

EuroPH CONNECT

BUSINESS • OPPORTUNITIES • PERSPECTIVES

THE BUSINESS DIGEST
OF THE EUROPEAN CHAMBER
OF COMMERCE OF THE PHILIPPINES

Volume XXXIV No. 4

www.ecccp.com

Sustainable Products, Sustainable Lives

The Story of Biotech Farms

IN THIS ISSUE:

EUROPE NEWS AND TRENDS

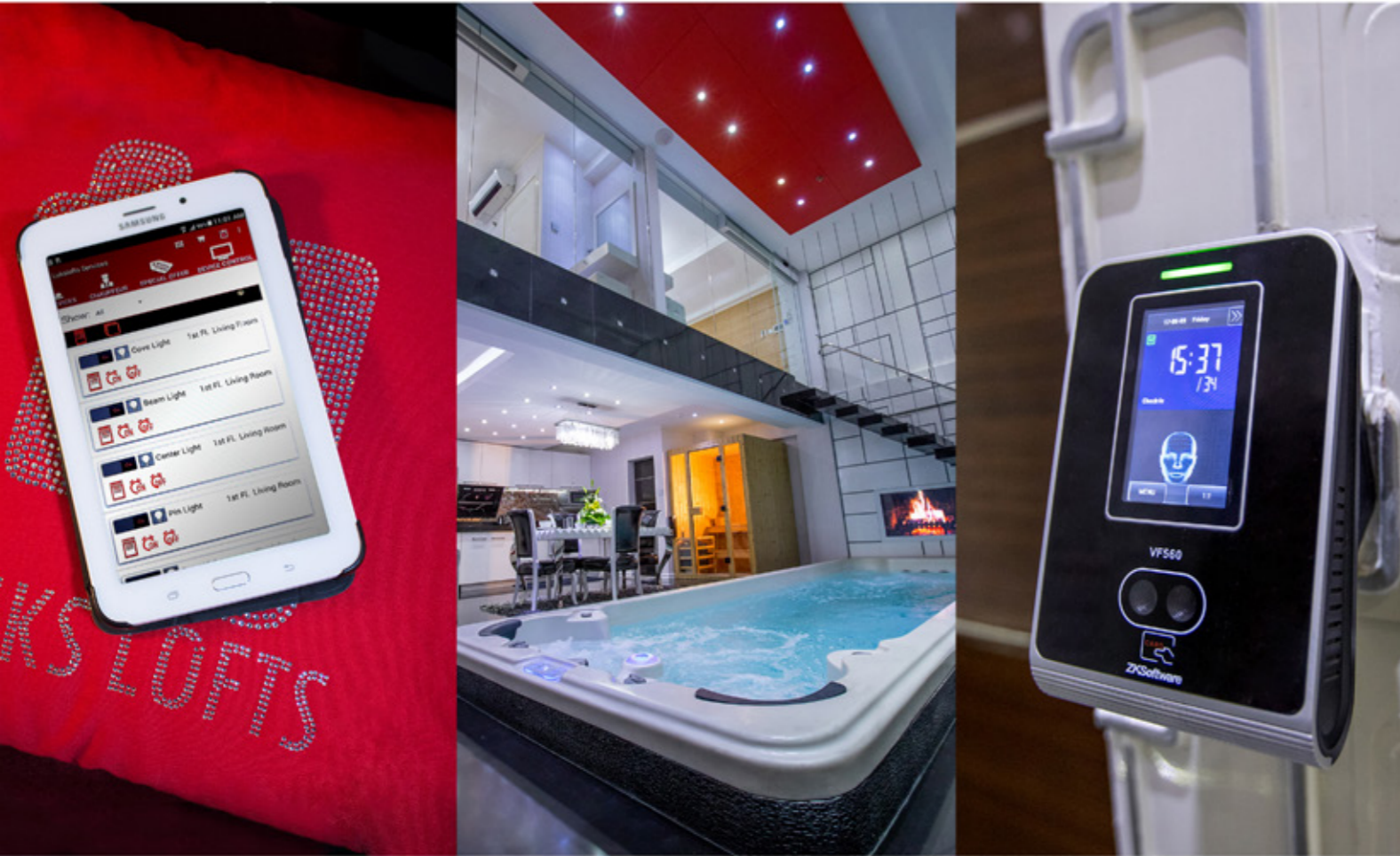
IP Protection in the Philippines for the
Environmental Technologies Industry

INSIDE THE ECCP

40th Anniversary Celebration

INFOGRAPHIC

Philippines-EFTA



Book direct for **35% Discount** on Accommodation

Promo code : **LUKSECCP1** | Stay Period : August 2018

see the Future of
Luxury Lifestyle

📍 Joseling Road, Pallocan West, Batangas City, PH
For reservations and inquiries: +63 43 302 1000 | sales@luckslofts.com
f@LucksLofts2015 | t@LucksLofts | i@ #Lucksloftphilippines

WONG CHU KING HOLDINGS, INC.



9109 La Campana St. cor. Trabajo St. Makati City

P.O. Box 4732 C.P.O. Makati City

e-mail: wckhi@mozcom.com



A.P. REYES, BRGY. CARMONA, CIRCUIT MAKATI, CITY KART RACING

A PROFESSIONAL RACING TEAM AT YOUR SERVICE



**/ KART RENTAL / ARRIVE AND DRIVE / RACING SCHOOL /
/ BIRTHDAY PARTIES / CORPORATE EVENTS / TEAM BUILDING /
/ INTERNATIONAL RACING /**

**FOR INQUIRY: SHARON@CITYKARTRACING.COM
(0917) 874-2010**



Published by
European Chamber of Commerce
of the Philippines (ECCP)

Head office:
19/F Philippine AXA Life Centre corner Sen. Gil
Puyat Ave. Tindalo St., Makati City, Philippines
Tel: (02) 845 1324; 759 6680 | Fax: (02) 845 1395;
759 6690 | E-mail: info@eccp.com

Visayas Office:
DOST 7 Banilad S&T Complex, Gov. M. Cuenco Ave.,
Banilad, 6000 Cebu City, Philippines
Tel: (032) 253 3389; 254 3765; 254 3767
Fax: (032) 253 3389 | E-mail: visayas@eccp.com

Mindanao Office:
Regus Davao Centre, 4F Topaz Tower,
Damosa IT Park, JP Laurel Ave, Lanang, Davao
City, Philippines | Tel: (6382) 271 0635 |
Fax: (6382) 226 4433; 221 4148
E-mail: mindanao@eccp.com

ECCP Board of Directors
Gunter Taus - President
Martin Ruby - Vice President
Vane Gosiengfiao - Treasurer
Cesar Cruz - Secretary
Peter Calimag - Assistant Corporate Secretary
Gerry Constantino - Assistant Corporate Secretary
Cesar Romero - Director
Jacques Reber - Director
John Casey - Director
Mercedes Zobel - Director
Peter Edwards - Director
Richard Walker - Director
Heiko Nitsche - Director
Jet Marcial Parma - Director

ECCP YPC Board
Anna Bigornia - Chair
Antonette Mendoza - Co-Chair & Events Lead
Oliver Lewis - Membership Lead
Penny Estrada - Partnerships Lead
Simone King - Communications Lead
Luuk Rietvelt - Finance Lead
Jaime & Nadine Fanlo - Industry Leads

Submissions
Articles and other materials of interest to the
general membership are actively solicited and may
be sent to the Chamber. All materials submitted for
publication become the Chamber's property and
are subject to editorial review and revisions.

Honorary Auditors
R.G. Manabat & Co.

Reproduction
No part of the EuroPH CONNECT may be
reproduced or transmitted in any form or by any
means, electronic or mechanical, without prior
written permission.

Circulation
1,000 copies of the EuroPH CONNECT are
distributed free of charge on a bi-monthly basis to
ECCP members, partners and friends of ECCP, as
well as to industry associations and government
officials with whom the Chamber has dealings.

Subscription Service
Subscriptions from non-members are also
accepted: in the Philippines: PHP 1,500
(6 issues); Individual copies may be
purchased locally at PHP 220 (members) and
PHP 250 (non-members); and for companies
outside the Philippines at US\$25.00.

Contents



14 Sustainable Products, Sustainable Lives: The Story of Biotech Farms



8 IP Protection in the Philippines for the Environmental Technologies Industry



18 40th Anniversary Celebration



22 INSIDE THE ECCP

39 New Members Corner

WE EXECUTE

Fast, Efficient and Hassle-free

Visa Processing in the Philippines

Visa Types:

9g (Work)

47A (PEZA)

Tourist Extension

SRRV (Retirement)

13a (Marriage)

**KITTELSON
CARPO**
CONSULTING

AN IN-CORP GROUP COMPANY

Editorial



FLORIAN GOTTEIN
ECCP EXECUTIVE DIRECTOR
FLORIAN.GOTTEIN@ECCP.COM

These past few months, all our attention was on preparing a jam-packed second half of the year, starting with the first Women in Business Forum & Networking Night, the Ease of Doing Business Act Luncheon with Sen. Miguel Zubiri, the Future Cities Forum, and the Innovations in Infrastructure Congress and the Water Challenge Forum. All this in August alone! As ECCP Members, you are at the center of all our activities – these events are specially created to provide a platform for your voices to be heard when it comes to issues that matter most to your respective industries. We hope that through this, we are able to deliver our commitment to you. If there are any topics that you would like to see discussed in forums such as these, we would love to hear your feedback on this.

On another note, this issue of the Euro-PH Connect is all about sustainability. We put the spotlight on one of our members in Mindanao: Biotech Farms, a company that is noted for its compliance to the no-waste system and its practice of a circular economy. I was able to visit their Agro-Industrial Complex last May and was very impressed with their use of European equipment and technology in their facilities. In the article, you will read about their journey towards being one of the largest distributors of livestock in Mindanao and as well as what they seek to achieve through their business. We at the chamber know how sustainability is an issue near and dear to our members' hearts, which is why earlier this year, we held the Waste Management Forum. Later this year, we are also hosting the Sustainable Agriculture Forum, to bring together both the private and public sectors to discuss key issues such as food security and agricultural innovations among others. We are always very proud of members who successfully use European technologies to bring forward their businesses in the Philippines. If you currently have such an initiative within your company, we would love to share your story to the rest of our members as well!

“We are always very proud of members who successfully use European technologies to bring forward their businesses in the Philippines. If you currently have such an initiative within your company, we would love to share your story to the rest of our members as well!”

In this issue, we also feature the initiative of the Philippines, through the Department of Finance, to create a region-wide database on disaster risk management. We also discuss topics such as IP Protection in the Philippines for Environmental Technologies Industry and provide a primer on the EU GSP+ to help you better understand how this scheme can benefit your business (page 20).

Updates on your Chamber's activities over the past few months spanning its four offices in Manila, Cebu, Davao, and CDO, are also available in this issue's Inside ECCP Section (page 30). Also available is an updated list of trade fairs for 2018 (page 36) and the new members we have welcomed since the last issue (page 39).

As always, thank you for your continuing support to the Chamber and I hope you enjoy what we have in store for you in this issue! ■

IP Protection in the Philippines for the Environmental Technologies Industry



European SMEs that are working on high-tech sustainable solutions for environmental problems find the Philippines quite a promising market. The country that is highly vulnerable to climate change faces many environmental challenges including deforestation, coastal degradation, air and water pollution as well as issues arising from waste disposal, just to mention the few most pressing issues. At the same time, the government of the Philippines is committed to looking for solutions, including sustainable high-tech solutions to the most pressing environmental issues, as it is annually allocating over 16 million EUR for climate change adaptation and mitigation funding¹.



European SMEs offering technological solutions to energy efficiency issues, environmentally sustainable transportation, sustainable infrastructure or waste management sectors, are expected to find many promising business opportunities in the Philippines, as these are the sectors that the government of the Philippines is highlighting as the priority sectors in its National Framework Strategy on Climate Change 2010-2022.²

European environmental technology providers wishing to enter the Philippines' market need to keep in mind that despite the recent improvements in the Philippines' IP laws and regulations, counterfeiting and other IP infringements are still commonplace in the country and thus a robust IP strategy is needed to grow their business in the Philippines.

PATENTS ARE THE CORNERSTONE FOR HIGH-TECH COMPANIES

Patent protection is perhaps the most common form of IP protection available for high-tech companies active in the environmental technologies sector. This is because many eco and green technologies are highly capital-intensive and take a long time to achieve market acceptance, especially for those that are currently too expensive to be commercially viable. Besides technology, SMEs can also patent business methods relating to environmental sector, such as Fannie Mae's patent for "System and method for residential emissions trading", which is a method for identifying, quantifying, and aggregating reductions in residential emissions into a tradable commodity.

A patent confers its owner the exclusive right to restrain, prohibit and prevent any unauthorized person or entity from making, using, offering for sale, selling or importing the patented product, thus European SMEs active in environmental technologies sector should consider applying for patents in the Philippines to protect their products from being copied.

At the same time, eco and green technologies businesses will oftentimes need to decide whether to protect inventions as patents or keep them as trade secrets and

know-how. Inventions that are protected by patents become public knowledge, which can allow competitors to refine, design-around, or re-invent the technology so that it can no longer be protected by the patent. Inventions with a commercial shelf-life of significantly longer than 20 years should be considered for trade secret protection, but only if the business is confident in its capacity to protect its trade secrets, meaning that it has sufficient know-how and legal resources directed at trade secret and confidential information security.

The Philippines adopts a 'first-to-file' patent system, meaning that the first person to file a patent in the jurisdiction of the Philippines will own that right within the country once the application is granted. The Philippines also allows utility model registrations for an invention with lesser degree of inventiveness. The process for obtaining a utility model is shorter, however, there is a reduced term of protection – as patents are protected for 20 years after filing whilst utility models are only protected for 10 years after filing. Utility models should nevertheless be considered by the eco and green technologies companies, as a lot of technology these companies produce consists of improved versions of the technology already in use. Finally, combining utility models with invention patents can also be a smart way to deal with environmental technologies based on legacy technology.

Once the patent has been granted, SMEs should keep in mind to always indicate the wording as "Philippine Patent No." or "*Philippine Patent Pending*" on their products. This is to establish the presumption that the infringer had known about the existence of the patent. Otherwise, damages may not be recovered for acts of infringement if the infringer shows that he/she has not known or had no reasonable grounds to know that there exists a patent for this product.

TRADE MARK PROTECTION IS EQUALLY IMPORTANT FOR THE SMES

Branding is important for eco and green technologies providers, as their logo and brand name help to distinguish their products from the other similar products on the market. Furthermore, brand name also functions as a badge of trust for the SMEs in environmental technologies sector. It could be very damaging to SME's reputation if someone would use a similar or an identical brand to provide substandard products or services, as it could directly translate into loss of clients' confidence in the original product or service provider. It is thus of utmost importance for EU SMEs operating in the eco and green technologies industry to protect their brand through trade mark registration when planning to do business in the Philippines.

SMEs planning to enter the Philippines market should register their trade mark in the country well in advance before even starting their business there because the Philippines applies the first-to-file' trade mark registration system, meaning that the first person to register a trade mark owns that mark, regardless of the first use. It is

especially important to register trade marks in the Philippines because trade mark piracy due to 'bad-faith' registration is still a major problem. Bad-faith registrations exist where a third party (not the legitimate owner of the mark) first registers the mark in the Philippines, thereby preventing the legitimate owner from registering it in the country. These unscrupulous companies would normally try to resell the trade mark back to its legitimate owner at an inflated price.



At the same time owners of well-known marks may benefit from the Philippines membership to the Paris Convention. Foreign nationals may request the refusal or cancellation of a registration of a trade mark which constitutes a reproduction, imitation or translation of a well-known mark in another country that is also a member of the Convention. This process can, however, be costly.

European SMEs should also keep in mind that according to the Trade Mark Law of the Philippines, to maintain the registration of a mark, a Declaration of Actual Use of the mark together with the proof of use of the mark must be filed after 3 years from the application date of the mark and then again within 1 year from the 5th anniversary of the registration.

ENFORCE YOUR RIGHTS

Entering a new market also means being ready to enforce or defend IP rights to ensure that business objectives are met and therefore budget planning for enforcement is key to a successful and comprehensive business strategy. When European SMEs identify that their products are being infringed, they should actively enforce their rights in the Philippines through the various avenues available.

¹ Eco-Business, available at: <http://www.eco-business.com/news/what-has-happened-to-the-philippines-climate-funding/>

² National Framework Strategy on Climate Change 2010-2022, available at: http://www.neda.gov.ph/wp-content/uploads/2013/10/nfsc_sgd.pdf

If an SME builds a reputation for being prompt and reactive, then unscrupulous companies will be less likely to infringe its rights in the future.

In the Philippines, there are three avenues to enforce intellectual property rights: administrative actions, civil litigation and criminal prosecution. As civil litigation and criminal prosecution tend to take longer time and become costly, administrative actions are often the preferred means of enforcement for SMEs. Administrative authorities have the power to impose preliminary injunctions, preliminary attachments (a provisional remedy wherein the court/administrative body is asked to take custody of the property of the adverse party as security for satisfaction of any judgment) as well as damages and administrative fines. In many cases, however, negotiations or mediation between the parties can be a more viable option as they are cost effective.

Helika Jurgenson
South-East Asia IPR SME Helpdesk

SOUTH-EAST ASIA IPR SME HELPDESK

The South-East Asia IPR SME Helpdesk supports small and medium sized enterprises (SMEs) from European Union (EU) member states to protect and enforce their Intellectual Property Rights (IPR) in or relating to South-East Asian countries, through the provision of free information and services. The Helpdesk provides jargon-free, first-line, confidential advice on intellectual property and related issues, along with training events, materials and online resources. Individual SMEs and SME intermediaries can submit their IPR queries via email (question@southeastasia-iprhelpdesk.eu) and gain access to a panel of experts, in order to receive free and confidential first-line advice within 3 working days.

The South-East Asia IPR SME Helpdesk is co-funded by the European Union.

To learn more about the South-East Asia IPR SME Helpdesk and any aspect of intellectual property rights in South-East Asia, please visit our online portal at <http://www.ipr-hub.eu/>



The true master of your satisfaction.

4D thermo rollers with extended 1.35m L-track take care of your spine completely.



MASTERDRIVE
4D THERMO CARE

[/OGAWAphilippines](#) www.ogawaworld.net.ph [@ogawa_ph](#)

Advertise with us.

Whichever publication you select with this powerful marketing opportunity, you're sure to benefit from establishing your brand through the ECCP network.



For inquiries, you may contact us at publications@eccp.com or 8451324.

Or set a meeting to discuss a customized marketing solution.

2018 SUSTAINABLE AGRICULTURE FORUM

OCTOBER 2, 2018
SOLAIRE RESORT MANILA

ORGANIZED BY



SAVE THE DATE!

Philippines initiates ASEAN disaster risk management database to combat climate change



by Teresa Umali
Published 18 May 2018

“The region-wide database on disaster risk management would allow sharing of information on mitigating the effects of climate change and guarantees timely assistance during calamities.”

“The region-wide database on disaster risk management would allow sharing of information on mitigating the effects of climate change and guarantees timely assistance during calamities.”

As announced by the Department of Finance (DOF), the Philippines urges fellow members of the Association of Southeast Asian Nations (ASEAN) to create a region-wide database on disaster risk management.

The region-wide database on disaster risk management among the ASEAN proposed by the Philippines would allow the sharing of information on mitigating the effects of climate change and guarantee timely assistance during calamities.

DOF Secretary Carlos Dominguez III mentioned that the Philippines is spearheading the proposal by communicating

with the private sector to enable better coordination in times of catastrophes and other crises even though there are “existing capacity constraints”.

During a recent joint meeting in Singapore, Sec Dominguez, his fellow finance ministers and the central bank governors in the ASEAN stressed the significance of strengthening their countries’ resilience in facing calamities.

The ASEAN Finance Ministers and Central Bank Governors, in a joint statement after the 4th ASEAN Finance Ministers’ and Central Bank Governors’ Meeting, said that the resilience of its member-states “is important for sustaining growth as well as protecting our people’s well-being.”

Moreover, “We note the ongoing ASEAN Disaster Financing and Insurance (ADRFI) initiatives to enhance the region’s capacity to adopt and implement ex-ante and ex-post disaster risk management measures. Cambodia, Laos and Myanmar are working together to launch the Southeast Asia Disaster Risk Insurance Facility (SEADRIF) as a disaster risk management solution for the region.”

Sec Dominguez said that an urgent need to implement disaster risk management measures to protect the country’s vulnerable communities against climate change is brought

on by the irreversible damage caused by the inconsistent weather patterns.

“Within the existing capacity constraints, we are building databases and constantly improving on the quality and amount of data available to identify vulnerabilities and manage risks,” Dominguez shared.

“This is a continuing effort,” Dominguez noted. “Down the road, we are encouraging our partners in the ASEAN to participate in building a region-wide database for disaster risk management and possibly institutional structures that will enable timely cooperation in the face of calamities.”

“Down the road, we are encouraging our partners in the ASEAN to participate in building a region-wide database for disaster risk management and possibly institutional structures that will enable timely cooperation in the face of calamities.”

Other efforts are being put up by the Philippines to counter natural disasters.

- (1) Digitise government assets and infrastructure
- (2) Push legislation that will institutionalise disaster risk financing strategies like reinsurance and government-sponsored risk pools to assist communities in the event of catastrophes.

The most vulnerable local government units (LGU) in the country are now undertaking preliminary studies for a parametric insurance scheme, he furthered.

Green Jobs Act (Republic Act 10771), enacted 2 years ago, provides government incentives for the creation of environment-friendly jobs, usually those that preserve the quality of the environment, decarbonise the economy, protect ecosystems, reduce pollution and restore biodiversity. These incentives include tax deductions and the exemption of capital equipment from customs duties.

Sec Dominguez was the former environment minister during the term of the late President Corazon Aquino.

“Programs such as this one support the general effort to encourage our enterprises to adopt sustainable business practices. When they comply with benchmarks set for sustainability, businesses qualify for insurable risks. Such incentives will go a long way towards building a more environmentally sensitive national economy,” he said.

He added, as stated in the joint statement, the regional bloc has already initiated a program to coordinate the sharing of disaster risk financing, with its first phase completed in June 2017.

Funding support for the region wide disaster risk insurance facility will come from the German development institutions GIZ and KfW. This initiative is “a pioneering ASEAN project that could be adopted in other parts of the world,” Dominguez explained.

“The countries of this region are stepping up to the challenges facing us today. The ASEAN itself has become a mechanism for disaster risk mitigation on a broader level. This is as it should be,” he noted.

“The countries of this region are stepping up to the challenges facing us today. The ASEAN itself has become a mechanism for disaster risk mitigation on a broader level. This is as it should be.”

“Typhoons, earthquakes and volcanic eruptions take a toll on our communities and on our economy. We are spending billions of pesos flood-proofing our most vulnerable areas in the face of more torrential rains. Building for a sustainable and resilient development is more than just an option for us. It is the only way to go,” he said.



This article was written by Teresa Umali and published in OpenGov, a content platform, dedicated to sharing ICT-related knowledge and information between governments.

This article can also be found at <https://www.opengovasia.com/articles/philippines-initiates-asean-disaster-risk-management-database-to-combat-climate-change>

Sustainable Products, Sustainable Lives: The Story of Biotech Farms



“Sustainable products equate to sustainable lives,” is a belief that led Biotech Farms, an agri-business company and a leading supplier of high-quality livestock products in Mindanao, to practice a circular economy in their production processes. Nothing goes to waste.

Biotech Farms thrives on the principle of Always Better by improving lives through producing safe and high-quality products. The company aims to deliver effective and efficient services to their stakeholders through pioneering world class and innovative technology that minimizes environmental impact through proper waste management and renewable energy systems. All this creates a positive impact on local communities by providing employment and business opportunities for local farmers.

Established in 2001 in South Cotabato, Biotech Farms started as a multiplier farm of a US-based livestock genetic company for animal breeding with an initial stock of less than 1,000 sows imported from Australia. They reached their target of more than 1,000 sows in 2013 to support livestock expansion to close-herd swine operation. Following the company’s commercial success in swine expansion, they established their first poultry farm in 2010 allowing them to consistently supply products throughout Mindanao. According to Mr. Rey Chiang, CEO, Biotech Farms strategically located their Agro-Industrial Complex in Barangay Dumadalig, South Cotabato, due to the fact that the province is the main source of corn and palay, and 50% of the feed ingredients for their animals is corn. Currently, Biotech Farms proudly supports local corn and palay farmers through the provision of modern agricultural technology and a steady commercial-scale market for their produce.

While the continuously growing population of Mindanao provides opportunities for the firm, Biotech Farms believes that its products must meet a good level of food standard. Living up to their principle of Always Better, the company focuses on three main products: Better Farms (Eggs), Better Pork, and Better Crops. Dr. Harold Eslabon, Chief Communication Officer and Head of the Innovation and Global Sustainability Team, differentiates Biotech Farms from other commercial farms through their meticulous genetic-selection process, which includes a combination of carefully-selected poultry and swine genetics, well-balanced animal care and nutrition, use of modern facilities, and highly experienced staff. The company utilizes a Climate Controlled System (CCS) in both swine and layer production, egg collection grading and packing systems with minimal human contact, a corn drying facility, a Biogas Power Plant that converts farm waste to energy with zero carbon emissions and clean waste discharge, Biomass Power Plant that produces renewable heat energy and electricity from organic by-products such as rice husks and corn cobs, and European feedmill facilities. The fully automated feedmill plant is capable of processing raw plant ingredients into high-quality pellet and mash feed, specifically formulated to meet specific nutritional requirements of each type of animal at each life stage. The entire production of Biotech Farms operates in a closed hygienic environment to ensure optimal sanitation. Moreover, Biotech Farms is notable for its compliance to a no-waste system, and practices the process of a circular economy.

According to Mr. Chiang, in using European technology and equipment in their feedmill plant, Biotech Farms recognizes the importance of quality and reliability versus investment costs. The total life-cycle cost including ongoing operation and maintenance costs are as critical as the initial investment value and many European solutions and products meet those considerations. Solutions from the Asian region are also catching up and have also been aggressively pursuing opportunities.

“With economy opening and free trade development, the food produced by the company must also be cost competitive not just domestically but ultimately at regional and international levels,” Dr. Eslabon shares. He added that, “Carefully managed good quality input elements

work to achieve process efficiency through mechanization and automation. Best practices and human resources development are essential in meeting this objective.” He also believes that there is a developmental potential for the agricultural sector in the Philippines - with proper mobilization across all relevant stakeholders and suitable investments, the sector could be revitalized and can uplift the livelihood of farm owners and farmers. The company has started an initiative with some small scale experimental farming to better understand how it might be able to help the effort of uplifting farming communities. “As Biotech Farms demonstrated tractions and its intended results, it hopes to share its experience with like-minded business entities,” Mr. Chiang said.



As Biotech Farms' business grows in both size and complexity, it sees sustainable growth as even more important for its continuous development as well as the development of the areas where it resides. Attention should be given to environmental protection, proper waste management, reduction of water usage, and water reuse, among others. As a company, Biotech Farms strives for efficiency in everything they do by investing in the latest technology in animal farming and world class husbandry practices with the aim of ensuring food security and food safety. As an ECCP member, Biotech Farms aims to network with motivated companies, trade agencies and like-minded

local businesses through 'cross-learning' and 'cross-sharing'. In today's fast changing business environment, the firm finds it important to be on the look-out for new developments and breakthroughs, not just in the technical aspects but also in other areas such as talent management and retention, recent undertakings of circular economies, and sustainability among others.

For more information on how your company can also take advantage of European technologies to bring your business forward, contact Archie Diaz at archiediaz@eccp.com today.



transformation

= new business model X culture

What is *your* equation for transformation in this disruptive world? Numbers are only digits without the common denominator for success – people. At ING we can help your business thrive by tapping into technology and innovation while harnessing the limitless potential of the human spirit.

ingwb.com/equation-asia

[World, here I come]

40th Anniversary Celebration

The European Chamber of Commerce (ECCP) celebrated its 40th year as the Voice of the European Business Community in the Philippines last 17 May 2018 at the Grand Ballroom of Solaire Resort Manila. The European street party themed celebration was attended by nearly 600 people, including the members of the ECCP as well as leaders from the European business community, along with ambassadors, key partners in the Philippine government and public sector, and other prominent figures.

The celebration started with a media champagne reception attended by key partners from the media, followed by the main program at the grand ballroom. Guests enjoyed the European feast while entertained by the amazing performances of Baihana and Kudos. The ECCP graciously gives thanks to the sponsors who made the event possible, including official design and build partner Trends and

Concepts Total Interior Solutions Inc., car and lounge sponsor Shell, premium lounge sponsor Century Properties Group Inc., lounge sponsors German European School Manila, KMC Savills, Inc., and Man Automotive Concessionaires Corporation, boulevard sponsors Arcadis, Asian Tigers Mobility, HMR Auctions - Auto Auction, Mercedes-Benz, Project T Solutions, Regus, SM Prime Holdings, and Valiant Paper Asia Pacific Corporation. Car sponsors include Peugeot Philippines - AutoCirculo, Volkswagen, and KTM Manila, galleria sponsors Continental Philippines, Global Process Manager Inc., Meralco, Nescafe Gold, Royal Cargo, Pacific Cross Philippines, Viajero Rent-A-Car, and Walloni. The ECCP would also like to thank our official airline partner, Emirates, liquor sponsor Diageo Philippines, wine sponsor Forth And Tay, and finally, raffle sponsors Seda Hotels, The Bellevue Bohol, and Marco Polo Plaza Cebu.



50 X 2025

BY 2025, WE COMMIT TO REDUCE OUR USE OF WATER IN ALL PROCESSES ACROSS THE SAN MIGUEL GROUP BY 50%.

While our water management efficiency level is among the highest in the Philippines, and while water conservation and protection has always been a key component of our operations, **WE'RE CHALLENGING OURSELVES TO DO MORE.**

ELIMINATE WASTAGE OF WATER ACROSS OUR OPERATIONS.

We will adopt new and stricter measures to improve the efficiency of our water use, as well as utilize water-saving technologies and implement conservation programs.

REUSE AND RECYCLE MORE WATER.

We will optimize all our wastewater treatment facilities to further lessen our water footprint. We commit to make greater use of treated greywater for non-essential purposes.

REDUCE OUR USE OF GROUND AND SURFACE WATER AND PROTECT VITAL WATER SOURCES.

We will continue to lessen our use of ground and surface water, protect these water sources, and empower our communities to do the same.

HARVEST RAINWATER.

We will harvest rainwater and runoff water from creeks and rivers – collecting, filtering, and storing it for irrigation and for various other purposes. We hope that others will follow our example.

WE ARE COMMITTED TO PROVIDING WATER-CHALLENGED COMMUNITIES NOT JUST ACCESS TO SAFE, POTABLE WATER, BUT ALSO THE ABILITY TO BE SELF-SUSTAINING WHEN IT COMES TO WATER MANAGEMENT.

WHY DO WE CARE?
Because it's everyone's water.



SAN MIGUEL CORPORATION
YOUR WORLD MADE BETTER



www.sanmiguel.com.ph/



www.facebook.com/smcbetterworld

Philippines-EFTA Free Trade Agreement

What is the EFTA?

EFTA which stands for the **European Free Trade Association** is a regional trade group established in 1960 to promote free trade and economic integration among its four members. These four member states are **Iceland, Liechtenstein, Norway, and Switzerland**. They are not members of the European Union but are part of the **European Union Single Market** which guarantees the free movement of goods, capital, services, and labor, also known as the **Four Freedoms**.

Economic Performance

As of 2015, the World Bank reports that the collective gross domestic product (GDP) of select regional trading blocs are:



Timeline of Events

Key Milestones



What's Inside the Agreement?

Trade in Goods
Sanitary and Phytosanitary Measures
Technical Barriers to Trade
Trade in Services
Investment
Competition



Protection of Intellectual Property
Government Procurement
Trade and Sustainable Development
Institutional Provisions
Dispute Settlement

Fast Facts on Philippine-EFTA

- The free trade agreement with EFTA is only the Philippines' **second bilateral FTA** after a similar agreement was signed with **Japan** last 2006.
- The tiny principality of Liechtenstein is the **world's leading manufacturer of false teeth**. However, the agreement seems to have a small bite since it doesn't cover dentures.
- The Philippines doesn't have an embassy in Iceland or vice versa.** The Philippine embassy in Oslo, Norway attends to Philippine relations with Reykjavik while the Icelandic embassy in Tokyo, Japan represents Iceland in diplomatic relations with Manila.
- A procurement system known as the **Swiss challenge** was initially thought to be derived on how governments are supposed to be impartial in awarding contracts to private companies, drawing similarities to the famed neutrality of the Alpine state.
- Norway ranks as the first among EFTA member-states** (8th globally) in the **2018 Ease of Doing Business Index** citing strong performance in private sector productivity and relatively excellent management practices.



For more information, visit www.eccp.com

INSIDE THE ECCP *MANILA: EVENTS*

Understanding Financial Reports

The European Chamber of Commerce of the Philippines held Understanding Financial Reports last May 3 - 4, 2018 at the Makati Diamond Residences, Makati City, Philippines.

The two day seminar aimed to equip the participants with knowledge and understanding of the contents of the basic financial reports so that they can link their role in the organization with the financial results of the business. The seminar involved discussion on taxes, profitability analysis, balance sheets and cash flow statements.

It was facilitated by Ms. Ma Victoria Calaquian who has been teaching Accounting and Finance for the last 30 years. She has been doing training and consultancy work for various companies mostly doing seminar-workshops on Accounting for Non Accountants and Finance for Non-Finance. ■

Jumpstarting with Data Privacy Act Compliance

The European Chamber of Commerce of the Philippines held Jumpstarting Compliance with the Data Privacy Act last 23 May 2018 at the Makati Diamond Residences, Makati City, Philippines.

The seminar aimed to jumpstart company's compliance with regards to National Privacy Commission's Five (5) Pillars of Data Privacy and Compliance such as committing to comply, knowing the risks, accountability, demonstration of compliance and preparation for breach.

The speaker was Mr. Robert Paguia, LLB, MPM who is a former Executive Assistant at the National Privacy Commission, one of NPC's Primary Resource Persons on the DPA 2012 and resident lecturer of the UP Law Center for Mandatory Continuing Legal Education (MCLE) Program on the DPA 2012. ■

Joint Foreign Chamber Networking Night

The European Chamber of Commerce (ECCP) together with the AmCham, ANZCham, CanCham, JapCham, KorCham and PAMURI hosted the Joint Foreign Chambers Monthly Meeting held last 31 May 2018 at the Bellevue Manila Hotel. This event was composed of the members and guests of the different chambers, along with the ambassadors and other prominent figures. Afterwards, a networking night was held for members and non-members to give them the opportunity to interact with one another. The event was sponsored by ECCP Members Security Bank, Regus, Ayala Land Premier and Azumi Boutique Hotel. ■



GO GLOBAL WITH US.



ECCP PUBLICATIONS AND DIGITAL

Whichever publication you select with this powerful marketing opportunity, you're sure to benefit from establishing your brand through the ECCP network.

For inquiries, you may contact us at publications@eccp.com or **+632 845 1324** or set a meeting to discuss a customized marketing solution.



GOLF CHALLENGE

THANK YOU SPONSORS AND PLAYERS!

TITLE SPONSOR



HOLE IN ONE SPONSOR



CLASSIC HOLE SPONSORS



MAJOR PRIZE SPONSORS



EVENT SUPPORTERS



OFFICIAL LIQUOR SPONSOR



The European Chamber of Commerce of the Philippines held its 19th ECCP Annual Golf Challenge last 21 May 2018, an event widely recognized as the biggest and most well-attended golf tournament hosted by a foreign chamber. The tournament for this year took place at the prestigious and world-renowned Sta. Elena Golf and Country Estate in Cabuyao, Laguna.

The annual Golf Challenge was attended by 144 players, those of which included C-level, top executives, foreign dignitaries and various representatives of multinational companies.

The attendees and participants of the event enjoyed a buffet lunch, and were given the opportunity to participate in a raffle with prizes sponsored by Aruga by Rockwell, Azumi Boutique Hotel, Conrad Hotel, Fairmont Hotel, Fundador, HMR Auctions, Lotus Biscoff, OGAWA, Pearl Farm Resort, Solaire Hotel Manila, The Bellevue Hotel, The Farm,

The Peninsula Manila, Trends and Concepts, and VMV Hypoallergenic.

The ECCP thoroughly extends its gratitude to the sponsors of the Golf Challenge, including its Title Sponsor San Miguel Corporation, as well as Hole-in-One sponsor OGAWA. The event was also supported by Classic Hole Sponsors Ayala Land Premier, Britpart, MAN Automotive, Meralco MPower, Pacific Cross, Philippine Retirement Authority, Security Bank, The Bellevue Manila, The Farm, Trends and Concepts, and Unionbank. Major prize sponsors include Azumi Boutique Hotel, Lotus Biscoff, Pearl Farm Beach Resort, The Peninsula Manila, and VMV Hypoallergenic. Amongst the event supporters were Aruga by Rockwell, Conrad Manila, Raffles and Fairmont Makati, GolfPro International, HMR Auctions and Solaire Resort Manila. Finally, the event was also supported by the official liquor sponsors Fundador and Tres Cepas. ■



INSIDE THE ECCCP MANILA: EVENTS

ECCP Coffee Mornings

Birgit Hansl, World Bank's Lead Economist for East Asia and the Pacific, discussed the most recent economic changes and developments in the Philippine context as of April 2018. Present findings show that while the projected growth rate is at 6.7%, high inflation rates, increasing fiscal deficits, and economic overheating pose a medium-term risk. The sector's most pertinent challenge then, is not solely the mobilisation of investments, but also the assurance that the resulting projects are productive or revenue-generating. Moreover, Ms Hansl emphasised that these economic insecurities could be overcome by state policies that open more investment opportunities in the country for different value chains. This includes the generation of quality jobs, changes in the regulation and competition of business entities, and a faster real wage growth which has been significantly flat over the past decade. ■

**ECCP Coffee Morning speaking slots are still available. For ECCP Members interested to partner with us, please get in touch with ECCP Membership Officer Ms. Dei Cimatu at dei.cimatu@eccp.com.*



ECCP Annual Membership General Meeting

The European Chamber of Commerce's (ECCP) Annual General Membership Meeting and Networking Night was held last 7 June 2018 at the Resorts World Hotel Manila. During the event, ECCP President Guenter Taus, Secretary Atty. Peter Caliyag, and Treasurer Vanee Gosiengfiao presented an overview of the organization's activities and accomplishments from the previous year. Following this, a networking night was held for members and non-members of the ECCP alike. The event was sponsored by MR Travel, Swiss Military by Chrono, Regus, Insular Life, Diageo, Heineken, San Miguel, Winery Philippines, and Resorts World Manila.

The Annual General Membership Meeting was led by the chairman, ECCP President Guenter Taus, who highlighted the events and accomplishments of the ECCP along with all their other bilateral chambers, in the previous year. He also highlighted the growth of the ECCP by indicating the amount of members the Chamber currently has and acknowledging all the new members that have joined in the past year. Treasurer Vanee Gosiengfiao then presented the accounts, assets, liabilities and the current net worth of the Chamber. Lastly, the Chairman then proceeded to name the newly elected members of the board.

After the meeting was adjourned, Networking Night began. Members and non-members of the ECCP alike were given the opportunity to interact with one another over dinner and drinks. The food and drinks were provided by the various sponsors of the event, including Resorts World Manila, Heineken, San Miguel, and Winery Philippines. Three raffles also took place throughout the night. The winner of the first raffle received a Swiss watch. The second, an MR Travel Voucher. Finally, the third raffle winner of the night also received a Swiss watch. ■



INSIDE THE ECCP *MANILA: EVENTS*

The Labor Standards and Trade Forum

The EU-Philippine Business Network (EPBN), in partnership with the European Chamber of Commerce (ECCP), the Delegation of the European Union to the Philippines (EUD), and the International Labour Organization (ILO), hosted the Labor Standards and Trade Forum last 5 June 2018, at the I'M Hotel. The forum included several panel discussions by dignitaries of the European and Philippine business community, as well as members of the government, civil society, and labour organizations. Issues regarding the role of international labour standards and its subsequent impact in trade and the business community in the EU and the Philippines were discussed. Speakers and panelists for the event included EU Ambassador Franz Jessen, ILO Director Khalid Hassan, and Atty. Karen Fe Pioquinto-Enriquez from the EPBN. The event was supported by Escalante Pioquinto-Enriquez Enriquez & Quiambao Law Offices. The opening remarks were given by EU Ambassador Jessen, who stressed the utmost importance of the implementation of international labour standards in EU-PH business relations in driving forward the country's economy and trade. These sentiments were furthered by ILO Director Khalid Hassan, who believes that labour standards are vital in promoting inclusive growth and development on a global level. ■



ADVERTISE WITH US.



ECCP PUBLICATIONS AND DIGITAL

Whichever publication you select with this powerful marketing opportunity, you're sure to benefit from establishing your brand through the ECCP network.

For inquiries, you may contact us at publications@eccp.com or **+632 845 1324** or set a meeting to discuss a customized marketing solution.

INSIDE THE ECCP CEBU

ECCP Co-organizes First Ever Cebu Design Week: #ConnectCreateCultivate

by Marie Asheidee Masayon

Spearheaded by the Cebu Furniture Industries Foundation (CFIF), the European Chamber of Commerce of the Philippines (ECCP) co-organized the first-ever Cebu Design Week last June 16 to 23.

The week-long celebration showcased and converged diverse creative disciplines to collaborate and cut down redundancies for future development and larger impact. Cebu Design Week also connected different sectors, linking Cebuano heritage and traditional craftsmanship infused with digital innovation.

The event highlighted a furniture show on *Kasaysayan: A Retrospective of Cebu Design*, Cebuano movies in MATIC screenings from Cebu's filmmakers, local music and products through *Tukar: A Cebuano Culture Fest and Maker's Market*, community conference like *Spark Fest* and the first ever Spartan Sprint Cebu in Foressa Trails.

In its goal to reclaim Cebu's status as a creative city, interesting talks and workshops were held, like EkoSHARE Bamboo Series with Buildathon, Storytelling workshop, Coffee Cupping, and Master Class for Design and Fashion Professionals.

Overall, the pioneer organizers of the CDW, brought together the "fragmented creative ecosystem" of Cebu and gave life to CDW's call to arms: "Connect. Create. Cultivate."

Cebu Design Week was made possible through the assistance of the co-presenters, Department of Trade and Industry (DTI) and the Province of Cebu, and the support of European Union, EU- Philippines Business Network, Materials Innovation Centre, MATIMCO Incorporated, SM Seaside City Cebu, Cebu Chamber of Commerce and Industry, ASpace, UC Animations, Asmara Urban Resort & Lifestyle Village, Foressa Trails, 32 Sanson by Rockwell, Cebu Business Month, Philconstruct, Abaca Baking Co., Waterfront Cebu City Hotel & Casino, Global-Link MP Events International, Cebu Literary Festival, Zee Publications Inc., University of San Carlos SAFAD, University of the Philippines Cebu. ■



Updates on PEZA with Director-General Charito Plaza

by Jessica Yrene R. Moriles

The Philippine Economic Development Authority (PEZA) has been considered as the biggest investment promotion agency in the country. It is a government agency which grants incentives, promotes investments, and facilitates business operations of export-oriented investors all over the country. Since its operation in 1995, it has generated a total cumulative investment of P 3.614 trillion to the Philippines as well as a total amount of US\$ 7.06.285 billion exports. It has also contributed to the increase of 21,267,480 employment rate in the country.

To strengthen economic ties and business relations between Europe and the Philippines, the European Chamber of Commerce of the Philippines (ECCP) brings PEZA Director-General Charito Plaza to Cebu for a serious discussion on the vital role of PEZA and the implication of Tax Reform for Acceleration and Inclusion (TRAIN) Law. On

her discussion, Plaza gave updates on PEZA's total actual investments which mounted up to P 1.994 trillion and also presented to the Philippine business investors PEZA's retained incentives for export enterprises.

Moreover, she stressed out the significant contribution of business investors to the creation of jobs and the attainment of national progress in the Philippines.

"Let us not kill the goose that lays the egg", said Plaza as she emphasized the job of PEZA as the foreign investor's defender against the probable outcome of TRAIN 2. ■



INSIDE THE ECCP DAVAO

Unfazed: It's Business as Usual

by Ricardo Luis Lagdameo, Damosa Land Inc., Anflo Industrial Estate

About three decades ago, the Davao Region was not as highly attractive for investments as it is now. Back then, the opportunities for investment and livelihood were limited to agriculture and its related industries.

Fast forward to today, business enterprises thriving in the Davao region, particularly in the strong economic growth centers, have become diversified ushering a change in the business landscape of the region. Proof to this is the growing economy of the region registering a growth rate of 9.4% in 2016, the third highest growth rate in the country. Much of the region's economic growth is contributed by the services sector at 51%, followed by the industry sector at 37%, and the agriculture and fisheries sector at 12%.

The election of a Mindanaon leader, Rodrigo R. Duterte, to presidency catapulted the region to another level that welcomed more investments in the services and industry sectors. The national ten-point agenda of the President supported by the intensive infrastructure building strategy under its BUILD BUILD BUILD Program pushed further the demand for more office spaces, commercial spaces, housing, and tourism developments in the provinces, including the Davao Region.

Like other previous presidents, the challenge for peace and security has loomed in every development agenda. With the national campaign against drugs and terrorism confounding various idealisms, business is affected. As the Marawi crisis blew up and Martial Law was declared in the entire region of Mindanao, much of the investments in Southern Philippines floated as investors demonstrated a "wait-and-see" attitude. Shortly after the declaration of martial law, business trips were cancelled and meetings were postponed until further notice.

Gearing Up for Expansion, a Story of Optimism

by Lars Wittig, Regus Philippines

It took only 8 months from Regus and Damosaland Inc. met first time till the Largest Regus center in the country was opened in Davao in August 2016. Demand has high from the beginning, averaging 30 enquiries per month. Only mid 2017 was there a drop of about 33% amidst Martial Law but this lasted less than 4 weeks, and subsequently has averaged 51 enquiries per month. In short, existing and new businesses' appetite on Davao has only expanded, and not surprisingly, the Regus center at Topaz Tower, Damosaland Inc. has consistently been occupied at over 90% after barely 1 year in business. This obligates, as we are committed to Davao, and eagerly are pursuing our 2nd location. ■

However, the situation did not settle for long as business started to itch its way back to normalcy. Davao, for instance, took it on a positive note trusting and understanding that the implementation of stricter security measures are meant for safety and security. Given the long-term relationship that the President has had with its constituents in Davao, adherence to rules and regulations were not new and were welcomed by the locals with an open mind.

It is this resiliency that allowed local businesses like Damosa Land to weather through and remain focused with its long-term goals of building and growing with the region. Homegrown companies understand the current challenges to be temporal. Damosa Land takes this into consideration but remains unfazed with its vision of building with the nation.

Thus, like all the other developers that are aggressive with their steps to invest in growth centers across Mindanao, Damosa Land continues to take brave steps with its projects in the pipeline, launching two of its new residential projects within the year. ■



MindaNOW: Updates on Security, Business Resiliency, and Optimism in Mindanao

by Jet Yu, PRIME Philippines

Mindanao, as a region, possesses large untapped growth potential. With its vast land area, captivating beaches and scenic mountains, rich biodiversity coming from indigenous tribes and migrants from around the globe, the island offers the best resources to build a thriving economic landscape. In rare cases, such diversity can have a strong impact on a community. The recent implementation of Martial Law was a tremendous leap towards promoting security and safety in the region where a longstanding conflict among certain groups have existed. PRIME Philippines is giving you a closer look at the effects of Martial Law on relevant property sectors of Davao City, current plans and investment opportunities in Marawi and Mindanao's capability for growth through regional integration and infrastructure developments. This serves as a call for synergy for the key cities of Mindanao, highlighting the growing city of Davao

and understanding the war-torn city of Marawi. Mindanao is headed towards a promising future as the next investment hotspot, and we are the drivers of this progress. ■



Homebuilding, the Constantin Way

Constantin Design & Build's mission statement is simple: "To design and build timeless and high-quality living spaces that are a cut above the rest." Since our inception in 2012, we continue to do just that by constructing quality homes and buildings for satisfied clients in the progressive city of Davao.

The company was founded by its Director, Mr. Hany Constantin, a highly respected engineer and management consultant who has over 40 years of experience in the petrochemical industry.

Hany's vision of uncompromising quality is the driving force behind the company's success.

"To design and build a house in a flawless manner is how we will distinguish ourselves from the competition. Because everyone can pour concrete in the Philippines. But it takes absolute dedication, and the highest of standards to finish a house that is truly worth the client's hard-earned money," Hany said in one of the team's weekly meetings.

Heading the construction team is Engr. Kenneth Melliza, who ranked 7th on the 2014 Civil Engineer Licensure Exam. Leading the design department is Engr. Macy Gancio, whose attention to detail and extensive experience in designing concrete and steel structures has allowed our projects to progress smoothly.

At present, the company continues to carve its place in the construction industry of Davao City.

Why Davao?

The company struck its roots on Davao City back before it came under the national spotlight. It was where Mr. Hany saw the possibility of quality living away from the bustling Metropolitan Manila.

Davao City today is growing as a power center in the South since the presidency of its most celebrated mayor, Rodrigo Duterte. With this comes a new set of challenges. Competition in the local construction industry is fierce with the entry of large construction firms and high-rise condominiums. The company however, is bullish. With its years of experience in the local industry, the company is poised to take advantage of the infrastructure boom, albeit with different goals in mind.

"We are not a mass production company. Every house we design and build is truly unique and caters to the needs of our clients. Ours is quality, not quantity first," Hany reiterates to his team.

As a member of the European Chamber of Commerce of the Philippines, Constantin Design & Build is well positioned to stand out in a sea of bigger contractors by leveraging on the ECCP's network, brand value, and market access. ■



INSIDE THE ECCP CAGAYAN DE ORO

MSME biz opportunities in Oro with 'Franchise Negosyo'

The Philippine Franchise Association (PFA) initiated a meet and match between franchisors and potential franchisees in apparent hopes of tapping into latent business opportunities in this southern city.

"Franchise Negosyo Para Sa Cagayan de Oro, was a business matching-expo-seminar which sought to attract mainly the micro, small and medium enterprise (MSME) segment, took place from June 20-22, at the Ayala Centrio Mall. "We bring Franchise Negosyo to regions to promote franchising as a tool of economic development, for generating enterprises and nation-building to as many Filipinos in the provinces," said PFA President Richard Sanz.

He identified globalization and developing and supporting MSMEs as PFA's priority programs for the next two years. "We are encouraging local brands to go global by providing them with the right tools and networks to connect to the international markets," he explained.

Sanz said that the composition of PFA membership consists of 5 percent micro, 29 percent small, 29 percent medium and 37 large enterprises. "Almost 70 percent of our membership belong to small and medium enterprises that we encourage to go big by way of giving them capacity-building and mentoring (programs) to have access to markets to expand," he added.

Industrial and Science Museum Eyed in Misamis Oriental

Talks are now underway to put up an Industrial and Science Museum which will rise soon in Villanueva, Misamis Oriental. The aim of the soon-to-rise museum is to showcase the technologies applied in the various companies and industrial plants located in Villanueva town which is considered as the industrial town in the province. This will also serve as a good venue for educational tours and tourism in general.

Among the major industries in Villanueva, Misamis Oriental are the following: Philippine Sinter Corporation, STEAG State Power Inc., FDC Misamis Power Corp., Coca-Cola Bottlers Philippines Inc., Phoenix Petroleum Bulk Depot, Limketkai Manufacturing Corp., Kirahon Solar Energy Corp., National Grid Corporation of the Philippines, Cargill Phils. Inc., Jacobi Carbons Phils. Inc., Steel Asia Manufacturing Corp., and Amley Food Corporation. ■

The event started off with a seminar on "How To Franchise Your Own Business" followed by a two-day expo, where 35 brands, ranging from food to retail and services, join as exhibitors. Among them are leading retail sector exhibitors 7-Eleven, Aquabest, Crystal Clear, Diana Stalder, Living Water and SOS.

Representing the service sector are Bayad Center, Canadian Tourism and Hospitality Institute, Laundrybest, Phoenix Petroleum, Quickclean, Rapide and Xcess Salon. Coinciding with the expo are "How to Invest in the Right Franchise" seminars for aspiring franchisees. Sam Christopher Lim, president of U-Franchise and one of the speakers said, "Franchising is about replicating success and it is about time to develop local entrepreneurs not only for the national level but for the international stage."

The event is organized in partnership with the Department of Trade and Industry Regional Office 10 (DTI-10), DTI Misamis Oriental, Oro Chamber of Commerce and Industry and the City Government of Cagayan de Oro. (PNA) ■

Read more: <http://www.pfa.org.ph/franchise-negosyo-opens-msme-biz-opportunities-in-cagayan-de-oro/>



Read more: <http://www.cdodev.com/2018/06/29/industrial-and-science-museum-eyed-in-misamis-oriental>

Bukidnon Airport Dev't Project Groundbreaking Ceremony

The much-awaited ground breaking ceremony happened last May 4, 2018 for the proposed Bukidnon Airport Development Project located at Maraymaray, Don Carlos, Bukidnon. The airport is designed to have a 2.65-kilometer runway which is capable of accommodating Airbus 320 and 330, and Boeing 727 and 737 planes. Senator Juan Miguel Zubiri said in an interview that air travel for the people of Bukidnon takes longer due to long hours of land trip to and from Laguindingan Airport or Davao International Airport – depending on which part of Bukidnon you come from. This soon-to-rise airport in 2-3 years time will allow these residents not to travel either to Davao or Cagayan de Oro anymore for their flights to Manila.

This proposed airport is considered as one of President Rodrigo Duterte's flagship programs. The allocated budget for the project is at P679 million for lot acquisition and initial site development based on an article from Mindanao Daily News; though the Department of Transportation (DOTr) is still finalizing the total cost of the project. This project is undertaken by DOTr and local government of Don Carlos partnered by the Department of Public Works and Highways (DPWH) as in-charge for the construction of the airport's access roads.

More Tax Perks to Traders Helping MSMEs Guaranteed by CdeO

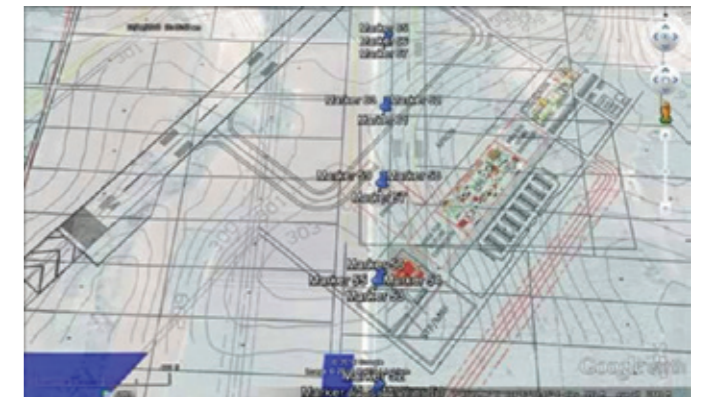
Investors promoting micro-small and medium enterprises (MSME's) have been ensured by the city government of Cagayan de Oro for a bigger tax incentive. The newly approved City Ordinance number 13418-2018 authored by City Councilor George S. Goking, would invite Metro Manila business communities and even other countries to visit the City of Golden Friendship. Goking has mentioned that he would initially promote Oro through linkages to the international business communities initially from Asia and United States of America with the help mainly of Misamis Oriental Chinese Chamber of Commerce and Industry (MOCCCI) and other chambers as well.

"We will not wait for some other time. We need more investors to answer the needs of our newly-graduates students and offer new jobs to our jobless communities. Incentives would be discuss with the local chief executives in line with the approved revised ordinance," he said.

He also added that with the other sectors' help in the community, they local barangay units will be tasked to initiate identification of job seekers and training obtained by the local communities to match the needs and demands.

This newly approved ordinance is also connected with the urge of the city to create business opportunities that can give way to an improved utilization of local resources and develop markets for local products and ignite the ingenuity of entrepreneurs and other stakeholders. The new investment code updates the Cagayan de Oro Investment

Known airline Cebu Pacific initially committed and pledged to have Bukidnon-Manila and Bukidnon-Cebu flights, Sen. Zubiri added. ■



Read more: <http://www.cdodev.com/2018/05/04/project-watch-bukidnon-don-carlos-airport-development-project-groundbreaking-set-today/>

<http://www.mindanaodailynews.com/bukidnon-airport-to-break-grounds-in-may-2018/>

Incentives Code of 2002, taking into account the current economic outlook of the city vis-a-vis the country and the world and the city's vision and mission.

Under the Committee on Trade, Commerce and Industry chaired by Goking already made some initial meetings with MOCCCI to help them invite foreign investors coming from other countries.

"If the business sectors from other country invites us to discuss some possibilities then we are willing to do some linkages," he said.

He said they also asked help coming from the national and regional offices from the Department of Trade and Industry (DTI) and the Department of Tourism (DOT) to offer tax incentives to possible investors. Goking said his committee would also help in the identification of areas in Cagayan de Oro that could be considered as part of the Investment Priority Areas (IPAs) like Barangay Bulua, Upper Carmen, Lumbia, Agusan, Tablon and Indahag. ■

Read more: <http://mindanaogoldstardaily.com/oro-ensures-more-tax-perks-to-traders-helping-msmes/>

2019 INTERNATIONAL TRADE FAIRS

JANUARY

DOMOTEX
Floor Coverings
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
Environmental Technology Solutions
Guangzhou, China

KIND + JUGEND
Baby and Toddler Products
Cologne, Germany

Fairs and More Inc, a subsidiary of the European Chamber of Commerce of the Philippines, is the official Philippine representative of leading European trade fair organizers Deutsche Messe, Koelnmesse and Messe München.

For more information, please visit www.fairsandmore.com.ph or contact us at (632) 845-1324 or angeli.lirag@eccp.com

fairs&more
GO GLOBAL WITH US.

eccp 40 YEARS
EUROPEAN CHAMBER OF COMMERCE OF THE PHILIPPINES

Blu
BAR & GRILL
@ MARCO POLO PLAZA

WE UNDERSTAND THE ART OF DINING WELL.

Blu Bar & Grill

Located at the Penthouse of Marco Polo Plaza Cebu

Opens daily from 4:30PM

www.marcopolohotels.com

Cebu (032) 253 1111 Manila (63 2) 887 1263

Cebu Veterans Drive, Nivel Hills, Apas, Cebu City 6000 Philippines

Toll Free | Philippines 1-800-111-00-995 | Thailand 1-800-852-0332 | Singapore 1-800-101-2242 | China 4001-201-481



MARCO POLO
PLAZA
CEBU

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

FOR INQUIRIES ON THE ECCP'S BUSINESS SERVICES
E-MAIL PUBLICATIONS@ECCP.COM OR CALL +632 845 1324

NEW MEMBERS CORNER



VSO is an international NGO addressing poverty as marginalisation through volunteering. The main office is in the UK, and they work in 25 countries including the Philippines.



HCM Nexus Consulting Inc. has been providing quality staffing and effective solutions to their clients since 2013. They aim to build strong human relationships by providing HR solutions that fit your talent and process needs.



Marquis is an events space that elevates how you celebrate life, combining first-class service with modern facilities to transform every celebration into a grand occasion and create memories worth keeping.



Netwebware Inc. is an IT company providing all IT services and solutions. They cover whole range of IT Services Hardware and Software.



AboitizLand, Inc. remains one of the country's most trusted Cebu real estate developers, serving the global Filipino in a responsive and responsible way. The company sees the needs of its vecinos (Spanish for neighbors; a term coined by AboitizLand to mean its clients), designs its projects around these needs while upholding its core values.



Storm Learning is a platform that provides companies the right tools to effectively manage employee training and development by using our Training Management System that connects companies and training consultants through a comprehensive marketplace catering to all industries.



Purlieu International focuses on financial inclusion and social inclusion business development in the Southeast Asia Region.

INDIVIDUAL MEMBERS

Gubi Koltz

Bertel Ingmar Bertelsen



YOUR DESIGN, PRINT & PACKAGING SOLUTIONS PARTNER

OFFSET • Folding Cartons • Boxes • Paper Labels • Paper Cups • In-moulds Labels • Posters • Flyers & Leaflets • Sales & Direct Mail Kits • Tent Cards • Promo & Drop Boxes • Shelf Cards • Header Cards • Coupons & Stickers • Recipe Booklets • Paper Bags • Hang Tags • Gift Wrappers • Calendars • Annual Reports • Newsletters • Invitation Cards • Letterheads & Envelopes • Office Forms • Calling Cards • Memo Pads

GRAVURE • Cone Sleeves • Soap Wrappers • Retort Pouches • Foil Pouches • Sachets • Shrink Sleeves • Blister Foil/Strip Foil • Wrap Around Labels • Banners • Gift Wrappers • Cigaret Labels & Stamps • In-mould Labels • Seal-O-Bands • Confectionery Wrappers

PRINT MEDIA • Annual Reports • Coffee Table Books • Newsletters • Brochures • Magazines • Yearbooks



DESIGN & PHOTOGRAPHY SERVICES

• Creative Designing • Photography • Re-touching/Photo Manipulation • Prepress Services
MAKATI OFFICE - Penthouse, ENZO Building, 399 Sen. Gil Puyat Avenue, Makati City, 1229 Philippines
 • Tel Nos: (02) 751-3351



UNITED GRAPHIC
Expression CORPORATION

UGEC Corporate Centre, Dasmariñas Technopark,
 Governor's Drive, Dasmariñas City, Cavite 4114
 Philippines

Tel. Nos.: (632) 531-8888 | (632) 584-4126
 • (632) 584-4154 | (632) 584-4155
 Fax Nos.: (632) 584-4123 | (632) 584-4125

