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

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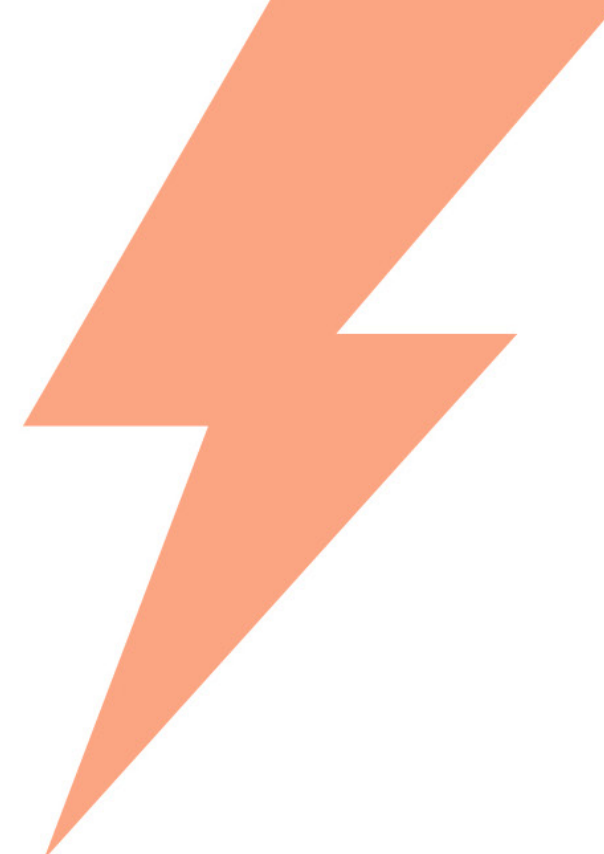


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Editorial



FLORIAN GOTTEIN
ECCP EXECUTIVE DIRECTOR
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It is with great pleasure that we are able to present to you the 40th Anniversary Edition of the European Chamber of Commerce of the Philippines' membership magazine, the EuroPH Connect.

First and foremost, I would like to extend my warmest congratulations to all those that have been part of this success, not only of the magazine but of the Chamber at large. This year, we celebrate our 40th year as the Voice of the European Business Community in the Philippines. As the oldest European Chamber outside of Europe, we have grown to be the largest foreign chamber in the country as well as one of the leading European chambers worldwide. The ECCP has tirelessly moved towards improving the chamber in order to serve you, our members. The main objective in all of our initiatives and activities was to create a level playing field for companies, improve the ease of doing business, and boost trade and investment between the Philippines and Europe.

For the last four decades, the ECCP has truly evolved in fulfilling its mission of bringing the Philippines closer to Europe through strengthening ties and partnerships with all its stakeholders. This special 40th Anniversary Issue is a celebration of the journey that has shaped and defined the ECCP into what it is today. It is also a reminder that there is still more that needs to be done in the years to come in order to continue to ensure the success of European business here in the Philippines and vice versa. Furthermore, we look forward to improving bringing what we do to various reaches of the country through our regional offices in Cebu, Davao, and Cagayan de Oro.

In this issue, we recreate the timeline of ECCP and its journey towards the celebration of its 40th year with articles and features on its past, present, and future. We also highlight issues that have remained at the heart of our

“It is also a reminder that there is still more that needs to be done in the years to come in order to continue to ensure the success of European business here in the Philippines and vice versa.”

advocacies, including energy sustainability and intellectual property rights protection. Flip to page 30 to get a glimpse of the ECCP's activities through photos. It is also with pride that we feature the presentation of Business Development and Entrepreneurship award for ECCP Davao by Davao City Mayor Sara Duterte and the 2nd ECCP Northern Mindanao Business Council Meeting in Cagayan De Oro. I would also like to encourage you to view the updated list of trade fairs for 2018 on page 33 in case you are ready to take your business to Europe.

I would like to thank each and everyone who has contributed to the success of ECCP for the past forty years. We truly value the unwavering support of our Board of Directors, the European Union, partners in the government and the private sector, and most especially to you, our members, who are the stakeholders of the services and advocacies the ECCP strongly pushes for. I look forward to your continued support and active participation as I encourage us all to work together towards the betterment of the Philippines for even closer and stronger business relations with Europe in the years to come. ■

PREMIUM MEMBERS





Ruth Yu-Owen
President, Upgrade Energy, Phils. and Chairperson, Renewable Energy and Energy Efficiency Committee

The Philippines has taken significant strides in energy sustainability by implementing reforms on renewable energy (RE) development and promotion of energy efficiency (EE). Yet with an increasing demand for power amid an environment vulnerable to climate change and a high electricity cost scenario, the need for a sustainable energy for the Philippines cannot be overly emphasized.

Since the passage of the Renewable Energy Act of 2008, the country has been on the right track towards long-term sustainable energy. Billions of pesos worth of investments has been infused by local and foreign investors in RE and EE projects. However, continued coal plant expansion, poor regulatory enforcement and implement has threatened the sustainability of the country's fuel mix and its compliance to international standards.



The current policy of the administration of a 70 % baseload, 20 % mid-merit and 10 % peaking power removes the quota on specific technology, thus leaving the decision to build the kind of power plants to the developers. To ensure sustainable energy over the long-term, the Philippines will have to implement a balanced energy policy which gradually reduces the share of coal in the fuel mix while increasing share of RE resources.

RE technologies have become competitive today as technology costs continue to fall, allowing power players to reduce the cost of power per kilowatt-hour. RE is also expected to be more competitive in the long-run while reducing harmful emissions and generating much-needed labor and employment. Liquefied natural gas (LNG), another clean energy source can also replace traditional fuels although the Philippines has yet to put up its own LNG facility.

Energy efficiency and conservation must also continue to form part of the country's ongoing policy to mitigate the effect of greenhouse gases while helping save energy. Like any industry, RE and EE promotion and development is faced with obstacles such as market access barriers, unfair competition, lack of government support and constant policy change. This barriers can be addressed by including MSMEs in government bidding projects, consistent government policies, unbiased appointment of suppliers/distributors, implementation of RE policy and fast-tracking the passage/implementation of EE&C bill.

The government must also implement the Renewable Portfolio Standards (RPS) in the shortest possible time to open more markets to RE developers, making them more competitive. A new round of installation targets for RE,

“Yet with an increasing demand for power amid an environment vulnerable to climate change and a high electricity cost scenario, the need for a sustainable energy for the Philippines cannot be overly emphasized.”

- Ruth Yu-Owen

President, Upgrade Energy, Phils. and
Chairperson, Renewable Energy and Energy
Efficiency Committee



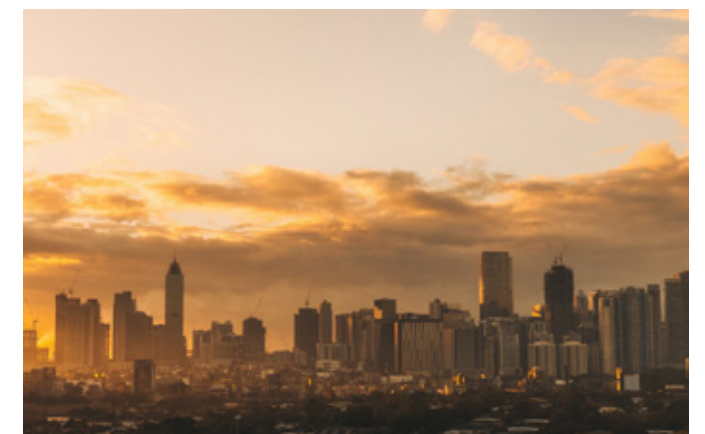
which are high enough to mitigate risks for developments created by the “first-come, first served” system will likewise pave the way for continued private sector investments and encourage sustainable energy use.

The private sector believes constant engagement with the Department of Energy (DOE) and the National Renewable Energy Board (NREB) to tackle the industry's concerns will help ensure a long-term sustainable energy future for the country. The private sector must also join the Philippine Energy Efficiency Alliance in defending the EE&C Bill and share best practices in the industry. The bill would finally institutionalize a legislative framework for energy efficiency and conservation, providing incentives for end-users who invest in EE technologies.

The private sector's involvement is critical in successfully implementing the reduction targets under the Philippine Energy Efficiency Roadmap, which establishes short, medium and long-term actions on the different sectors (transport, industry, residential buildings and commercial building) by 2030. The private sectors can also consider getting local suppliers that bring in international products/

quality/ standard to the Philippine market. The private sector should also continue to give back and do corporate social responsibility (CSR) especially to the communities it serves.

To conclude, the Philippines is on the road to sustainable energy but everyone, most especially energy stakeholders must work together towards a carbon-free future. ■



Protecting R&D Innovations in the Philippines

Many European SMEs may not consider that they conduct any research and development (R&D) in the Philippines because they do not have a laboratory or research facility there, but in reality, a high proportion of these companies engage in activities which fall under at least one of the terms: research or development.

Some examples of R&D might include an SME that enters into a contract with a local company to use their engineers to develop a prototype into a commercial product or application; or an SME that works with local researchers in one of the universities in the Philippines to design a digital database that is to be accessible via the Internet to users in Europe.

Even though the Philippines has its problems with R&D, as according to the Global Competitiveness Report 2016-2017, published by the World Economic Forum, it ranked 83rd out of 138 countries in terms of technological readiness, the Philippines' government is committed to making the country an 'active player' in the global knowledge economy. This means that European SMEs can have promising business opportunities in the Philippines' R&D sector as their know-how will be highly sought after.

IP is a critical consideration for European SMEs that come to the Philippines wishing to tap into this increasingly high-tech production network, or the talent pool for technology development. When engaging in R&D in the Philippines, new intellectual property is being created, the rights to which need to be clearly defined from the outset to avoid disagreements later.

PROTECTING NEW INNOVATIONS THROUGH CONTRACTS

Contracts and agreements can be one of the most effective ways to keep hold of innovations that result from research and development. Examples include using non-compete

clauses in employment contracts or requiring all employees to sign non-disclosure agreements (NDAs) to ensure new ideas are not leaked to competitors - NDAs are quick and inexpensive, and a basic template will require little modification for use with different products and clients.

If the primary inventors are not the citizens of the Philippines, European SMEs will have much more leverage in deciding how to control the IPR. If, however, the team composed of the citizens of the Philippines is expected to make key contributions, IPR ownership will be a more sensitive issue when negotiating the terms of your agreement. Innovations that are created during the course of the employee's work can be specified as the property of the company in employee contract clauses. However, to retain the innovators you will need to include a sufficient amount of rewards and incentives for them as individuals if the ownership of the innovation will not be granted to them.

SMEs will also need to consider the legal status of the individual inventors. If the inventor is an employee of another party, for example a researcher at a local university, he or she may be under contractual duty to assign their IP rights to that employer. Ignoring the inventor's existing legal duties can cause serious problems down the line.

PROTECTION OF NEW IP DEVELOPED IN THE PHILIPPINES

Business ventures involving complex, innovative technology often involve licensing the technology to local companies for production. As research and development may be ongoing or incidental to the process of operating with the technology, it is very important to address ownership issues in license agreements (i.e. who owns rights to the derivative works and improvements of licensed technologies), so that there will be no later disputes.

SMEs should keep in mind that Licensing of all forms of IP in the Philippines including patent, fall under the definition of 'technology transfer arrangements' (TTAs) under the IP Code. TTAs must contain certain mandatory provisions and exclude certain prohibited clauses in order to be enforceable.

In the absence of a clear contract on ownership rights, the law generally recognises the creator of a work/inventor as the owner, even if the underlying licensed rights belong to another party. For example, the translator of an original licensed literary work would be the owner of the copyright of the translated work, even though the copyright of the underlying licensed work belongs to the original owner. The party who makes improvements to a technology based on the licensed technology automatically owns the IP rights on such improvements, unless stated otherwise in contracts.

The licensee can afterwards enter into a separate agreement to assign or license its improvements back to the licensor. However, many licensors in IP licensing contracts include so called "grant-back" clauses providing that any improvements/modifications made to the licensed technology/work by the licensee shall belong to the licensor. Drafting of an effectual licensing agreement is a complicated and challenging process – it is advisable to seek the advice of a local legal practitioner to avoid legal pitfalls.

APPLY FOR PATENTS TO PROTECT YOUR INVENTIONS

To protect inventions in the Philippines, SMEs also need to think about obtaining patents in the in the country, as patent rights are territorial and European patents would not be valid in the Philippines. Furthermore, 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 be considered by companies engaged in making improvements to the technology already in use.

Domestic patent applications in the Philippines should be registered with the Intellectual Property Office of the Philippines. The cost of the application fee is based on whether the applicant is considered a small-medium or large entity. Entities with assets worth PHP 20 Million (approximately EUR 385,000) or less are considered small entities while entities with assets exceeding the said amount are considered large entities. In practice, foreign companies are presumed as large entities unless they can prove the quantitate requirement regarding their assets. To qualify as a small entity, the foreign company must submit an affidavit stating that it is in reality a small entity. Application price starts from EUR 70.

Furthermore, SMEs wishing to make their patent protection more far-reaching may opt to file for a patent through the Patent Cooperation Treaty (PCT) route which allows for patent protection in PCT multiple member states by filling out just one patent application. The PCT application route also gives applicants an extra 18 months to assess the commercial viability of the invention and the likely market.

STAY SAFE, THINK AHEAD

When deciding to conduct research and development in the Philippines, European SMEs' first step should be to review their business strategy. They should ask themselves the following questions: who is the company working with, what is the potential of company's technologies under the R&D, and what are the worst-case scenarios? Precautions should also be taken even when there is no dedicated R&D programme in place. It is not only under commission that technical innovations are made - advances are often discovered during normal working operations, especially improvements to production line processes. The important point to remember is that for all potential problems SMEs foresee there are always preventative measures that can be taken.

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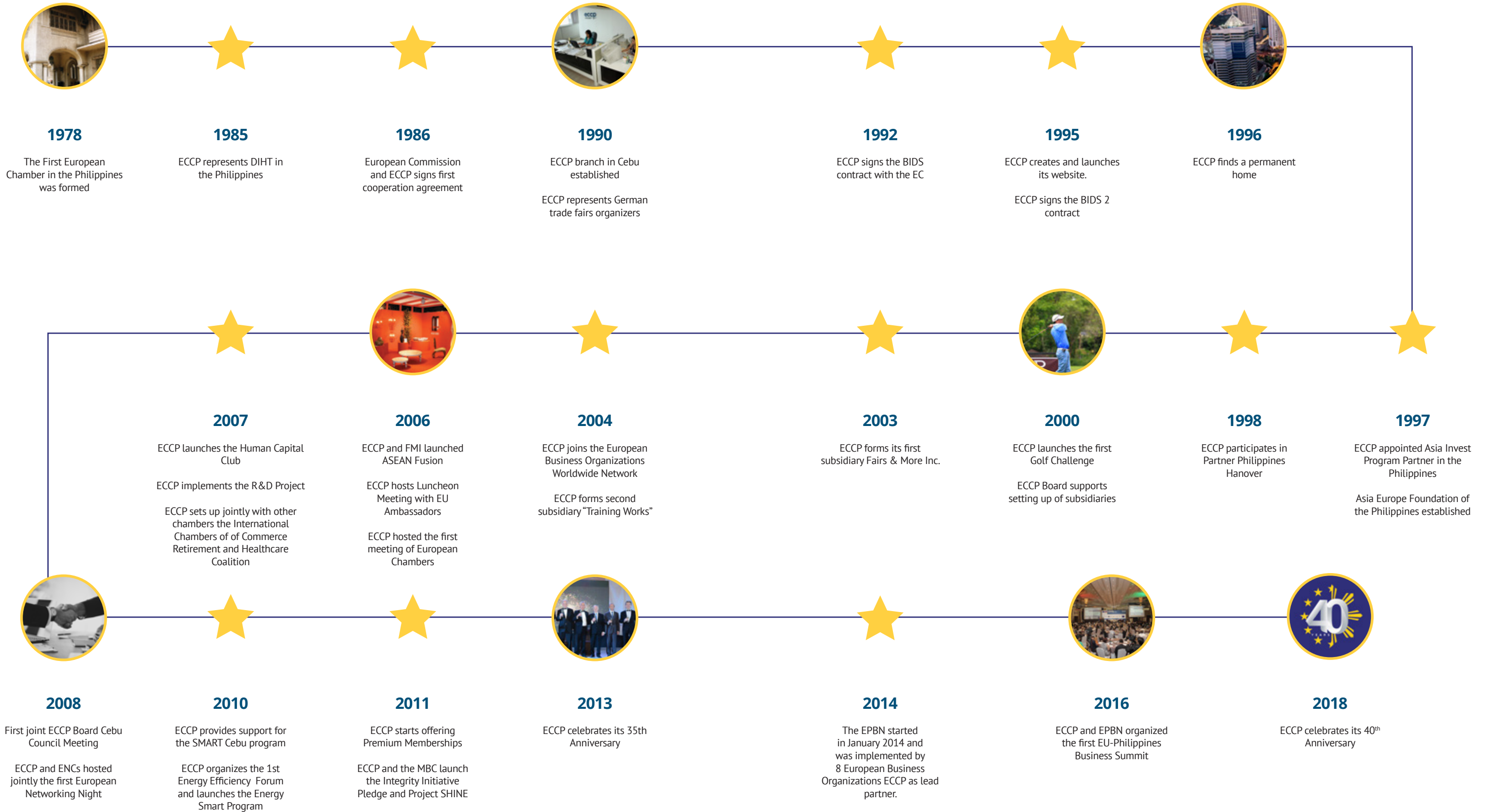
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TIMELINE



CELEBRATING 40 YEARS AS THE VOICE OF THE EUROPEAN BUSINESS COMMUNITY IN THE PHILIPPINES

In 1978, the European Chamber of Commerce of the Philippines (ECCP) was established in response to the growing number of European businesses in the Philippines and the desire of the European businessmen to build an organization that will represent their common interests. The main objective of the ECCP is “to be the business arm of the European Union in the Philippines”, shared ECCP President Guenter Taus. “ECCP and EU have been cooperating in many different ways in over a very long period of time,” according to Head of Delegation of European Union to the Philippines Ambassador Franz Jessen. “There is a very high degree of trust between the ECCP and the EU Delegation,” he added. Over the past 40 years, the ECCP has since been the “Voice of the European Business Community” in the Philippines and continuously creates linkages between companies, organizations, and individuals with existing potential business interest in Europe and the Philippines until today. The ECCP is the oldest European chamber outside Europe and is the very first Europe-wide chamber of commerce in the world.



“There is a very high degree of trust between the ECCP and the EU Delegation”

- H.E. Franz Jessen
Head of Delegation of European Union to the Philippines

The ECCP has successfully positioned itself as the stepping stone for Europeans into the Philippine market and for Filipinos into the European market. According to ECCP Executive Director Mr. Florian Gottein, “The ECCP offers a full range of services to members and clients alike, European companies operating here in the country or starting to operate who are interested in doing business in and with Europe.” He also added that “the underlying reason why ECCP offers these services mainly is to support the success of European businesses here in the Philippines and vice versa.”

The Philippines has always been abundant of opportunities for investment. As one of the fastest growing economies in Asia, the nation is still expected to sustain robust economic growth according to World Bank. The Philippines continues to offer strong advantages such as a young workforce, English language ability and strong consumer power among others. “This is why we (ECCP) also focus in its advocacy on obstacles or shortcomings for businesses such as lack of infrastructure, high energy prices, as well as the ease of doing business which we try to improve together with our Filipino partners in government and the private sector,” Mr. Gottein said. “A lot of opportunities are seen in the agriculture, food sector and ICT, as well as in tourism, infrastructure through the build, build, build program of the administration. Creatives and AI robotics will become more and more important,” he added.

The ECCP aims to be a one-stop-shop for both European and Filipino businesses. “We understand ourselves as a one-stop-shop. We reach out to companies especially SMEs in Europe and highlight to them the opportunities they have here in the country, organize business missions by bringing European SMEs who are interested in Southeast Asia and the Philippines, setting up P2Ps, providing them

“A lot of opportunities are seen in the agriculture, food sector and ICT, as well as in tourism, infrastructure through the build, build, build program of the administration, creatives and AI robotics will become more and more important.”

- Florian Gottein
Executive Director, ECCP



with the services, including them in advocacy events and committee meetings,” Mr. Gottein said. The ECCP is also a forefront of pro-business, pro-growth advocacy in the Philippines, representing European interests for increased market access and trade facilitation, at the highest level of Philippine political discussion. “The ECCP was always an organization that I can call on when I need help with the government or if I need something to be achieved or done on the side of advocacy and issues with the government that needs to be resolved,” Mr. Taus said. Third District of Bohol Congressman Arthur Yap also mentioned in an interview that “(The) ECCP have a very positive impact on the overall business climate here in the Philippines because a message or a stamp of trust approval from ECCP is also a stamp of approval for other investors all over the world to come to the Philippines.”



ECCP Services

The ECCP offers a wide range of services to its members. These include advocacy, business matching, networking, marketing opportunities, and customized training solutions. According to Mr. Gottein, the ECCP continues to improve the quality and variety of its services, which can range from market entry services to assisting in the search for partners, distributors, and clients. The services that the ECCP provides embodies its main goal of fostering economic ties and business relations between Europe and the Philippines.

The ECCP focuses on providing these services to its close to 800 members. "If you want to look for a partner in the Philippines, the ECCP helps to do partner matches, do background checks if need to be, and see to it that they find the right niche for everyone to be in," Mr. Taus said. "The chamber also provides a platform for our members to come together and discuss business opportunities, establish contacts and potentially close deals. We also make use of other platforms such as the ECCP website, EuroPH Connect and social media to showcase our members for others to see what they do," ECCP Director for Projects, Events and Sector Advocacy Mr. Gerry Constantino said. Diageo's General Manager Ms. Vane Gosiengfiao agrees that one of the values of being a member is the opportunity to really network. "It's represented by various leading industries in the Philippines so it's a good chance to network with fellow executives in the country," she said. She also added that as a Premium Member, Diageo was able to have a chance to promote their brands to the key people in public through sponsoring events such as networking nights throughout the year.



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Events and Sector Advocacy

ECCP Advocacy

The ECCP and EPBN advocacy team works closely with the government to facilitate market access and ensure level playing field for European companies. This is key to facilitating further investments and trade from EU to the Philippines. "The ECCP was established as the voice of European business community and therefore, we are representing the views of our members when we talk to the Philippine and European government as well as local and international organizations," said Mr. Constantino. The ECCP and EPBN has a total of 18 committees coming from different industries that meet regularly to provide a forum for European companies to discuss issues and possible solutions. Ms. Gosiengfiao shared that, "The value of being a member of the ECCP is really on advocacy, the chamber puts together white papers in terms of putting forward issues as well as recommendations to public stakeholders."

As a whole, the ECCP promotes smart and sustainable development in the country, making them particularly interested in industries, that according to Mr. Constantino "would build up this kind of future." This include sectors such as Energy, Water and Environment, Telecommunications, Agriculture, Food and Beverage, Manufacturing, Infrastructure, Transportation and so on. Faced with long standing brownouts and highest cost of energy in the region, one of the important sector ECCP has been focusing

on is the Energy Sector. "Sustainability has always been an issue in the country, it is only now that businesses are appreciating it from a point of view that it will contribute to a better bottom line, when we can be energy efficient, we can be sustainable at the same time profitable because you are saving on the production cost," said Mr. Constantino.



The ECCP and the EU Delegation

One of the ECCP and EU's key area of cooperation is the position papers. It is an annual exercise where issues are raised by members of the European-Philippine business community on what needs to be improved in order to improve the ease of doing business in the Philippines. For Ambassador Jessen, "it is a very tangible way of cooperating with the Philippines, and the EU businesses in order to make sure that mutually, we get the best possible outcome." The ECCP contributes to EU's business success in the Philippines by providing a network that investors can access and refining initial ideas by meeting other companies and other people who have been through with the same process. "We learn from each other," Ambassador Jessen added, "ECCP has, I believe, around 800 members, so it means they have seen many things."

Ambassador Jessen hopes that the ECCP continues to take a leading role of a joint advocacy in Europe and in Manila and to work even more hand-in-hand with Philippine businesses. "To see how this looks, not only from the European point of view but also from the Philippine business point of view, and how we can enhance cooperation and what needs to be overcome, especially when it comes to a few of our ongoing projects such as good governance, zero carbon, tourism, water resources and so on.



ECCP Projects

One of the means by which the ECCP works towards achieving its mandate in improving the Philippine business environment is through the implementation of projects. The focus of these projects is to help European and Philippine companies understand the market that is available for them in Europe, Philippines, or ASEAN as a whole. The ECCP facilitates the exchange of information to build up interest on both sides, as well as providing technical assistance particularly, for example, in developing the capability in manufacturing products that are suitable for the European market.

In December 2013, the ECCP became the lead partner in a project called the EU-Philippines Business Network (EPBN). The EPBN was aimed at providing support for European businesses in Southeast Asian Markets (SEBSEAM), including in the Philippines. The SEBSEAM program aims to increase and diversify exports and investments of EU businesses to the Philippines.

"The purpose of the EPBN is to attract EU businesses into the Philippines and that is either done through direct investment, foreign direct investment or through the creation of jobs," EPBN Project Manager Mark Henke said. When asked what aspects of ECCP's involvement to the EPBN that is crucial to its past, present and the conclusion of the program, he answered, "Without the ECCP, we wouldn't be sitting here now. They were the chamber that applied for the program in the first place."

In the 3 years that the EPBN had been in operation, 3 EU-Philippines Business Summits have been organized to serve as platforms for representatives of the Philippine government and the European business community to dialogue and to share views on business opportunities in both regions as well as on improving the business climate in the Philippines. In 2016, the EPBN presented the second edition of the EU Advocacy Papers to the Philippine government during the 2016 Business Summit. Through this project, the ECCP continues to support EU advocacy interests while EU enterprises continue to be supported as they enter the Philippine market for the first time. Several EU business delegations from various EU countries have been assisted by the EPBN through the organization of business matching events at some of the biggest trade fairs or business events in the Philippines. The EPBN has authored upwards of 10 position papers to date and continues to provide a support framework for European companies, especially SMEs, interested in exporting to or investing in the Philippines through a dynamic executive team, industry expertise and robust network of partners based in Europe and ASEAN.

Another project which the ECCP provides support to is the Switch to High Efficiency Motors (HEMS) under the Switch Asia Program. It was started on January 2014 and ended in December 2017. According to Mr. Constantino, "HEMs was instrumental to encourage manufacturing companies to switch to high efficiency motors so they can save a lot of

“Without the ECCP, we wouldn't be sitting here now. They were the chamber that applied for the program in the first place.”

- Mr. Mark E. Henke
EPBN Project Manager



energy as far as operations are concerned." The project was aimed at increasing the deployment of HEMS and drive systems in Philippine industries as well as in creating an ecosystem that will promote energy efficiency particularly the use of HEMS. The HEMS project has also contributed to the expansion of the Energy Service Companies (ESCO) community in the Philippines particularly ESCOs that are involved in HEMS deployment and also to expansion of the network of banks and financial institutions offering green financing for HEMS deployment among others. A number of companies have been assisted by HEMS in the conduct of a HEMS feasibility study and the actual installation of HEMS in production facilities.

ASEP or the Access to Sustainable Energy Program is another project supported and implemented by the ECCP. The overall objective of ASEP is to assist the Government of the Philippines in expanding sustainable energy generation to meet the growing needs of the economy and provide energy access to the poor and marginalized sector in accordance with the Philippine Development Plan. One of its core components, the Technical Assistance for Access to Sustainable Energy in the Philippines (EU-TA for ASEP), is implemented by GIZ International Services, ICF International and the Reiner Lemoine Institute RLI. The Project Partner is the Philippine Department of Energy and the envisaged duration is until October 2019. The ECCP has established initial cooperation with EU-TA for ASEP in promoting renewable energy and energy efficiency in 2017

through the Energy Smart Philippines (Manila), Energy Smart Visayas (Cebu) and Energy Smart Mindanao (Cagayan de Oro). The Energy Smart Forum is an annual platform organized by ECCP to gather stakeholders in the Philippine Energy Sector to promote sustainable energy. The Program Management of EU-TA for ASEP and ECCP are in discussion on implementing joint activities for 2018 and 2019.



ECCP Cebu, CDO and Davao

In 1990, the ECCP expanded its network to the Visayas region, particularly to Cebu. "The ECCP has always stood for driving new business industries in the country," Mr. Taus said. A branch in Cebu paved a way to raise awareness of the region's potential for exports especially with the furniture industry, creative arts, and tourism. In April 2013, the ECCP opened another branch in Davao in order to signify the importance of Mindanao to the European market, as it serves as a gateway for possible foreign investments coming to the region. In early 2017, the ECCP opened another branch in Cagayan De Oro to expand its network further in Mindanao.



ECCP 40th Year

2018 marks the 40th Anniversary of the founding of the European Chamber of Commerce of the Philippines. Throughout its 40 years of existence, the ECCP has evolved to be a thought leader when it comes to Philippine business as well as a vital link between Europe and the Philippines. The ECCP has continued to push for advocacies that aim to improve and develop a sustainable society as a whole.

The trade between Europe and the Philippines has grown over the last year indicating positive trade relations between two economies. As a stepping stone for European business in the Philippines and vice versa, the chamber will continue to be an effective instrument of strengthening

this link through the promotion of Philippine-European business interests. In the next 40 years, Mr. Taus shares that "the ECCP would like to be instrumental to help bring the Philippines out of poverty and to become industrialized."

"There is lot to be worked on," according to Mr. Constantino, "and it is a collaboration between business and the government. I would like to say that while ECCP stands for European Chamber of Commerce of the Philippines, it is also an acronym for Enhancing Competitiveness Creating Partnerships." ■



ECCP IN PHOTOS



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ECCP Davao Presented with Business Development and Entrepreneurship Award by Davao City

By Antonette Mendoza



(L-R) Mayor Sara Duterte-Carpio, Ms. Ivy Rufin (ECCP Mindanao), Mr. Antonio Peralta (ECCP-SouthMin Business Council), Mr. Lemuel Ortonio (Davao City Investment and Promotions Center)

Last March 12, 2018, the ECCP Davao Branch Office was presented with a Business Development and Entrepreneurship Award by the Davao City Investment and Promotions Center for being partners of the City Government of Davao in several events. Some of the recent initiatives of ECCP Davao include the recent Mindanao Business Briefing: Updates on Security Situation, Resiliency, and Optimism, which helped promote the Davao City as an investment destination. There were a total of 86 companies, organizations, and individuals who were given recognition during the event, entitled Pasidungog: Garbo sa Davao, with ECCP as the only foreign chamber recognized for its contribution to the city. The event was held at the Davao Convention & Trade Center, with the opening remarks delivered by Mayor Sara Duterte-Carpio. Other awards included Top Business and Real Property Tax Payers, Every Dabawenyo Hero, Environment and Beautification, Public Safety, Disaster, and Crisis Response, Social Services, and Tourism and the Arts. Pasidungog: Garbo sa Davao is an annual ceremony held every March in celebration of Araw ng Davao. The award was personally handed by Mayor Sara Duterte-Carpio who extended her personal thanks to the Davao team. The award was a certificate and token, a framed artwork of a Mindanawon weaving pattern. Mayor Duterte-Carpio shared during her speech shared, "This recognition is significant in our 9th decade as a city as it serves to remind us that Davao City will not be as it is today without Dabawenyos and friends helping each other." ■

2nd ECCP NM Business Council Meeting & Introduction to EPBN

By Joanne Natindim

The European Chamber Commerce of the Philippines – NM conducted its 2nd Business Council Meeting last 17th of April at 1pm 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.; VP-Chairman Ms. Lordelie Enjambre, Acting Area Head for North Eastern Mindanao of Mindanao Development Authority (MinDa), Mr. Roderico Bioco, President of Kaamulan Chamber, Former ECCP NM Representative Ms. Jo-Ann Vidal and ECCP Executive Director Mr. Florian Gottein.

The Business Council Meeting started with Florian Gottein introducing EPBN to the council. The meeting continued by discussing the objective and goals of the ECCP NM Council which is to have at least twenty (20) members by the end of 2018 and to conduct monthly events as well. The council

agreed to have a monthly Business Council Meeting to be attended by ECCP Executive Director Florian Gottein; it is scheduled on May 23, 2018 for the next month. Events were also discussed starting May to August; with next month holding an event on Hotel Safety & Security Seminar, a Traffic Forum by June, Understanding Financial Reports Workshop by July and August will be on Basic Automation Seminar. The council had a useful brainstorming on what ECCP can offer to Northern Mindanao as a whole. Prior to the meeting, Florian and Joanne met with two (2) potential members for ECCP; A Brown Companies Inc. and Model Central.

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. ■



2nd ECCP NM Business Council Meeting and Introduction to EPBN



ECCP Executive Director Florian Gottein and ECCP NM Chairman Mercedes Mejia with ABCI Marketing Manager Anna Pulido



ECCP Executive Director Florian Gottein and ECCP NM Chairman Mercedes Mejia with ABCI Marketing Manager Anna Pulido
Photos by: Joanne Natindim

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ECCP & EPBN EVENTS CALENDAR 2018

MAY

- 3-4 Understanding Finance
- 15 Luncheon Meeting
- 17 ECCP 40th Anniversary Celebration
- 21 Golf Challenge Tournament
- 23 Data Privacy Training
- 29 JFC Networking Night



JULY

- 19 Luncheon Meeting
- 25 Innovations in Infrastructure (Solaire)
- 26 Future Cities Forum (Solaire)
Water Challenge Philippines
YPC Inter-Chamber Networking Night
Women in Business: Training Session #2
LGU Business Summit Cebu

SEPTEMBER

- 4/6/11 Euro-PH Advocacy Forum: PCAB
- 10-16 European Culinary Week
- 14 Women in Business: Training Session #3
- 20 Luncheon Meeting
- 27 Sustainable Agriculture Forum (Solaire)
Informal Industry Leaders' Dinner
JFC Networking Night
Healthcare Mission (w Nordcham)

NOVEMBER

- 7-9 Infrastructure Business Mission
- 15 Luncheon Meeting
- 17/18 ELMS (EPBN)
- 21/23/28 Women in Business: Training Session #4
Euro-PH Advocacy Forum: Connectivity
Energy Smart Visayas
Energy Smart Mindanao
F&B

JUNE

- Early June Informal Industry Leaders' Dinner
- 5/7 Euro-PH Advocacy Forum: Traffic
- 7 40th Annual General Membership Meeting
- 19 Luncheon Meeting
- 20 ENN/Doing Business 2nd Launch
- 20/21 Manufacturing (EPBN)
Euro-PH Advocacy Forum: GI/Tapas Night
ECCP Networking Socials
Maritime Business Mission

AUGUST

- 16 Luncheon Meeting
- 7/14 Women in Business Networking Event
- 30 Healthcare Forum (Makati Diamond Residences)
YPC Learning Session
ECCP Networking Socials



OCTOBER

- 3/5 Euro-PH Advocacy Forum: Tax
- 16 Luncheon Meeting
- 18 EU-Philippines Business Summit
- 24 Energy Smart Philippines (Solaire)
Sustainable Agriculture Forum (Davao)
Mindanao Business Opportunities (Davao)
ECCP Networking Socials
YPC Networking Night

DECEMBER

- 6 Luncheon Meeting
- 4/6 Women in Business Christmas Party
Informal Industry Leaders' Dinner
Business Awards
ECCP Networking Socials

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			APRIL		CERAMITEC 10 - 13 Munich, Germany WINE & GOURMET JAPAN 11 - 13 Tokyo, Japan IDEM SINGAPORE 13 - 15 Singapore HANNOVER MESSE 23 - 27 Hannover, Germany CEMAT 23 - 27 Hannover, Germany	
	JUNE	M&T EXPO 5 - 8 Sao Paulo, Brazil CEBIT 11 - 15 Hannover, Germany AUTOMATICA 19 - 22 Munich, Germany	OCT		EXPO REAL 8 - 10 Munich, Germany CeBIT ASEAN Thailand 18 - 20 Bangkok, Thailand CHINA BREW CHINA BEVERAGE 23 - 26 Shanghai, China ORGATEC 23 - 27 Cologne, Germany YUMMEX MIDDLE EAST Oct 30 - Nov 1 Dubai, UAE	JULY
		SEP	FURNITURE CHINA 11 - 14 Shanghai, China IBA 15 - 20 Munich, Germany PHOTOKINA 26 - 29 Cologne, Germany	AUG	GAMESCOM 21 - 25 Cologne, Germany BAUMA CONEXPO INDIA 11 - 14 Delhi, India	
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