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OF THE EUROPEAN CHAMBER
OF COMMERCE OF THE PHILIPPINES

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European Chamber of Commerce of the Philippines (ECCP)

Head Office

19/F Philippine AXA Life Centre Sen. Gil Puyat Ave. cor. Tindalo St., Makati City, Philippines
Tel: (02) 8845 1326; 8759 6680 | Fax: (02) 8845 1395; 8759 6690
E-mail: info@eccp.com

Visayas Office

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

Mindanao Office

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

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Editorial

While the year end is approaching fast, we at the Chamber are finalizing preparations for a 2020 full of exciting activities for our members, similar to what you saw over the last months of 2019. At the start of the second half of the year, we hosted the second run of the Digital Disruption Forum followed by the Safer Mobility and Logistics Conference and Exhibition, and the Future Cities Forum. We also released 18 advocacy papers during the European-Philippine Business Summit. These events were 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. We are also happy to share with you the line-up of events and activities we have in store for you next year. For more information, flip to page 27 for the 2020 Events Calendar. Once again, we couldn't have done it without your utmost support, and we are looking forward to serving you, our dear members, in 2020!

In this issue, we put the spotlight on the former Ambassador Jan Top Christensen of Denmark and his reflections on his experiences from his five years of service in the Philippines. He also discusses his views on the improvement of trade relations between Denmark and the Philippines, and vice versa as well as updates on the Danish government and the projects it is working on to tackle various issues such as climate change.

We also had the chance to interview Senator Cynthia Villar, wherein she shares her work on current legislations for the agriculture sector such as the Free-Index Based Agriculture Insurance Act, amendments to Agri-Agra Law, and an Act creating the Coconut Farmers and Industry Trust to name a few. She also discusses working with the executive branch in order to facilitate government efforts to forward and pass these legislations and on how the Senate must work with the European business community which plays an important role in terms of bringing about agricultural development to the Philippines.

Updates on your Chamber's activities over the past few months spanning its five branches in Manila, Cebu, Davao, CDO and Clark are also available in this issue's Inside ECCP Section on page 20. We would also like to extend a warm welcome to our new members, featured on page 37.

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



European Country in Focus

Denmark



SIZE

43,094

square kilometers



POPULATION

5.8 M

(2019)



CAPITAL

Copenhagen

DANISH TRADE AND INDUSTRY

Denmark is a vital member of the European Union, and it has been a nation of traders ever since the Iron Ages. Today the GDP comes from roughly 75% service sector, with the industrial sector proceeding it with around 19.1% contribution. 60% of the country's land is dedicated to agriculture, resulting to production of twice the food needed by its inhabitants. Other sectors that contribute significantly to the economy are the energy, pharmaceutical, biotechnology, maritime, design and innovation sectors.

BASIC INFORMATION

Geographical Location: Northern Europe. Denmark borders Germany by land and the United Kingdom, Norway, Sweden, Poland and Germany by sea.

Climate: Temperate

Official Language: Danish

Government Type: Constitutional monarchy with parliamentary representative democracy.

Standard of Living: Human Development Index for 2018 is 0.929, ranked 11 out of 189 countries and territories

Organizations: Denmark is a strong supporter of and an active participant in multilateral cooperation. Denmark was among the original members of the United Nations and joined the European Union in 1973



FINANCIAL DISTRICT

Copenhagen is a thriving and strategically-located business hub. Known as the "Gate to the Baltic," the city is easily accessible by air, sea, and land transportation, attracting many international companies. Copenhagen has a strong investment industry and the world's largest pension industry relative to GDP. There has also been strong growth in the biotechnology, environmental technology, computer science, and telecommunications sectors. Copenhagen is targeting even more growth, with the national and local governments unveiling last January an ambitious plan to develop a new, green business district to be known as "Holmene and expected to create 12,000 new jobs." Energy, resource effectiveness and low carbon drivers remains central to Copenhagen. Public and private support for district heating, energy efficiency, waste management and decarbonizing the transport sector has been increasing in order to reach Copenhagen's goal to be the world's first Carbon Neutral Capital By 2025.

INTERESTING FACTS

- Denmark is the least corrupt country in the Corruption Perceptions Index for 2018.
- The Danish national flag, called Dannebrog is by far the oldest in the world. Dating back from 1219 it celebrates its 800th anniversary this year
- Despite the small population, Denmark shipped US\$107.6 billion worth of goods around the globe in 2018.
- Danes love bikes. Nine out of ten own bikes of their own! The average Dane cycles 1.6km a day. Copenhagen is rated the most bicycle friendly capital of the world.

TOP 3 TOURISM DESTINATIONS



Copenhagen

The capital of Denmark continues to be ranked as one of the livable cities in the world. Copenhagen is a vibrant blend of cultural and financial destinations; and, visitors will take delight in the fusion of contemporary architecture and historical landmarks. The culinary scene is an attraction in itself led by restaurants like Noma, three times rated the best restaurant in the world. Aside from the man-made marvels, the meticulously preserved nature within the city are attractions in themselves. Thanks to this preservation, the canal city harbor remains clean enough for the city to hold annual swimming races. Throughout the year, one will definitely enjoy the various free-for-all events held by the locals. Copenhagen is the hub for cruises around the Baltic Sea.



Aarhus

The second largest city in Denmark started as a secure settlement for the Vikings. As time passed by, Aarhus has identified itself as a cultural hub that exhibits all styles, from the Viking era to the modern day, and the city was the "European Capital of Culture" in 2017. Home to the second largest university of Denmark and with a large student population, Aarhus is the epitome of the concept of "hygge", the Danish word for a cozy moment.



Odense

Odense, the third largest city in Denmark, was home to the famed fairy tale writer Hans Christian Andersen. Like the previous cities mentioned, Odense is rich in history and culture—tourists can enjoy visiting Andersen's home, strolling through the city's quaint streets, and exploring the various museums available in the area.

Farewell interview with former Ambassador

Jan Top Christensen of Denmark

Reflections on his experiences from his five years of service in the Philippines, and some thoughts about the future development of the country

Since first arriving in the Philippines to take up your post as the Danish Ambassador, how have you observed the relations between Denmark and the Philippines develop and progress?

The Danish export to the Philippines between 2013 and 2018 has increased by 125%. I am happy to say that at the same time the Philippine export to Denmark has also gone up. Export of goods some 20% from 2017-18, and more than 16% the first four months of this year compared to first four months last year. It is very clear that the Philippines, in general, is benefitting from the EU GSP+, the special preference scheme offered by the EU in 2015. The EU GSP+ has helped a lot in increasing the Philippine exports to the EU because all of these goods can now be exported without any tariff, and that is obviously also positively affecting the export to Denmark.

“

Denmark is present in the Philippines within a very broad spectrum of sectors. The Danish structure of the industry is very diverse. For us, the export is pharmaceuticals, food, agriculture technology, wind energy, and energy efficiency among others. We have seen a positive trend over the years, and I very am happy that more and more Danish companies have been setting up business here since we arrived.

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After twelve years of closure, the Danish government decided to reopen its embassy in the Philippines with the main purpose of developing the commercial and economic relations between the two countries. We saw great potential for doing much more business with partners in the Philippines, and that has shown to be very much the case. You can find Danish products everywhere. In supermarkets—Arla cheese and milk; in shopping malls—Pandora, Vero Moda, Skagen watches, Bang and Olufsen. There are also about six to eight Danish furniture chains here in the Philippines. I'm very impressed that they're able to compete despite the tariffs. Imagine when the tariffs will be lifted with the free trade agreement between the EU and the Philippines, then there will be even better conditions to export here.

Economically, the decision to reopen the embassy here has shown to be the right choice. What I see as a result of this decision is also that we were able to encourage the Philippine government to open an embassy in Copenhagen. Before then, Denmark had been under the jurisdiction of the Philippine Embassy in Oslo, and an ambassador covering five Nordic countries cannot focus on each as much as he or she would like. Now we have this very energetic and competent Philippine ambassador in Copenhagen, Mr. Leo Herrera-Lim, who can deepen the relationship between the two countries even more.

Looking at the broader spectrum of relations between the two countries, I should also mention that we have signed a Memorandum of Understanding to have political exchanges or consultations between the Philippines and Denmark, so we can discuss all kinds of issues. We have already had these exchanges here and in Copenhagen as well. It is a very useful framework to discuss issues among friends in the interest of both sides.

In spite of the fact that I have no official budget for cultural activities, we have been able to raise funds through Danish foundations, the Ministry of Culture in Denmark and with the cooperation of authorities here. The National Commission for Culture and Arts has been very instrumental in facilitating Danish artists coming here. We are also working closely with the film council, FDCP, headed by the dynamic chair-woman, Liza Diño, in spreading the news about Danish films. There is a cultural organization in Denmark called P-NOISE comprised of second-generation Filipinos and others, who have organized events featuring Philippine culture in Denmark and Danish art in the Philippines. We've also had Danish opera singers, and youth choirs come here. We have established some recurrent events, such as the Annual Danish Film Festival. The fifth version will be in October.

We support the Duterte Government's view that we should decentralize our activities. We're trying to branch out geographically for both cultural and business activities. I've been on a number of business trips to Davao and Cebu trying to make Danish companies aware of the great opportunities in provincial cities. Our film festival has so far also taken place in Davao, Iloilo, Cebu and Baguio. - These are some of the things that have happened since I took office here five years ago.

It's really interesting that you mentioned that it's not always just about business and trade, it's also about cultural exchanges.

Yes, we have often seen that they can support each other and we were able to create sponsorships from Danish companies. These companies see that increasing the profile of Denmark and creating a positive interest in the country will also increase the interest in their products. We also have five to ten Danish NGOs linked with local NGOs that work in different areas such as humanitarian, environmental, fisheries and other fields.

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

It's interesting that intra-ASEAN trade is actually low. To my knowledge, it has not really moved forward, so all these ideas about ASEAN economic community are great, but not realized to its potential. Within the EU, we have about 63%-65% intra-trade. If I'm not mistaken, the intra-trade within ASEAN is only about 20%. There is a large potential for ASEAN countries to do much more, but the non-tariff barriers to trade should be removed; the most difficult part is always the less tangible non-tariff barriers. Again, there is a huge potential for the Philippines to move forward with the ASEAN countries to increase intra-ASEAN trade, it "just" needs much more attention and political will from all countries in the region.

When it comes to the Philippines in Europe, I have referred to GSP+ and how the Philippines has a great opportunity to do more in terms of export. The GSP+ is increasingly being used by the Philippines, but there is definitely potential to do much more. I have been meeting with DTI and other authorities that are promoting and creating knowledge about these opportunities, and it can reach a higher level if we work together. If we look into the future, we talk about a free trade agreement between the EU and the Philippines which would be of great benefit to both sides. Unfortunately, it is often a lengthy process, but I am hopeful and optimistic that it could happen faster between the EU and the Philippines. There have been a couple of rounds, but we need more rounds to get closer to an agreement on the conditions. If they have reached

agreements with Singapore, and specially Vietnam, I would expect it to be easier with a market economy such as the Philippines. And Vietnam has death penalty. Philippines has not – for the time being. I hope that the negotiations can be accelerated. It should be noted that the GSP+ will not be there for eternity, I think that when the Philippines moves up into a higher income category, they will not have this offer from the EU. Therefore, we must look into something that will replace the GSP+ . Right now, they should continue using it efficiently, and then both sides can come together and agree on accelerating negotiations on the FTA.

One of the future strengths of the Philippines could be the country's agriculture and aqua produce. I think that refinement of the produce, moving the products up the value chain in country, should take place because the more you can move up the value chain, the higher the value of the products you can sell in the European market. There is a potential to do more here in the Philippines, refining, packaging and storytelling, so the final product being sent out of the Philippines would result in the creation of more jobs locally. In general, it looks as if agriculture has been left behind. This is the sector where you find huge poverty. Massive investment and modernization are needed.

I am impressed by the Philippine furniture industry, design and good craftsman-ship, and I see a potential for increased export in this area. The Philippines is also a seafaring nation, but I've been wondering, and have not gotten a real explanation, as to why the country does not have a stronger national commercial fleet that could play a role in the world market. Therefore, modernization of the fleet and special attention to energy efficiency of the ships must be looked into. Denmark has expertise in this area and is ready to help-out.

What do Danish businesses find most attractive about doing business with the Philippines? How do you think the Philippines can continue to be an attractive environment for Danish companies to do business?

There are several reasons why the Philippines is an attractive market and location for Danish companies. The first key asset is that there are no language barriers. When I talk to Danish businessmen, they always mention that the country has a big pool of talent coming from universities, it is also the mentality and service-mindedness of the Filipinos that Danish companies appreciate. Thus, it is important that the English language skills are treasured in the universities. Imagine if Spanish had been your number one foreign language. No BPO-sector!

We also have many new companies showing interest in the Philippines across sectors. Duterte's impressive "Build, Build, Build" program has attracted the attention of a number of Danish companies such as engineering consultancy firms that can help in designing and refining plans for these big projects and make sure they become correctly executed. One company is already involved in building the third bridge between Cebu and Mactan. Two years ago, a Danish architect company won the competition for the new BCDA HQ building. These are concrete and good examples of Danish companies having the potential to be part of this huge infrastructure development.

The economic progress in this country was one of the main reasons why we decided to come back. We saw potential for Danish companies to be involved. The Duterte-government is continuing with high growth rates and I'm very optimistic that this will continue for the next three years. The latest upgrading by Standard & Poor's to a BBB+ is a very positive indicator. The Philippine government has a very professional economic team, Danish companies are impressed with their high level of competence, and initiatives. The law on "Ease of Doing Business" is very much welcomed. It is important that this process continues and I know that this government is very ambitious to move higher up on the World Bank rankings when it comes to ease of doing business. Creating a sound and healthy level playing field without discrimination of

foreign companies is key for attracting more foreign investment.

The fight against corruption is also very important. We all know that corruption makes economic transactions less efficient because it does not produce the best solutions. I still talk to Danish businessmen and I have examples of how they are affected by the corruption in the government system. The government's keenness in fighting corruption is very welcome. The recent initiative with ARTA has already proven its value by solving a long pending problem for a Danish company. It bodes well for the future.

Thus, with very high growth rates, the initiatives of fighting corruption, and the ease of doing business, there is a very positive framework for coming here. It is also important that these developments should not only happen in Metro Manila, but also be extended to the provinces and at the local level.

What do you envision as the future business and trade between Denmark and the Philippines, and how do you think both partners can work better together to achieve this vision? And if I may add as well, how does the Royal Danish Embassy in Manila specifically help foster a positive business environment between Denmark and the Philippines?

As I've said, the main reason for the reopening of the Embassy was to be able to assist Danish companies in engaging with Philippine authorities and business. We are heavily involved in trying to open doors for Danish companies, give guidance on how to read the situation, and to highlight the new initiatives by the government so Danish companies will be aware of these opportunities. I would take departure in the new (since June) Danish government's initiatives and policies. They're extremely interesting and they become the framework for the way the Danish economy will move forward the coming years and will also affect the way Danish companies do business.

In the fight against climate change, the new Danish government has set the ambition to become the international leader in the green transition. One of the targets agreed upon by the political party in government and those three parties supporting it, is to lower by 70% greenhouse gas emissions by 2030 in comparison to 1990. This is a very ambitious goal and has also been questioned as to whether it is feasible. The government recognizes that for the last 5 percentage points from 65% to 70%, they don't have a specific plan for that as of now, because this is something all experts and political authorities must work together to achieve. Since we find ourselves in a climate crisis, it seems to be necessary to be able to fully live up to the targets of the Paris Agreement from 2015, if we don't want to face the serious consequences of drastic climate change. The Paris Agreement and the goals are key for the Danish government, who is set to seriously analyze what has to be done actively to reach them.

There will have to be a transition within the transport sector. One sub-target is that you will not be allowed to sell new fossil fuel cars in Denmark by 2030. This is one way of moving forward. There will also be very ambitious steps taken within the agricultural sector—since both the transportation sector and the agricultural sector are major culprits when it comes to greenhouse gases.

Denmark is already a heavyweight when it comes to research to find more efficient solutions to increase energy efficiency and so forth. More money will be put into research to find smarter solutions. This will put pressure on the Danish companies within a number of sectors, but it will also create new solutions which will be made available for export. Through this, we will be the leading country when it comes to reaching the Paris targets. At the same time we will make a transition in such a way that we'll also be a very green partner in the future in engaging with countries including the Philippines.

The Danish embassy has been working with green solutions for quite some time. We have been engaging with the authorities and private sector such as the Green Building Council. We have also



looked into being able to demonstrate using the right technology and all top-of-the-line parts when it comes to construction and technology when building new shopping malls. We have created a cluster of Danish companies that would be able to create an Energy Plus shopping mall. A shopping mall uses a lot of energy, but it may be constructed in such that it is actively producing energy at the same time. At the end of the day, this shopping mall would net produce energy by using all kinds of modern technology— not just solar panels on the roof, but also using technologies available that drastically reduce energy consumption. Given the fact that the current energy costs of the mall is 60% of the costs, if this can be reduced, you can greatly reduce your costs to the benefit of the owner of the shopping mall, which will also affect prices. This is a concrete example of what I see for the future of Danish companies engaging with local companies.

There is no doubt that this new Danish government's high ambitions on reaching the Paris climate change targets will frame the way we project Danish companies here in the Philippines. This should be seen in the larger context of the 17 sustainable development goals (SDGs). It's something we have already started. Through the Nordic Chamber, we have had meetings with local partners. We'd possibly start with big companies which have resources so that they see the benefits of applying the 17 sustainable development goals as a framework for inspiration on how they can rationalize all the processes within their companies and change the way things are produced. The challenge and ambition is to include smaller companies. As we typically do in Denmark, this would be done through some government assistance where the government chips in with resources to assist the small and medium sized companies in availing new technologies.

Another area where we have been engaged and will do much more in the future is the smart city concept. For example, we have engaged with New Clark City under BCDA and are actively in the process of planning a new delegation coming later this year to engage with them and the companies involved in building the New Clark City. Danish companies have a lot of experience when it comes to energy efficiency, waste management, and other aspects of smart cities. In relation to this, Copenhagen, our capital, is hosting the secretariat for this international cooperation called C40. C stands for cities wherein only 40 were initially involved but now there are 96 cities worldwide. These are cities that have come a long way, when it comes to modern technology to create smart

cities and using these to reduce the negative aspects of grouping people together. There will be a summit on the 12th to the 13th of October in Copenhagen for which we have facilitated the invitation of top management from BCDA and Quezon City, which has come very far. Quezon City is now linked to this C40 concept. We see potential for more Philippine cities to be involved. I myself have had preliminary talks with people from Davao. We know that the mayor of Davao is very environment-oriented, so I would like to see Davao become part of this forum for the exchange of smart city solutions in the future.

In our vision, what will frame the thrust of our activities will be the ambitions of our new government to be the leading green nation, and being inspired by the 17 SDGs.

Is there anything else you'd like to add, Ambassador?

There are many other things I could mention such as the environmental issues you have in this country. President Duterte made a necessary decision to rehabilitate Boracay, and it opened doors for Danish technology. The "Boracay model", as I would call it, may be the clean-up model for other tourist destinations and operating in accordance with regulations, so that you don't end up with a cesspool. In this situation, Danish companies came in with proven technologies because for decades, we have had strict rules and regulations on how we deal with our environment. If we don't take this seriously and enforce the rules, we will drown in dirt and garbage.

I also mentioned about the memorandum of understanding on political consultations. We are in the process of finalizing yet another memorandum on tourism and have already done one on the transfer on fishing technologies. There is also a suggestion on having a memorandum of understanding on cultural exchanges. It shows that there is growing activity within many areas, not only when it comes to commercial relations.

In terms of economic conditions, it is very important that there is a level playing field so the conditions that Danish and foreign companies meet here are the same as those of the Philippine companies. I see a great interest from the present government to increase foreign direct investment because it's still at a relatively low level compared to the ASEAN region. Foreign direct investments can come up to a much higher level if the right conditions exist. However, there also has to be a clear framework for other conditions within which the foreign companies will set up business. If there is uncertainty, people will stay away and wait until this is clarified. The Trabaho Bill is important and I hope very much that Congress will understand that and push through with it because it is a key framework for setting up business here. To invite more foreign companies to set up business and increase foreign direct investments, there should be ease of doing business here. In comparison to the Philippines, Vietnam has much more direct foreign investment, although it's a smaller country. That's a good example that there is potential out there that would create many more quality jobs, and I see that the economic secretaries are very keen on that. It's also a question of whether the Congress sees and understands that and moves forward. If we have these reforms within the next three years, I think there's potential for the Philippine economy to move up beyond 7% growth target of gross domestic product for the years to come. With the potential there, it is a matter of the right reforms and also that people, including Congressmen, understand that protecting local interests sometimes may be in the interest of some local businessmen, but it's for sure not in the interest of the Filipino people.

This interview was conducted last July 2019 while Mr. Jan Top Christensen was still the Ambassador of the Kingdom of Denmark to the Philippines. Mr. Christensen has officially ended his five-year term as Ambassador last September 2019 and was succeeded by Her Excellency Ambassador Grete Sillasen.

Understanding some key areas of AgTech

There is a significant array of AgTech solutions in the market for farmers to choose from, such that the choice can be overwhelming. To help farmers sort the wheat from the chaff KPMG, in partnership with several organizations (Food Agility CRC, IAG, AgriFutures, MLA, NFF and others), is developing an AgTech Finder Platform (www.agtechfinder.com) to assist farmers to find the right AgTech solution for their requirements. Some of the AgTech use cases available to Australian farmers include:

Farm management platforms

Utilizing production data collected off the farm through IoT sensors, farm management platforms offer a congregated dashboard of information for farmers. The dashboard allows farmers to manage and optimize the production activities and operations of their farms. As well as monitoring variables such as soil quality, weather variables and fertilization, there is also an ability to track livestock.

Smart irrigation

The use and management of water on farms is in the spotlight. Approximately 70 percent of the total volume of water withdrawals in the world is used in agriculture irrigation. Around 60 percent of the water that is intended for irrigation is lost, either due to evapotranspiration, land runoff, or inefficient usage methods.

Smart irrigation solutions offer an IoT fueled management platform that can closely monitor and adjust a farm's water utilization. A dashboard that integrates irrigation information means farmers have access to tools that enhance decision making around water. This means they can reduce water wastage and improve the quality of crop growth in their fields through precision agriculture practice. Factors such as timing, being able to minimize wastage and runoff, and analyzing soil moisture levels give power to farmers to fine tune their irrigation requirements. Implementing smart irrigation also reduces the chance of human error, with automated systems such as smart valves alleviating this.

Weather & climate monitoring

Climate, rainfall and extreme weather conditions create further uncertainty for farmers in an already volatile environment. Technology to monitor external factors, such as weather predictions, puts the farmer back in the driver's seat to manage their farm with more certainty. For example, picking a crop a day early could offset the wipe-out of an entire crop if they know a storm is coming.

The ability to precisely manipulate inputs also enables the farmer to be in better control as to what they put into their farming systems as a management tool. As heat increases, for example, they can adjust their irrigation systems to input more water to offset dry conditions.

Pest management

Most farms currently monitor pests using visual cues. This is common practice but is performed periodically by qualified pest technicians. This is expensive, labor intensive, not monitored consistently, and lacks the ability to identify and react to an outbreak in real-time.

The ability to remotely monitor pests will assist with the maintenance and health of a farm. Collecting and understanding data on a pest's activity, location and patterns allows for efficient and sustainable treatment of pests, integrated biosecurity tracking and more rapid responses across affected areas.

Opportunities to better manage pests on farms could be through connection of traps to report specific pest levels, thus automating monitoring and data collection to take more accurate and quicker countermeasures.

The ability to share data on biosecurity with the relevant agency and community enables faster risk mitigation and intervention.

Imaging, drones and UAVs

Satellite imaging, intelligent drones, and unmanned aerial vehicles (UAVs) can assist farmers to collect images.

Imaging can identify changes to soil and vegetation, identify crop stress, and assess irrigation and assist crop spraying. Farmers can conduct crop forecasting and better manage their agricultural production and inputs.

Integrated mapping from various images can identify issues and therefore improve yields and efficiency of time for farmers. It can also be used as a tool to track livestock, and drones can be used to deliver inputs such as fertilizer.

The excerpt was taken from the publication entitled Agri 4.0 - Connectivity at our fingertips: A deep dive into the most important enabler for digital innovation on Australia's farms. (KPMG Australia, 2019). [PDF] Available at: <https://assets.kpmg/content/dam/kpmg/au/pdf/2019/agri-4-0-connectivity-digital-innovation-australian-farming.pdf>

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For further information, contact:

– **Nikki P. Gordoncillo**

T: +632 885 7000 ext. 8339

M: +63 917 792 1017

E: npgordoncillo@kpmg.com

– **Corina P. Benavidez**

T: +632 885 7000 ext. 8327

M: +63 927 707 3184

E: cpbenavidez@kpmg.com



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Moving Towards Agricultural Development:

An Interview with Senator Cynthia Villar



Can you tell us what legislations you would propose to introduce, amend, or repeal in the 18th Congress to develop the Philippine agriculture sector?

The following are the first few bills I have filed when the Senate of the Philippines opened its First Regular Session for the 18th Congress (2019-2022). These are the legislations related to agriculture:

✓ For the Coconut Industry:

- An Act creating the Coconut Farmers and Industry Trust fund, providing for its management and utilization, and for other purposes. My committee has actually passed this on Third Reading during the 17th Congress last year, but it was vetoed by President Duterte. So I have re-filed it with some amendments/revisions.

✓ Senate Bill 140 or the Free Index-Based Agriculture Insurance Act that seeks to establish the enabling policy, regulatory, and funding support for a more effective crop insurance program and to strengthen the resiliency of small farmers against climate change and extreme weather risks

✓ Amendments to the Agri-Agra Law or an act providing for further compliance with section 7 of R.A. No. 10000, otherwise known as the “Agri-Agra Reform Credit Act of 2009” to ensure that enough funds will be channeled to the agriculture sector which has been lagging behind in terms of growth. The original law mandates banks and financial institutions to set aside 25 percent of their loanable funds for agricultural and agrarian reform financing, but there has been reported low compliance.

✓ Senate Bill No. 139 or the Philippine Livestock, Poultry & Dairy Industry Development Act: to restructure and rationalize the livestock industry in order to strengthen its development, protection and regulatory functions, including the promotion of dairy and native animals, and to provide for a livestock development fund, and for other purposes.

✓ An Act to amend the Food and Drug Administration (FDA) Act of 2009 to separate the administration of Food from Drug to make processes such as approvals faster.

✓ Senate Bill No. 807 or The Philippine Fiber Industry Development Program of 2019, that seeks to spur the revival and the development, production, processing, marketing and distribution of Philippine local fibers (cotton, piña, ramie, silk, maguey, among others) in suitable areas of the country in order to provide income to people living in rural areas and spur economic growth.

✓ Senate Bill No. 2203 under Committee Report No. 625, which amends Republic Act 10068 or the Organic Agriculture Act of 2010 that seeks to institutionalize the Participating Guarantee System or PGS in our country to help small organic farmers attain the organic certification they need to compete in local and global markets at a more affordable cost. PGS offers a complementary and low-cost system of quality assurance, with a heavy emphasis on social control and knowledge-building. PGS, as a complementary method to third-party certification, is essential to the continued growth of organic agriculture in the country. This will encourage poor and small farmers to adopt organic agriculture standards and methods.

✓ Senate Bill No. 147 or the Instructional Gardens Act mandating the establishment of instructional gardens in all elementary and secondary schools, public or private, making it a requirement for the creation and issuance of permits for schools and for other purposes. This bill aims to institutionalize the “Gulayan sa Paaralan” (instructional gardens) program to promote health awareness, good nutrition and help curb malnutrition

How will the Senate work closely with the executive branch to facilitate government efforts in addressing challenges and harnessing opportunities faced by the sector?

As a legislator, I work closely with the government departments in charge with the three committees I chair—the Senate Committee on Agriculture & Food, Senate Committee on Agrarian Reform, and the Senate Committee on Environment & Natural Resources. And those are the Department of Agriculture (DA), Department of Agrarian Reform (DAR), and the Department of Environment and Natural Resources (DENR). I have a good working relationship



Senator Cynthia Villar at Sustainable Agriculture Forum 2019 held last 24-25 July at the Marriott Grand Ballroom.



with the new DA Secretary William Dar, DAR Secretary John Castriciones, and DENR Secretary Roy Cimatu. The Senate also has oversight functions, senators do not just legislate; we also have to look into the proper implementation of the laws we author. That entails a lot of coordination with the Executive Branch of the government, particularly the Cabinet Members.

How about the private sector? How can the Senate work with the European business community in terms of agricultural development?

Senators have to regularly consult and coordinate with the private sector, particularly when our proposed laws will affect certain industry sectors. We need to get inputs and feedback from industry players and other stakeholders to be able to come up with effective legislations.

I have worked and continue to work with the European business community in general and the European Chamber of Commerce of the Philippines (ECCP) in particular. In fact, I extend my appreciation to them for partnering with the Philippine government in general and particularly with the Senate, and more particularly with the Senate Committees I chair on various projects and programs as well as issues and concerns.

We value the opinion and feedback of the Community and the Chamber on national issues and economic agenda to legislative priorities and proposed plans or implemented reforms of all the branches of the Philippine Government—Executive, Judiciary and of course, Legislative, of which I am part of. As a legislator, I have, on several occasions, been invited by ECCP to attend its forum or discussions. In which, I had the opportunity to discuss my legislative agenda and projects.

During my first term as a senator, I work closely with them in one of the landmark legislations I authored, the Republic Act (R.A.) 10654—an act to prevent, deter and eliminate illegal, unreported and unregulated (IUU) fishing—that amended R.A. No. 8550, or the Philippine Fisheries Code of 1998. The passage of the said law back then resulted in the lifting of

the yellow tag imposed by the European Union (EU) countries in June 2014. If it were not immediately addressed, the tag would have caused a ban on the Philippines to export fish products to one of the country’s largest markets, the EU countries.

The lifting of the yellow tag and the preferential trade scheme of EU GSP+ (Generalized Scheme of Preferences), an incentive which was granted to the Philippines in December 2014 have truly been instrumental in boosting the country’s exports to the EU. The Philippines, as you know, is entitled to export 6,274 products into the EU at zero tariff as part of the GSP+ scheme. There has been increasing utilization rate of GSP+, which has truly made the EU market more accessible to Philippines.

As principal sponsor of the said measure, one of my main goals was to balance the need to increase marine life production and the need to protect the sustainability and biodiversity of our oceans. Experts have also sounded the alarm bell regarding overfishing and other threats. Overfishing is a major concern globally, and I know that European countries are on top of efforts to address it as well. On top of that, the EU is also vigilant in curbing illegal, unreported and unregulated fishing. That is one area where we can continue to partner. We are also thankful for the technical assistance that you have granted the Department of Agriculture, the Bureau of Fisheries and Aquatic Resources (BFAR) in particular. Filipino fisherfolks will truly benefit your expertise and technology.

As chairperson of the Senate Committee on Agriculture and Food, I look forward to your recommendations as far as agricultural development is concerned and I am looking forward to discussing them with your members. I am interested to know your thoughts regarding agriculture modernization and mechanization, our priority in making Filipino farmers and fisherfolks more competitive and profitable. We acknowledge that European countries have far more advanced technology and technical expertise. So, we welcome dialogues and discussions as well as collaborations, coordination and cooperation.

Q3 farm output growth fastest in 2 years

By Vincent Mariel P. Galang,
Business World

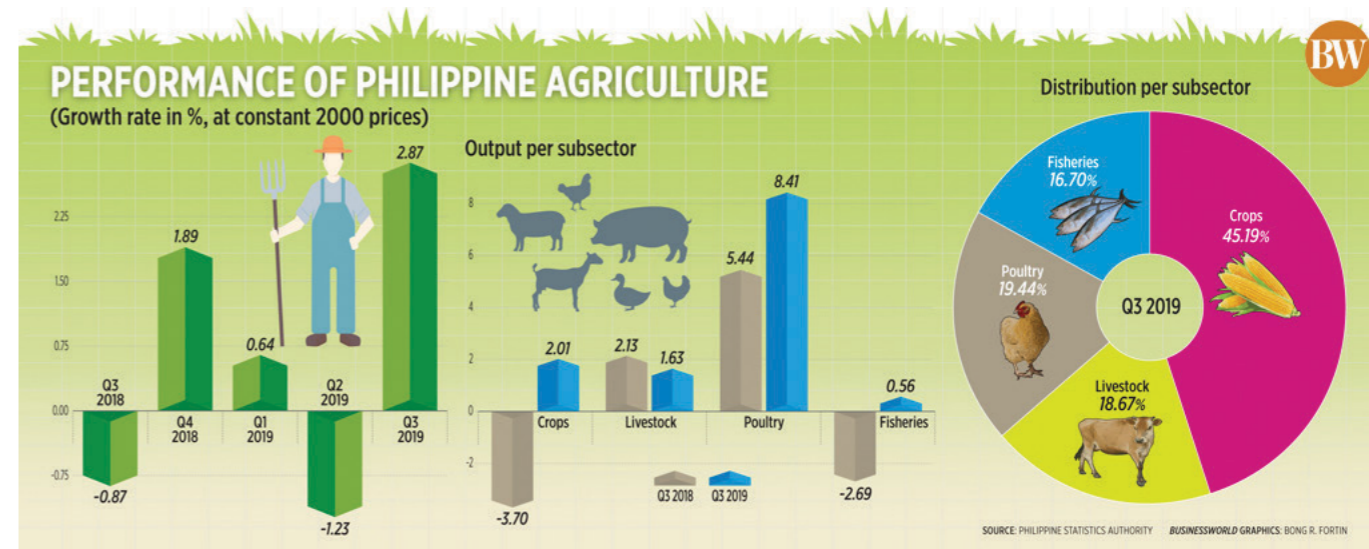
FARM OUTPUT grew by its fastest clip in more than two years in the third quarter, as increments in most subsectors offset a drop for palay which accounted for 15% of total value of production, the Philippine Statistics Authority (PSA) reported on Wednesday.

The PSA said that value of agricultural output, which contributes about a tenth to gross domestic product and a fourth of the country's jobs, grew 2.87% year-on-year in the third quarter, turning around from contractions of 0.87% a year ago and 1.27% in the second quarter.

It was agriculture's best performance since a 6.2% growth recorded in 2017's second quarter and the best third-quarter performance since the three percent posted in 2016.

Third quarter growth pushed up agriculture's year-to-date performance to 0.77%, compared to the 0.14% increment in 2018's comparable nine months.

That compared to the 2.5-3.5% target range for farm output growth under the 2017-2022 Philippine Development Plan.



"I think it is a very good start for a new administration [at the Agriculture department] and for new policies that affects agriculture sectors, considering that this is third quarter – usually we have the lowest output for rice seasonally," University of the Philippines School of Economics Professor Ramon L. Clarete said in a telephone interview.

Agriculture Secretary William D. Dar said in a statement: "We were expecting between 2-2.5%. This shows that the farmers and the fishers are showing resilient performance with the programs and projects of the DA (Department of Agriculture).

Crops, which accounted for 45.19% of total farm output, grew 2.01% in value last quarter but still slipped 1.64% year-to-date.

Volume of palay output fell 4.53% to 3.051 million metric tons (MMT) in the third quarter and by 4.94% to 11.321 MMT year-to-date, while that of corn production grew 23.47% to 2.723 MMT last quarter and by 5.94% to 6.321 MMT year-to-date.

"Corn was actually quite surprising," Philippine Institute for Development Studies Research Fellow Roehlano M. Briones said when sought for comment, adding that "farmers are moving out of palay, so I think that accounts for the (palay) contraction..."

The PSA attributed the drop in palay production "to the substantial reduction in harvested areas in Western Visayas and SOCCSKSARGEN (South Cotabato-Cotabato-Sultan Kudarat-Sarangani-General Santos City in south-central Mindanao) due to insufficient water supply."

"The same reason was cited for decreases in harvested areas in CALABARZON (Cavite-Laguna-Batangas-Rizal-Quezon), MIMAROPA (Occidental and Oriental Mindoro-Marinduque-Romblon-Palawan), Central Visayas, Eastern Visayas, Zamboanga Peninsula and Caraga," the report added.

The other farm subsectors grew.

Livestock production, which contributed 18.67%, grew 1.63% last quarter and 2.04% year-to-date. Hog output, which accounted for 15.74% of total farm production, edged up 1.96% last quarter and 2.54% year-to-date.



Poultry output, which contributed 19.44% to the total, went up 8.41% last quarter and 5.91% year-to-date. Chicken production, which accounted for 14.72% of total farm output, increased by 8.48% last quarter and 5.25% year-to-date.

Fisheries, which contributed 16.7%, edged up by 0.56% last quarter and 1.4% year-to-date.

This article was written by Vincent Mariel P. Galang and published in BusinessWorld last November 7, 2019. This article can also be found in <https://www.bworldonline.com/q3-farm-output-growth-fastest-in-2-years/>

ECCP Events: Manila

Women in Business Forum 2019 15 August 2019 | Forum at Solaire

The ECCP Women in Business Forum 2019 provided a platform for thought leaders, business managers, government representatives, women empowerment advocates, and other key stakeholders to exchange opinions and best practices to advance women empowerment initiatives in the private sector and society as a whole. The first 50 registered participants had the opportunity to have an exclusive mentoring session with successful female business leaders. Mentors for this session were Ms. Carmie de Leon, VP for Sales and Marketing at Healthway Medical; Ms. Jen Alava-Francisco, Training Director at Spiderhook; Ms. Evangeline Imperial, Director of Sales & Marketing at Solaire; Ms. Sheila Lobien, Chief Executive Officer of Lobien Realty Group; and Atty. Maria Christina Macasaet-Acaban a partner at Quisumbing Torres. Many thanks to our venue partner Solaire Resort Manila, gold sponsor Accenture, silver sponsor Pepsi-Cola Products Philippines, Inc. (PCCPI), event partners The Bellevue Manila and Grace Cosmetics, raffle sponsors Nurture Wellness Village, Microtel by Wyndham, Seda BGC, event supporters Cream Silk and Ponds, Healthway Medical, Lobien Realty Group, Spiderhook, Solane LPG and Southerncomfy, communications partner Haptic Inc. and media partner AsianNGO.



Luncheon Meeting with Bureau of Customs Assistant Commissioner Vincent Philip Maronilla 22 August 2019 | Dusit Thani Manila

The ECCP had a Membership Luncheon Meeting with the Bureau of Customs last 22 August 2019 at Dusit Thani Manila. Representing BOC was Assistant Commissioner Vincent Philip Maronilla. For updates on the ECCP's upcoming luncheon meetings and other advocacy events, visit www.eccp.com.



Networking for Dummies 2.0 28 August 2019 | SPACES BGC

Following the successful run of ECCP YPC's second Networking for Dummies Session, Networking for Dummies 2.0 has Mr. Lars Wittig Vice President of Sales - ASEAN, Taiwan, and South Korea of Regus & Spaces by IWG and Ms. Catherine Ocariz, Managing Director of SQFT Global Properties Philippines Inc. walk participants through networking strategies, tips, and tricks. Many thanks to our Venue Partner SPACES, Coffee Sponsor Commune, Pastry Sponsor FoodieBox Delivery. To learn more about the ECCP YPC, please contact Ms. Mica Aragon at (02) 845-1326 or email mica.aragon@eccp.com



Digital Disruption 2.0 Forum 03 September 2019 | Hilton Manila

Fairs & More, a subsidiary of the ECCP, organized the Digital Disruption 2.0 Forum last September 3, 2019 at Hilton Manila. The forum gathered government leaders and industry experts to discuss the initiatives necessary for organizations to realize the full potential of digitalization and bring about not only business benefits but also societal gains at an aggregate level. The forum also explored the impact of disruptive technologies on business models across various sectors. This event was made possible by event partner Quisumbing Torres, platinum sponsor UnionBank, gold sponsors Accenture, AGS, EventBank, and Iron Mountain, silver sponsors Converge and IPC, raffle sponsor Ambidextr, event supporters Asian Institute of Management, Alveo, CAI-STA Philippines, Faber-Castell, Hungry Workhorse, IBPAP, Makati Business Club, Mechatronics and Robotics Society of the Philippines, communications partner Haptic PR, and media partners ASIANGGO, BusinessWorld, and Oxford Business Group. For updates on the ECCP's upcoming events, visit www.eccp.com.



Understanding Financial Reports 3 & 4 September 2019 | Dusit Thani Manila

The Understanding Financial Reports was a two-day training workshop held in Dusit Thani Manila. The workshop aimed to teach non-finance professionals to understand the contents of basic financial reports so they can link their role in their respective organizations to the financial performance of the business.



Kaizen Leadership Workshop 17 September 2019 | Makati Diamond Residences

The ECCP organized the Kaizen Leadership Workshop held last 17 September 2019 at the Makati Diamond Residences, Makati City, Philippines. Mike Grogan from The Profiles Group was the main speaker at the event. At the workshop, participants learned how to think and act strategically, prioritize actions and get results, empower and motivate their teams, resolve conflicts professionally, communicate with candor and transparency, and more.



Learn and Network: Encouraging Leaders to have Better Conversations Everyday 23 September 2019 | Dusit Thani Manila

The ECCP, in partnership with the Center for Creative Leadership (CCL) held this event, wherein the latter shared research-based lessons on creating sustained impact for organization and accelerate leadership capabilities by sharing powerful and effective discourse through a preview of the Better Conversations Every Day (BCE) Program.



Safer Mobility and Logistics Conference & Exhibition 24 & 25 September 2019 | The Tent at Solaire

The European Chamber of Commerce of the Philippines organized the Safer Mobility and Logistics Conference & Exhibition last September 24-25, 2019 at The Tent at Solaire, with the theme "Mainstreaming Safer Mobility & Logistics Initiatives." The two-day conference and exhibition brought together road and logistics safety stakeholders to promote an exchange of ideas, innovations, best practices, and discuss their contribution in mainstreaming safer mobility and logistics initiatives. The Safer Mobility and Logistics Conference & Exhibition is co-presented by Bridgestone. Many thanks to our platinum sponsor Pilipinas Shell, venue partner Solaire, silver sponsors Angkas, GeiserMaclang, INAEC Aviation, Quisumbing Torres, and Republic Cement, event supporters Bosch, Metropolitan Manila Development Authority, and the Enrique Razon Jr. Logistics Institute, event partners Automobile Association of the Philippines, Inc., Airspeed, and Confederation of Truckers Association of the Philippines, communications partner Haptic, Inc., media partners Business World, Carmudi, and Philippine Daily Inquirer, featured exhibitors Aguilera Autoglass, American Technologies Inc., Croxtec, Coca-cola Beverages Philippines Inc., Electric Vehicle Association of the Philippines, Honda Philippines, Maxus, Nissan Philippines, and Transnational Uyeno Safety Academy. For more information on the ECCP's upcoming events, visit www.eccp.com.



Joint Foreign Chambers Networking Night 03 October 2019 | Conrad Hotel

The European Chamber of Commerce of the Philippines (ECCP), in partnership with the Joint Foreign Chambers, hosted a Joint Foreign Chambers Networking Night last Thursday, the 3rd of October 2019 at Forbes Ballroom, Conrad Manila, Seaside Boulevard, Coral Way, Pasay City.



European-Philippine Business Forum 2019 24 October 2019 | Marriott Grand Ballroom

The ECCP held the European-Philippine Business Summit (EPBS) with the theme: "Trade, Investment, and Development: Building the Future Together" last 24 October 2019 at the Marriott Grand Ballroom. The summit gathered high-level representations from the government, the private sector, academe, and various stakeholders keen on strengthening the European-Philippine economic relations. This year's EPBS featured sessions on Human Capital, Healthcare, Infrastructure and Transportation, and Energy and Environment. Many thanks to our gold sponsor Eventbank, silver sponsors Pru Life UK, Regus, Republic Cement, Royal Cargo and Sanofi, patron sponsor Bosch, official airline partner KLM Royal Dutch Airlines, event supporters ALVEO and Joint Foreign Chambers, beverage sponsor Coca-Cola Beverages Philippines, Inc., communications partner Haptic PR, and media partners Ambidextr, AsianNGO, and Oxford Business Group. To know more about the ECCP's upcoming advocacy events, visit www.eccp.com.



Data Privacy Compliance Seminar-Workshop 28 & 29 October 2019 | Makati Diamond Residences

The #ECCPCompetencyHub held the first run of the two-day Data Privacy Compliance Seminar-Workshop last October 28-29 to address the compliance aspect of companies, agencies and self-practicing professionals on the Data Privacy Act of 2012. The sessions were all insightful through comprehensive lectures, presentation of case studies and sessions on writing the privacy manual. For more inquiries on the next run of this program, please email trainings@eccp.com.



Future Cities Forum 13 & 14 November 2019 | The Tent at Solaire

The ECCP together with EU-Access to Sustainable Energy Program (EU-ASEP) and Philippine Energy Efficiency Alliance (PE2) held the Future Cities Forum 2019 last November 13-14, 2019 at The Tent at Solaire. The two-day event provided stakeholders and participants an opportunity to engage in a discussion that cuts across several important key areas relating to the proper planning, management and development of future cities. We would like to thank our gold sponsor EventBank, silver sponsors ABB Inc., Angkas, Ayala Land Premier, Panay Electric Company, and Solenergy Systems Inc., bronze sponsors Flood Control Asia RS Corporation and Holcim Philippines and its waste management unit, Geocycle., beverage sponsor Coca-Cola Beverages Philippines, Inc., communications partner Haptic Inc., media partners AsianNGO and The Manila Times, and partner organizations Philippine Business for Social Progress and Philippine Chamber of Commerce and Industry. To learn more about the ECCP's advocacy events, visit www.eccp.com.



ECCP Events: Cebu

Courtesy Visit to Cebu Governor Gwendolyn Garcia 20 September 2019 | Cebu City

The European Chamber of Commerce of the Philippines (ECCP) meets with Cebu City Governor, Hon. Gwendolyn Garcia, for a courtesy visit to discuss establishing partnership between ECCP and local business organizations in creating progress that will assist European companies and Cebu firms in taking hold of business opportunities.

L-R: Lovelyn Magayaga, Head of Accounts, Haptic PR; Jillian Sitchon, ECCP Branch Officer; Florian Gottein, Executive Director of European Chamber of Commerce of the Philippines; Valeiry Flores, ECCP Cebu Business Council Chairperson; Gov. Gwendolyn Garcia, Cebu City Governor; Joe Bantiling, Trends And Concepts CEO and President; Gina Palen, Trends and Concept Cebu Business Development Manager; Gerry Constantino, ECCP Assistant Corporate Secretary; Gigi De Leon, ECCP Executive Assistant; Meluz Malantic, ECCP Senior Events Officer



6th ECCP Cebu Business Council Meeting 18 November 2019 | Regus Cebu

Members of the ECCP Cebu Business Council has again convened for the 6th Business Council Meeting held last November 18, 2019 at the Regus Cebu AppleOne Equicom Tower. The Meeting was presided by Ms. Valeiry Flores, General Manager of Regus and ECCP Cebu Business Council Chairperson.

The group was able to discuss updates on Cebu developments, updates since the last business council meeting, and presentation of the upcoming ECCP Cebu activities.



ECCP Events: Davao

4th ECCP Southern Mindanao Business Council (SMBC) Meeting 5 September 2019 | Regus Topaz Tower, Damosa IT Park, Davao City

The ECCP Southern Mindanao Business Council (SMBC) convened its 4th SMBC meeting presided by ECCP SMBC Chairperson Mr. Tony Peralta last September 5, 2019 at Apo Boardroom, 4F Regus Topaz Tower, Damosa IT Park, Davao City. The said meeting has 15 attendees consist of SMBC members, prospective members, and representative from Davao City Investment Promotion Center.

ECCP Executive Director Mr. Florian Gottein discussed the updates of the previous meetings which includes the success of the Davao ICon last June 2019, Meetings with Philippine government officials, advocacy and membership updates. Aside from this, Mr. Peralta shared to the council the upcoming events of ECCP Davao this year such as the Joint Foreign Chamber Networking Night, Roundtable discussion with Senator Cynthia Villar, and 2nd ECCP Golf Challenge Mindanao.

On the other hand, ECCP Davao successfully conducted the 1st Fellowship Night at Frog Kaffee on the same day of SMBC meeting.



1st Joint Foreign Chambers Davao Networking Night 27 September 2019 | Benjarong, Dusit Thani

The Joint Foreign Chambers (JFC) in Davao, in cooperation with the Davao City Chamber of Commerce and Industries Inc. (DCCCII) successfully organized the 1st JFC Networking Night 2019 with over 100 attendees last September 27, 2019 at Benjarong, Dusit Thani. The JFC in Davao City are consists of American Chamber of Commerce of the Philippines-Mindanao, Canadian Chamber of Commerce of the Philippines-Mindanao, European Chamber of Commerce of the Philippines, and Japanese Chamber of Commerce in Mindanao.

The said event was attended by the members of different foreign chambers, prominent figures in the business, diplomatic corps, and government officials.

Mr. Florian Gottein and Mr. Tony Peralta visited Davao Light & Power Co., HLC Development Corporation and Awesome OS last Sept. 27, 2019 to discuss the upcoming events of ECCP Davao as well as the membership packages that the organization offers.



2020 Events Calendar

JANUARY

- 23 EU Ambassadors Meeting & New Year's Reception
- 23-24 High Performance Coaching
- 28 Industry Talks: FDA
- 29-30 Emotional Intelligence
Business & Beers
Luncheon Meeting
YPC Fika



FEBRUARY

- 4 Luncheon Meeting with Sec. Karlo Nograles
- 5 Learn & Network with LHH
- 19-20 Advanced MS Excel Workshop
- 27-28 Effective Business Writing
European Networking Socials
Philippine Natural Resources & Development Forum
Corporate Board Survey
ECCP CDO Golf Challenge



MARCH

- 11-12 Effective Negotiations and Strategic Selling Workshop
- 26 Professional Presence + Personal Branding
- 31 Industry Talks
Luncheon Meeting
Women in Business
YPC Fika



*Please note that dates are subject to change.

For more information, email Ms. Anna Reyes at anna.reyes@eccp.com.

ECCP Events: CDO

4th ECCP Northern Mindanao Business Council Meeting 29 August 2019 | Fat Chef Restaurant, Cagayan de Oro City

The European Chamber of Commerce of the Philippines – CdeO/NM conducted its 4th Business Council Meeting for this year last August 29, 2019 hosted by one of our members, CAT Advertising, at Fat Chef Restaurant, located at General Antonio Luna St., Cagayan de Oro City.

The meeting was attended by Chairman of the Board, Ms. Mejia Mercedes, Managing Director of SLERS Industries, Inc.; CEPALCO Vice-President Mr. Jaime Paguio; Vice-Chairman and incoming General Manager Mr. Edwin Dael and Mr. Rodolfo Yana of Northern Mindanao Federation of Dairy Cooperatives (NMFDC); Development Management Officer Mr. Wilson Mabale of Mindanao Development Authority (MinDa); CAT Advertising President and ECCP Member Mr. Jayvee Cabrera; Arch. Giovanni Gusella and Engr. Clara Elizaga of Itaipinas Development Corporation; Mr. Fernando Balbon of PN Roa Group; Mr. Dante Sudaria of BusinessWeek Mindanao and ECCP Executive Director Mr. Florian Gottein.



The Business Council discussed on the activities, events and meeting schedules for the remaining months, involvements of ECCP CDO/NM to future events here in the City like the 11th Oro Best Expo and Mindanao Business Conference for whole Mindanao and so on. Introduction to ECCP was also done by Florian Gottein for the new attendees of the meeting while the chairman of the council, Ms Mercedes Mejia, passionately discussed for pushing the Bamboo Advocacy and shared some inputs on what she learned upon attending the Bamboo Congress in Ilo-ilo. Among the agenda that were discussed, ECCP CDO/NM's goal to conduct its first Mindanao Golf Challenge was the highlighted part. A date has been set which will be on February 7, 2020 to be held at Del Monte Golf Course.

L-R: CAT Advertising President JV Cabrera, Itaipinas Dev't Corp. Corporate Affairs Manager and Sr PR Manager Clara Elizaga and Arch. Giovanni Gusella, ECCP Executive Director Florian Gottein, Slers Managing Director and ECCP NM Business Council Chairman Mercedes Pelaez Mejia, Cepalco AVP Ralph Paguio, Yours Truly, NMFDC Vice-Chairman Edwin Dael, Mindanao Development Authority Dev't Management Officer Wilson Mabale, BusinessWeek Mindanao President Dante M Sudaria, Fernando Balbon of PN Roa Group, and Director Rudolfo Yana of NMFDC.



ECCP's Coffee Morning Tackles Impact Investment 30 August 2019 | Xavier Sports and Country Club, Cagayan de Oro City

The European Chamber of Commerce or ECCP Northern Mindanao held another coffee morning topic which gave emphasis on the impact investing opportunities for SMEs last August 30, 2019. One of the chamber's services for its partners and members is the opportunity to learn on programs that will bring good impact to their businesses or institution. Held at the Xavier Sports and Country Club in Cagayan de Oro City, ECCP in collaboration with Capital 4 Development Partners discussed the investment opportunities of SMEs and its impact towards the world economy.

With guest speaker Ms. Nicole "Koko" Basille de Vera, the Investment Associate of Capital 4 Development Partners or C4D explained that "the SMEs are the driving force towards change" especially in the economy.

What are SMEs Characteristics?

These SMEs are the "drivers of economic diversification and resilience" and are the engine of innovation. Many of the big companies to date have filed bankruptcy due to global financial crisis or lack of innovation. SMEs are key employers of skilled workers, especially if the business is inclined to technology. Some, if not all, SMEs will become venture capitalists and are working towards achieving Sustainable Development Goals.

How do SMEs finance their business?

These SMEs have options on where or how to get investments in getting started and all boils down to traditional source of funding. Most of them lend money from family and friends or through banks which charge them 8-10% interest rate per annum. Financial or money investment is one of the challenges that every SMEs encounter.

What is Impact Investment?

With Impact Investment, the approach is to select where a business or company have social and/or environmental impact. With C4D Partners' Impact Investment study, SMEs and cooperatives are "always viewed as high risk" with their access to the mainstream finance is very limited.

How will Impact Investment help SMEs?

The C4D Impact Investment will help these SMEs find the "appropriate and flexible funding" that will effectively address growth. Also, provide business advice to "better manage their growth." One of the company's goal is to improve the market position of under-served suppliers and entrepreneurs – its products and services are affordable and of good quality.



Ms. De Vera discussed Impact Investing and C4Ds role to SMEs.

ECCP Northern Mindanao co-celebrates World Bamboo Day 18 September 2019 | Mangima Spring Resort and Bike Trail

World Bamboo Day has been celebrated for many years every 18th of September each year. This celebration is to increase the awareness of bamboo on a global scale. Bamboo is a type of grass which grows naturally almost everywhere, it has been a daily element but its utilization has not always been sustainable due to exploitation. This day was spear-headed by the World Bamboo Organization which aims to bring the potential of bamboo to a more elevated exposure – to protect natural resources and the environment, to ensure sustainable utilization, to promote new cultivation of bamboo for new industries in regions around the world, as well as promote traditional uses locally for community economic development.

ECCP CDO/NM's Business Council Chairman and Managing Director of SLERS Ms Mercedes P. Mejia, has been an advocate of bamboo for quite some time. Upon leading the Business Council of ECCP here in the city and region, bamboo was and will never be out of the picture in her agenda. She has been attending summits and congresses in the country and even internationally concerning bamboo

and its huge potential not just to the market but coming from the Value Chain itself and the livelihood it can impact to the marginalized and the society as a whole.

This year's celebration of World Bamboo Day has been co-celebrated by ECCP, Slers, and the LGU of Manolo Fortich, Bukidnon by planting bamboo trees in the 10-hectare property of the municipality in Mangima Spring Resort and Bike Trail.

Ms. Mejia also donated five (5) different ornamental species of Bamboo to Mangima to start the approved proposal of Mrs. Mejia to set-up a Bambosetum – a potential tourist destination where people will see the different species of bamboo which reaches up to a hundred seventy (70) being present in the Philippines.

2020 INTERNATIONAL TRADE FAIRS

JANUARY	OPTI Optics and Design 10-12 Munich, Germany	FEBRUARY	ISM Sweets and Snacks 02-05 Cologne, Germany	MAR	INTERNATIONALE HANDWERKSMESS Construction, Renovation, and Refurbishment 11-15 Munich, Germany
	DOMOTEX Floor Coverings 10-13 Hannover, Germany		ISPO BEIJING Snowsports, Outdoor, Health & Fitness and Manufacturing & Suppliers 12-15 Beijing, China		ANALYTICA MUNICH Laboratory Technology, Analysis, and Biotechnology 31-April 3 Munich, Germany
	IMM COLOGNE Interior Design 13-19 Cologne, Germany		INHORGENTA Jewelry and Timepieces 14-17 Munich, Germany		TIRE COLOGNE Tire industry 09-12 Cologne, Germany
	ISPO MUNICH Snowsports, Outdoor, Health & Fitness, Urban and Teamports 26-29 Munich, Germany		F.R.E.E Leisure and Travel 19-23 Munich, Germany		TRANSPORT LOGISTIC CHINA Logistics, Mobility, IT, and Supply Chain Management 16-18 Shanghai, China
APRIL	ANUFOOD CHINA Food and Beverage 15-17 Shenzhen, China	MAY	IFAT Environmental Technology Solutions 04-08 Munich, Germany	JUNE	AUTOMATICA Smart Automation and Robotics 16-19 Munich, Germany
	HANNOVER MESSE Industrial Technology 20-24 Hannover, Germany		THAIFEX-ANUGA ASIA Food & Beverages, Food Technology, and Retail & Franchise 26-30 Bangkok, Thailand		ELECTRONICA Electronics, Components, Systems, Applications and Solutions 10-13 Munich, Germany
	IE EXPO CHINA Environmental Technology Solutions 21-23 Shanghai, China		PHOTOKINA Photography, Video and Imaging 27-30 Cologne, Germany		ANALYTICA CHINA Laboratory Technology, Analysis, and Biotechnology, and Diagnostics 16-18 Shanghai, China
	INTERNATIONAL DENTAL EXHIBITION AND MEETING (IDEM) Dental Industry 24-26 Singapore		GAMESCOM Interactive Games and Entertainment 25-29 Cologne, Germany		BAUMA CHINA Construction Machinery, Building Material Machines, Mining Machines and Construction Vehicles 24-27 Shanghai, China
SEPTEMBER	WINE & GOURMET JAPAN Wine, Beer, Spirits and Gourmet Food 15-17 Tokyo, Japan	AUG	CHINA BREW CHINA BEVERAGE Beverage and Liquid Food 13-16 Shanghai, China	NOVEMBER	FOOD+LIFE Food and Beverage 25-29 Munich, Germany
	SPOGA+GAFA Garden industry 06-08 Cologne, Germany		GAMESCOM ASIA Interactive Games and Entertainment 15-18 Singapore		FENESTRATION BAU CHINA Windows, Doors and Facades Technology, Components, Prefabricated Units and Building Materials Shanghai, China
	FURNITURE CHINA Furniture and Home Furnishings 08-12 Shanghai, China		ORGATEC Planning, Installation and Design of Office & Object 27-31 Cologne, Germany		YUMMEX MIDDLE EAST Sweets and Snacks Dubai, UAE
	MAISON SHANGHAI Home Furnishings 08-11 Shanghai, China		EXPO REAL Real Estate and Investment 05-07 Munich, Germany		BAUMA CONEXPO INDIA Construction Machinery, Building Material Machines, Mining Machines and Construction Vehicles Delhi, India
OCTOBER	IE EXPO GUANGZHOU Environmental Technology Solutions 16-18 Guangzhou, China	DEC	IFAT INDIA Environmental Technology Solutions 16-18 Mumbai, India		
	CERAMITEC Ceramics Industry 19-20 Munich, Germany				
	KIND + JUGEND Baby and Toddler Products 17-20 Cologne, Germany				

For more information, contact us at (632) 8845-1324 or jackie.diola@eccp.com

fairs & more
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Business Opportunities



Be an exhibitor in the Power & Electricity Show Philippines 2020

The Power & Electricity Show Philippines will once again take place on 18-19 May 2020 at SMX. Bringing together more than 8,000 stakeholders to showcase the best renewable and smart energy solutions available from across the globe. If you are interested to be an exhibitor, please contact Ms. Louise Pasadilla at louise.pasadilla@eccp.com for special exhibitor rates.



Nordic food & beverage products are available for import and distribution from Estonia

An Estonian company is looking for importers and distributors of the following Nordic food and beverage products: Baby Food, Cheese, Butter, UHT Milk, Honey, Jam, Juice, Juice Concentrate, Supersmoothie, Mineral Water, and Halal Drinks, Liquor, Beer, Light Alcohol Drinks Canned Fish: Sprats, Baltic Herring, Sardines, TRIMIX (smoked mackerel, herring, sprats), and Canned Meat and Wild Jerky: Elk, Deer, Bear, Roe Deer, Black Angus Beef.



German cosmetics company is looking for one exclusive distributor in the Philippines

A German cosmetics company is looking for an exclusive partner/ distributor in the Philippines, with over 40 years of experience in the field of marine cosmetics, combining tradition and experience with the latest scientific knowledge. The products included are in the range of Anti-Aging Care, Young Care, Cosmeceuticals, Vegetarian Care, Men Care, and Sun Care.



Doctorate in Pharmacy Scholarship Opportunity in Malta

Scholarship slots are available for the October 2019 entry of a 3-year Doctorate in Pharmacy programme in collaboration with the College of Pharmacy of the University of Illinois at Chicago and a fellowship with the Malta Medicines Authority.



Spanish pharmaceutical group is looking for local importers and distributors

A Spanish company is looking for a distributor of dermocosmetics, food supplements and allergen-specific immunotherapy products and treatments. The interested Philippine company needs to have well-established physicians (dermatologists, allergists, medical aesthetic doctors) and pharmacy sales network.



Portuguese manufacturer of cork products is looking for a local distributor

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.



Import and Distribution Opportunity from Portugal

A Portuguese import and export company is looking for an importer and distributor for the following products: (Food and Beverages) Milk, Wine, Chocolates, Cereals, Oil, Canned Fish, Dairy products, Rice, Pasta, Beer, Mineral Water, Portuguese Gin, Portuguese Liquors, (Non-Food) Domestic Cleaning Products, Wood Flooring, and Natural cosmetics.

Should you be interested in the business opportunities above,
email **Ms. Louise Pasadilla** at louise.pasadilla@eccp.com.

Advocacy Updates

ECCP Aviation Committee Meeting 04 September 2019

After its agenda-setting meeting, the ECCP Aviation Committee met last 4 September to fine-tune the next steps of the committee and identify its priorities. The Committee hopes to have an audience with a number of decision-makers from various government agencies such as DOTr, CAAP, among others. The Committee also discussed its strategies and priorities for the remaining months of 2019.



Meeting with Bureau of Plant Industry on Fall Armyworm | 06 September 2019

The ECCP met with the Bureau of Plant Industry (BPI) to exchange views on the government's pest management efforts to prevent the entry of the fall armyworm in the country. The ECCP encouraged the BPI to work closely with the private sector, especially through the ECCP Agriculture Committee, to boost its pest control strategies. Last May 2019, BPI issued a memorandum instructing agriculture officials across the country to conduct detection surveys to determine the presence of the destructive pest.



Public Consultation on the Implementing Rules and Regulations of the Energy Efficiency and Conservation Act | 16 September 2019

The ECCP was represented at the Department of Energy's public consultation on the Implementing Rules and Regulations (IRR) of the Energy Efficiency and Conservation Act last 16 September. Among the discussion items at the said event are the IRR's provisions on: the role of LGUs, energy management standards, responsibilities of the inter-agency energy efficiency and conservation committee, as well as fiscal and non-fiscal incentives for energy efficient projects. The DOE likewise received clarifications and comments on certain portions of the IRR from key health stakeholders.



Senate Ways and Means Committee Hearing on CITIRA | 17 September 2019

ECCP attended the Senate Ways and Means Committee Hearing on Package 2 of the Comprehensive Tax Reform Program, the Corporate Income Tax and Incentives Rationalization Act (CITIRA), last 17 September 2019. At the hearing, Finance Undersecretary Karl Chua presented the DOF proposal; while Trade Undersecretary and Board of Investments Managing Head Ceferino Rofoldo talked about the DTI's position on CITIRA. Chairing the Committee Hearing was Senator Pia Cayetano, who was joined by Senators Juan Miguel Zubiri, Franklin Drilon, and Sherwin Gatchalian.



JFC Meeting with Senator Imee Marcos 17 September 2019

The ECCP, together with members of the Joint Foreign Chambers, met with Senate Economic Affairs Committee Chair Senator Imee Marcos to discuss the proposed CITIRA Bill or House Bill No. 4157.



Senate Hearing on Amendments to the Foreign Investment Act 23 September 2019

Last 23 September, the ECCP attended the Senate Hearing on the Foreign Investment Act amendments. The said measure is deemed to be crucial in attracting more Foreign Direct Investments in the Philippines. In the hearing, the Joint Foreign Chamber (JFC) advocated for the following: (1) reducing the required number of employees from 50 to 15 since, operationally speaking, a US\$100,000 enterprise cannot initially sustain a labor force of 50 persons; (2) removing practice of professions from the Foreign Investment Negative List (FINL) as it is not an investment activity; and (3) an annual review of the FINL instead of every two years as currently mandated.

Senate Ways and Means Committee Hearing on CITIRA | 24 September 2019

The ECCP was present at the 24 September Senate Ways and Means Committee Hearing on Corporate Income Tax and Incentives Rationalization (CITIRA) bills. At the said hearing, SWMC Chair Sen. Pia Cayetano heard from various government agencies, investment promotion agencies, business groups, and other relevant stakeholders their respective positions on the proposed tax reform package.



Senate Hearing on Retail Trade Liberalization Act Amendments | 26 September 2019

The ECCP, together with colleagues from the Joint Foreign Chambers, served as resource speaker at the Senate Hearing on Retail Trade Liberalization Act. The ECCP recommends the amending of the Retail Trade Liberalization Act of 2000 to allow more foreign retailers to access the Philippine market by reducing the paid-up capital requirement from USD 2.5 million to USD 200,000. There has been a lengthy discussion among stakeholders on the threshold for minimum capital requirements. Nevertheless, the Chamber believes that the liberalization of the retail sector would have a positive spillover effect on the economy such as increasing foreign direct investments, creating more jobs, and increasing competition. Furthermore, this will help provide Filipino consumers with better choices and higher quality goods at lower prices and stimulate economic growth.



Meeting with House Speaker Alan Peter Cayetano 30 September 2019

The ECCP, together with the Joint Foreign Chambers and the Philippine Business Groups, met with House Speaker Alan Peter Cayetano to discuss a number of legislative priorities such as the Amendments to the Public Services Act and Foreign Investments Act, as well as potential areas for cooperation.



PEZA Investment Insights Round Table Discussion 8 October 2019

The ECCP joined the Investments Insights Round Table Discussion hosted by Philippine Economic Zone Authority (PEZA) Director General Charito Plaza last 8 October 2019. This was attended by PEZA executives, PEZA-registered industries, government agencies, and resource persons including economists, investment experts and specialists to share their thoughts and suggestions concerning the Corporate Income Tax and Incentives Rationalization Act (CITIRA).



Agriculture Committee Meeting 9 October 2019

The Agriculture Committee met to finalize the contents of its 2019 ECCP Agriculture Advocacy Paper which will be launched at the 2019 European-Philippine Business Summit. Additionally, the group were briefed on a recent ECCP meeting with the Bureau of Plant Industry on the government's initiatives on fall armyworm. Committee members also exchanged views on the effects of rice tariffication law to the local rice farmers as well as the African swine fever to the domestic hog industry. Lastly, they agreed to hold a field tour in Lipa City, Batangas in November.

Renewable Energy and Energy Efficiency Committee Meeting | 9 October 2019

Energy stakeholders from the industry and European embassies in the Philippines gathered last 9 October for the ECCP Renewable Energy and Energy Efficiency Committee Meeting. The group received updates on the Implementing Rules and Regulations of the Energy Efficiency & Conservation Act from Philippine Energy Efficiency Alliance (PE2) President Mr. Alexander Ablaza. The committee members also exchanged their views on the increased promotion of renewable energy sources and microgrid systems, as well as relevant legislative priorities of the Philippine government.



Human Capital Committee Meeting 15 October 2019

Members of the ECCP Human Capital Committee met last 15 October 2019 to review the final draft of the 2019 ECCP Human Capital Advocacy Paper. Attendees were also invited to the 2019 European-Philippine Business Summit on 24 October 2019 which will feature a session on the sector with the Committee Co-chair Atty. Eliseo Zuñiga, Jr. as one of the speakers. The group also discussed plans to set up learning sessions for 2020. Some of the initial topics include security of tenure, occupational safety and hazard, and the future of work, among others. Lastly, the ECCP will be conducting a needs assessment survey to identify the committee's priorities and objectives for next year.

Automotive Committee Meeting 16 October 2019

The ECCP Automotive Committee invited Land Transportation Office (LTO) Assistant Secretary Edgar Galvante last 16 October to share with the committee members updates on the ongoing privatization efforts of the Motor Vehicle Inspection System as well as the latest developments on the Motor Vehicle User's Charge. Asec. Galvante also encouraged the committee to work closely with the government in their mutual advocacies to ensure the roadworthiness of vehicles and promote a culture of road safety among motorists, commuters, and pedestrians. Assistant Secretary Edgar Galvante was also accompanied by LTO Region 5 Regional Director Atty. Noreen San Luis-Lutey who also exchanged insights with the group on the agency's road safety initiatives. Other automotive- and transport-related issues such as the public utility.

Cebu Tourism Committee Meeting 17 October 2019

The ECCP had its first Cebu Tourism Committee Meeting last 17 October, chaired by Ms. Dottie Wurgler-Cronin, and attended by representatives from resorts, hotels, and tour operators, among others. The group identified key sector topics, including the promotion of sustainable tourism, along with the preservation of the Filipino culture and heritage, as well as improving safety in countryside and city tourism destinations. Also tackled were recent policies such as easement regulations in tourism areas and the service charge law. The committee looks forward to meeting with relevant government representatives to hear sector updates and talk about areas of cooperation. This committee meeting is supported by KMC Solutions, venue partner; and Bake & More, food partner.



Joint Foreign Chambers' Meeting with Department of Trade and Industry Secretary Ramon Lopez 29 October 2019

The European Chamber of Commerce of the Philippines (ECCP), together with several local and foreign business groups, met with Department of Trade and Industry Secretary Ramon Lopez last 29 October 2019. A number of policy advocacies were raised including retail trade liberalization and PCAB licensing on fully foreign-owned contractors, among many others.



Senate Technical Working Group on Retail Trade Act | 7 November 2019

The ECCP attended the Senate Trade, Commerce, and Entrepreneurship Committee Technical Working Group (TWG) on Retail Trade Act Amendments – Senate Bill Nos. 14 and 921. The TWG was also attended by representatives from the Securities and Exchange Commission, Board of Investments, Philippine Statistics Authority, and other foreign and local business organizations, among others.



HoR Committee on Ecology Hearing on Regulation of Treatment / Waste-to-Energy Technologies | 13 November 2019

The European Chamber of Commerce of the Philippines (ECCP) was represented at the House of Representatives Committee on Ecology Hearing on bills on Regulation of Treatment / Waste-to-Energy (WTE) Technologies, namely: House Bill Nos. 4419, 933, 1938, and 618. Chaired by Rep. Glona Labadlabad and attended by representatives from the government including the Department of Environment and Natural Resources, Department of Finance and Climate Change Commission, as well as the industry and the academe, the hearing tackled key provisions under the proposed documents. Among the said provisions are the use of WTE technologies and their regulation, and incentivizing WTE-related activities.

Joint Foreign Chambers' Meeting with the International Monetary Fund | 15 November 2019

Members of the Joint Foreign Chambers met with the International Monetary Fund to discuss the current business environment in the Philippines; FDI restrictions and potential reforms to make the country a more attractive investment destination; and updates on the tax reform.



Joint Foreign Chambers Resource Committee Meeting 15 November 2019

The Joint Foreign Chambers Resource Committee met last 15 November to finalize its draft position paper on the House Bills proposing to establish a fiscal regime in the mining industry. Attendees also shared updates in the extractive industries as well as upcoming mining- and natural resources-related events. The group was also informed of an upcoming hearing of the House Ways and Means Committee on the said House Bills to which the group targets to submit its position paper.

New Members Corner

Corporate Partner



GeiserMaclang is a consulting agency that provides not only know-how and strategies but also empowers their clients with creativity and expertise to execute in a single motion that sets them apart. Their guiding principle is "Think Transformatively and Execute with Excellence".

Premium Members



Philippines Allied Enterprises Corporation (PAEC) brought Bridgestone tires to the Philippines through its founder, Mr. Cecilio Y. Tagle. Their headquarters is in Makati within the financial business district and it maintains roughly 100 employees and a core management team to keep a lean and efficient organization. They have established a nationwide network of approximately 200 dealers which provides them with far-reaching means to ensure product availability.



Charmant Ingredients Food Corporation was established in 2009 and has continued expanding its activities and product portfolio. It has affiliates in Europe, Australia and Asia-Pacific Regions. The company is the preferred supplier of high-quality, science-based active ingredients for the Nutraceutical, Pharmaceutical, Food & Beverage, Personal Care & Cosmetic Industries in the country.

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One-Of Collections specializes in managing distinctive hotel and resort properties in prime locations around the Philippines.



Healthway Medical is the most trusted and preferred choice of multi-specialty clinic that delivers reliable and convenient medical care to help improve patient's quality of life and overall wellness of every family.



Prime Metroline Infrastructure Holdings Corporation (Prime Infra) was incorporated in 2017 to focus on the rapid growth in infrastructure spending in the Philippines. Their first step consisted in establishing a contractor, Prime Metro BMD (PBMD). Today Prime Infra is also an infrastructure developer and operator with a focus on water projects.



Sprout Solutions is a software company aimed to create paradigm-changing solutions for the Philippines— an emerging market with a robust economy and a great need for localized software. Their goal is to help companies in the Philippines grow through our suite of backend solutions that address payroll, HR and recruitment difficulties.



Located in Davao, the hotel has spectacular views of Mt. Apo, the Davao Gulf, and the Garden City of Samal while providing access to important parts in the city such as the Francisco Bangoy International Airport, the business district, and other exciting places. Designed as a high-tech and eco-friendly hotel, they have modern facilities and top-of-the line amenities to ensure that guests have a relaxing and memorable stay while making as little environmental impact as possible.



Capital 4 Development Partners B.V. (C4D Partners) started initially as an Impact Fund Manager that was focused on SME financing in Latin America, Africa and Asia. It is the Fund Manager of the Capital 4 Development Asia Fund (C4D Asia Fund) and they have local teams in their focus countries India, Indonesia, and the Philippines. The team of C4D Partners has been working together since 2012 and their belief on how fair economic development contributes to economic inclusion and improving the perspective of people towards undeserved communities.



Asticom Technology Inc. (ASTICOM) is a shared services company established in March 2015. Our services include Recruitment Process Outsourcing, Project Based Hiring and Business Process Outsourcing.



As a process transformation company, Sutherland rethinks and rebuilds processes for the digital age by combining the speed and insight of design thinking with the scale and accuracy of data analytics. They have been helping customers, across industries from financial services to healthcare, achieve greater agility through transformed and automated customer experiences.



MAKATI MEDICAL CENTER

Makati Medical Center is a premier hospital in the Philippines for over 50 years with a promise and commitment of valuing lives and providing premium healthcare and personalized healthcare services. It is committed to delivering the best practices in healthcare, stringent safety standards and excellent patient care.



The Polish Investment and Trade Agency supports and actively works with leading Polish sectors regarding foreign expansion and the inflow of FDI into Poland. It aims to boost Polish exports while supporting entrepreneurs by providing assistance in areas such as overcoming administrative and legal procedures related to specific projects, help develop legal solutions, find a suitable location as well as reliable partners and suppliers. They offer support for Polish companies on developing markets and have established a system of international support all over the world to offer direct assistance for a business on site.



Constantino and Partners, trading as Baker Tilly, is a public accounting and business advisory firm highly efficient and effective in assurance, tax, advisory and accounting services dedicated to provide businesses with the highest possible standards of service.



Eau De Coco, Inc. is best known for providing the highest quality young coconut water and meat to their clients. It was founded with the growing international demand for hydrating young coconut water. They are a bulk supplier of young coconut products and they ensure to represent the best product through a combination of partnerships, years of technical experience and strong community involvement.



Incorporated in 2002, Asian Bridge Express Inc. is a freight forwarding company that offers the following services to their clients: air/ocean import, export and domestic shipments, brokerage, and trucking services. Their foremost commitment is to provide their clients with solutions tailor-fit to their individual logistic needs.



The company was established in 2006 and is a full service law firm. They provide a range of legal services and form enduring relationships with people and organizations whose values are compatible with its own. The firm is guided with principles such as integrity, commitment, and excellence. Members of the Firm are dedicated to the perfection of their craft and committed to uphold the causes and advocacies of its clients.

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