it best when doing business with its ASEAN neighbors? What about on the world stage?

The Philippines' is a well-integrated economic power in the framework of the ASEAN market and plays an important part in the Asian and global value supply chains. The Philippines is also a member and strong supporter of the of the World Trade Organisation; and we recognise that it plays an important role in the crucial preservation of the WTO as fundamental pillar of the multilateral trading system.

What do EU companies or business men find most attractive about doing business with the Philippines?

The Philippines is a welcoming country where foreign business can find a young, motivated and highly trainable workforce, with good education and excellent language skills. The Philippines' position at the heart of the ASEAN market is also a major asset when considering this country as a destination of foreign capital.

Why is the EU General Scheme of Preferences Plus+ (GSP+) so important for businesses in the Philippines who wish to do business with the EU?

The Philippines is the only ASEAN member country that enjoys the EU GSP+ trade preference. As such, the GSP+ provides the Philippines with very favourable conditions for exporting goods - industrial as well agricultural - to the EU market. In 2018 we estimate that more than 2 billion euros worth of PH exports to the EU will benefit from the GSP+ scheme of preferences.

What is your vision for the Philippines-EU business relations in the future? And how do you think both partners can work together to achieve this vision?

At the beginning of this year the EU/Philippines Partnership and Cooperation Agreement (PCA) had been finally ratified. This is an extremely important step which puts our bilateral relations on new ground and opens new horizons to develop strong political, economic and social cooperation. On the trade and economic side, we have also to recall the common engagement to conclude a bilateral free trade agreement which, in perspective, should open new significant opportunities for business, traders and investors on both sides. Already, a number of Filipino investors have started establishing their presence in Europe and I want

“In 2018, we estimate that more than 2 billion euros worth of PH exports to the EU will benefit from the GSP+ scheme of preferences... I want to see more European companies in the Philippines in sectors where European expertise and best practices can be shared and transferred.”

to see more. This goes to show that even in business, the EU and the Philippines share common goals and values. But I also want to see more European companies in the Philippines in sectors where European expertise and best practices can be shared and transferred and as a result will help build more competitive Filipino brands in the global market. ■



Philippines Slips in Doing Business Rank

By: Elijah Joseph C. Tubayan, BusinessWorld
Originally Published: 31 October 2018

THE PHILIPPINES managed to improve its score in the World Bank's annual report that tracks economies' competitiveness in ease of doing business, but its rank slipped as reforms to streamline transactions and strengthen stakeholder rights were offset by a drop in "getting credit" metrics, increased layers for import inspection and higher tax registration costs.

The World Bank's Doing Business 2019 report, themed: "Training for Reform" and released on Wednesday evening, placed the Philippines at 124th out of the 190 economies tracked, down 11 places from 113th last year.

The Finance and Trade departments promptly challenged the results, expressing "strong objections" as they argued that the report's findings on the Philippines in the "getting credit" indicator that weighed heavily on the country's overall ease of doing business performance ignored data from its largest credit bureau "as its (World Bank's) methodology prescribed".

It is not the first time the Philippines has questioned the report. In November 2015, the Finance department wrote the World Bank to express "grave concerns" on the 2016 report's "glaring flaws and inconsistencies" as the country's rank fell to 103rd spot from an adjusted 97th place. This, the department had argued, did not reflect improvements in terms of business facilitation.

In this latest report, the Philippines' ease of doing business overall score actually improved to 57.68 this year from 56.32 last year, as there were three reforms introduced, from two reforms the previous year. The score reflects an economy's position vis-a-vis the best regulatory practice. A score closer to 100 indicates a more efficient business environment and stronger legal institutions.

The economies' competitiveness was measured across several indicators, namely: starting a business, dealing with construction permits, getting electricity, registering property, getting credit, protecting minority investors, paying taxes, trading across borders, enforcing contracts, resolving insolvency and labor market regulation. Labor market regulation data were not included in this year's report, the World Bank clarified.

Quezon City was the report's benchmark for the Philippines.

"In the Philippines, minority investor protections were strengthened by increasing shareholders' rights and role in major corporate decisions and clarifying ownership and control structures," the World Bank said in a statement.

"The Philippines issued new rules for companies listed on its stock exchange. Shareholders can now approve the appointment and dismissal of the auditor and companies must establish an audit committee composed exclusively of board members," the report added.

"In the area of Starting a Business, the Philippines simplified tax registration and business licensing processes, but increased tax registration costs."

The World Bank also took note of improvements in the Philippines' risk management practices in the construction sector.

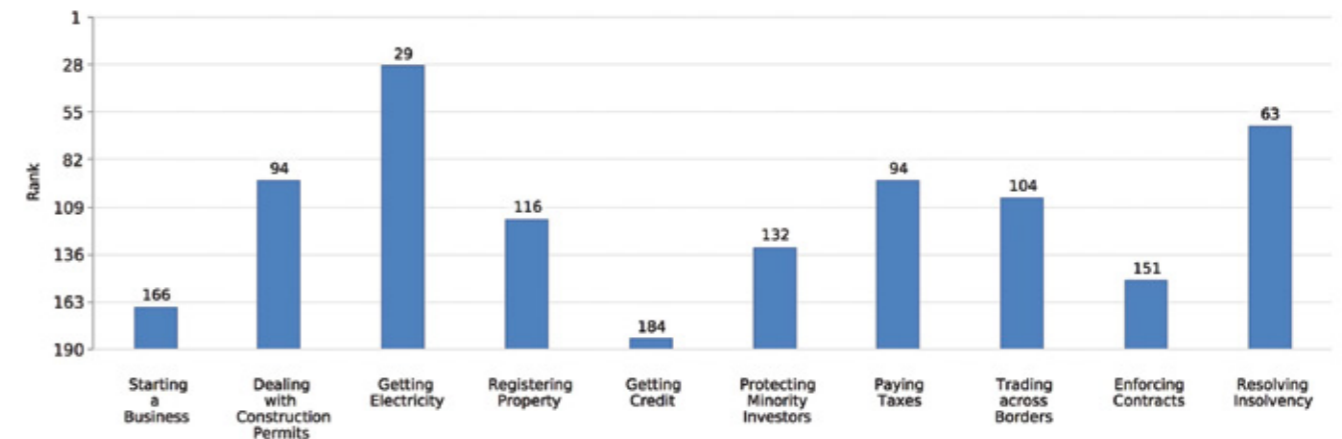
However, it noted that the Philippines made trading more difficult this year.

"Trading across borders was made more difficult by increasing the number of inspections for importing, thereby increasing the average time for border compliance," the report said.

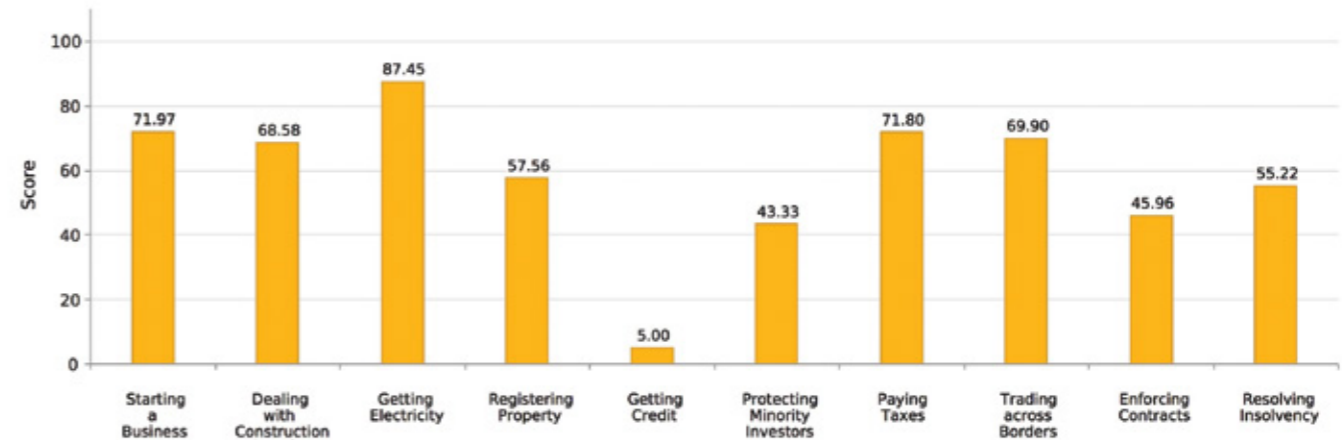
The top 10 economies in the Doing Business 2019 are New Zealand, Singapore, Denmark, which retained their first, second and third spots, respectively, for the second consecutive year, followed by Hong Kong, South Korea, Georgia, Norway, United States, United Kingdom and Macedonia.

"East Asia and Pacific region has made significant progress in enabling entrepreneurship and private enterprise. As the reform momentum continues building up in the region, those economies which lag behind have the opportunity to learn from the good practices adopted by their neighbors," Rita Ramalho, senior manager of the World Bank's Global Indicators Group, said in a statement. ■

Rankings on Doing Business topics - Philippines



Ease of Doing Business Score on Doing Business topics - Philippines



Scan the QR code to download the World Bank Report on Doing Business in the Philippines 2019





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WORKPLACE HEALTH TIPS



Keep moving

Move around! Talk to your co-workers! Get some fresh air every once in awhile, or maybe take a short walk during your break. The sun is your friend, seek it out to help reduce stress.



Optimism is key

There will always be those days where nothing seems to go right, but don't let it get to you! Learning is a never-ending process. Don't hesitate to give yourself breaks when you need it. Surround yourself with positive energy, keep calm, and carry on.



Work ≠ Life

When the clock strikes the end of your work hours, it's time to go. There is time for work and there is time for yourself. Drawing the line between your life in and out of work gives you the time to engage in extracurricular activities which can do wonders to your mental well-being.



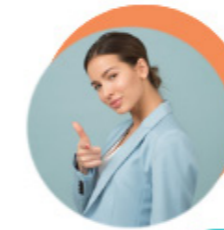
Food is your fuel

An empty stomach leads to an empty brain. Skipping meals is a big no-no and breakfast, lunch, and dinner and snacks are crucial to making sure you've got enough fuel to power you through your day.



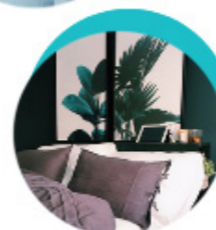
You do you

Be comfortable in your own skin. Keeping up a façade to cope with others will only bring more stress and pressure. Being honest is better than constantly keeping up appearances.



REST to RESET

Sleep is your reward for the day's productive work. A minimum of 6 hours of sleep is necessary for adults so that the body and brain will be energized for the next day. If at least 6 hours isn't possible, then make sure to rest up and recharge over the weekends.



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Engagement Technology Making Meaningful Connections

The world has its eyes on the Philippines. Since the turn of the century, the country's impressive economic growth has garnered it much international attention. In particular, the Philippines has received a huge influx of foreign companies that view it as a gateway to nearby Asian economies such as China. However, with the bountiful of business opportunities also comes a bountiful of challenges, the largest one of which is acclimating to the local business etiquette.

It is universally acknowledged that connections are indispensable when it comes to finding success in the business world. This truth is especially true in the Philippines. Unlike in the West, a good business relationship on the archipelago is less corporate and more personal, less rushed and more relaxed. In fact, your Filipino business partner may even invite you to have dinner with his or her family before any formal discussion of business matters. Then, how can one cultivate good relationships in the Philippines?

Before answering this question, it is helpful to think first about the relationships in our society at large. In today's data-driven society, technology has transformed the way that

relationships are formed and developed. With the advent of online networking platforms, the pace and volume of communications have increased drastically, making it extremely easy to connect with someone. However, given all these connections, how do we make sure that they stay meaningful and not just become statistics on our profiles? More importantly, how do we leverage these connections, especially in relationship-centered cultures like the Philippines?

Here at EventBank, we are particularly aware of these changes and challenges. In fact, our mission is to *"transform the way professional communities around the world enable and enrich relationships."*

This transformation comes in the form of a cloud-based mobile platform that makes connections, say, between members in an association more personal and thus stronger. Our software does so by providing the members a digital space to collaborate, give and receive instant feedback, and always be on the same page. Moreover, we also offer personalized solutions in event management and customer relationship management. After all, greater engagement in any area equals greater profitability for businesses.

Such an engagement and management technology is the vehicle needed for a businessperson to successfully navigate the Philippine corporate world. It will make it easier for him or her to begin new relationships and consolidate old ones, which will in turn allow him or her to take full advantage of the economic paradise that is the Philippines.

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Ease of Doing Business Act and Efficient Delivery of Government Services Republic Act of 2018

What is the Ease of Doing Business and Efficient Government Service Delivery Act of 2018?

The Ease of Doing Business and Efficient Government Service Delivery Act addresses Priority #3 of the 0+10 Socioeconomic Agenda to improve the country's competitiveness and ease of doing business.

The Act aims to further improve and speed up the delivery of government services by simplifying the issuance of permits and licenses.

Overall, it aims to promote transparency and cut red tape in the government for a more conducive business environment.



What are the benefits of the Ease of Doing Business and Efficient Government Service Delivery Act for every Filipino?



FOR THE CITIZENS

Transacting with the Government should be hassle free! The law prescribes processing time. If the documents are complete and in order, it should be easier and faster to get a passport, driver's license, birth certificate, NBI Clearance, etc.



FOR THE BUSINESS SECTOR

Whether starting or running a business, the issuance of business permits and licences must be simple, speedy and streamlined in all government agencies.



FOR PUBLIC EMPLOYEES & OFFICIALS

Public service is a public trust. Government personnel are expected to deliver timely and efficient government service and must be held accountable. They must demonstrate integrity at all times.

12 THINGS TO KNOW ABOUT THE EASE OF DOING BUSINESS AND EFFICIENT GOVERNMENT SERVICE DELIVERY ACT



Prescribed Processing Time

3 working days;
Simple Transactions
7 working days;
Complex Transactions
20 working days;
Highly Technical Transactions



Central Business Portal

DICT to establish central business portal to handle application data on business-related transactions, and provide links to online registration of national government agencies.



Streamlined Procedures for the Issuance of Local Business Licences, Clearances, or Authorizations



Philippine Business Databank

This shall provide NGAs/LGUs **access to data and information to verify the validity, existence of business entities.** Applicants need not submit the same documentary requirements previously submitted.



Streamlined Procedures for Securing Fire Clearances and Certificates



Interconnectivity Infrastructure Development

Processing and approval of licences, clearances, permits or authorizations for the installation and operation of telecommunication, broadcast towers, facilities, equipment and service **shall be expedited.**



Automatic Approval

In case an **agency fails to approve or disapprove** an original application within the prescribed processing time, the said application **shall be deemed approved.**



Creation of the Anti-Red Tape Authority

This body shall **implement and oversee** policies on anti-red tape and ease of doing business; **monitor** agency compliance, **conduct investigations** on complaints and cases of violations; and **review** proposals for regulations.



Citizen's Charter

All government agencies are required to indicate in detail, the updated:

- ✓ Checklist of requirements for each type of application or request
- ✓ Person/s responsible for each step
- ✓ Amount of fees
- ✓ Procedure to obtain a particular service
- ✓ Maximum time to complete the process
- ✓ Procedure for filing complaints



Creation of the EODB/ART ADVISORY COUNCIL

A 7-person body, composed of DTI Secretary (Chair), ARTA Director General (Vice-Chair), DOF, DICT, and DILG Secretaries, and two representatives from the private sector.



Zero Contact Policy

No contact in any manner with any requesting party concerning an application or request except during submission of documents.



Penalties

- 2-strike policy will be strictly enforced:**
- **1st offense:** administrative liability with 6 months suspension
 - **2nd offense:** administrative and criminal liability

Fewer FMCG Shopping Trips for Pinoys in 1H of 2018, data from Kantar Worldpanel shows



More than half of Filipino homes made fewer trips to buy Fast Moving Consumer Goods (FMCG) from January to June 2018 compared to the same period a year ago. This is more apparent among Class D and E households that mainly shop in traditional trade channels across the country, data from Kantar Worldpanel, the global expert in shoppers' behaviour, revealed.

Kantar Worldpanel said 53% of Filipinos registered less shopping trips in the first half of the year. Class D and E homes, it added, are shopping 6 times and 5 times less in the current semester compared to last year. Traditional trade, which is made up of Sari-sari stores and Market stalls are more affected with consumers shopping 4 times less. Meanwhile, less than half, at 45%, said they planned on adding more trips to either modern or traditional channels for their FMCG needs. A mere 2% retained the same number of trips in 2018 as they did last year.

The average Filipino household went on 183 shopping trips from January to June 2017. But by the first six months of 2018, this number decreased when Filipino consumers checked in 178 times only to buy packaged consumer goods

Local FMCG Growth by Mega Sector

The Philippine FMCG market, based on figures from Kantar Worldpanel, saw growth in

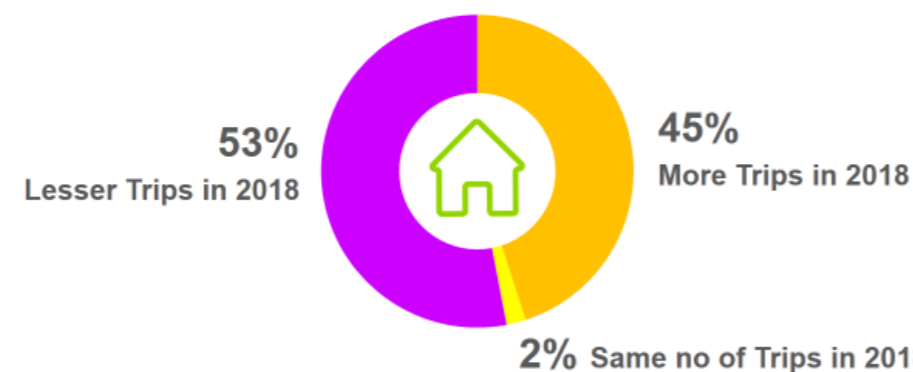
the first semester of the year in terms of value sales and volume or the number of litres or kilograms of FMCG products bought. This is evident in the personal and home care categories, which both enjoyed upsizing and bigger volumes bought by local households.

The Food sector, being a necessity for all consumers, registered the same number of trips by Filipinos in the first semester of 2018 versus a year ago. They also preferred to allocate a similar basket size for food items amidst the increase in prices.

Water vs Sugary Beverages

Volume growth was also achieved by the Beverage category as homes prioritized basket size over the number of shopping trips. However, it was only water that

Fewer trips were made by half of the Filipino homes



KANTAR WORLD PANEL

15

registered growth in volume purchases, as sugary drinks saw a double-digit price increase. Sports drinks, softdrinks, chocolate drinks as well as teas and juices in ready-to-drink and powdered formats showed negative numbers in terms of frequency and penetration rates. Forty-eight percent (48%) of lost volumes from powdered juices are due to switching to other beverages, specifically water at 50% of said switching losses. The same scenario applied to softdrinks, with 9 out of 10 switching volumes lost due to consumers' preference for water.

"With less trips planned this 2018, FMCG brands must make each shopping visit count for Filipino consumers. And as consumer prices rise, we can see that households are making fewer purchase trips for FMCG. Thus, communicating the right value proposition of our brands will be very critical to stay in their shopping basket as the budget becomes more challenged. For beverages specifically, revisiting healthier options such as Water will be crucial in staying afloat," Ruth Mendoza-Sazon, Account Director at Kantar Worldpanel, said.

About Kantar Worldpanel

Kantar Worldpanel is the global expert in shoppers' behaviour.

Through continuous monitoring, advanced analytics and tailored solutions, Kantar Worldpanel inspires successful decisions by brand owners, retailers, market analysts and government organisations globally.

With over 60 years' experience, a team of 3,500, and services covering 60 countries directly or through partners, Kantar Worldpanel turns purchase behaviour into competitive advantage in markets as diverse as FMCG, impulse products, fashion, baby, telecommunications and entertainment, among many others.

For further information, please visit us at www.kantarworldpanel.com.

About Kantar

Kantar is one of the world's leading data, insight and consultancy companies. Working together across the whole spectrum of research and consulting disciplines, its specialist brands, employing 30,000 people, provide inspirational insights and business strategies for clients in 100 countries. Kantar is part of WPP and its services are employed by over half of the Fortune Top 500 companies.

For further information, please visit us at www.kantar.com



INSIDE THE ECCP MANILA: EVENTS

Kaizen Leadership Workshop

I'M Hotel Makati, 10 July 2018

The ECCP held a Kaizen Leadership Workshop last July 10, 2018 at I'M Hotel, Makati City, Philippines.

The workshop focused on transforming beliefs and mindsets of managers and supervisors leading them to significantly think differently about how they lead their teams and drive high performance in their work. In this workshop, the participants were able to learn how to think and act strategically, prioritize actions and get results, empower and motivate their teams, resolve conflicts, communicate with candor and transparency, collaboration with others, accountability, problem solving and identifying opportunities and drive a continuous improvement culture.

The one-day workshop was facilitated by Mike Grogan an Irish leadership trainer, tutor, and speaker internationally recognized for his expertise in Lean Kaizen. His ability to communicate in both English and Filipino, combined with his work online in uplifting Filipinos, makes Mike one of the most in-demand keynote speakers and management trainers in the Philippines today. ■



Negotiation Skills Workshop

Makati Diamond Residences, 24 - 25 July 2018

The ECCP held the Negotiation Skills Workshop last July 24 & 25, 2018 at Makati Diamond Residences, Makati City, Philippines.

The workshop was designed to prepare the participants for all types of negotiations and to keep the balance between asking too much or settling for too little. It also aimed to help develop the right skill-set for behavior at the negotiation table. Additionally, the workshop contributed in sharpening skills in making counter-offers that have a higher chance of being accepted, as well as to overcome objections to offers and counter-offers.

The two-day workshop was facilitated by Mr. Clive Villanueva, a consultant in the field of training and organization development who has expertise on Sales and Sales Management, Customer Service and Strategic Planning among others. ■



For more information on booking these workshops for your company or for other training sessions available, contact Ms. Kamyrcatapang at kamyrcatapang@eccp.com.

ECCP Coffee Mornings: Digital Banking Revolution

The Ark by Unionbank, 11 July 2018

The ECCP held another Coffee Morning session for its members last 11 July 2018. Together with Mr. Paolo Baltao, Head of the EON Banking Group and the Senior Vice President of UnionBank, the informative session delved into the surfacing movement in Tech Trends Transforming the Banking Industry. Mr. Baltao discussed the decisive turns in both the digital and mobile user experience as well as eCommerce, a now common way to complete transactions, and security in banking and financial solutions. He also highlighted the importance to continuously innovate hand-in-hand while keeping oneself up to date with the progression of technology and its possibilities. ■



Unpacking Customer-Driven Marketing Strategies: How Well Do You Know Your Market?

Penbrothers, Makati, 14 August 2018 --

When you promote a brand or a product, does it fulfill and cater the needs of your potential clients? Last August 14, the ECCP organized a Coffee Morning session for its members together with Ms. Riva "River" Galvez Tan on the topic "Unpacking Customer-Driven Marketing Strategies: How well do you know your market?"

Riva, the Managing Director of The Natural Shelf and ABS-CBN Bayan Academy Grassroots Enterprise Management Program Business Mentor, spearheaded this interactive learning session and discussed how having the right heartset and the genuine desire to get to know customers better will make it easier to develop strategies that truly address their needs. She shared ways to face the challenge of meeting a customer's expectations whilst guarding against complacency, comfort and compromise along with accepting rejection and embracing correction through a recount of her own experiences. ■

ECCP Coffee Mornings are hosted by the ECCP with the support of its member companies. If your company is interested to host a Coffee Morning Session in partnership with the ECCP, e-mail membership@eccp.com.



INSIDE THE ECCP MANILA: EVENTS

ECCP Women in Business Forum & Networking Night

SPACES, Bonifacio Global City 2 August 2018

The European Chamber of Commerce of the Philippines held its Women in Business Forum and Networking Night last 2 August 2018 at SPACES, Bonifacio Global City. The event featured several inspirational talks and forums by powerful women in the business and political community, including Senator Risa Hontiveros. The Women in Business Forum and Networking Night is in partnership with JLL, our venue partner SPACES, our Platinum Sponsors Trends and Concepts and Zalora, our Gold Sponsors Champ, Richprime Global Inc., and VMV Hypoallergenics, our Raffle Sponsors Marriott Manila, Nurture Wellness Village, Seda Lio, and Slimmers World, our Lootbag sponsors Bioessence and Ever Bilena, and our event supporter SPI Global. We would also like to thank our partner organizations Investing in Women, NEW: Network for Enterprising Women, Philippine Business for Social Progress (PBSP), and Philippine Women's Economic Network (Philwen). Finally, we would like to thank our communications partner OCI Group, and our media partner, The Manila Times. ■



Luncheon Meeting with Senator Juan Miguel Zubiri

Makati Shangri-la Hotel 9 August 2018

The ECCP Luncheon Meeting with Senator Migz Zubiri on the Ease of Doing Business and Efficient Government Service Delivery Act of 2018 held on 9 August 2018 at the Makati Shangri-La.

Prior to discussing the salient points of the law, he acknowledged the recent signing of the Bangsamoro Organic Law by the president last 6 August and gave members a legislative update. According to the Senator, amendments to the Corporation Code will now proceed to the plenary.

Senator Zubiri discussed the key features of the landmark legislation such as the prescribed processing time, zero contact policy, creation of a central business portal and a Philippine Business Databank, penalties, and the creation of the Anti-Red Tape Authority and EODB/Anti-Red Tape Advisory Council.

Former National Competitiveness Private Sector Co-Chairperson Guillermo Luz, who was the luncheon meeting's host, moderated the open forum where queries ranged from the law's implementing rules and regulations, suggestion for automated processing system, amendments to Public Service Act, and the law's application to a federal form of government. ■



INSIDE THE ECCP MANILA: EVENTS

Future Cities and Innovations in Infrastructure Forum

Solaire Resort Hotel, 16 - 17 August 2018

The Future Cities & Innovation in Infrastructure Forum was held last August 16 & 17, 2018 at the Solaire Resort Manila. The Future Cities & Innovation in Infrastructure Forum was a two-day, back-to-back event that focused on propelling the Philippines forward.

In order to become and remain competitive among its ASEAN peers, especially with regard to Foreign Direct Investment, the Philippines must improve in terms of its infrastructure and how its cities adapt to quickly changing technologies.

This event is organized by the European Chamber of Commerce of the Philippines, co-organized by EU-Philippines Business Network, and co-funded by the European Union. This event is co-presented by Republic Cement and supported by Platinum Sponsor Thomson Reuters, Gold Sponsors Globe Business, Maynilad, and SGS, Official Airline Partner Ethiopian Airlines, Silver Sponsor Meralco, Bronze Sponsor Royal Cargo, Media Partner BusinessWorld, and Partner Organizations Infocomm Technology Association of the Philippines (ITAP) and National ICT Confederation of the Philippines (NICP). ■



INSIDE THE ECCP MANILA: EVENTS

Water Challenge Forum

Solaire Resort Hotel, 30 August 2018

The Water Challenge Forum was held last August 30, 2018 at the Solaire Resort Manila. The whole day forum welcomed key stakeholders from the private and public sectors, with EU Delegation Programme Manager for Environment & Climate Change Mr. Giovanni Seritella and DENR Undersecretary for Policy, Planning and International Affairs Atty. Jonas R. Leones delivering keynote addresses.

The Water Challenge Forum 2018 is organized by the European Chamber of Commerce of the Philippines, co-organized by EU-Philippines Business Network, and co-funded by the European Union. This event is supported by Gold Sponsor Maynilad, Silver Sponsors ARUP, Nestle, and Unitec, Media Partner Business World, and Partner Organizations Philippine Association of Water Districts, Philippine Business for the Environment, and Philippine Water Partnership. ■



INSIDE THE ECCP CEBU

MATIC becomes part of the Creative Innovators Programme

"Building Creative Communities and Industries"

The Creative Innovators Programme drives the synergy between creativity, innovation and entrepreneurship for social impact. It aims to contribute to more sustainable and impact-led creative hubs that can better support the Philippines' creative industries, thereby creating more inclusive cities and communities.

The project is initiated by British Council and DTI through Design Center of the Philippines, in partnership with Philippine Trade Training Center, Apl.de.Ap Foundation and Thames International.

The Creative Innovators Programme builds the next generation of creative community leaders in the Philippines through a one-year Fellowship for creative hub managers. It includes mentorships, management trainings, grants, and

networking opportunities in the Philippines, ASEAN, and the UK. The Fellows will not only serve as inspiration and mentors for creatives but become global ambassadors for the Philippines' creative and cultural industries.

About MATIC

In July 2014, DOST 7 & ECCP unveiled the MATERIALS INNOVATION CENTRE (MATIC) as a facility envisioned to be a hub of material innovation and manipulation and to inspire activities that fire up the imagination of creative minds particularly in Cebu's lifestyle sector.

Created under the ECCP Materials R+D Program, MATIC serves not only as a repository of material swatches and resources; it is also a venue of inspiration for design industries, a link to materials and design experts, and access to technology suppliers. It is a haven for product developers, designers, and students to touch, feel, and play around with materials. ■



INSIDE THE ECCP CEBU

ECCP W(h)ine & Cheese Night on its 3rd Run

In the digital age, it's easy to say that face-to-face networking is completely old-fashioned when everyone is just one email, chat, or call away. However, no matter how accessible, convenient, and quick communication technology gets, strong business relationships stem from direct and physical interaction.

According to an infographic by Great Business Schools Organization, face-to-face conversations are more positive and perceived as more credible than online or phone conversations. Data reveals that looks and handshakes influence networking success to 72%.

The European Chamber of Commerce of the Philippines (ECCP), in partnership with 32 Sanson by Rockwell, Wine Depot, and Werdenberg International Corporation organized its 3rd W(h)ine and Cheese Night last August 8, 2018 at 32 Sanson by Rockwell to gather Cebu's dynamic entrepreneurs and build meaningful connections.

Regardless of technological advancements in our methods of communication, more business opportunities come to those who spend time and investment on actual, and face-to-face communication. ■



INSIDE THE ECCP CAGAYAN DE ORO

Partnership between COWS and Dutch Firm already inked for sustainable water supply project

Cagayan de Oro City Water District (COWD) has just signed a contract with the Dutch firm Vitens Evides International (VEI), an international venture of six (6) Dutch water companies active in 22 countries, for the "Ridge to Coast, Rain to Tap Project" which would extend on improving COWD's water supply and the management of CDO river basin to minimize flooding which they announced since February of this year.

The contract signing was led by COWD General Manager Engr. Buenvenido Batar, Jr., VEI Project Manager Folkert de Jager and Dutch Ambassador to the Philippines Marion Derckx. Hon. Oscar Moreno, the City Mayor, was present as a special guest along with other project partners which include Wetlands International, Unifrutti Group Philippines, FRRL Industrial Trading Corp., CDO River Basin Management Council, Hinelaban Foundation, the Netherlands Red Cross, and the Philippine Red Cross. ■

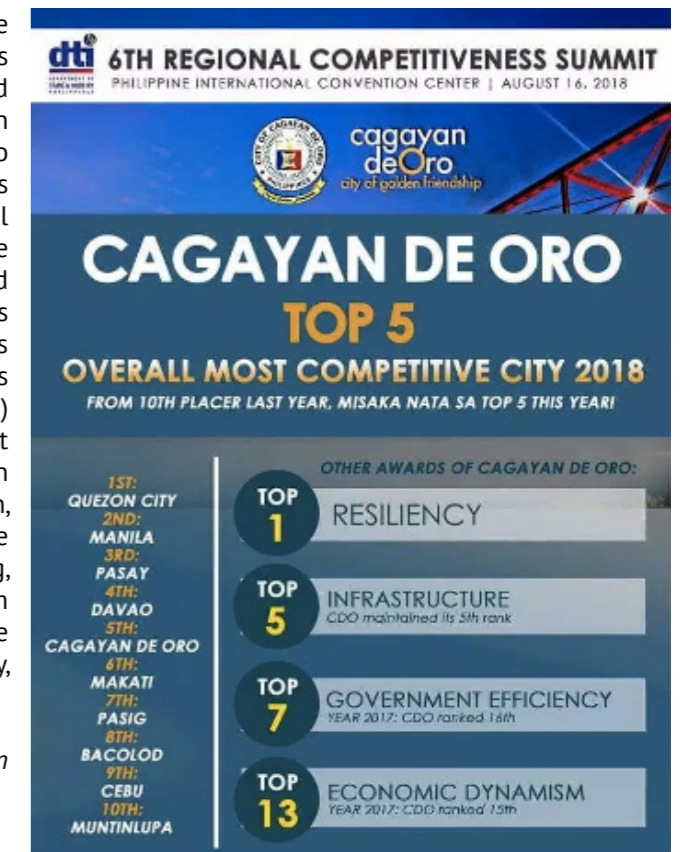
This article was originally published on www.CDODev.com on July 5, 2018.



Cagayan de Oro is 5th Most Competitive City in 2018

Cagayan de Oro City improved 5 notches to place 5th in the Cities and Municipalities Competitive Index for 2018. This was bared during today's 6th Regional Competitive Summit held at the Philippine International Convention Center (PICC) in Pasay City. The City of Golden Friendship together with Davao City (4th), Bacolod (8th) and Cebu (9th) were the only cities outside of Metro Manila which made the Top 10. The Regional Competitive Summit aims to recognize the most competitive Philippine cities and municipalities for 2018 as it highlighted the results of the Cities and Municipalities Competitiveness Index (CMCI) by ranking over 1,500 local government units across the country. The selection of the overall ranking is based on the four pillars: 1) Resiliency 2) Infrastructure 3) Government Efficiency, and 4) Economic Dynamism. After just placing No. 22 last year in the resiliency category, Cagayan de Oro City made a huge turnaround in this year's edition, topping as the 'most resilient city' after ranking No. 1. In the infrastructure category, the city has maintained its 5th ranking, while jumping up two ranks in economic dynamism, from 15th last year to 13th this year. Cagayan de Oro City likewise improved its ranking in government efficiency category, placing 7th in 2018 as compared to 16th place last year. ■

This article was originally published on www.CDODev.com on August 16, 2018.



INSIDE THE ECCP CAGAYAN DE ORO

4th ECCP Northern Mindanao Business Council Meeting

The European Chamber Commerce of the Philippines – Northern Mindanao conducted its 4th Business Council Meeting last 27th of July at 6pm held at Xavier Sports & Country Club, Cagayan de Oro City.

The meeting was attended by Chairman of the Board, Ms. Mejia Mercedes, Managing Director of SLERS Industries, Inc.; Mr. Troy Tamparong, Finance Officer of Phil. Aussi Foods Corp. along with his mother, President of the company, Ms. Rebecca Tamparong; Engr. Karen Elequin, Marketing and Customs Relations Manager of FDC Utilities representing the President Mr. Carl Manuel; Ms. Ma. Victoria Trinidad, Director of Arrupe Educational Center in Xavier University; Engr. Dexter Lo, ISE Director of Xavier University – Ateneo de Cagayan; Ms. Dete Acosta, Senior Trade and Industry Development Specialist from DTI; and ECCP Projects & Partnerships Manager Mr. Archie Diaz.

The Business Council Meeting started with Mr. Archie Diaz introducing the ECCP to the council's new attendees. This was followed by a discussion on the Bamboo Concept by Council Chairman, Ms. Litlit Mejia. Slides were also

presented courtesy of DOST on Bamboo as introduction to the open discussion made later on which path to go knowing that the Bamboo Industry has many directions. Ms. Acosta of DTI shared that they can help in facilitating Bamboo Forums. It was also suggested by that the council of the region must identify which path we will take in this Bamboo cultivation to identify the next step. Council Chairman Ms. Mejia is firm that she wants to take focus on the growing of the said plant; to ask for assistance from CLENRO and DENR for the mapping of these Bamboos and to teach the farmers/IPs the proper way on maintaining and harvesting them. On the other hand the academe, represented by Xavier University – Ateneo de Cagayan, can assist in educating and training these IPs. For the training to be made, DTI suggested to make information materials from start to finish product. The meeting concluded with the future activity on a Bamboo Workshop to the Indigenous People and farmers.

The Business Council Meeting was sponsored by Mindanao Development Authority (MinDa) which serves as the lead agency for coordination and integration on development efforts that bring about accelerated socio-economic development of Mindanao. ■



L-R: ECCP Projects and Partnerships Manager Mr. Archie Diaz, Finance Officer of Phil Aussi Foods Corp. Mr. Troy Tamparong, FDC Utilities Marketing and Customs Relations Manager Engr. Karen Elequin, President of Phil Aussi Foods Corp. Ms. Rebecca Tamparong, ECCP NM Council Chairman and SLERS Managing Director Ms. Mercedes Mejia, Arrupe Educational Center Director of Xavier University – Ateneo de Cagayan Ms. Ma. Victoria Trinidad, DTI Senior Trade and Industry Development Specialist and Bamboo Cluster Coordinator Ms. Dete Acosta, ISE Director of Xavier University – Ateneo de Cagayan Engr. Dexter Lo, and ECCP NM Branch Officer Ms. Joanne Natindim



INSIDE THE ECCP DAVAO

5th ECCP Southern Mindanao Business Council Meeting

To provide updates and discuss the business climate with its members, the ECCP-Southern Mindanao Business Council (ECCP-SMBC) had its 5th Council meeting last October 16, 2018. Mr. Tony Peralta, the council Chairman, highlighted the growth in membership which may surpass its target by year-end.

During the Executive Director's minutes, Mr. Florian Gottein shared with the members that ECCP advocates for holding off of the passing of the Trabaho Bill and advocates for the full implementation of the Ease of Doing Business Act. The members agreed with the advocacies and cited even some examples of processes that need to be streamlined.

Also sitting in the Council are key government partners: Mindanao Development Authority (MinDA) represented by

Mr. Romeo Montenegro; Department of Trade & Industry XI represented by Ms. Marie Anne How; and the Davao City Investment and Promotions Center (DCIPC) represented by Mr. Christian Cambaya.

Mr. Montenegro presented an overview of the Mindanao Energy Plan to address the current energy situation of the island. Aligned with the ECCP advocacy in mainstreaming the use of renewable energy, MinDA also campaigns for clean and efficient energy source.

Moreover, the DCIPC is still working on the revision of the Davao City Investment Incentive Code as shared by Mr. Cambaya. He also highlighted that Davao City will be giving preferred incentives for companies who will invest in parking spaces in the city.

The ECCP-Southern Mindanao Business Council meets regularly at the Regus Topaz Tower Davao Centre. ■

ECCP supports EPBN Business Mission in Davao City

Taking small steps but aiming big, the ECCP organized meetings for two European companies that visited Davao City last October 4-5, 2018 as part of the EPBN Manufacturing and Industry 4.0 Business Mission that also visited Manila and Cebu.

Both companies, Agencja Reklamowa Bogaczewicz and CS Control attended briefings from the Davao City Investment and Promotions Center (DCIPC), ICT- Davao Organization, and Board of Investment (BOI) – Davao. They were matched with ECCP members from the Engineering & Construction and IT-KPM sectors.

On the second day of the mission, the delegates also visited Regus Topaz Tower Davao Centre and met with locators from the IT-KPM industry. ■



INSIDE THE ECCP DAVAO

Skynora lands in Davao City, Provides Premium Office spaces

More than 6 months since Skynora opened its door last March of this year, Ms Julie Go, Vice President was happy to announce during the visit of Mr. Florian Gottein, ECCP Executive Director to Skynora Office that the facility is already 85% occupied.

Skynora Premium Offices” prides itself to be the first service integrated office in Davao City providing cost-effective, fully serviced office spaces. Majority of their tenants are Business Process Outsourcing Company local and international.

The Canadian President and CEO of the company, Mr. Asaad Qureshi chose to invest in Davao City because of the city’s great potential in terms of economic growth. “Davao has a lot of growth potential, there’s so much growth that is yet to be tapped” Qureshi said. The 2500 sqm facility with 491 seating capacity is located in the 4th of Robinsons Cybergate Delta along JP Laurel Avenue.

Aside from the office spaces and workstations the floor is complete with amenities such as pantry, conference room, meeting room, common and executive toilets, lounge areas, mess hall and lockers. Other services they offer are printing services, rental equipment, coffee and honesty fridge.

Since the lease also includes electricity, water and internet cost as well as cleaning services, tenants have a smoother and hassle-free move-in experience and are able to focus on more important aspects of the business.

Skynora Corp has been a member of the ECCP since 2017 and one of their active partners in Davao City. According to Ms Go being a member of the ECCP has brought a lot of opportunities for their growing company. The networking nights and other events that they were able to participate in as one of the privilege of being an ECCP member open a lot of doors for them. ■



ECCP Davao Membership Rounds



Meeting with Davao City Tourism and Operations Officer Ms. Generose Tecson at the Cacao City Showroom, CTO office.



Meeting with Regional Director Belle Ambi of DTI – RXI



Meeting and greet with ECCP Member ACTI Global Inc

BUSINESS OPPORTUNITIES



An Italian pharmaceutical company is looking for a partner to introduce its skin & hair products, preferably in the cosmetics and pharmaceutical industry.



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Established in 1996, Asian Aerospace is the largest business aviation company in the Philippines. AirTaxi.PH is the premier Private Jet and Helicopter charter service provider in the Philippines with over 22 company-owned aircraft manned with professionals to go the extra mile to serve its passengers better.



Home Credit Philippines is the part of Home Credit Group, a global consumer finance expert, with a leading presence across 11 countries in Central and Eastern Europe, Asia and North America. Home Credit promotes the principles of financial inclusion and safe lending, providing world-class financing services to customers, often first-time borrowers.



Hi-Cool is a DOE accredited energy service company that specializes in sustainable cooling systems for building in the commercial and industrial sector.



Bouygues is a diversified group of industrial companies structured by a strong corporate culture. It has a worldwide reputation in public works, and carries out large civil engineering and infrastructure projects, underground works, linear projects, and river and maritime engineering in France and internationally. They are Engaged in the LRT 1 Cavite Extension Project.



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Founded in 1907 as a messenger company in the United States, UPS has grown into a multi-billion-dollar corporation by clearly focusing on the goal of enabling commerce around the globe. They have become the world's largest package delivery company and a leading global provider of specialized transportation and logistics services.



Mama Earth has been a registered association for more than 25 years. Mama Nature is in promise to donate all profits from cosmetic products to Mama Earth Foundation. Mama Earth Foundation has, for many years, been part of the National Greening Program focusing on Mindanao.



WEnergy Global is a Design, Build, Own & Operate company in Renewable Energy, Micro-Grids and in Energy-Efficiency.



Centre Medicale Internationale (CMI) is a premier outpatient clinic specializing in concierge healthcare service. A first of its kind in the country, located at an all-exclusive medical & wellness building in the new metropolis that is Bonifacio Global City



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Globe Fintech Innovations, Inc., also known as Mynt, provides fintech solutions to consumers, merchants, and organizations in the Philippines.



Founded in 2013, Kalibrr is a technology company that transforms the way candidates find jobs and companies hire talent. By placing the candidate experience at the center of everything they do, they attract the best talents from all over ultimately connecting companies with their next generation of leaders.



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11-14 | Hannover, Germany

BAU
Architecture, Materials and Systems
14-19 | Munich, Germany

IMM COLOGNE
Interior Design
14-20 | Cologne, Germany

OPTI
Optics and Design
25-27 | Munich, Germany

ISM
Sweets and Snacks
27-30 | Cologne, Germany

APRIL

HANNOVER MESSE
Industrial Technology
01-05 | Hannover, Germany

BAUMA
Construction, Building Material and Mining Machines and Construction Vehicles and Equipment
08-14 | Munich, Germany

IE EXPO CHINA
Environmental Technology Solutions
15-17 | Shanghai, China

WINE & GOURMET JAPAN
Wine, Beer, Spirits and Gourmet Food
17-19 | Tokyo, Japan

OCTOBER

ANUGA
Food and beverage
05-09 | Cologne, Germany

EXPO REAL
Real Estate and Investment
07-09 | Munich, Germany

IFAT INDIA
Environmental Technology Solutions
Mumbai, India

FEBRUARY

ISPO MUNICH
Sports Business
03-06 | Munich, Germany

F.R.E.E
Leisure and Travel
20-24 | Munich, Germany

INHORGENTA
Jewelry and Timepieces
22-25 | Munich, Germany

MAY

PHOTOKINA
Photography, Video and Imaging
08-11 | Cologne, Germany

LIGNA
Machinery, Plant and Tools for the Woodworking and Timber Processing Industry
27-31 | Hannover, Germany

THAIFEX
Food & Beverages, Food Technology, and Retail & Franchise
28 May-01 June | Bangkok, Thailand

AUGUST

GAMESCOM
Interactive Games and Entertainment
27-31 | Cologne, Germany

NOVEMBER

PRODUCTRONICA
Electronics development production
12-15 | Munich, Germany

FENESTRATION BAU CHINA
Windows, Doors and Facades Technology, Components, Prefabricated Units and Building Materials
Shanghai, China

ANUFOOD CHINA
Food and Beverage
Beijing, China

YUMMEX MIDDLE EAST
Sweets and Snacks
Dubai, UAE

MARCH

INTERNATIONAL DENTAL SHOW
Dental Industry
12-16 | Cologne, Germany

IFAT EURASIA
Environmental Technology Solutions
28-30 | Istanbul, Turkey

JUNE

TRANSPORT LOGISTIC
Logistics, Mobility, IT, and Supply Chain Management
04-07 | Munich, Germany

CEBIT
Innovation and Digitization
24-28 | Hannover, Germany

SEPTEMBER

SPOGA+GAFA
Garden industry
01-03 | Cologne, Germany

FURNITURE CHINA
Furniture and Home Furnishings
Shanghai, China

IE EXPO GUANGZHOU
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