

EuroPH CONNECT

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

Issue on Energy

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Powering the Future Today

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Powering the FUTURE today!
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UBX

**Fastest-Growing Fintech Company
in Southeast Asia for 2021**
by the Global Banking and Finance Review



The first of its kind in the country: an Open Finance platform based on distributed ledger technology that links financial institutions - from the largest banks to community-based financial service providers - to each other; to fintechs and digital platforms; and to the country's mainstream financial networks.

2020 Best Digital Financial Inclusion Project,
The Asset Triple A Digital Awards



The Philippines' first online lending marketplace, which has the capacity and capability to facilitate lenders in scaling their lending processes through innovative technology, as well as enable business owners to access credit digitally with faster turnaround time and less hassle.

2021 Societal and Community Innovations,
Bai Global Innovations Awards



End-to-end payment gateway for SMEs, enterprises, and all kinds of businesses.

2021 Best Digital Payment Facilitator in the Philippines,
Global Brands Magazine (GBM)



The first free online shop builder in the Philippines. It is the operating system for SMEs. It helps entrepreneurs jump-start, run and grow their businesses.



Assured is an insurance platform that virtualizes insurance packaging and experience by delivering multiple protection products from various insurance carriers through several channels.



Scan this to know more about UBX



Editorial

As the year-end is approaching fast, let me first thank all of you for making it through this challenging year with us as we confront another year shaped by the COVID-19 pandemic. The road to getting here today is not without its ups and downs, but we remain very optimistic that 2022 will be another busy and exciting year. We look forward to fostering a stronger sense of partnership and cooperation among the European-Philippine business community and continue to provide excellent and high-quality services to you, our dear members.

In this issue, we tackle something that is close to the Chamber's heart: renewable energy and energy efficiency. The ECCP, through its Renewable Energy and Energy Efficiency Committee, advocates for the promotion of energy conservation and the use of sustainable power sources, and formulation of a sustainable energy policy. This year, we continued to host our annual event, the Energy Smart Forum Series, which provides a venue for exchanges between various energy experts and stakeholders on building a sustainable energy future as well as the challenges, opportunities, government plans, and priorities in the energy sector. Flip to page 25 to read more about the series.

We put the spotlight on EEI Corporation and how they can be our partners in powering the future. Their subsidiary, EEI Energy, was granted its Retail Electricity Supply (RES) license by the Energy Commission earlier this year and they are now active in the Competitive Retail Electricity Market by serving customers in both Luzon and the Visayas. Learn more about their story and services from pages 8 and 11.

In this issue, we also highlight initiatives of Shell Foundation's Project SINAG on page 12, and how the project was able to provide communities with clean and sustainable energy. On Page 14, Energy Development Corporation shares how choosing the right energy partner allows Filipinos to move towards a future that goes beyond sustainability.

We also highlight the recently held flagship event of the Chamber, the European-Philippine Business Summit, where insights on the recovery path of the Philippines and underscored various policy options to accelerate economic bounceback and improve business resilience were discussed. The event was successful in bringing together industry experts, key stakeholders from both the public and private sector, and government representatives to discuss best practices and industry-specific issues.

On a final note, updates on your Chamber's activities over the past few months spanning its branches in Manila, Cebu, Davao, CDO, and Clark are available on this issue's Inside ECCP section page 26. Keep yourself updated with available business opportunities on page 34, and events this December on page 35.

I hope you enjoy this issue of the EuroPH Connect and, as always, thank you for your continuing support.



Florian Gottein
ECCP Executive Director

EEl POWER CORPORATION

Powering the FUTURE today!



EEl Power Corporation is a subsidiary of EEl Corporation and a proud member of the Yuchengco Group of Companies. They were incorporated on 06 July 1993 and registered with the Philippine Securities & Exchange Commission on 10 August 1993.



EEl Power Corporation's official entry into the power generation industry was ushered in by the construction of their maiden project in 2012, the 15MW HFO Peaking Power Plant in Tagum City, Davao del Norte. The Tagum plant started commercial operation on 26 December 2013, serving the power requirements of Davao del Norte Electric Cooperative's (DANECO) franchise area via a Power Supply Agreement. As part of their strategic direction however, they divested their interest on the said plant in February 2020.

They moved in further the power generation business with their foray into renewable energy through their 10% share in PetroGreen Energy Corp., which is among the proponents of the 32MW Maibarara geothermal power plant project in Batangas; their 20% participation in PetroWind Energy, Inc.'s 36MW Nabas-1 wind farm in Aklan; and, their 44% share in the 50MWp Tarlac-1 Solar PV power plant of PetroSolar Energy, Inc. in Luisita, Tarlac. The involvement in these projects is testament to their commitment to environmental stewardship through the utilization and deployment of clean and sustainable energy.



The EEl Power Corporation likewise commits to further increasing their presence in the renewable energy space by being among the significant players in the solar rooftop market through serving commercial, industrial, and even residential customers all over the country. Prospectively, they also aim to expand their power generation portfolio to include hydropower, battery energy storage systems, and

other emerging energy technologies.

As a solutions provider, they are a credible and reliable supplier of electrical equipment and services, and a licensed electro-mechanical contractor accredited by the Philippine Contractors Accreditation Board. They are continuously expanding their menu of electrical equipment and services offerings in partnership with leading global and local equipment manufacturers, principals, and suppliers.

In order to strengthen their strategic market position, they are now engaged in the retail electricity supply business through their wholly-owned subsidiary, EEl Energy Solutions Corporation.



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E EI ENERGY SOLUTIONS CORPORATION

Your partner in energizing your future



E EI Energy was granted its Retail Electricity Supply (RES) license by the Energy Regulatory Commission in February 2021 and is now active in the Competitive Retail Electricity Market by serving contestable customers in both Luzon and the Visayas. This likewise includes the provision of renewable energy supply to qualified customers upon the full implementation of the Green Energy Option Program, under the Philippine Renewable Energy Act of 2008.

The provision of electricity supply by a Retail Electricity Supplier (RES) to a Contestable Customer with more than 500 kW and above-average monthly peak demand for the past 12 months. Through contracts, RES will source electricity supply from Generation Companies that will suit the Customer's profile.

They offer arrangements and services that will further maximize people's potential savings apart from reduction in electricity cost. As partners, they commit to extend customizable value-added services.



Competitive Pricing

E EI Energy ensures that they will arrange the best possible and most competitive rate and pricing structure that would guarantee people's savings for their business.



Customized Value-Added Service

As partners, E EI Energy understands that each entity has different energy requirements suitable for their business operations. The company's commitment with their partners involves providing optimal energy services that are in accordance with industry practice.



Hassle-free transition and transfer

As a reliable business partner, E EI Energy ensures that all possible aspects of the transaction will be the least of their partner's worries. Their experienced team will handle all relevant commercial and legal documents and succeeding registration to the market, to ensure a smooth transition from their previous electricity supplier to their new cost-efficient partner in energy. Their partner's convenience is their priority.



Flexible Contract terms

E EI Energy offers flexible contract terms, depending on the partner's preference. As partners, the company commits to provide "win-win" arrangements for both partners.



Option to use 100% Renewable Energy

Partners are given the choice to use 100% renewable energy for their source of supply, which will provide clean and self-sufficient energy attributable to zero carbon emission.

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Powering A Brighter Future with Pilipinas Shell Foundation's Project SINAG

Pilipinas Shell Foundation, Inc.

In 2018, the National Electrification Administration reported that only 141,300 households or roughly 58% of homes in Palawan were energized.

This limited, and oftentimes insufficient, access to an energy source pushes the community to rely on kerosene lamps and old generators to complete daily tasks and activities. Not only does limited access to electricity hinder the potential of everyone on the island, as Brgy. Captain Felix Talamayan of Brgy Maytegued puts it, but these lamps and generators have adverse effects on the environment and the health of both the wildlife and the locals in the area as well.

Pilipinas Shell Foundation Inc. (PSFI) aims to shine a light on this problem and address it by providing these communities with clean and sustainable energy through project SINAG.

SINAG stands for Save, Invest, Nurture Access to Green Energy and Technologies. Also known as the Access to Energy (A2E) project, SINAG seeks to provide a reliable, affordable, sustainable, and community-based power source to far-flung sites while conserving their natural resources and surrounding ecosystem.

Established in 2014, SINAG provides reliable energy to off-grid locations that have no immediate prospects of being connected to an electricity grid in the next 5 to 10 years.

For this project, PSFI designed a microgrid to utilize renewable power sources available in the area such as solar, wind, and hydro energy. Careful consideration is given to any significant environmental impact on the target community.

Through SINAG, affected communities are able to reduce their carbon emissions from diesel generators and kerosene lamps, and secure a reliable power source for generations to come.

Having access to energy also means that these communities are able to grow their income. Thanks to a more reliable power source, there is an increase in economic activities and productive hours for domestic and school work too. Maytegued Kindergarden School Teacher, Jasmin Calinog, says that simply the access to a printer has reduced her workload by a significant amount. "We used to do all our visual materials and lesson plans manually (handwritten). Now that preparations are so much easier, we are able to focus on our students more", says Jasmin.

In 2020 alone, the foundation inaugurated two microgrids in Palawan—first in Barangay Maytegued, then in Sitio Albaguen. With an average generation of 4,650 kW per month, the microgrids power 166 households in Maytegued and 117 more in Albaguen, or a total of 283 households. Some 1,315 individuals now have access to energy. Through the

microgrids, SINAG was able to stop CO2 emissions in these communities by at least 187.6kg every night or 5,628kg every month from the 10 decommissioned generator sets.

Another microgrid was inaugurated in Sitio Casoyan, San Vicente, Palawan last August 5. This power source now provides energy to 140 households and has the capacity for 20 kW solar, 3kW wind, 100kW lithium batteries, and 35 kVA Genset.

SINAG also aims to help fence line communities of Shell Import Facility Tabangao or SHIFT. While SHIFT's requirements are powered by its own solar farm, surrounding roads still remain dark due to the absence of streetlights.

To enable safe travels and instill a sense of security among the residents, solar-powered streetlights will be provided to SHIFT's surrounding communities under PSFI's SINAG project.

Initial installations took place in January over at barangay San Isidro, with work ongoing for barangays Tabangao and Ambulong. Once these installations are completed, SINAG will have provided over 66 solar-powered lampposts to these communities.

SINAG is in line with PSFI's goal to contribute to the socio-economic development of sites in need. The target is to ensure universal access to affordable, reliable, and modern energy service by 2030.

Since its start in 2014, SINAG has been able to provide 24/7 access to energy to 963 households or 4,845 individuals either by microgrid or through individual solar home systems.

SINAG is just one of the projects PSFI implements to empower Filipinos all over the country. With more programs that respond to the United Nations' Sustainable Development Goals (SDG), the foundation looks forward to driving more progress in moving Filipinos to a more sustainable and inclusive future.

PSFI's doors are always open to partnerships and collaborations that seek to improve the lives of Filipinos. If you're interested, kindly reach out to us:

email: info@pilipinasshellfoundation.org

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Tel No. (+632) 7500 2195



Pilipinas Shell
Foundation, Inc.

Together, let's keep moving the #FilipinoForward

Join us in our mission to empower communities all over the Philippines with award-winning projects that improve quality of lives.



For partnerships and inquiries,
you may contact us at info@pilipinasshellfoundation.org



Powering HCG's bathroom solutions with Geo 24/7



Some say that our bathroom reflects our personality. Is it simple, clean, luxurious, or stylish? What brand do you use for your fixtures? Were they sustainably sourced?

For Hocheng Philippines Corp., otherwise known as HCG, they've chosen to follow the road that leads to sustainability by creating partnerships with like-minded companies as they provide the materials for this very important part of your home.

"As a company whose ultimate goal is to pursue excellence in LEED-compliant products, we build better designs to reduce our overall impact on the environment and to support government projects towards sustainable development," said Mr. Eugene Lin, Senior Vice President & Officer in Charge, Hocheng Philippines Corporation.

HCG's mission is to provide quality bathroom fixtures to every Filipino home. After all, a bathroom isn't only a room in your house—for most, the bathroom is a private space where people can go to seek solitude, to wash away their worries while they wash their body of the day's grimes, and to reflect on the tomorrow that they want to see for themselves and their families.

Now, HCG is achieving their goal through sustainable means, one of which is by choosing 24/7 green energy from a reliable energy supplier to power their operations.

Being a trusted brand with an unwavering commitment to quality and customer satisfaction, HCG also aims to build

a better world where people can live in the future today, and where anyone and everyone can look around them and proudly say, "I can live here!"

Energy Development Corporation, a subsidiary of First Gen and the pioneer renewable energy company in the Philippines, makes the reality of decarbonization possible through geothermal energy that provides an uninterrupted supply of green energy or Geo 24/7.

"Hocheng Philippines Corporation believes First Gen and EDC can help meet our goals by providing efficient electricity through their low-carbon footprint resources," Lin added.

Like EDC, HCG wishes to elevate the lives of each Filipino and they are doing it through an 80-year-old story of excellence and timeless craftsmanship. Choosing the right energy partner allows them to move toward a future that goes beyond sustainability for them and for your precious bathroom.

EDC, First Gen Corporation's 100% RE subsidiary, has over 1,480MW total installed capacity that accounts for 20% percent of the country's total installed RE capacity. Its 1,181MW geothermal portfolio accounts for 62 percent of the country's total installed geothermal capacity and has put the Philippines on the map as the 3rd largest geothermal producer in the world. ##

Being powered by **Geo 24/7** allows **HCG** to move toward a *regenerative future* where you can say:

"I can live here."

HCG

"I can live here."

energy
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Your continuing trust has enabled us to reach greater heights and we attribute all our successes to you. We look forward to more years of serving you better and **empowering the nation together.**



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AMIDST THE CRISIS: A NEW DECADE OF GROWTH OPPORTUNITIES

📅 23 and 30 September 2021 ⌚ 02:30 PM to 06:30 PM (GMT+8) 📍 via Zoom

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Accelerated recovery and unprecedented growth, priority of the European-PH community

30 September 2021, Philippines – European and Filipino investors and policymakers gathered together in the two-day European-Philippine Business Summit to provide insights on the recovery path of the Philippines and underscored various policy options to accelerate economic bounceback and improve business resilience.

Lars Wittig, President of the European Chamber of Commerce of the Philippines, in his opening address at the online summit, emphasized the importance of policy reforms to **create more jobs, as well as drive unprecedented growth and recovery.**

On the same note, H.E. Luc Veron, Ambassador of the Delegation of the European Union to the Philippines, also highlighted the EU's commitment to speed up global vaccination when he shared that the Philippines is among the top 10 beneficiaries of the COVAX facility, which aims to vaccinate 22 million Filipinos. In terms of trade, Ambassador Veron noted that the GSP+ is an important competitive advantage for the Philippines which must be further utilized and maximized. Meanwhile, H.E. Alain Gaschen, Ambassador of the Embassy of Switzerland in the Philippines, underlined the benefits of the European Free Trade Association-Philippines Free Trade Agreement for the country. Among the identified sectors of interest for investments are healthcare and pharmaceuticals, cleantech, fintech, agritech, and rail infrastructure.

From the Philippine perspective on trade and investment, Trade Undersecretary Ceferino Rodolfo briefed summit participants on the status of the ongoing investment promotion campaign as part of the government's economic rebuilding efforts. He also mentioned that the Philippines and South Korea are currently finalizing the bilateral free trade agreement and expressed hopes for the Philippines to conclude a free trade agreement with the European Union.

Mr. Michael Raeuber, Chairman and CEO of Royal Cargo Inc, gave his insights on the current business environment in the Philippines from a European business perspective. He identified 11 sectors including tourism, agriculture and shipping in which European companies should invest. He also presented recommendations to further increase the attractiveness of these sectors for investment. On construction and infrastructure, he commented, "A fair and level playing field created by the DTI and the Philippine Competition Commission on obtaining PCAB licenses is essential for both sides. Done that, I am confident significant investments will follow." Meanwhile, Mr. Ram Maganti, Senior Vice President and Head of Marketing & Innovation of Holcim, highlighted the importance of innovation and sustainability and their role in building back better. Maganti added, "innovations will be a bigger part of our journey at Holcim Philippines. There's a lot of building that will happen in the country in the coming years. With innovations, we can provide our partners with better performing materials that

help them build with less the many essential structures for the country's development."

Following this, Trish Ramos, the Country Head of Global Trade & Receivables Financing of HSBC Philippines, discussed how the supply chain has evolved throughout the pandemic. HSBC underscored the importance of trade digitization and reported that "86% of corporates said digitization is important or very important."

In terms COVID-19 response, NTF Strategic Communications Head of Current Operations Assistant Secretary Wilben Mayor provided updates on the vaccine administration efforts of the government. According to him, more than 45 million doses have been administered as of 30 September. Similarly, PA Joey Concepcion highlighted the importance of vaccines to prevent hospitalization, which helps prevent lockdowns that impacts the economy. In view of the quarantine measures, Concepcion recommended moving down to level 3 for the vaccinated to aid with the recovery of the economy.

On the private sector's end, Sanofi Philippines and Roche talked about how the COVID-19 pandemic has affected and provided opportunities for the healthcare perspective. According to Sanofi Philippines General Manager for Pharmaceuticals Dr. Amal Makhoulfi, "To live through this pandemic, it is important that we remain steadfast and proactive in creating solutions to our ongoing problems in the healthcare sector. To be responsive, we need to be flexible in coping with the dynamic nature of this health crisis and collaborate with all stakeholders to move towards realizing the goals of universal health care for every Filipino." Meanwhile, Roche General Manager for Thailand, Myanmar, Cambodia and Laos, Mr. Farid Bidgoli stated that "the challenge of COVID-19 provided us the opportunity to innovate faster, improve on decision-making, and help patients, families, countries, and economies."

The Summit also featured discussions on growth areas particularly in the financial services sector. BSP Governor Benjamin Diokno shared government initiatives to further facilitate open finance in the country, specifically the BSP Open Finance Strategy 2021-2022 which has three key pillars such as (i) Consultation and Capacity Building (Q3 2021 - Q1 2022), (ii) Governance Standards Issuance (Q4 2021 - Q3 2022), and (iii) Open Finance Pilot Implementation (Q4 2021 - Q4 2022). To end, he added that a collaborative approach is appropriate to encourage industry players to participate and develop innovative solutions, while recognizing the varying level of technical readiness of different institutions. Meanwhile, UBX President & Chief Executive Officer John Januszczak placed emphasis on the importance of accessibility. "What happens when you connect all 110 million Filipinos to a global economy without any barrier to access? UBX's market driven approach to embedding financial services in the activities and experiences that matter for

people and businesses compliments a regulatory push on open banking driving financial inclusion. UBX is leading the Open Finance revolution," he said. Diokno and Januszczak have likewise aligned on the government and industry's vision on financial inclusion and transformation.

Closing the event on a positive note, Senator Juan Miguel Zubiri highlighted that "a strengthened business sector between our country and Europe will be instrumental in revitalizing the economy and putting us on the road not just to recovery, but to unprecedented growth and development." To conclude, he called on all stakeholders to work together toward a connected and more vibrant Philippine-European business landscape.

About 2021 ECCP Advocacy Papers

First launched on 23 September, the 2021 ECCP Advocacy Paper includes issues and policy recommendations formed after extensive discussions with members of the ECCP sector committees, dialogues and meetings with representatives from the Philippine Government, and other stakeholders. Click here to download the papers, and email advocacy@eccp.com for any further questions.

About the European Chamber of Commerce of the Philippines (ECCP)

The ECCP is a bilateral foreign chamber that promotes European interests in the Philippines and vice versa. With nearly 800 members, the ECCP offers a strong business network that holds great potential in translating to tangible business opportunities. It is a unique organization that offers membership as well as professional business services to members and clients. Over the years, the Chamber has also developed ties with all three branches of government and has been deeply involved in various advocacies to promote a more competitive environment for European-Philippine trade and investments.

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ATIN ANG MUNDO



Bosch in the Philippines has diversified businesses in Power Tools, Automotive Aftermarket, Security Systems, and Thermotechnology. Additionally, the company's Home Appliances, and Drive and Control Technology businesses are represented through appointed local agents. Bosch continues to build its nationwide network as a socially responsible provider of innovative and beneficial technologies to the Philippines.

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Inside ECCP

2021 Energy Smart Forum Series: Partnering with Sustainable Energy Finance Groups | 8 October 2021

The ECCP, together with Philippine Energy Efficiency Alliance Inc. (PE2), hosted an event entitled “Partnering with Sustainable Energy Finance Groups” that tackles detailing partnership opportunities and experiences on energy financing that will enable you to reach your sustainability objectives. As part of the ECCP 2021 Energy Smart Forum Series, the forum explores many alternative financing opportunities to raise money and capital to help finance energy-efficient initiatives and green strategies. Furthermore, the forum provides an avenue for the collaborative efforts of energy stakeholders to support business continuity and productivity and access emerging business opportunities in the energy sector in line with the theme “Building a Competitive, Sustainable and Resilient Energy Future.” Through the event, participants were able to learn about financing alternatives, partnership opportunities, and experiences on energy financing and energy-efficient initiatives, to name a few.



2021 Energy Smart Forum Series: Understanding Fiscal Incentives for Energy Efficiency Actions | 19 October 2021

The second installation of the 2021 Energy Smart Forum Series, brought to you by ECCP and Philippine Energy Efficiency Alliance Inc. (PE2), with the theme “Building a Competitive, Sustainable and Resilient Energy Future,” highlights how businesses can gain both sustainability and fiscal incentives through undertaking energy efficiency programs and projects. With the institutionalization of the Energy Efficiency Conservation (EEC) Act, organizations now more than ever are geared towards energy efficiency. In addition to the EEC Act granting fiscal incentives to energy efficiency and conservation actions, green strategies allow for shorter and faster payback periods given high power rates in the Philippines. Thus, the event provides participants an avenue for discussions on the collaborative efforts of energy stakeholders to support business continuity and productivity and access emerging business opportunities in the energy sector.



Intermediate to Advanced MS Excel Online Course (3rd Batch) 16 & 17 September 2021

The ECCP Competency Hub successfully concluded the third batch of its Intermediate to Advanced MS Excel Online Course last September 16 & 17. In the four online sessions, the participants were able to appreciate the Excel environment and its tools as they learned how to execute advanced functions of Excel, such as array formulas, nesting functions, 3D referencing, data tables, and pivot tables, to name a few. In addition, participants also learned how to create business systems such as time management, sales tracking and analysis, and more.



Work Smart & Well: Identifying Mental Distress at Work | 24 September 2021

Last September 24, ECCP held a webinar to discuss factors contributing to distress, common issues in the workplace, signs of distress, appropriate responses, and how to reduce the impact of emotional distress in the workplace, in partnership with Infit Care. At the end of the session, participants are able to identify common signs of mental illness at work that cause distress, understand distress responses, and apply empathy to individuals in distress.



Supervisory Leadership: Crucial Skills Training for Supervisors 28 & 29 September 2021

To equip business leaders with the right qualities, roles, and responsibilities, the ECCP Competency Hub hosted an e-learning session that aims to train participants regarding supervision and leadership geared towards the attainment of organizational goals. By the end of the session, attendees were able to explain what supervision and leadership are, understand the role and responsibilities of a supervisor, thus enabling them to attain the organizational goals set by higher management, and know the skills needed to effectively discharge supervisory/leadership functions.



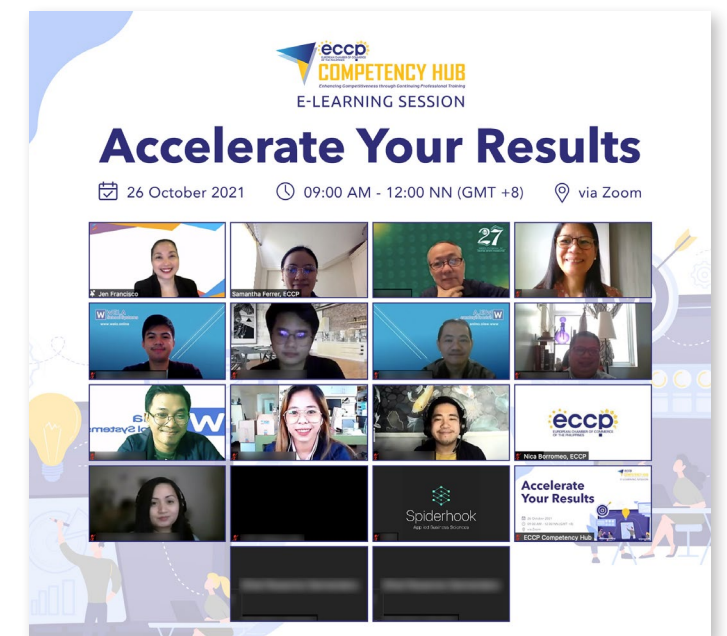
Effective Technical Writing 13 and 14 October 2021

Last October 13 and 14, ECCP and HURIS Inc. organized another Competency Hub training for employees tasked with coming up with reports and other technical documents, those assessing and approving technical papers, and those who want to start a career in technical writing. This introduction to technical writing, facilitated by Ms. Maggie Shih, Senior Consultant, provided attendees with the essential elements they should know: its properties, ethics, considerations, the importance of research, presenting data, and the writing process, among others. Attendees, who are currently working with the craft, were also able to synthesize what they already do and points of improvement.



Accelerate Your Results | 26 October 2021

Last October 26, the ECCP Competency Hub successfully conducted another webinar entitled "Accelerate Your Results," which enabled participants to learn how to realign with their overall goals, focus on critical activities, and execute actionable plans that will accelerate results in their lives, both personally and professionally. Moreover, attendees participated in various activities and discussions on centering, challenges in achieving results, norms and objectives, results, purpose clarity, organizing personal and professional plans, and many more.

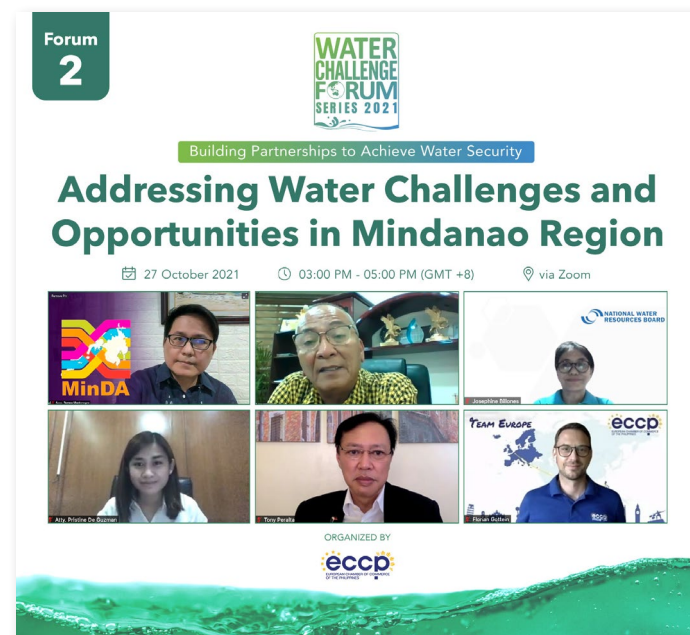


Water Challenge Forum Series: The State of Water in the Philippines 19 October 2021

“The State of Water in the Philippines,” the first installment of the Water Challenge Forum Series 2021, successfully concluded last October 19 with the theme “Building Partnerships to Achieve Water Security.” The forum tackled the current state of water in the Philippines, initiatives present in the water sector in line with the growing economy, and opportunities to establish partnerships focused on solving the specific water challenges of the country. Among the goals of the event were to provide an avenue for discussions regarding collaborative efforts of the water sector stakeholders, showcase the best practices and share advocacies, support the Philippines with its water challenges, and achieve the goal of ensuring and sustaining water resources for future generations. The speakers and panelists present in the event were Hon. Roderick M. Planta, Assistant Secretary of the National Economic and Development Authority - Investment Programming Group, Mr. Jose Victor Emmanuel A. De Dios, President and CEO of Manila Water, Dr. Sevillo D. David Jr., Executive Director of National Water Resources Board, Mr. Ramon Alikpala, CEO of FutureWater Asia, and moderator Mr. Chris Ilagan, Chairperson of the Philippine Water Partnerships. Organized by ECCP and sponsored by Silver Sponsor Manila Water Company, Inc. and Bronze Sponsor BF Industries Inc., participants were able to gain insights on the water supply and trends both locally and internationally.

2021 Water Challenge Forum Series: Addressing Water Challenges and Opportunities in Mindanao Region 27 October 2021

There is an annual increase in total demand for groundwater resources in Mindanao, while the supply remains finite and not assured throughout the country. Despite Mindanao being rich in its ecosystem and water resources, it is continuously threatened by environmental issues such as erosion, effects of floods, and even detrimental actions of humans such as mining and logging. The second installment of the 2021 Water Challenge Forum focuses on the state of water in the Mindanao region, as speakers provide updates on the initiatives to address water concerns in the region and provide participants with the available opportunities to explore. With the theme, “Building Partnerships to Achieve Water Security,” the forum provides an avenue for discussions on collaborative efforts of the water sector stakeholders, showcase the best practices and share advocacies, support the Philippines with its water challenges, and achieve the goal of ensuring and sustaining water resources for future generations.



Productive Conflict in the Workplace: How do you turn unproductive conflict around? 9 September 2021

Last September 9, ECCP partnered with Lee Hecht Harrison to discuss the topic of “Making Conflict Work” and provide team leaders and team players tools to welcome conflict with the proper perspective and strategies in place. With Mr. Marv Echipare, a Human Capital & Organization Development Expert, as the speaker, the webinar talks about embracing and managing conflict in the workplace so that leaders can integrate conflicts as a value-adding component in their team.

Kaway-KAWAYAN: Revisiting the Growing Bamboo Industry in the Philippines 27 September 2021

In a month-long celebration of World Bamboo Day, ECCP Cagayan de Oro/Northern Mindanao, together with its sponsors Cagayan Electric Power & Light Co., Inc. - Cepalco and Villar SIPAG, spearheaded another Bamboo conference that highlighted one of ECCP CDO's advocacy, Bamboo and Sustainability. Keynote speaker Asec. Joan A. Lagunda of the Department of Environment and Natural Resources (DENR), and speakers Agripreneur Architect Jed Michael De Guzman of Bamboo Grassroots Atelier; Mr. Conrado Perreras, Author of Bamboo: Timber of the 21st Century and Chairman of Personal Holdings, Inc.; Dr. Hans Friedrich, Global Ambassador of the World Bamboo Organization; and Dr. Greg M. Cubio, Director of USTP Systems Research Center and Institutes were present in the event and discussed the relevance of modernizing the Bamboo industry to meet international demands, pumping up the Philippine GDP sustainably, and at the same time aid in the environmental concerns of the nation featuring the stakeholders and most prominent contributors to aid the development of Bamboo in the country and internationally.



NOW (New Opportunities Waiting) in DAVAO | 28 September 2021

Last September 28, the third installment of NOW (New Opportunities Waiting) organized by the ECCP, in collaboration with the Davao City Investment Promotion Center and connectivity partner Eastern Communications, was held to bring together local and foreign investors, as well as entrepreneurs to invest and set up operations in the high growth potential of the Green Projects, Energy, and Information and Communications Technology sector in the Crown Jewel of Mindanao. Speakers Ms. April Marie Dayap, OIC of DCIPC, Mr. Art Milan, Adviser of Aboitiz Group Mindanao, Mr. John Carlo Tria, President of Environmental Counsellors, Inc., Mr. Xavier Eric Manalastas, Founder of Next BPO Solutions, and Mr. Albert Antig, Executive Account Manager of Eastern Communications Mindanao Regional Operations were present in the webinar. They discussed how to attain advantageous insights on opportunities that await in Davao City.



Live, Work and Invest in Switzerland 29 September 2021

In partnership with the Embassy of Switzerland in the Philippines and the Philippine Swiss Business Council, the ECCP brought its participants virtually to one of Europe's most appealing investment destinations, Switzerland. Last September 29, participants learned more about the available opportunities waiting for businesses and individuals in Switzerland as the event provides the latest updates and walks through processes on trading and investing, the creation of business partnerships, working or studying in the country, among others. Indeed, a lot of unbounded opportunities await individuals in Switzerland.



CONNECT: Breaking Borders Through Digital Trade | 15 October 2021

The digital exporting sector has increasingly become more significant with the growth of the digital economy in the new normal, as seen in the development of e-commerce market share in trade and retail. With businesses and consumers "going digital," the transformation towards digital export platforms has become essential for every export business' response to the pandemic. In anticipation of the expansion of digital trade, particularly in telecommunications, computers, and financial services, the rise of digital exporting among SMEs will be crucial for the successful transformation of the Philippine export sector. In light of this, the ECCP, in collaboration with Fairs and More, Inc., hosted an event last October 15 that aims to highlight the various opportunities available for exporters and the Philippine MSMEs by exploring the untapped potentials of digital exporting and global market opportunities, as well as create a more vital link between the local exporters and international markets by digitally connecting the Philippines to global market opportunities. "CONNECT: Breaking Borders Through Digital Trade" is an event that caters to exporters and MSMEs that want to gain and maintain a foothold in the international market through traditional and digital platforms.



The Road to Net-Zero: A Look Inside China's Quest to Champion Climate Change | 25 October 2021

The ECCP, in partnership with the global insurance and financial management brand: AXA, expounds on Asia's response to climate change, particularly China's move towards net-zero emissions by 2060, and what its climate policies could mean for the rest of the world in the webinar held last October 25. Mr. Aidan Yao, Senior Emerging Asia Economist of AXA Investment Managers, and Mr. Zaid Alrifai, Head of Architas Asia, explored the rationale behind Beijing's ambition and the profound transformation China needs to undergo - in all parts of its economy and society - to realize its decarbonization goal.



Standardization, Creativity and Health Eco-Innovations with Bamboo 27 October 2021

With the bamboo's many uses, its products range from food, beverages, pharmaceuticals, cosmetics, and personal care, new essentials such as framed face shields, climate-smart technologies in design and construction, sustainable packaging, textiles, modes of transportation; music, art, to psycho-social interventions in calamities and armed conflict, and many more. Hence, ECCP organized a webinar with the support of Gold Sponsor Nestlé Philippines and guest speaker Atty. Dulce Blanca Punzalan, World Bamboo Ambassador and Climate Reality Leader at the UN Global Compact Leaders Summit and UN@75 as UN Food Systems Hero at UN Food Systems Summit 2021, discussed the relevant legislation and highlights on the global standardization of bamboo towards achieving the climate agenda and SDGs, among others.



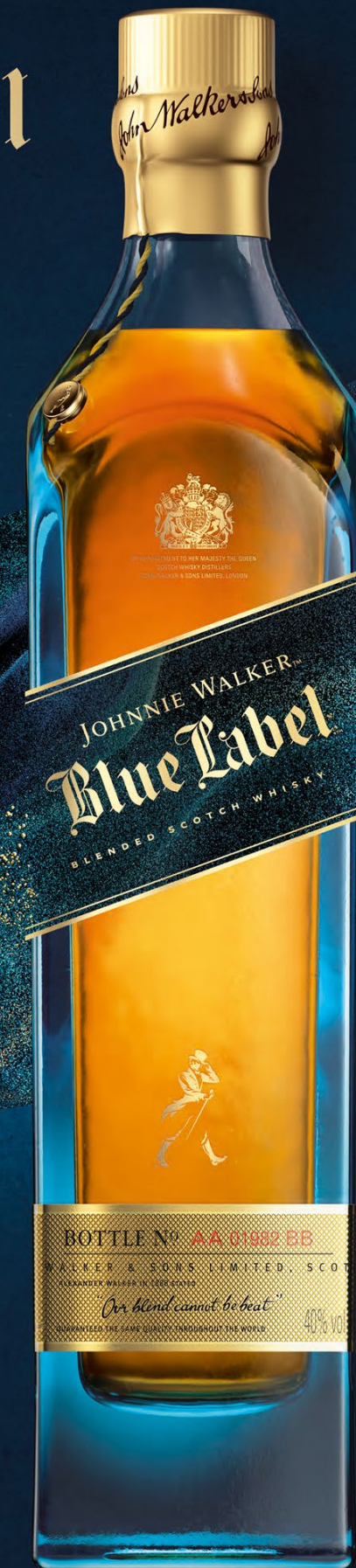
East ASEAN Business Conference: Strengthening Regional Trade and Supply Chain for Speedy ASEAN Economic Recovery | 28 October 2021

The ECCP, in partnership with the EU-ASEAN Business Council, Eurocham Indonesia, Eurocham Malaysia, EuroCham Singapore, SIDMA College, along with Venue and Academic Partner Holy Cross of Davao College and Event Partner AXA Philippines, brought together another series entitled East ASEAN Business Conference with the theme, "Business Possibilities Beyond Borders." The first installment of the series held last October 28 centered on strengthening the regional trade and supply chain for the speedy economic recovery of ASEAN with keynote speaker H.E. Igor Driesmans, Ambassador of the European Union in ASEAN, followed by an open forum with key industry leaders. Guest speakers and panelists for the event were Mr. Chris Humphrey, Executive Director of the EU-ASEAN Business Council; Mr. Keisuke Nakao, President of the Japanese Chamber of Commerce of Mindanao, Inc.; and Mr. Angelo Salvador Benedictos, Director of the DTI Bureau of International Trade Relations.



The multi-day conference features keynote presentations from business leaders from across the region on the topics of enhancing regional trade and supply chain, sustainability in business and trade, and building smart and resilient cities that will put the region in a prime position for economic growth in the post-pandemic global economy.

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BUSINESS OPPORTUNITIES



Swedish company, specialized in bolting solutions, is looking for potential distributors in the Philippines.

A Swedish company has been providing customers with high-quality, safe and innovative bolting solutions since 1982. They're offering solutions by brand - original wedge-locking technology, multi-jackbolt tensioning technology, permanent solution to lug wear, and Hydraulic bolting solutions.



German Cosmetics company is looking for one exclusive distributor in the Philippines.

A German cosmetics company with over 40 years of experience and a leader in marine cosmetics, is looking for one exclusive distributor in the Philippines. The products included are in the range of Anti-Aging Care, Young Care, Cosmeceuticals, Vegetarian Care, Men Care, and Sun Care.



Portuguese manufacturer of cork products is looking for prospective buyers.

A Portuguese company specializing in production and representation of cork related products is looking for a distributor for their fashion products, Moroccans, cork furniture and cladding products, and wall insulation.



Belgian manufacturer of lubricating oils is looking for financially strong business partners to distribute its products in the Philippines.

A Belgian Independent lubricants company has over 60 years of experience and expertise in lubricants with a core focus on passenger cars, light duty vehicles, heavy duty vehicles (on- and-off road), motorcycles and leisure boats.



British company is looking for distributors of their light-based beauty devices.

They are a global expert brand dedicated solely to design, develop, and manufacture light-based beauty devices. They are looking for local distributors of the most advanced IPL technology in the market - IPL (intense pulsed light) hair removal products for use in the home.

If interested in becoming a partner, we would love to talk to you. Please send us an email to **catherine.lee@eccp.com** or visit **www.eccp.com** for more information. We are looking forward to hearing from you.

ONLINE ACTIVITIES



DECEMBER 2021

10:00 AM - 12:00 NN	02	2021 Water Challenge Forum Series: Pathways for Water Security: Addressing the Needs of the Water Sector in Visayas
03:00 PM - 05:00 PM	02	Funding the future: Financial Instruments for Agribusiness in the Philippines
09:00 AM - 12:00 NN	03	Harnessing GRIT
10:30 AM - 12:00 NN	03	The Pandemic Pivot: Understanding the Legal Implications of Telecommuting in the COVID-19 Pandemic and Beyond.
02:00 PM - 04:30 PM	03	Healthy Minds: Holistic Well-Being for a Better Normal Webinar Series II
05:00 PM - 05:45 PM	03	Year-end ECCP Speed Networking
09:30 AM - 12:00 NN	06	Tourism Forum
10:30 AM - 12:00 NN	07	Teching up the Philippines: How GCash became a Lifeline to Filipinos during the Pandemic
02:30 PM - 05:30 PM	07	East ASEAN Business Conference (4th Leg)
09:00 AM - 12:00 NN	09	LEARN TO LEAD: Management Foundations for New Managers
03:00 PM - 05:00 PM	09	Waste Management Forum
05:00 PM - 06:30 PM	09	UK Medtech Offer to the Philippines
10:00 AM - 12:00 NN	10	Hybrid Advocacy Event on Nutrition & Wellness
03:30 PM - 05:00 PM	10	Women in Power
03:00 PM - 05:00 PM	14	4th Logistics Conference: Solutions for the Post-Pandemic Supply Chain System



**Science and technology
is always evolving.
So are we.**



We've invested more than USD 8.1 billion into the science and research of developing smoke-free products, and we employ more than 400 world-class scientists, engineers, and technicians to help us.

Innovation, science, and technology drive our transformation as we fulfill our commitment to deliver a smoke-free future.

Read more: <https://www.pmi.com/our-science>

