

EuroPH CONNECT

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

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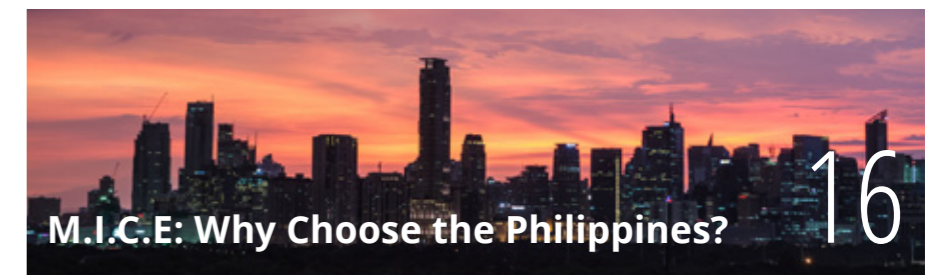
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Contents



WE EXECUTE

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Visa Processing in the Philippines

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47A (PEZA)
Tourist Extension
SRRV (Retirement)
13a (Marriage)

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Editorial



FLORIAN GOTTEIN
ECCP EXECUTIVE DIRECTOR
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As we move into the 2nd quarter of 2018, we at the ECCP have been very busy in our preparations to make our 40th year a truly memorable one for all our members. The first few months of 2018 have already been jam packed with activities, events, and advocacies to make sure that you get the most value out of your chamber. Since January, we have had hosted close to 20 events and training sessions, at which we welcome groups as small as 20 participants to nearly 300 guests. These events range from training sessions wherein member companies can send key personnel to improve their skills, to social events that bring together members in a more relaxed setting, to the more serious advocacy forums and luncheon meetings wherein issues and challenges that affect industry are discussed and dialogues between the private and public sectors are held. For more information on upcoming ECCP events, flip to page 19.

This month's issue of EuroPH Connect has a special focus on the first ever Cebu Design Week (CDW), happening from 16 - 23 June 2018. The CDW aims to map out the fragmented creative ecosystem in Cebu through raising awareness and disseminating best practices in order to inspire innovative thinking and help establish long-term platforms for interdisciplinary cooperation. The week-long event is jointly organized by the ECCP in partnership with the Cebu Furniture Industries Foundation and the Create Cebu Movement. You can find more information on this initiative in our cover story on page 11.

“The CDW aims to map out the fragmented creative ecosystem in Cebu through raising awareness and disseminating best practices in order to inspire innovative thinking and help establish long-term platforms for interdisciplinary cooperation.”

In this month's issue, we also put the spotlight on the tourism sector, with articles and features on tourism intellectual property rights protection in the Philippines and the Philippines as a M.I.C.E. destination. 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 the Inside the ECCP section on page 21. I would also like to encourage you to view the updated list of trade fairs for 2018 on page 33 in case you would be interested to attend. Business Opportunities are also available on page 36.

And finally, I would like to extend a warm welcome to the 30 new members who joined us in the first quarter of 2018. I hope to see you in one of our upcoming events, especially the 40th Anniversary Celebration on the 17th of May at the Solaire Grand Ballroom.

As always, thank you for your continued support and I hope you enjoy this month's issue of the EuroPH Connect magazine. ■

Notes from the IPR SME Helpdesk

How to Protect your IPR in the Tourism Industry in the Philippines



Underpinned by the intensive governmental investments in marketing and infrastructure to support the tourism industry, the Philippines' tourism industry is rapidly growing. The industry contributes around 8.6% to the annual GDP of the Philippines, bringing in about EUR 20 billion in 2016. The Philippines government is committed to making the country's tourism sector more competitive and more sustainable. As the country is also promoting foreign investments in special economic zones of tourism development like Metro Manila, Cebu City and Mactan Island, there will be many lucrative future business opportunities for European SMEs in the tourism industry in the Philippines.

SMEs engaged in tourism industry need to pay special attention to protecting their intellectual property (IP) rights, because IP infringements are still relatively common in the Philippines. IP rights are a key factor for business success and neglecting to register these rights in the Philippines could easily end SMEs' business endeavor in the country. Thus, a robust IPR strategy is needed, when entering the promising market of the

Philippines.

MAKE SURE YOUR BRAND IS PROTECTED

Branding is especially crucial for the tourism sector, as it allows companies to differentiate themselves from the rest, creating a niche market and an individual appeal that will translate into more tourist arrivals. Thus, it could have devastating consequences for a European SME if another company started to use similar or identical brand to promote their services. In tourism sector 'destination branding' is equally important to company branding. Destination branding often relies on a logo and a tagline, the examples being the Swiss resort St. Moritz using the tagline 'Top of the World', the Tourism Malaysia campaign of 'Malaysia, Truly Asia' or the slogan 'it's more fun in the Philippines' that the Philippines Department of Tourism uses to promote the country internationally.

SMEs are strongly advised to register their logo and tagline as a trade mark in the Philippines in order to protect their brand because IP rights are territorial and European trade marks

do not enjoy automatic protection in the Philippines. Trade mark registration should be done well in advance before even starting business in the country 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. Registering in an advance is important because trade mark piracy due to 'bad-faith' registration is still a problem in the Philippines. Bad-faith registrations means that 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 companies can 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. On the other hand,

SMEs' brand names rarely enjoy the status of a well-known trade mark and thus it is not advisable to rely on the well-known trade mark status, but to register trade mark in the Philippines.

European SMEs should also keep in mind that according to the Trade Mark Law of the Philippines, In order to maintain the registration of a trade 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 one 1 year from the 5th anniversary of the registration. Actual use of the mark in commerce is very important because if an SME is not using the mark in its business, its mark will be removed from the trade marks register.

PROTECT YOUR BRAND ALSO BY REGISTERING YOUR INTERNET DOMAIN NAME

Most companies engaged in tourism rely on their websites to attract customers and thus protecting online domain name is very important for the SMEs. It is advisable to register internet domain name in the Philippines because problems like 'cybersquatting' and typosquatting are a serious concern in the country. Cybersquatting is similar to bad-faith trade mark registration and it means that a third party registers a domain name that is identical to European company's product or trade mark name, with the purpose of selling the domain names back to the rightful owner at a premium price.

Typosquatting refers to registering a domain name with misspellings, or typos of famous brands, or company names. Typosquatters target Internet users who incorrectly type a website address into their web browser (e.g. www.euroap.eu instead of www.europa.eu). When users make such an error, they can be led to an alternative website owned by a hacker. This may lead to consumer confusion or lost web traffic, as internet users may be directed to either fraudulent websites or competitor's websites.

Internet domain names can be registered with the Internet Domain Name Registry of the Philippines (dotPH). Registrations should be done as soon as the company envisages doing business in the Philippines because internet domain name registration also functions under the 'first-to-file' system. Indicatively, it costs around EUR 34 per year to register internet domain names in the Philippines.

Cybersquatting and typosquatting are illegal under the intellectual property laws of the Philippines and European SMEs should keep in mind that the Philippines Internet Domain Name Registry has a domain name dispute resolution system that can help to enforce IP rights. Thus, companies should monitor similar domain names and actively enforce their domain name rights in case of confusion or cybersquatting.

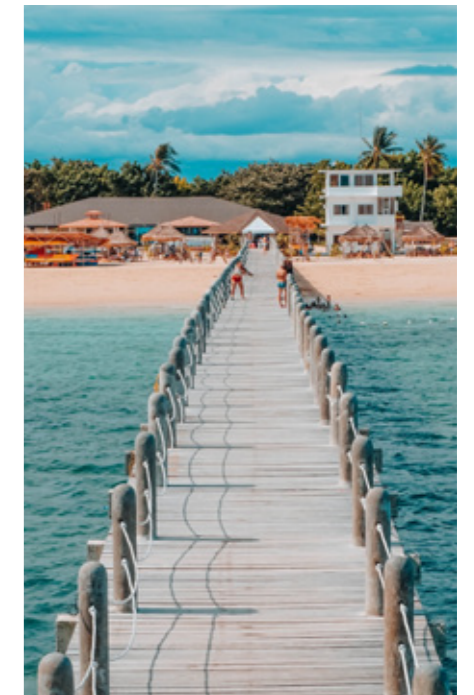
ADVERTISING MATERIALS CAN BE PROTECTED BY COPYRIGHTS

Besides websites, tourism sector also relies a lot on physical advertising materials such as information booklets, leaflets or tourist guide books. All these advertising materials can be protected by copyrights. Even though, in the Philippines works are protected by copyright from the moment of their creation, it is still advisable for foreign SMEs to voluntarily register their copyright in the Philippines, because it is common practice for the authorities in the country to require copyright certificate in order to initiate copyright infringement proceedings.

Copyrights could be registered either at the Copyright Division of the National Library or at the Intellectual Property Office of the Philippines and costs about EUR 380 to record copyrights in the Philippines (including official costs of PHP 625.00 approximately EUR 12). The IP Code defines "author" as the person who has created the work. SMEs can apply for the recordal by submitting the required documents including a copy of their business registration certificate and a certified copy of the notarized assignment

document from the author in person.

The IP Law also states that, if the work is created during the course of the employment as part of employee's regular assignment, then the employer will be the owner of the copyright. If employers wishes to register copyright in the Philippines, they need to provide supporting documents evidencing ownership of the copyright, the manner of its acquisition if they are not the authors of the work and information on where and in what establishment the work was made.



ALWAYS ENFORCE YOUR RIGHTS

IP enforcement is very important and if companies manage to build a reputation of always enforcing their rights then unscrupulous companies are more likely to move on to harass less litigious companies. Thus, strategic enforcement of IP rights is the key to a successful and comprehensive business strategy. When European SMEs identify infringement, they should actively enforce their rights in the Philippines through the various avenues available.

In the Philippines, there are 3 avenues available to enforce intellectual property rights: administrative actions, civil litigation and criminal

prosecution. As civil litigation and criminal prosecution tend to take very long time and be quite costly, administrative actions are often the preferred means of enforcement. 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.

Recently, the Intellectual Property Office of the Philippines has opened an Arbitration and Mediation Centre (ACM) that has the jurisdiction to resolve trade mark and copyright infringements as well as IP licensing disputes. The ACM has reported many successfully mediated cases in 2015 and can thus be a viable alternative to resorting to civil or criminal proceedings. ■

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/>



For centuries, Cebu has been the leading metropolis of the Southern Philippines with its long heritage as a commercial hub and melting pot, its singular “can-do” spirit, and reputation for continuous innovation. A British Council-recognized “Creative City” in 2008, it also held the distinction of being an “ASEAN City of Culture” from 2010-2012. However, the global financial crisis which started in 2007 and the drastic technological disruptions immediately after that decimated the three traditional exporting industries (furniture, fashion jewelry and gifts/home décor) – all of which were driving forces of the Cebuano creative economy then.

To remain relevant in a hyper-competitive and ever-changing global landscape, Cebuano entrepreneurs need to level up their operations, be able to think more laterally and start collaborating with each other in unprecedented ways. The first-ever Cebu Design Week (CDW) attempts to be a catalyst for this transformation by mapping out the fragmented creative ecosystem, raising awareness, disseminating best practices, inspiring innovative thinking and helping establish long-term platforms for interdisciplinary cooperation.

Strategically, nestled within the larger framework of the 22nd Cebu Business Month, CDW will be a week-long series of multi-format events from June 16 -23 2018 that is jointly organized by the ECCP, the Cebu Furniture Industries Foundation and the Create Cebu Movement. It will showcase Cebu, the many creative sectors pervasive on the island and the existing collaborative efforts already being undertaken. It will also have inclusive and interactive workshops and seminars to formulate a roadmap for Cebuano creatives to be instrumental in Cebu's evolution from a linear to a circular economy which is consistent with the European Commission's Circular Economy Action Plan that was implemented in January 2018.

Contrary to the “make, consume, dispose” model of linear economies, a circular economy is a regenerative model wherein resources are kept in use for as long as possible, maximum values are extracted from them whilst in use, and as much of the products and materials are recovered at the end of each service life. This so-called “closing of the loop” is achieved through long-lasting design, maintenance, repair, reuse, remanufacturing, refurbishing, and recycling.

To be sure, this transition will be a long and challenging process that include multiple paradigm shifts, extensive business and technical process reengineering, establishment of new logistical flows and monitoring mechanisms, and a very high level of cooperation from practically every sector and stakeholder in the local economy. In the meantime, smaller shifts in a variety of sectors can be affected which could stimulate further efforts to create much larger impact in the long-term.

Cebu is the logical launch for such an ambitious endeavor with being 2018 being a particularly exciting year -- with the record \$1.15B investment inflow in manufacturing, the continued building and tourism boom and the impending opening of Terminal 2 of the Mactan Cebu international Airport. Cebu Design Week aims to be a spark in ensuring that this growth results in a much more inclusive, progressive and sustainable future. ■

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CEBU DESIGN WEEK 2018

The first-ever CDW will be a series of multi-format events from June 16-23, 2018 and is organized by the Cebu Furniture Industries Foundation and the European Chamber of Commerce of the Philippines and co-presented by the Department of Trade and Industry and the Province of Cebu.

More specifically Cebu Design Week will serve as a

- Showcase and converging point for the diverse creative disciplines that are pervasive but fragmented on the island
- Bridge the many disparate groups, races, age groups, demographics that normally would not be working with each other
- Incubator to spur future development by achieving synergies from cross-collaborations amongst sectors, demographics and generations -- while cutting down on the many existing redundancies
- Facilitator for progressive thinking and action while respecting Cebuano heritage and traditional craftsmanship
- Launchpad to reassert Cebu's vaunted design reputation and reclaim its Creative City status

Cebu Design Week will be an inclusive, interactive and action-oriented undertaking that will span a wide range of disciplines that comprise Cebu's creative ecosystem



Arouse interest and encourage engagement on a variety of topics that are relevant in today's hyper-changing world



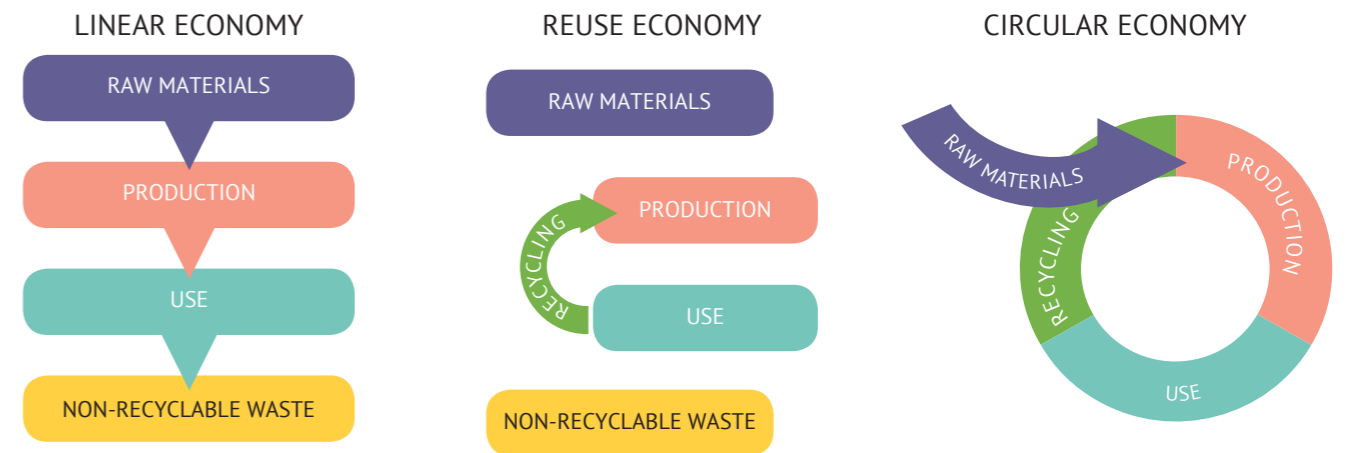
Inspire creative thinking to address challenges and harness opportunities



Provide sustainable platforms for consistent, productive and progressive collaborations

In the longer term, Cebu Design Week is designed to be a catalyst for Cebu's creative sectors to be instrumental in transforming the island into a dynamic and relevant circular economy.

A circular economy is an alternative to a traditional linear economy (make, use, dispose) in which we keep resources in use for as long as possible, extract the maximum value from them whilst in use, then recover and regenerate products and materials at the end of each service life.



Transitioning into a circular economy will be challenging but is the way of the future and will need innovative solutions both for economic viability and long-term sustainability



Pollution in the Philippines is a huge problem and the archipelago has been cited by Greenpeace to be the 3rd worst polluter of the world's oceans. This problem is compounded by the increasing importance of tourism in the country.



The current administration has made environmental protection as a cornerstone policy and are proving that the political will and muscle are there to effect significant change as evidenced by the many cleanups already ongoing.



Filipinos have a long tradition of upcycling and of making do with what's available so it shouldn't take much to instill the technical and marketing savvy so they reap the financial benefits of participation. The main challenge lies in education and changing stubborn habits.



Cebu is a natural choice to lead the country in this groundbreaking endeavor with its long track record of innovation and collaboration amongst its tight knit community.

The roster of events will showcase Cebu as a major experiential tourism destination and will highlight the different topographical and historical sites of the island. Cebu Design Week will also linkup with the many different activities that are already being organized.



Spartan Race and CDW Opening Festival
Foressa Mountain Town
Balamban, Cebu

Bojo River Eco Tour
Aloguinsan, Cebu



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Artisanal Market
Museo Sugbo

Workshops and Networking Events
ASpace, MATIC, Asmara

Cebu Business Month Innovation Summit
Waterfront Hotel Cebu



Garden Installations
Green Mango Awards
And Creative Festival
Shangri-La's Mactan
Island Resort and Spa



Philippines Eyes Comeback as Top MICE Destination

BY THE DEPARTMENT OF TOURISM PUBLISHED JANUARY 19, 2018

MANILA, Philippines - The Department of Tourism (DOT) on Thursday led the launching of a multi-sectoral plan that envisions to re-establish the Philippines as a top international convention destination, as well as a flourishing business and trade hub in the Asia-Pacific region. The DOT and the Tourism Promotions Board (TPB), in a joint effort with the Philippine Association of Convention/Exhibition Organizers and Suppliers Inc. (PACEOS) and the Department of Trade and Industry Board of Investments (DTI-BOI), crafted the "Meetings, Incentives, Conventions and Exhibitions (MICE) Roadmap 2030." The "MICE Roadmap 2030" was unveiled as the historic Philippine International Convention Center (PICC) Summit Halls with the goal of placing the country to the top 10 rankings in International Congress and Convention Association (ICCA). "The DOT stands by PACEOS in promoting the Philippines as a top MICE destination. The country's successful hosting of big-ticket international events recently proved that we are on the right track," said DOT Sec. Wanda Tulfo-Teo.

“The DOT stands by PACEOS in promoting the Philippines as a top MICE destination. The country's successful hosting of big-ticket international events recently proved that we are on the right track”



Teo assured PACEOS that the government fully supports its efforts to bring back the Philippines' luster as an international event venue. In 1976, Philippine International Convention Center (PICC) played host to World Bank's International Monetary Fund Annual Meeting, becoming the first of its kind not just in the country but also in the region. "The Philippines ranked 8th worldwide and 1st in the Asian region in the annual listing of leading world convention destinations in 1982. With this roadmap, we can reclaim our rightful place as a MICE powerhouse," said DOT Undersecretary Benito Bengzon Jr. In the 2016 ICCA Statistic Report Country & City Rankings, the country placed 48th out of the 116 countries worldwide and 14th of 35 countries in the Asia Pacific and the Middle East regions in terms of having the most number of meetings.

Last year, the DOT made possible the country's hosting of high-profile events in the country including the Miss Universe 2016, Madrid Fusion Manila, the 6th UNWTO International Conference on Tourism Statistics, and the World Street Food Congress. In addition, the country successfully hosted the recent World Economic Forum, the Asia Pacific Economic Cooperation (APEC) Summit and the Association of Southeast Asian Nation (ASEAN) Summit, signifying the MICE industry's growing strength and capacity. "Indeed, the crafting of the MICE Roadmap 2030 has come at the right time whilst the Philippines is becoming a favored destination for tourism, investments and MICE activities in the region," said BOI Executive Director Ma. Corazon Halili-Dichosa. "Since the cooperation between the private sector and the government is very, very good specially in crafting the roadmap, I'm very positive that we can reach our goals for the industry. Launching the MICE Roadmap 2030 is the signal that we are looking at the direction for the MICE industry," added PACEOS President Jing Lagandaon.

“Indeed, the crafting of the MICE Roadmap 2030 has come at the right time whilst the Philippines is becoming a favored destination for tourism, investments and MICE activities in the region”

Among the key thrusts of the MICE Roadmap 2030 is to provide enabling policies and institutional support, accelerate infrastructure improvements, develop a highly competitive human resource, and strengthen research and development. In 2030, the roadmap targets a gross value added of MICE industry increase by Php1.4B, improvement of the average rate in delegate expenditure per meeting by 19 percent, Php24.8B MICE revenues, additional of at least 100,000 sqm exhibition space, three percent per annum increase in the number of MICE arrivals alongside the top ten ICCA ranking in Asia Pacific and the Middle East. "We continue to recognize MICE as a high-impact and high-value add sector. This is why MICE is once again identified by the National Tourism Development Plan as one of the country's nine tourism products," said Teo. The MICE industry has a high growth potential with Globex 2017 Report showing that the Philippines is the fastest growing trade fair market in Asia in 2016 where space sold jumped to 9.6 percent and a MICE delegate spends an average of nearly six times more than what an average leisure tourist spends. ■

M.I.C.E: WHY CHOOSE THE PHILIPPINES?

VIBRANT BUSINESS DESTINATION

The Philippines is one of the fastest growing economies in Asia today. It is now becoming a well-established center of commerce with global appeal. We have one of the most deregulated, trade-oriented economies in Asia. Our status as a business-friendly destination is enhanced by a high-quality and creative labor force, one of the best in the region. English has been solidly entrenched in us as the language of business and government since the 1930s.



BROAD PORTFOLIO OF INDUSTRIES

Our wealth of unique industries and specialist knowledge attracts a broad spectrum of global associations and attendees. These include aquaculture, agriculture, film animation, health and well-being, rice research and fashion, as well as emerging knowledge-based industries such as software development, engineering design and communications. The Philippines is a leading destination for Business Process Outsourcing (BPO) and information technology services.

SMORGASBOARD OF FACILITIES



We have a well-established meetings infrastructure that provides innumerable options for hosting groups of all sizes, whether it's 15 top sales executives for an incentive event in a boutique resort or 15,000 attendees for an annual convention in a coliseum. Manila alone has eight major venues including the world-class Philippine International Convention Center (PICC), Asia's first convention center.



CHOICE OF ACCOMMODATIONS



We have an attractive range of accommodation facilities to offer, whether guests seek royal treatment or affordable comfort. From good-value international chains to elegant hotels, exclusive boutique properties and luxury resorts, the Philippines has it all.



EXCITING PRE- AND POST-EVENT ACTIVITIES



We have countless options for pre- and post-meeting activities. Natural and cultural attractions include nine World Heritage-listed sites. Our coastline, which is twice that of the United States, boasts some of the most beautiful beaches in the world. There are championship golf courses, luxury spas, sprawling shopping malls, adventure destinations and nightlife which is one of the liveliest in Asia.



LEGENDARY FILIPINO HOSPITALITY



One of the most alluring things about the Philippines is the personal warmth, openness and cheerfulness of its people. We are renowned as great hosts and we possess a high service ethic. We excel in the hospitality and tourism industries, both at home and overseas.



THE VALUE-FOR-MONEY ALTERNATIVE

The Philippines has so much to offer in terms of value for money. Our products and services are relatively cheaper compared to other countries.

UNWTO TOURISM INFOGRAPHICS



WORLD'S TOP TOURISM EARNERS

INTERNATIONAL TOURISM RECEIPTS 2016



WORLD'S TOP TOURISM SPENDERS

INTERNATIONAL TOURISM EXPENDITURE 2016



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



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

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

AUGUST

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



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)

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

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

DECEMBER

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



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INSIDE THE ECCP *MANILA: YOUNG PROFESSIONALS COMMITTEE*

ECCP YPC Learning Sessions: Networking for Dummies 2.0

The first run of the ECCP YPC Learning Session: Networking for Dummies 2.0 was held last January 23, 2018 while the second run was held last January 30, 2018 from 6:30pm to 9:30pm at Acceler8 Coworking in Makati. Coach Wouter Lincklaen Arriens, CEO at TransformationFirst.Asia and former Asian Development Bank Lead Specialist, talked about various tips in improving self-confidence, as well as tricks and strategies that are substantial in presenting one's best self as a networker. The workshop was followed by a networking session where attendees practiced their networking skills.

ECCPYPC would like to thank the participants and sponsors, Acceler8 Coworking and Pedro Brewcrafters for their support. ■



INSIDE THE ECCP MANILA: EVENTS

ECCP Annual EU Ambassador's Meeting 2018

Last January 31, 2018, the ECCP held its Annual EU Ambassador's Meeting at the New World Makati Hotel. This annual gathering brings together all the Ambassadors, Trade Attaches, and representatives from EU Embassies in the Philippines.

During the meeting, BDO Unibank provided an economic overview, an overview of ECCP's activities and initiatives, followed by an opening message from European Union in the Philippines Ambassador Franz Jessen, as well as a presentation of the regional perspective from the EU-ASEAN Business Council. This was followed by an open forum and discussion amongst the attendees on a number of different opportunities, challenges, and concerns with doing business in the Philippines.■



ECCP Negotiation Skills Workshop

The European Chamber of Commerce of the Philippines (ECCP) held Negotiation Skills Workshop last January 30-31, 2018 at Holiday Inn & Suites, Makati City, Philippines.

The workshop was designed to prepare the participants for all types of negotiations. It also aimed to help develop the right skill-set for behaving in the negotiating table. Additionally, the workshop contributed in sharpening skills in making counter-offers that have a higher chance of being accepted, as well as to overcome objections to offers and counter-offers.

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



ECCP EQ Workshop

The European Chamber of Commerce of the Philippines (ECCP) offered for the first time a workshop on Emotional Intelligence (EQ): Self-Management for Maximum Effectiveness last February 27-28, 2018 at Holiday Inn & Suites, Makati City, Philippines.

Empirical research in a variety of organizations across different industries has boosted the argument that emotional intelligence (EQ or EI) and not IQ is the most important factor in determining career success. The program was designed to gear towards assessing, explaining and reinforcing belief systems that are consistent with high EQ. It started with a pre-work test to assess each participant's baseline EQ to allow them to view their beliefs vis-à-vis EQ

philosophy. Participants then compared what beliefs work and don't work, allowing them to reflect on what they need to change during the workshop. It challenged participants to create new personal philosophies that will improve their EQ, and provide a team system to reinforce the behavioral changes underlying the new belief systems.

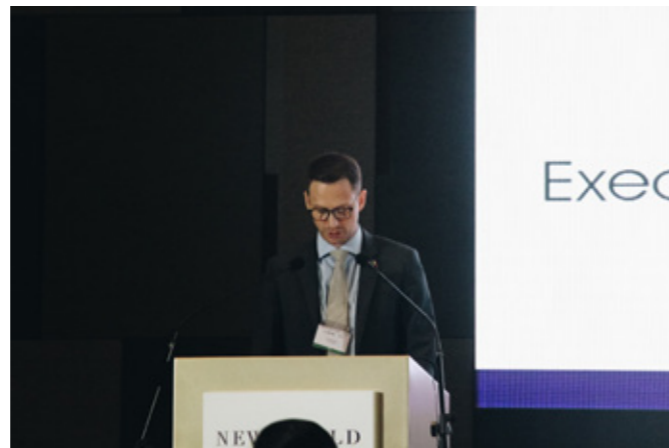
The two-day workshop was facilitated by Mr. Clive Villanueva, a consultant in the field of training and organization development. Mr. Villanueva has a background in line management which has given him a wealth of experience to understand and relate well to the workplace situations faced by workshop participants.■



INSIDE THE ECCP MANILA: EVENTS

The ECCP-EPBN Competition Forum

The ECCP-EPBN Competition Forum was held last 21 February 2018, at the New World Hotel, Makati. Present at the forum were PhCC Chairman Arsenio Balisacan, EU Ambassador Franz Jessen, and ECCP Executive Director Florian Gottein. Among the other speakers included Quisumbing Torres Corporate & Commercial Practice Group Partners Maria Christina Macasaet-Acaban and Alain Charles Veloso, Quisumbing Torres Dispute Resolution Group Partner Mia Imperial, Baker McKenzie Asia Pacific Director of Knowledge Management, Antitrust & Competition William Brown, and Baker McKenzie Singapore Office Competition Law Specialist Melissa Healy. This event was organized by the European Chamber of Commerce of the Philippines and the EU-Philippines Business Network, in partnership with Quisumbing Torres. ■



ECCP Networking Socials

Last month's gathering over the BGC skyline during the ECCP Networking Socials with almost 150 attendees highlighted not only four decades of EU-PH business excellence, but the growing partnerships we continue to cultivate with local and foreign businesses alike. It was the first time we gathered our members and partners this new year, and was very happy to welcome new faces too - as usual! After-work drinks are always nice when shared with a great community, right? We were privileged to have with various industry champions join us, as well be part of Alaska's launch as Freisland Campina.

This event wouldn't have been possible without the Diageo, KMC Solutions, Lutosa, and of course Alaska. This coming May 17th 2018, we hope you can join us once again for a grand celebration of ECCP's 40th Anniversary at Solaire. See you there!

Should you wish to partner with us in future networking events, we'd be happy to collaborate. Please send an email to dei.cimatu@eccp.com if keen. ■



INSIDE THE ECCP MANILA: EVENTS

European Networking Night

The EU-Philippine Business Network in partnership with the European Chamber of Commerce of the Philippines (ECCP), Advantage Austria, the German Chamber of Commerce of the Philippines (GPCI), the Italian Chamber of Commerce of the Philippines (ICCP), NordCham Philippines, the Philippine-Netherlands Business Council (PNBC) and the Spanish Chamber of Commerce hosted the European Networking Night last 28 February 2018 from 6:30 PM to 10 PM at Ceremonial Ballroom of Manila Marriott Hotel.

The event brought together over 300 people of the European-Philippine business community that helped them grow their network, share their expertise and develop business opportunities.

Special thanks to our event sponsors: Cathay Pacific, Mercedes Benz, GPM, Regus, ZMG Ward Howell, MediaCom, HMR, Pacific Cross, Pinnacle, Heineken, Shackleton and Zabana, Wine Depot, and Espa-Fil. ■



Luncheon Meeting with DOH Secretary Francisco Duque III

Held last February 28, 2018, the ECCP in partnership with the EPBN, hosted the Luncheon Meeting with DOH Secretary Francisco Duque III. The Secretary discussed his plans and priorities as DOH Secretary, the Universal Healthcare agenda, investment opportunities in the healthcare industry, and new healthcare public-private partnership models. ■



INSIDE THE ECCP CEBU

ECCP Cebu runs Art of Negotiation Workshop

I only sit in front of a computer; negotiation isn't really necessary for me, right?

Negotiation takes place in all aspects of life: discussing the salary before signing a contract with an employer, dealing with a difficult co-worker, haggling over the price of a new furniture, convincing a girl to go on a date with, persuading a child to eat his/her veggies. Whether in formal or informal setting, we take part in negotiations on a daily basis.

So, if you think the answer to the question is yes, you are definitely wrong. Being able to negotiate is one skill that many people do not concern themselves on developing; however, it takes a very crucial part in a person's career and relationships. The Art of Negotiation emphasized on establishing strong relationships before negotiating and making sure that the negotiation will result to a win-win situation.

Seeing the need of many professionals to learn how to negotiate, ECCP Cebu conducted the first run of The Art of Negotiation last February 15, 2018 with ECCP President Guenter Taus as speaker. The workshop aims to equip participants with the basic knowledge and techniques in negotiation. Attending the workshop were professionals from various industries such as sales, marketing, hospitality and real estate.

The workshop was held at ECCP Materials Innovation Centre. Located at DOST 7 S&T Complex in Banilad, Cebu City, MATIC serves as a hub where government and academe can bridge gaps and collaborate to come up with more industry-responsive programs that will further fuel the creative industry of Cebu. ■



Cebu's Creators Converge @ Crisscrossings

The European Chamber of Commerce of the Philippines (ECCP) partnered with Create Cebu, Crossroads Mall, the Department of Trade and Industry (DTI 7), and the Department of Science and Technology (DOST 7) to bring creative communities together last January 12 to 14.

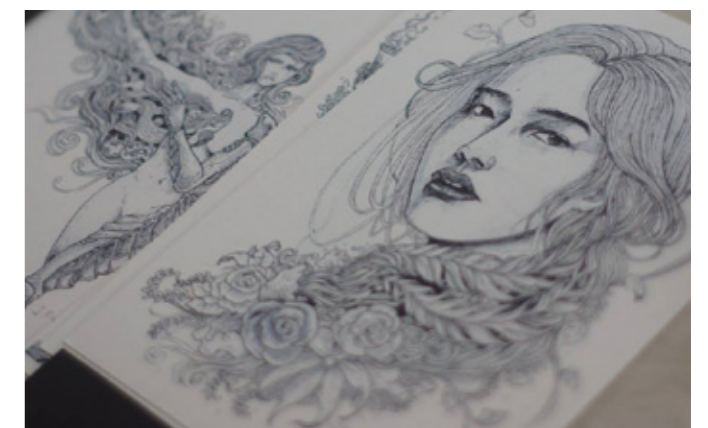
Built on its first edition in 2015, the 2018 reboot of Crisscrossings gathered the creative sector; in a showcase of entrepreneurship, art and design at creative hubs such as the Materials Innovation Centre (MATIC), ASpace and Crossroad Banilad.

The event highlighted Cebuano products and services at a Creator's Market, the local music community through a Grow Cebu Music concert, and the first ever Spartan Workout in Cebu.

In its vision to mold Cebu as a creative city, interesting workshops and talks were crafted by the organizers, namely 2D Animation Workshop, Bento Art Demo, Macrame Workshop and Crochet 101.

"We're hoping to bridge art and industry which will make the creative economy in Cebu flourish. We're really passionate about nurturing the Cebuano identity through creative entrepreneurship" says Cecilia Martinez Miranda, one of the co-conveners of Create Cebu.

ECCP and its partners are working towards boosting Cebu's creative economy. ■



INSIDE THE ECCP DAVAO

MINDANAO BUSINESS BRIEFING: UPDATES ON SECURITY SITUATION, RESILIENCY, AND OPTIMISM

In keeping with the ECCP's commitment to further support increasing bilateral trade, the Mindanao Business Briefing was held last January 23, 2018, at the Seda Abreeza Hotel in Davao City. Also, the forum gave ECCP member companies as well as European companies interested in doing business in the region an avenue to explore the opportunities that Mindanao, particularly Davao, has to offer. The event further meant to voice the Chamber's advocacy and support for security, stability, and for an ideal business environment in the Mindanao area.

As the Keynote Speaker and Guest of Honor, Secretary Delfin Lorenzana of the Department of National Defense who earlier confirmed his attendance but had to report to an urgent Malañang activity, was represented by Lieutenant General Benjamin Madrigal Jr of the Eastern Mindanao Command who provided updates on the security situation within the region, especially in light of the extension of Martial Law.

Through this event, the ECCP presented Davao and Mindanao as a viable investment destination within the Philippines and within the European Chamber network. It was an excellent avenue for the Davao business community to come together and talk about moving forward with the present opportunities and the challenges that lay ahead.

This event is supported by Platinum Sponsor PRIME Philippines, Gold Sponsors Damosa Land and ANFLO Industrial Estate, Silver Sponsor Regus Topaz Davao Centre, Raffle & Token Sponsor Malagos Garden Resort, and Event Partners Davao City Investment Promotion Center, the Foundation for Rural Enterprise and Ecology Development of Mindanao, the Japanese Chamber of Commerce of Mindanao, Resurgent.PH, and Seda Abreeza Hotel.

Below are summary of the presentations from business leaders who have shared their testimonies based on facts and numbers on how they fared well through odds presented by the Martial Law season. ■



ECCP DAVAO PRESENTED WITH BUSINESS DEVELOPMENT AND ENTREPRENEURSHIP AWARD BY DAVAO CITY



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." ■

INSIDE THE ECCP CAGAYAN DE ORO

COWD Ties Up with Dutch Firm for Disaster Resiliency Projects

Cagayan de Oro Water District's (COWD) main facilities have been affected especially when constant flooding and other natural calamities happen in the city. With this, COWD tied a partnership with an international venture of six Dutch water companies active in 22 countries, the Vitens Evides International (VEI), for CdeO's River Basin Project's Sustainable Water Supply.

COWD and VEI's other partners namely Wetlands International, Unifrutti Group Philippines, FRRL Industrial Trading Corp., CDO River Basin Management Council, Hineleban Foundation, the Netherlands Red Cross and

the Philippine Red Cross has divided the project into Work Packages with COWD's main involvement on Work Package 3 & 4 – Improved Resilience of Water Supply Infrastructure and Improved Water and Hygiene in Flood Resettlement Areas respectively. This project began last January 10, 2018 and is scheduled to end on December 31, 2022 – a time span of five years. Fundings from this project came from the Sustainable Water Fund and the Netherlands Ministry of Foreign Affairs.

Read More: <http://www.cdodev.com/2018/02/15/cowd-partners-with-dutch-firm-for-disaster-resiliency/> ■

ORO Launched Sustainable Mobility Project

Transportation and traffic problems have been lately observed in the premises of Cagayan de Oro which isn't seem to be an issue for the previous years. With the city's fast-paced rising of establishments and other kinds developments, transportation and traffic flow has been greatly affected.

The implementation of Sustainable Mobility Project (SMP) for the City of Golden Friendship had the ceremonial signing of the Declaration of Commitment led by City Mayor Oscar Moreno's aim to solve the worsening traffic situation in the city held last January 19, 2018 at N Hotel, Cagayan de Oro City.

The SMP Project is a partnership between the City Government and Philippine Business for the Environment (PBE), Pilipinas Shell Petroleum Corporation's North Mindanao Import Facility and World Business Council for Sustainable Development (WBCSD) which aims to seek fact-based, integrated and multi-stakeholders-driven solutions to Cagayan de Oro City's transportation and traffic problems.

Read More: <http://www.cdodev.com/2018/01/19/sustainable-mobility-project-for-cagayan-de-oro-city-launched/> ■

City of Golden Friendship as Host for B2B Travel Expo

The City of Golden Friendship hosted the very first Business-to-Business (B2B) travel event gathering the travel and tourism industry's top stakeholders all the way from Region 6 – 11 last February 21 & 22, 2018 held at Limketkai Luxe Hotel.

These regions were chosen since they have a direct air or sea links to and from Cagayan de Oro. With Department of Tourism (DOT) Region 10 Office's full support on the event headed by Director Marie Elaine Salvana - Unchuan, the commercial and economic boom in CGY and nearby cities such as Iligan, Malaybalay has created a huge tourist market. The event were participated by the travel agents, LGUs, civic clubs and organizations, schools and various travel groups from the area. On the other hand, the DOT regional directors led the delegations from the other participating regions which comprised of hotels, tour operators, resorts and tourist attractions. The 2-day event placed sellers in direct contact with numerous potential buyers on a one-on-one table top discussion.

Prestigious establishments which participated in the event were Radissons Blu, Park Inn, Bellevue Resort, Be Resort, Almont Resort, Savoy Hotel, Belmont Hotel, Marco Polo, Almont Hotel, San Remegio Beach Club, Quest Hotel, Dakak Resort and properties, Be Resorts, Bohol Beach Club, Bai Hotel and Cagayan de Oro-based hotels – Limketkai Luxe Hotel, Seven Seas Waterpark and Resort, and Seda Centrio.

Main sponsors of the event were Limketkai Luxe Hotel and Cebu Pacific. With Quest Hotel and Seven Seas Waterpark and Resorts as featured sponsors and Business Week Mindanao, CDO Bloggers, KBP Cagayan de Oro Chapter and CDODev.com as the media partners for the B2B Travel Event.

Read More: <http://www.cdodev.com/2018/02/17/cdo-to-host-b2b-travel-expo-on-february-21-22/> ■

2018 INTERNATIONAL TRADE FAIRS

JANUARY	DOMOTEX 12 - 15 Hannover, Germany	FEB	INHORGENTA MUNICH 16 - 19 Munich, Germany	MAY	IE EXPO CHINA 3 - 5 Shanghai, China	
	OPTI 12 - 14 Munich, Germany		F.R.E.E 21 - 25 Munich, Germany		IFAT 14 - 18 Munich, Germany	
	IMM COLOGNE 15 - 21 Cologne, Germany		APRIL		CERAMITEC 10 - 13 Munich, Germany	Metal + Metallurgy China 2018 16 - 19 Beijing, China
	TRANSPORT LOGISTIC INDIA 23 - 24 Mumbai, India				WINE & GOURMET JAPAN 11 - 13 Tokyo, Japan	TRANSPORT LOGISTIC CHINA 16 - 18 Shanghai, China
ISPO BEIJING 24 - 27 Beijing, China	ISM 28 - 31 Cologne, Germany	IDEM SINGAPORE 13 - 15 Singapore	THE TIRE COLOGNE May 29 - June 1 Cologne, Germany	THAIFEX May 29 - June 2 Bangkok, Thailand		
ISPO MUNICH 28 - 31 Munich, Germany	JUNE	OCT	CEMAT 23 - 27 Hannover, Germany	JULY	ISPO SHANGHAI 5 - 7 Shanghai, China	
M&T EXPO 5 - 8 Sao Paulo, Brazil			EXPO REAL 8 - 10 Munich, Germany		INTERFORST 18 - 22 Munich, Germany	
CEBIT 11 - 15 Hannover, Germany			CeBIT ASEAN Thailand 18 - 20 Bangkok, Thailand		GAMESCOM 21 - 25 Cologne, Germany	
AUTOMATICA 19 - 22 Munich, Germany	SEP	NOV	CHINA BREW CHINA BEVERAGE 23 - 26 Shanghai, China	AUG	BAUMA CONEXPO INDIA 11 - 14 Delhi, India	
YUMMEX MIDDLE EAST 16 - 18 Dubai, UAE			ORGATEC 23 - 27 Cologne, Germany		DEC	www.fairsandmore.com.ph fairs&more GO GLOBAL WITH US. eccp EUROPEAN CHAMBER OF COMMERCE OF THE PHILIPPINES
FURNITURE CHINA 11 - 14 Shanghai, China			FENESTRATION BAU CHINA Oct 31 - Nov 3 Beijing, China			
IBA 15 - 20 Munich, Germany	PHOTOKINA 26 - 29 Cologne, Germany	BAUMA CHINA 27 - 30 Shanghai, China				

INSIDE THE ECCP

ADVOCACY UPDATES

Food and Beverage Committee Meeting | 25 January 2018

The Food and Beverage Committee had the chance to meet with three BIR Officials namely, Ms Emilie Peig (Chief of Excise LT Field Operations Division), Ms Ma. Rosario Puno (Chief of the Excise LT Regulatory Division), and Ms Yolanda Bellosillo (Officer from the Excise LT Field Operations Division). The discussion mainly revolved around the new regulations to be imposed on the Sugar Sweetened Beverages as mandated by the TRAIN Law.

During the meeting, the three BIR Officials presented to the committee the needed steps for registration, the violations and penalties to be imposed, and the process of implementation of the excise tax on SSB. Overall, the meeting served as a platform for the industry to clarify their concerns regarding the matter at hand and for the government to hear the side of the industry.



Agriculture Committee Meeting | 8 February 2018

The Agriculture Committee had its Farm Visit and Committee Meeting on 8 February at the Allied Botanical Corporation (ABC) Farm in Tayug Pangasinan.

The attendees got the chance to tour ABC's R&D Farm featuring varieties of vegetables, fruits, and flowers.

Furthermore, during the committee meeting, DA representative Ms. Carolyn Castro, Market Specialist V, talked about (1) Agriculture sector updates; (2) current projects and initiatives; and (3) cooperation with the EU and other government agencies in line with the recently ratified Partnership Cooperation Agreement and GSP+, among others. Some of the current foci of the Department is on rural and value chain development and tourism, and agri and fishing availability, affordability, and resilience.



Automotive, Parts, Lubricants and Fuels Committee Meeting | 13 February 2018

The Automotive Committee had a meeting on 13 February, and we able to receive presentations from and discuss on:

- **EU-PH Partnership Cooperation Agreement.** EU Delegation Head of Economic and Trade Section, Mr. Walter van Hattum reported on the EU-PH PCA, in line with its ratification on January 2018.

- **TRAIN Law.** BIR Chief of Excise LT Field Operations Division, Ms. Emilie Peig, and Petroleum Section Chief, Ms. Alma Carpio, presented before the group updates on the implementation of the TRAIN Law and its implications to the automobile and petroleum industries, to which they also received questions and took note of the concerns and suggestions from the industry for review and consideration.

- **Regional Integration - PH Automotive**



Environment and Water Committee Meeting | 20 February 2018

The Environment and Water Committee held a meeting last 20 February, and were able to receive presentations from and discuss on:

- **DENR Thrusts and Future Plans in Relation to Solid Waste Management.** National Solid Waste Management Commission-Secretariat Executive Director and Chief, Engr. Eligio Ildefonso, presented on the key components and initial key initiatives updates of the National Solid Waste Management Strategy as well as the plans and programs of the NSWMC for the current year.

- **National Water Roadmap.** National Water Roadmap and Summit 2017 Secretary-General, Dr. Ernesto Ordonez, presented the current status of the creation of a National Water Roadmap.

- **Water Footprint.** Inanglupa Movement, Inc. Water Policy Researcher, Mr. Jesus Las Marias, reported on the current status of the country's water footprint and presented several ways to conserve water.



BUSINESS OPPORTUNITIES

PORTUGUESE TRADE MISSION IN MANILA

A COMPANY IS LOOKING FOR:

- A MEAT PROCESSING COMPANY
- IMPORTERS AND DISTRIBUTOR OF PROCESSED MEAT PRODUCTS
- SWINE FEEDS IMPORTER

ECCP TRADE MISSION TO IRELAND

WE ARE LOOKING FOR:

- DAIRY BUYERS
- POTENTIAL IRISH WHISKY IMPORTER
- THIS IS A 5 DAYS TRADE MISSION TO DUBLIN*

TOURISM TRADE MISSION

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Should you be interested in any of the opportunities listed above or for more information, contact Argena Anaquita at publications@eccp.com

NEW MEMBERS CORNER

UNIONBANK Union Bank of the Philippines (UnionBank) is a publicly-listed universal bank. The Bank distinguishes itself through superior technology, unique branch sales and service culture, and centralized backroom operations. UnionBank's superior technology allows delivery of online, real time business solutions to meet the customers' changing and diverse needs through innovative and customized cash management products and service offerings. The Bank's unique branch culture ensures efficient and quality service as well as mitigates operational risk. Its centralized operations enables the Bank to provide responsive, scalable, and secure transaction processing. (from unionbankph.com)



Malagos Garden Resort is a 12-hectare nature theme park in Davao. This garden resort is one of the most popular attractions for tourists because of it being a one stop destination where you can enjoy and be one with nature, while at the same time find comfort in the serenity of the place. Aside from these nature-centered spots, Malagos is also the home of the first chocolate museum in the Philippines. It is where the award-winning tree-to-bark Malagos chocolate is being made, that is being exported to countries particularly in Japan. Malagos also houses Mindanao Contemporary Art Gallery, where you will discover the rich culture of Mindanao through their art and history. (from primer.com.ph)



Bangsamoro Oils & Fuels Corporation (Moro Oil) is a pioneering domestic corporation of Bangsamoro to engage in the business of petroleum industry. Moro Oil was created out of the idealism and aspiration of young Moro leaders who are prepared to dare the posed challenge of the petroleum business world which used to be played by only the selected few. (from bangsamorooilandfuels.com)



Valiant Paper Asia-Pacific Corporation is a diversified company with over 70 years of experience and expertise in the manufacturing, importation, and distribution of world-class stationery and office furniture brands. From its origins in the 1940's as a trading business dealing in general merchandise, various school and office supplies, Valiant Paper has since then continuously expanded and diversified its products and services offering to include a wider range of stationery products, after printing (post-press) supplies and services, high quality office furniture and office machineries and equipment.



Pilipinas Shell Petroleum (PSPC) refines, blends, transports and sells a wide range of high quality fuels, lubricants, liquified petroleum gas, bitumen and other specialty oil-based products. It operates a 93-thousand barrels per day refinery, 22 oil depots across the country and over 960 retail stations nationwide. PSPC is part of Shell companies in the Philippines (SciP), which represent various companies operating in oil and gas exploration, extraction, refining and delivery to consumers. Commencing its operations in 1914, SciP has grown to be one of the Philippines' largest investors, employing over 3,000 employees nationwide. SciP is part of Shell, a global group of energy and petrochemicals companies operating in more than 70 countries and territories, with approximately 95,000 employees. Shell endeavours to help meet the world's growing demand for energy, aiming to do so in economically, environmentally and socially responsible ways. Serving as the social investment arm of Shell in the Philippines, Pilipinas Shell Foundation, Inc. (PSFI) was established in 1982 to implement various training and community development programmes in communities nationwide. Now on its 35th year, PSFI had surpassed its 1 million beneficiaries mark.



Marcventures Holdings Inc. (MHI) is one of the leaders in nickel ore production in the Philippines. Through its wholly owned subsidiary, Marcventures Mining and Development Corporation (MMDC), we are engaged in nickel mining operations in the municipalities of Cantilan, Carrascal, and Madrid in the Province of Surigao del Sur pursuant to Mineral Production Sharing Agreement (MPSA) No. 016-93- XIII covering an area of 4,799 hectares. To further sustain the growth of their company, MHI intends to invest in acquiring and/or developing its own nickel processing plant and other mining properties. (from marcventuresholdings.com)



Alaska Milk Corporation (AMC) is the leading milk company in the Philippines. It has consistently maintained its leadership in the canned liquid milk category (evaporated and sweetened condensed), thus, paving the way into growing Alaska into a mega-brand by competing in the powdered, ready-to-drink, and creams market, among others.



Wong Chu King Holdings, Inc



Founded in 1969, Corporate Executive Search, Inc.'s longevity is the result of our ability to engage clients on a deeper level and to build relationships of trust. They pride themselves in being a VALUABLE partner in EXECUTIVE SEARCH, PROFESSIONAL PLACEMENTS, RECRUITMENT PROCESS OUTSOURCING AND CONTINGENT STAFFING. (from corpexecsearch.com)



For more than 48 years, Uratex remains to be the country's industry leader in manufacturing quality foams and mattresses that help everyone sleep better.

As a commitment to excellence, it continues to innovate itself by using the latest technologies to deliver exceptional comfort and support in each mattress. The Uratex promise, to produce high-quality mattresses Filipinos can afford, began when Robert and Natividad Cheng established the Polyfoam Chemical Corporation. In its perseverance to pursue this vision, it invested in world-class research and development to produce high grade foam. The brand grew to become the most recognized household name in the bedding industry, making it synonymous with quality. (from uratex.com.ph)



Coca-Cola FEMSA Philippines was established in January 2013 when Coca-Cola FEMSA, the largest public bottler of Coca-Cola products in the world, acquired

a majority stake in Coca-Cola Bottlers Philippines, Inc. (CCBPI) from The Coca-Cola Company. They offer a complete portfolio of beverages that include soft drinks, juices, and bottled water, such as Coke, Coke Light, Coke Zero, Royal, Sprite, Sarsi, Sparkle, Schweppes, Minute Maid, Real Leaf, Powerade, Eight O'Clock, Wilkins, Wilkins Pure, and Viva.



Virlanie Foundation is a child-caring institution that empower the abandoned, abused, exploited, neglected, orphaned and those among the poorest of the poor children.

Karen Ann Palomares (Individual)
Automotive, hotels & restaurants, dealerships



HBO+EMTB is an established, regional design practice. We design responsive environments, delivering sustainable, humanistic solutions that integrate commercial imperatives and social objectives. The HBO+EMTB group offers multi-disciplinary expertise in architecture, interior design, workplace solutions, urban design, landscape design, heritage and planning. These complementary services achieve quality, cost and time efficiencies for clients – from project inception to occupation. (from hboemtb.com)



Figari provides office design and fit-out services, corporate seat leasing, and managed business services in the Philippines. Its primary goal is to provide competitive, world-class facilities and outsourcing solutions for BPOs and other organizations based in the Philippines. (from figarigroup.com)



iScale Solutions Inc. started in 2011 with their first software development team in Metro Manila. Since then, they have evolved to cater for a global list of clients, ranging from small startups to publicly traded companies. Today, tens of customers use their turnkey operations platform. They operate shared offices in Metro Manila, Cebu, and build dedicated facilities for our larger customers.



Athena e-Services Corporation is a reputable business process outsourcing company which provides specialized expertise in the areas of real estate lease abstracting; electronic publishing, data capture, document management and internet research / marketing. Their objective is to serve as a seamless back-office support center so client resources are concentrated on higher value and mission-critical components of their business.



Pre-need products, memorial services, funeral services



Training, coaching, consulting

For more information or to be put in contact with these companies, contact Argena Anaquita via email at publications@eccp.com or call +632 845 1324

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