

EuroPH CONNECT

BUSINESS • OPPORTUNITIES • PERSPECTIVES

THE BUSINESS DIGEST
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OF COMMERCE OF THE PHILIPPINES

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Working Local, Going Global

*Bringing Filipino Industry
to the World Stage*

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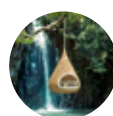
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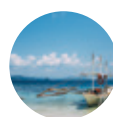
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Editorial

These past few months, the Chamber has been focusing on preparing a jam-packed second half of the year, starting in July with an advocacy event close to the Chamber's heart, the Sustainable Agriculture Forum. We also hosted a Luncheon Meeting with BSP Governor Benjamin Diokno, the first European Networking Night for the year, and a couple of pocket learning sessions and trainings. ECCP is always eager to create more venues for you to discuss and share best practices in your respective industries, which is why in the upcoming months, we have lined up a number of pillar events including the Digital Disruption 2.0, Safer Mobility and Logistics Conference, the European-Philippine Business Summit 2019, and Future Cities Conference to give you an opportunity to learn from the industry leaders and a chance for you to grow your network. We hope that you will join us and continue to support these events that are made especially for you, our dear members.

This issue of the EuroPH Connect is all about Tourism. We put the spotlight on one of our members in Cebu: Dedon, a European furniture company that manufactures, and sells outdoor furniture used by numerous high end resorts, restaurants and hospitality projects all over the world. This issue will highlight the story of Dedon and how they were able to bring the weaving industry of Cebu to the world stage.

In this issue, we will also have the chance to know more about the biggest challenges of the Department of Tourism in implementing the National Tourism Development Plan, the rehabilitation of a number of tourist destinations, and the potential of the country's tourism industry as we feature an interview with DOT Secretary Bernadette Romulo-Puyat. In the Europe in Focus section on page 10, we get to know more about another European country, Belgium, through His Excellency, Belgian Ambassador Michel Goffin. He shares with us his view on Belgian-Philippine business relations and his vision for Belgium and the Philippines. On page 20, the Asian Institute of Management shares with us a blueprint on sustainable tourism. If you are interested to know more about the Philippine Travel Tax, flip to page 21, another member, Kittelson and Carpo gives us a quick guide on why and how we pay for it. On page 23, get to know more about some of the best hotels throughout the country.

Updates on your Chamber's activities over the past few months, spanning its five branches in Manila, Clark, Cebu, Davao and CDO, are also available in the Inside the ECCP section starting page 28. Advocacy updates are on pages 40-41, and available business opportunities on page 39.

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



European Country in Focus

Belgium



SIZE

30,528

square kilometers



POPULATION

11.4 M

approximately



CAPITAL

Brussels

BELGIAN TRADE AND INDUSTRY

Majority of Belgium's GDP comes from the country's service sector, but the manufacturing industry follows closely behind, accounting for one-third of the economy's GDP. In 2017, the country's top exports and imports were motor vehicles and parts, pharmaceuticals, and oil and minerals. Initially, Belgium was a major steel producer with most of the production happening in the coal-rich Wallonia region. Ever since coal became less viable economically, the nation has been making good use of being the center of Europe—providing services from highly-educated workers and importing and exporting products of the manufacturing industry.

BASIC INFORMATION

Geographical Location: Western Europe; bounded by the Netherlands to the north, Germany to the east, Luxembourg to the southeast, and France to the south

Climate: Temperate, maritime climate

Official Language: Dutch, French, German

Government Type: Federal constitutional monarchy with two legislative houses

Standard of Living: Human Development Index of 0.916, ranked 17th globally (2018)

Organizations:

- International Chamber of Commerce (since 1919, founding member)
- United Nations (since 1945, founding member)
- International Monetary Fund (since 1945, founding member)
- World Bank Group (since 1945, founding member)
- European Union (since 1958, founding member)
- Schengen Convention (since 1995)
- World Trade Organization (since 1995)
- Euro currency (since 1999)



FINANCIAL DISTRICT

Belgium is a compact yet diverse country. Its capital Brussels is the de facto center of Europe. Despite the lack of natural resources, the nation has managed to build itself on a service-oriented industry. Taking into account this geographical advantage, the country has constructed an advanced transportation infrastructure for efficient trading routes. Although the population is linguistically diverse—a majority of Belgians speak Flemish or French—a third of Brussels's population has English as their second language, making migrations and foreign investments plausible in this highly developed country.

INTERESTING FACTS

- Belgium's principal trade partners are the member countries of the EU, particularly Germany, France, the Netherlands, and the United Kingdom.
- Belgium was ranked 52nd out of 190 countries in the World Bank's Ease of Doing Business Survey for 2018. The country ranked 1st in trading across borders and also scored well in criteria such as resolving insolvency (11th) and starting a business (16th).
- Brussels ranked 29th in the Global Liveability Index for 2018.
- 80% of Europe's purchasing power lies within a radius of 500 miles (± 800 km) from Brussels.
- Belgium is the third most globalized country in the world with a score of 90.5, according to the 2018 ranking of the KOF Index.
- Brussels is home to about 120 international government organisations, 181 embassies, over 5,000 diplomats and more than 1,000 lobby groups.
- Belgium was the 11th largest exporting country in the world in 2017.

TOP 3 TOURISM DESTINATIONS



BRUSSELS

The capital of Belgium—and Europe, on that note—blends history and modernity into one multicultural hub. The Hotel de Ville (City Hall) at the heart of the city is a beautiful display of Gothic architecture, and not too far away is the iconic Mennekin Pis statue. The Atomium offers a fantastic view of Brussels, with the Mini-Europe theme park right next door. The city is also home to a variety of museums for people of all ages and interests—featuring cars, toys, comic strips, and musical instruments, among any others. Brussels is also the place to be for all things waffles, chocolate, and beer, with countless bars, shops, and cafés selling these at nothing but the finest Belgian quality.



ANTWERP

The port city of Antwerp is more than just an industrial hub. It offers travelers a vibrant and stylish scene that mixes centuries-old architecture with modern flair, as seen in the street art found all over the city. The Grote Markt, Cathedral of Our Lady, and Vlaeykensgang alley transport one through time from medieval to art nouveau architecture. For a taste of the new, the Port House designed by Zaha Hadid and the Museum aan de Stroom in the Eilandje district are not to be missed. Antwerp has also been the diamond center of the world and the place to be for the diamond trade since 1447.



BRUGES

Dubbed the "Venice of the North," Bruges is often described as a fairytale come to life. The idyllic medieval town of a mere 20,000 is home to 13th-century churches, diverse museums, and a host of music and arts festivals that will appeal to any traveler. The area of Bonifacius Bridge captures the old-world charm associated with Bruges, while the City Hall and nearby Belfort (Belfry and Carillon) sit at the heart of the city as some of its most important structures. Travelers can head to the Chocolate Museum, Diamond Museum, or Fries Museum, among countless other choices that Bruges has to offer.

*Interview with Belgian Ambassador
to the Republic of the Philippines*

Michel Goffin



His Excellency Michel Goffin is the Ambassador of Belgium to the Philippines. Prior to his current role, which he has held since 2017, he was the Director General for Multilateral Affairs at the Belgian Foreign Ministry in Brussels, Head of Mission of the European Union in Laos, and Ambassador of Belgium to Pakistan. Since the instatement of H.E. Goffin as Ambassador, the Embassy of Belgium in Manila has been involved in numerous initiatives and causes. Belgium and the Philippines are also strong trading partners, particularly of manufacturing and logistical equipment.

For this issue, we had the pleasure of speaking with Ambassador Goffin. In this exclusive interview, the Ambassador discussed his views on the development of the international relations between Belgium and the Philippines, opportunities for advancement of the Philippine's different sectors such as tourism, and transportation; and his vision for the future business and trade between the two countries.

Belgium and the Philippines: A historically-formed bond

Ambassador Goffin began by recalling how the relations of Belgium and the Philippines were historically established. Ambassador Goffin's enthusiasm concerning the bond between Belgium and the Philippines was evident as he conversed about its developments which he has observed ever since he set foot in the country. "I discovered it to be a very interesting country because of the long-standing relations with Belgium. We have long-standing historical relations with the Philippines opening a consulate here in 1873. We had Belgian expats coming into the Philippines including priests, Jesuits, teachers, and nuns".

Rebranding the Philippines as a capital of business

Ambassador Goffin also expressed his major interest in the Philippines because of the locals. "My discovery is also the people. The people are very nice, smiling, sweet, and one good quality is their education and they speak English. It sort of sounds obvious, but in Asia, if you go to a country like China or I was in Laos before for 5 years, people don't speak English fluently. Not truly like in the Philippines." Ambassador Goffin further adds that the Philippines is a major destination for call centers and other similar businesses because the people are very-well educated. The Ambassador went on to point out that this is one of the Philippines' greatest strengths that it can use to improve business with Europe. "I think the Philippines should brand themselves as the best place to invest and do business in Asia, because of the human capital and the language. And also, something that people don't know in Brussels, is the fact that even though you look far away from Europe you're actually in the center of Asia." The Ambassador Goffin shared that the Philippines has the potential to be a business hub like Singapore and Bangkok due to it being in the center of its neighboring countries in Asia.

The need for a greater presence

In terms of trade and business between the two countries, Ambassador Goffin emphasized the necessity of the Philippines to have a greater presence in Europe. "What I've learned since I've arrived here is that there's an enormous potential to increase our presence, to increase our business in different sectors." In addition, he explained the need to strengthen bilateral trade relations between Belgium and the Philippines. "I'm also saying we're not just here to promote Belgian investment to the Philippines, but also the other way around. There are big corporations here that could benefit from exploring Europe. It's always a two-way street in trade."

Ambassador Goffin suggested the following actions in the sector of tourism: "First of all, I think marketing. It's a matter of connecting travel agents together. I think that the tourism people and the product sector should go to Belgium and market the Philippines a little bit more". The Ambassador also declared his hopes for local businesses. "I actually would like to one day bring some members of the Philippine business community to have a tour of Belgium and see if there are investment or co-ownership opportunities in Belgium".

Aside from marketing strategies, Ambassador Goffin stressed the significance of maintaining a clean environment to boost tourism appeal, "My dream is to see the Filipino people picking up their trash in the rivers or on the coasts. Tourists will not come until it's better. We have technology in Europe that is great for with recycling. We have a few young dynamic people here trying to address that issue so it's really possible to change things quickly but we need to change the mentality. Not using plastic, and not throwing plastic into the river." An environmental advocate himself, Ambassador Goffin praised the current administration's cleanup efforts of a number of popular tourist destinations around the country.

Ambassador Goffin likewise called attention to the demand for improvement in transportation: "The Philippines needs new airports, alternatives to decongest NAIA, and this is in line with fixing the infrastructure in the country to improve tourism. It's in the making, but it would be great if tourists would be able to take a train to Baguio or Batangas." His advocacy for a sustainable environment and the thriving business sector is not only limited to the major cities of the Philippines. "My focus is on second-tier cities. I think Manila and Cebu have already demonstrated their potential. There are some things to grow, of course, things to renew like airports and public transport. When you go to Iloilo city, for example, the dynamism is there, there are young university students, unemployment is super low, 3-4%." With these calls to action, Ambassador Goffin pointed out that the improvement in different sectors go hand in hand in producing greater presence amongst competing countries.

A vision for Belgium and the Philippines

Ambassador Goffin's future vision for the trade and business between the Philippines and Belgium is in line with his advocacy. He yearns for companies and cities that use renewable energy to increase within the Philippines in the coming years. "Renewable energy—small-scale renewable energy—is very much on the radar in the Embassy here." Ambassador Goffin also gave examples of efforts towards the goal which he mentioned earlier. "For instance, we have a company in Belgium specializing in windmills, but folding ones. It's an anti-typhoon type of windmill. The Belgian government is supporting the first sale and installation of that in Batanes. We are also helping companies with selling micro hydropower plants. So areas in Mindanao where villages or communities are off-grid, we can provide electricity." Ambassador Goffin also commented on the increasing opportunity for the food industry to thrive in the Philippines. "Filipinos love to eat. We sell a lot of French fries—I mean, Belgian fries because Belgium, Holland, that area is growing very good potatoes for fries. Some Belgian companies here are doing roaring business in exporting containers and containers of frozen fries. And I'm sure we could sell even more."

Ambassador Goffin also mentions his ambition towards the increase in tourism flow between Belgium and the Philippines and hopes that this will eventually aid in the strengthening of the two countries' bilateral relations. With this he points out that improvement in the Philippines' infrastructures and increased connectivity between islands will be a catalyst in further enhancing trade and business in the country.

Working Local, Going Global

Bringing Filipino Industry to the World Stage



Cebu is home to many things: wonderful beaches, delicious food, and of course, Hablon, or the traditional weaving process that has made the island world famous. Armed with handlooms and centuries of tradition, local women weave mats and blankets using unique and colorful designs that display skill and creativity.

This rich weaving culture has been preserved by countless local businesses that aim to showcase the craftsmanship of Cebu's weavers through inventive products such as rucksacks and ornaments. One such company is the Cebu Interlace Weavers Corp., which creates placemats, garments, and curtains, among others, made from hand-woven fibers. Flourishing businesses, like Cebu Interlace Weavers, are proof that Hablon isn't just art to be admired, but art meant to be worn, used, and consumed every day.

Cebu's innovative weaving industry combined with its creative use of local materials has given it an edge when it comes to competing in the global market. In 2017, the province contributed about \$4.8 billion of the Philippines' \$98.84 billion in export revenue from merchandise and services. It isn't just local companies that have recognized this. In fact, many foreign businesses have begun to pay attention to the significant role that Cebu's handwoven products will potentially play in the international space, one of them being Germany-based DEDON.



Founded by Belgian entrepreneur Bobby Dekeyser in 1990, DEDON designs, manufactures, and sells outdoor furniture used by numerous restaurants and hospitality projects all over the world. The company's products are designed by well-known international designers and upcoming design talents, built according to German standards, and handcrafted by expert weavers in Cebu.

Many things set DEDON apart from its competitors. Their products are all beautifully designed since the company works with the best and the most innovative designers. DEDON's outdoor furniture is built to last, having been made with a proprietary synthetic DEDON-fiber that is able to withstand almost anything that nature throws at it without deteriorating.

DEDON's partnership with Cebuano weavers began in 1994 when Dekeyser, while vacationing in Cebu, discovered the wonders of pairing the island's famous weavework. 25 years later, the partnership has led to the establishment of state-of-the-art production factories that employ over 800 people.

Dekeyser has made thinking outside the box the norm at DEDON, and the company is notorious for their unorthodox practices. This familial atmosphere extends to DEDON's employees who are rigorously trained and given the highest-quality facilities and benefits that can be offered.

The passion, creativity, and innovation that DEDON prides itself on certainly translates to their work. Looking at their product lines, it is clear that DEDON isn't just about furniture. Rather, they seek to tell the intertwined stories of a company and an iconic industry that has both withstood the test of time.

INNOVATION

DEDON's story began with a pioneering idea and an inspired vision. The idea was to create high-end woven furniture using a sophisticated synthetic fiber that was both weather-resistant and aesthetically refined, and this has revolutionized the outdoor market. The vision was to create outdoor living rooms with the same attention to looks and luxurious comfort as those inside the home, and this has changed the way people live outdoors, enabling them to enjoy more of life's precious moments together under the open skies.

PASSION

DEDON works closely with some of the world's leading designers, from household names to emerging talents, raising the bar for design and innovation in outdoor furniture.

THE FIRST GLOBAL BRAND

DEDON considers itself as a truly international brand due to its global reach. While it is headquartered in Germany, production facilities are based in the Philippines. It also has a subsidiary in the United States, offices in Hong Kong, and showrooms and representatives all over the globe. The company employs around 1,000 people across 80 countries, who contribute their unique talents and skills in fulfilling DEDON's vision of revolutionizing the outdoor furniture business and continue to set the standard for quality, artistry, innovation and design.



Jan and Sonja van der Hagen of DEDON



DEDON

TOUR DU MONDE



DEDON COLLECTION MBRACE
Design by Sebastian Herkner

www.dedon.de

Making It Even More Fun in the Philippines

Sustainable Developments in the Tourism Industry

An Interview with DOT Secretary
Bernadette Romulo-Puyat



DOT Secretary Bernadette Romulo-Puyat

1. What are the biggest challenges in implementing the National Tourism Development Plan (NTDP)? How can the private sector help overcome painful bottlenecks in the sector?

The National Tourism Development Plan (NTDP) 2016-2022's strategic directions are on improving competitiveness and achieving inclusive growth. It takes a whole of industry approach to follow these two major directions. Our challenges and opportunities in the plan's rollout have always been on the timely alignment of local government units (LGUs) and private sector stakeholders toward our directions, thrusts, and goals.

A breakthrough can be exemplified by the implementation of our Department's major thrust on sustainable tourism. Specifically, our experience in Boracay in terms of directing both the local government and private sector toward national government-set results needed strict enforcement of laws, ordinances, and policies.

As we move around the country, we would like to rely on our private sector stakeholders to become champions of sustainable tourism.

We have in fact, partnered with several large corporations of creating a culture of sustainable tourism defined by responsible destinations and tourists.

There is also a challenge in terms of improving our infrastructure, particularly airports, developing more innovative tour products and packages, and increasing awareness on the country as a compelling destination.

The private sector can help improve the implementation of the NTDP through **(1) Product Development**, there is a need to enhance tourist destinations, develop activities and tourist routes, and to focus on the development of complete tourist experience. An adaptation of innovative and sustainable efforts done by local and foreign destinations must be reviewed periodically. **(2) Marketing**, it is seen that improving and producing promotional and informative collaterals and programs to optimize the growth of its target market. Furthermore, market research should be done to develop a tourism brand for each product portfolio under the NTDP; and **(3) Adoption and Compliance to Tourism Standards**, it is important to continuously promote the standards set by the DOT on the accreditation of accommodation establishments and tourist support facilities, to ensure tourist quality and satisfactory services. This can encourage longer length of stay by tourists in accommodation establishments resulting to higher per capita expenditure.

In general terms, we want our private sector stakeholders to be faithfully aligned with the Department and as partners we achieve with great efficiency and effectiveness what we have set in the NTDP.

And in the same vein, we expect our LGUs to invest in institution building, product development, and standards settings for a holistic approach to development.

2. In the previous months, there have been discussions on the rehabilitation of a number of tourist destinations. In close cooperation with the DENR, what measures has the Department of Tourism taken in order to strengthen the implementation of ecological standards, as well as to ensure sustainable and responsible tourism?

2018 has been a banner year for sustainable tourism, the overarching theme of the DOT's programs, projects, and activities under my leadership.

It is important to note that the notion of a tourism industry that prioritizes environmental conservation over economic gain seem impossible years back. However, we are pleased to share the good news that sustainable tourism has actually gained footing following the aggressive campaign of the Department of Tourism. Now that our stakeholders have seen the DOT walk the talk, a "culture of sustainable tourism" is taking shape among stakeholders,

particularly in Boracay which was restored to its pristine conditions of crystal clear water and uninhabited white-sand beaches.

Among the many measures taken by the DOT is the strict implementation of the “No Compliance, No DOT Accreditation”, thus “No Opening for Business” policy of the Boracay Interagency Task Force (BIATF).

As we speak, 307 accommodation establishments are now DOT-accredited providing for a total of 10,982 rooms now available in Boracay, which are more than enough to accommodate the island’s carrying capacity of 19,215.

The lesson of Boracay has prompted stakeholders in our popular destinations like Palawan, Bohol, among others, to comply with environmental laws once and for all.

The same agencies that led the Boracay rehabilitation launched the Battle for Manila Bay last January 27, 2019 in an effort to save it from further degradation. The cleanup of the 192 kilometer coastline came about 3 months after the six-month rehabilitation of Boracay island.

On February 19, 2019, President Rodrigo Roa Duterte signed Administrative Order (AO) No. 16 which created the Manila Bay Task Force, with the DENR as Chairperson, and the DOT and DILG as Vice Chairpersons. Other agencies included in the task force are: DPWH, DOH, DA, HUDCC, MMDA, PRRC, LWUA, MWSS, PNP-Maritime Group, PCG, PPA, Manila Water, and Maynilad.

The task force’s responsibility is to ensure that all laws (e.g. environment, business, local government, among others) related to the Manila Bay rehabilitation are implemented.

For the DOT’s part, it shall (1) Ensure the sustainable development of the Manila Bay pursuant to the Tourism Act of 2009 (RA 9593), (2) Monitor compliance by tourism and related businesses with the standards for operation and construction of tourism facilities, and (3) implement a mandatory accreditation for all primary tourism enterprises.

We aim to make Manila Bay a revered and inclusive tourist destination once again. A spot where you can view the best, most breathtaking sunset while relaxing on a clean, sea breeze; and a place that can benefit from an influx of tourists to become a source of livelihood for nearby communities.

In addition to this, we have enhanced green indicators in our National Accommodation Standards and our Star Rating System. And the Department’s partnership with the Center for Appropriate Technology based in Vienna, Austria that launched the Zero Carbon Resorts for Sustainable Tourism Project also known as Anahaw Awards accorded recognition to 29 hotels and resorts that are in various stages of compliance.

3. How did PH tourism fare in the year 2018? What are the short, medium, and long-term plans of the DOT in order to substantially increase tourism arrivals? How can the EU-Philippine business community support the government on this matter?

In 2018, the Philippines received 7,127,678 international arrivals. This reflects a 7.65% growth from 6,620,908 arrivals in 2017. Korea remains to have the top visitor arrivals with 1,587,959 tourists, followed by China and USA, both also having over a million arrivals. They are followed, in order, by Japan, Australia, Taiwan, Canada, United Kingdom, Singapore, Malaysia, India, and Hong Kong.

The Department is set to work doubly hard on its efforts to improve the Philippine tourism in the following years. This can be done through the following:

The branding and marketing campaign will be intensified. There will be direct marketing efforts to segments exhibiting less seasonal behavior. The Department will also work towards opening new routes and serving air carriers to priority markets.

In product and marketing development, niche products will be further improved by developing strategic action plans for some of the products in the tourism portfolio and implementing the existing plans such as the National Ecotourism Strategic Action Plan. There will be a focus on market–segment combinations yielding higher revenue and has less seasonal behavior. (e.g. MICE, air charter markets, culture/heritage, expatriate communities).

Secondary destinations will be tapped, especially those less prone to seasonal effects (e.g. climate, festivities, availability of activities), to improve spatial distribution tourists.

The EU business community may support the Department through investments in industry, assisting the sustainable development of micro, small, and medium enterprises (possibly through corporate social responsibility projects), and patronizing local MICE establishments for business events, among others.

Our European markets from the UK, France, Spain, and Germany have been increasing and we aim to further push growth as we develop products that are going to be more sustainable, thus, more valuable to market segments coming from Europe who boldly support green and sustainable destinations.

4. Where does the greatest potential of tourism development and European investment in the Philippines lie? Could it be agritourism, ecotourism, cruise-ship tourism, high-end tourism? What changes are needed to reach that potential?

Most European markets exhibited growth in 2018, with Spain and France visitor arrivals growing as much as 19.42% and 14.84% respectively.

Below is a table showing the ten (10) European countries with the most arrivals in 2018:

COUNTRY	2018	2017	GROWTH RATE
United Kingdom	201,039	182,708	10.03%
Germany	92,090	85,431	7.79%
France	74,389	64,777	14.84%
Spain	44,130	36,954	19.42%
Netherlands	37,047	33,821	9.54%
Italy	35,178	30,437	15.58%
Switzerland	31,071	29,837	4.14%
Russian Federation	29,961	33,279	-9.97%
Sweden	28,085	27,703	1.38%
Norway	23,571	21,890	7.24%

Aside from the popular sun and beach tourism, there is potential in further developing cruise tourism products and culture and art-based tourism for these specific market.

European investments in sustainable tourism in the Philippines can cover several priority product categories in the Philippines such as farm tourism, nature-based tourism, MICE tourism, and cruise tourism. The Philippines stands to gain from sustainable tourism standards long embraced in Europe.

The Brexit effect on global travel and tourism

A boom in bookings for travel operators?



While consumers may be spending less, not all categories need suffer. In fact, as the world becomes less certain, the role of the tour operator could become more valued. Booking a holiday is a much smoother experience when you have stable operating, regulatory and financial environments. But when airlines face challenges, travel disruption is unclear, visa requirements are changing, and medical cover in the event of an accident or illness becomes costlier and more complex in the absence of EHICs (European Health Insurance Cards), package holidays may present a more appealing, hassle-free option to consumers. Under the Package Travel Regulations, customers who book a holiday through a specialist UK travel company may have the right to a full refund if the holiday can no longer be provided. This signals a lucrative opportunity for travel operators to restore consumer confidence in travelling post-Brexit and increase sales of package holidays to meet their bottom line.

By integrating the Nunwood 6 pillars of a great customer experience into their marketing and communications, customer service, and operations, travel companies can transform Brexit uncertainty to the benefit of their customers and business:

Empathy: Show your customer that you understand their concerns about travelling post-Brexit by managing communications sensitively through your customer service teams face-to-face or on the phone, and in written marketing materials on your company website, social media, and printed advertising. Reassure them and add some levity to the situation: they are about to embark on what will be a fun and relaxing holiday after all!

Time and effort: Save your customers time by proactively advising travelers on those tricky questions on what Brexit means for their holiday, from visa requirements, to car hire, mobile data access, and medical cover.

Integrity: Build trust with your customers by publicly responding to difficult situations in an honest, sincere, and results-driven way that delivers value for them. Uncertainty surrounding Brexit provides the perfect opportunity to demonstrate this.

Expectations: Don't neglect other areas of the customer experience by focusing too hard on Brexit. Ensure the customer experience is seamless end-to-end and exceeds their expectations, from a user-friendly booking system, to pleasant and engaging interactions on flights and hotels, to assisting them with processing claims sensitively and speedily should things go wrong.

Resolution: Make the customer feel good again when their expectations aren't being met. Offer a sincere apology, implement corrective action with urgency, and revise company policies and procedures to prevent negative interactions from re-occurring. This will also help protect your brand and reputation.

Personalization: Personalize the customer experience from start to finish. Address your customers by name, use data and analytics and other business intelligence on their preferences and past experiences with your company to cater to their needs, and go the extra mile in paying them the utmost care and attention.



With Brexit and the UK already close to full employment, it's going to get harder to find good people, especially for the leisure and hospitality sector – where EU nationals comprise a significant proportion of the workforce. Last year saw the largest annual fall in the number of EU workers employed in the UK since comparable records began in 1997: a decline of 132,000, leaving 2.25 million in total.

The excerpt was taken from the publication entitled Global Leisure Perspectives.

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Developing a Blueprint on Sustainable Tourism

AIM-Dr. Andrew L. Tan Center for Tourism
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Tourism has emerged as one of the world's fastest growing industry. In 2018, tourism comprised 10.4% of global GDP, providing 319 million jobs (10%), making it an economic pillar. In 2018, Philippine tourism accounted for about 12.7% (PHP 2.2 trillion) of the economy's GDP. This translated to 5.4 million jobs (13%). It is expected to grow at an average rate of 3.9% annually over the succeeding years.

Alongside this, tourism has impacted local communities and natural environments, raising concerns on sustainability. Observations show that the continuous growth of arrivals does not necessarily translate to a destinations' sustainable development. With this, "sustainable tourism" became a buzzword among policymakers, practitioners, and scholars. Sustainable tourism, aptly defined as the triple bottom line (people, planet, profit), is tourism development accounting for environment, community, and economy. This discourse called for a multi-stakeholder approach requiring the involvement of a range of actors – government, organizations, community members, businesses, and tourists.

In 2018, the Department of Tourism (DOT) has initiated efforts to pursue sustainable tourism highlighting environmental conservation and preservation. Case-in-point: DOT closed and rehabilitated Boracay for 6 months starting April 2018. Despite the negative consequences of this initiative, the unveiling of the refreshed Boracay in October 2018 received

positive reactions. The results reflect the importance of promoting sustainability by protecting the environment while keeping destinations profitable.

As a thought-leader in the industry, the AIM-Dr. Andrew L. Tan Center for Tourism positions itself as a frontrunner in pursuing sustainable tourism along with other tourism stakeholders. The core of the Center's mission-vision-values is centered on pursuing knowledge-creation regarding sustainable tourism through research and information dissemination. This is translated into an academic process allowing for thought-leadership in tourism management and development issues through designing capacity-building programs, organizing information exchange, and creating learning materials. Staying true to the value of sustainability, the Center trains stakeholders to ensure that tourism does not only create profits for businesses but also create opportunities for local communities and pave the way for environmental protection and conservation.

The Center continuously innovates its sustainable tourism programs through its **Designing and Developing Sustainable Tourism** and the newly designed advanced program **Managing Sustainable Tourism Enterprises**. When done sustainably, tourism can bring about many socio-economic benefits not only to businesses but also to communities.

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Quick Guide on the Philippine Travel Tax

Why and How to Pay It?

Planning to go on a trip outside the Philippines? Before you can check-in at the airport, you will be asked to pay an additional fee – the travel tax. If you do not know why and how you can pay it, here's a quick guide you can use.

What is travel tax?

The travel tax is a fee required to be paid by qualified individuals when traveling outside the Philippines.

The collection of travel taxes is managed by the Tourism Infrastructure and Economic Zone Authority (TIEZA). The money accrued will be used to fund the tourism projects of TIEZA, the Commission on Higher Education (CHED), and the National Commission for Culture and the Arts (NCCA).

Who are required to pay?

- Filipino citizens
- Permanent resident aliens
- Non-immigrant aliens who have stayed in the country for more than a year

Foreigners traveling to the Philippines for short visits are not required to pay when exiting the country.

How much is the travel tax?

The tax rate will depend on the taxpayer's classification, airline fare class, and degree of exemption.

Adult taxpayers are required to pay the **full travel tax**, which is at P2,700.00 when flying first class and P1,620.00 for economy class.

Minors, accredited Filipino journalists, and those authorized by the President can avail of the **standard reduced travel tax**, which is at P1,350.00 for first class and P810.00 for economy class.

Dependents of Overseas Filipino Workers (OFWs) traveling to the OFW's country of employment can avail of the **privileged reduced travel tax**, which is at P400.00 for first class and P300.00 for economy class.

Where can I pay for my travel tax?

You can pay on the day of your flight in designated airport terminal counters. You can also pay in advance online, through the Online Travel Tax Payment Portal of TIEZA's website: <https://traveltax.tieza.gov.ph/>

Who are exempted from paying travel tax?

Provided they present necessary requirements, the following foreigners are qualified to apply for exemption:

- Foreign diplomats and their staff
- Officials of the United Nations (UN)
- Grantees of foreign government-funded trips
- Others as specified by TIEZA

Author: Kittelson & Carpo Consulting

Kittelson & Carpo Consulting provides assistance to companies setting up and doing business in the Philippines. Established in 2007, K&C has a proven track record of facilitating the company incorporation and business registration of more than 1,000 local and foreign companies with active operations in the Philippines.

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KEY TOURISM FIGURES

Inbound

 **1.4 billion**
international tourist arrivals in 2018

 **US\$ 1.7 trillion**
international tourism exports in 2018

 **57%** of all international tourist arrivals travelled by plane

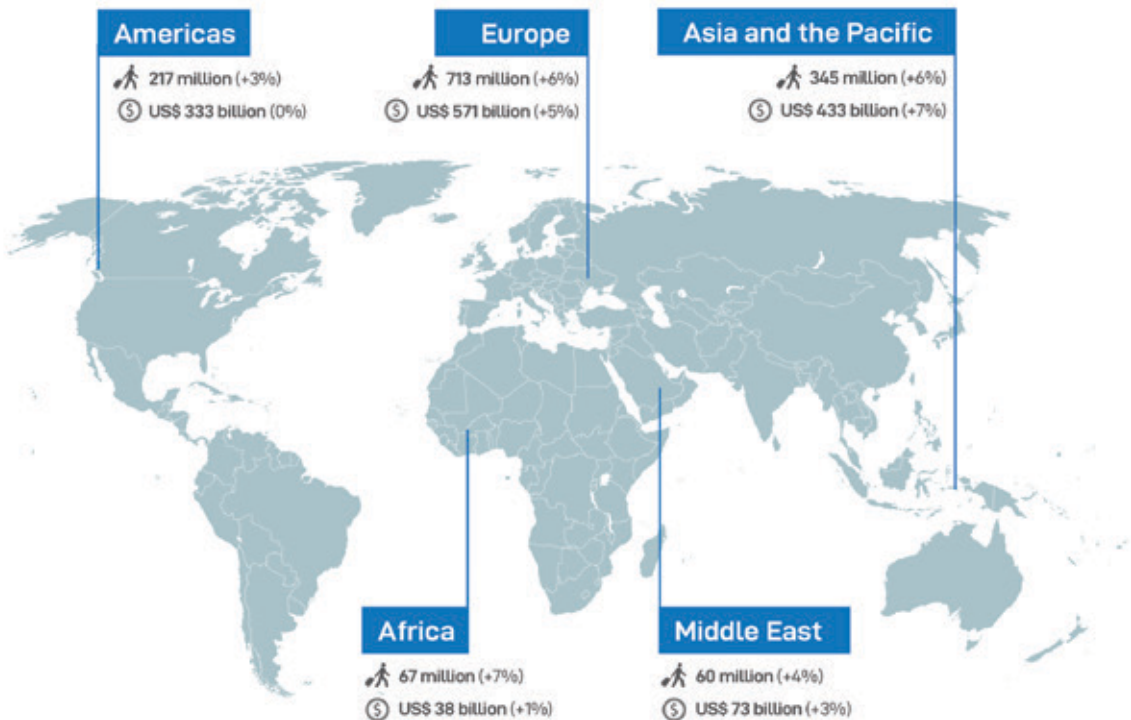
 **55%** of all international tourist arrivals travelled for leisure and recreation (13% for business)

Tourism exports = **7%** of total exports

Export earnings by category (US\$ billion), 2017
(Tourism exports=International Tourism Receipts + passenger transport)
Source: WTO, UNWTO



International Tourist Arrivals and Tourism Receipts 2018



© UNWTO, 92844/26/19 World Tourism Organization (2019), 'Key Tourism Figures', infographic (online), available at: <http://www2.unwto.org/>

Travel Section: Featured Hotels

Hotel Kimberly

With summer holidays in full swing, one can already plan ahead to book their stay at popular destinations such as Tagaytay. Look no further than Hotel Kimberly Tagaytay. With its relaxing ambience and vast grounds, there is plenty on offer. Enjoy feeding farm animals, roasting marshmallows by the bonfire, outdoor movies nights. Chef JR Royol (the first Pinoy Master Chef winner) and his team are in charge of preparing delicious breakfast buffets and ala carte meals.

Recently awarded the rare Tripadvisor's Hall of Fame Award for winning the coveted Certificate of Excellence for 5 straight years from 2015 to 2019, Hotel Kimberly Tagaytay is on their top 5 Best Philippine Family Hotels. Whether an overnight stay or a day trip, this is definitely not to be missed.

Hotel Kimberly Tagaytay is located at Crisanto M Delos Reyes Rd., Brgy Kaybagal North, Tagaytay City. For inquiries, call (02)5211888 or go to www.hotelkimberly.com.



Hotel Kimberly - Manila & Tagaytay
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Malagos Garden Resort

Malagos Garden Resort is a 12-hectare inland Nature Theme Resort located in Bgy. Malagos, Calinan, Davao City. It is nature, culture, and Davao homegrown premium in symphony.

It has the amenities of a Full Service Resort with Accommodations, Function and Seminar Halls, Restaurants, Landscaped Gardens, Swimming Pool, Science in the Park, Interactive Bird Show, among others.

It is home to the Philippine Orchid, Vanda Sanderiana, commonly referred to as the Waling-Waling, the International Award-Winning, Single-Origin Malagos Chocolates, the first and only Chocolate Museum in the Philippines—the Malagos Chocolate Museum, indigenous birds, and other wildlife species.



Malagos Garden Resort
Address: Brgy. Malagos, Baguio District, Davao City, Davao del Sur, 8000, Philippines
Telephone: +63 82 224 7438 / +63 917 6245727 / +63 917 7235763
Email: sales@malagos.com / reservations2@malagos.com
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 Email: boracayreservations@thehuehotel.com | boracay@thehuehotel.com

Hue Hotels and Resorts

Hue Hotels and Resorts in Boracay offers relaxing yet vibrant stays while guests bask in the wonder of a tropical paradise. A perfect spot to unwind, Hue's ideal location in Station 2 places it close to the famous White Beach and all the charms that Boracay's beach life has to offer. As the perfect hotel for friends and families, this 127-room lifestyle resort boasts a spectrum of dining and lifestyle options on the ground floor, complemented by wide open spaces, and an alluring, picturesque pool.

Decked out with modern-tropical interiors that accentuate the resort's unique contemporary architecture, Hue is truly a one of a kind getaway. Relax with us at Hue Hotels and Resorts Boracay, where we bring color to leisure!

The Mini Suites at Eton Tower Makati

At the Mini Suites Eton Tower Makati, you get everything right at your fingertips. Located at the heart of the Makati Central Business District, The Mini Suites is the only hotel with direct access to Makati's elevated walkways, making it within comfortable walking distance to commercial establishments, educational institutions, corporate headquarters, and main thoroughfares.

While our hotel in Makati is right at the hub of business, interesting side streets afford it a more laid back and vibrant atmosphere. Being a smoke-free hotel, we make sure that you get to enjoy the refreshing vibe of home despite being in the center of the city. A treasure chest of good eats mixed with an eclectic assortment of shops, watering holes, and pockets of greenery can also be found nearby making it a perfect location for yuppies to live, work & play.



The Mini Suites at Eton at Tower Makati
 Telephone: 868-6868
 Hotline: 868-6888
 Email: sales@theminisuites.com



For reservations or travel enquiries,
 please contact Berjaya Makati Hotel, Philippines:
 Telephone.: 632 750 7500
 Email: manila.inquiry@berjayahotel.com
 Website: www.berjayahotel.com

Berjaya Makati Hotel

With a prominent address in the central business district of Manila, within walking distance to the Philippine Stock Exchange, Ayala Museum and the Greenbelt – the city's most stylish shopping area, Berjaya Makati Hotel is the ideal location from which to enjoy the vast array of entertainment options and fine attractions on offer. A favourite stopover for both business and leisure travelers, Berjaya Makati Hotel's food and beverage, with a variety of food from our Halal Kitchen is a certified Halal by HICCIIP (Halal International Chamber of Commerce and Industries of the Philippines) and it caters to discriminating taste buds.

dusitD2 Davao

dusitD2 Davao is a contemporary city hotel located at the heart of Davao City's emerging business district, only 15 minutes away from the airport. It features 120 fully-appointed D'Luxe and Suite rooms which have access to courtyard-style swimming pools, a signature Dusit spa, an exclusive club lounge, and a DFIT gym.

Guests of dusitD2 Davao may choose from a wide range of dining options - including the Madayaw Café, an all-day restaurant; the Siam Lounge, a sophisticated venue designed for both relaxed and formal socials; and the Dusit Gourmet, the newest go-to place for creative snack options.



dusitD2 Davao

Address: Stella Hizon Reyes Drive, Bo. Pampanga, Davao City, 8000, Philippines

Tel: +63 (82) 272 7500 or + 63 (82) 322 7000

Email: davao@dusit.com

Website: www.dusit.com/dusitd2/davao/

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ECCP Events: Manila

Effective Business Correspondence 17 & 18 July 2019 | Makati Diamond Residences

The European Chamber of Commerce of the Philippines held the Effective Business Correspondence training last 17-18 July 2019 at Makati Diamond Residences, Makati City, Philippines.

The module highlighted the importance of effective communication in today's work environment both internally and externally. In this workshop, the participants would be able to identify the range of written and oral communication used in business, appreciate effective and ineffective written and oral communications forms, check where and when barriers to communication exist, understand how to conduct business team meetings and presentations, apply techniques to improve written and oral presentation skills, develop self confidence and strengthen communication fundamentals.

The two-day workshop was facilitated by Zel Alvarez-Claravall who's had 23 years of training experiences and has conducted workshops for different levels in the organizations. She has worked for 3 companies, SM Megamall, Nextel Philippines & eTelecare Global Solutions where she trained workshops for Customer Service, Personality Development, Presentation Skills, Communication and a lot more.



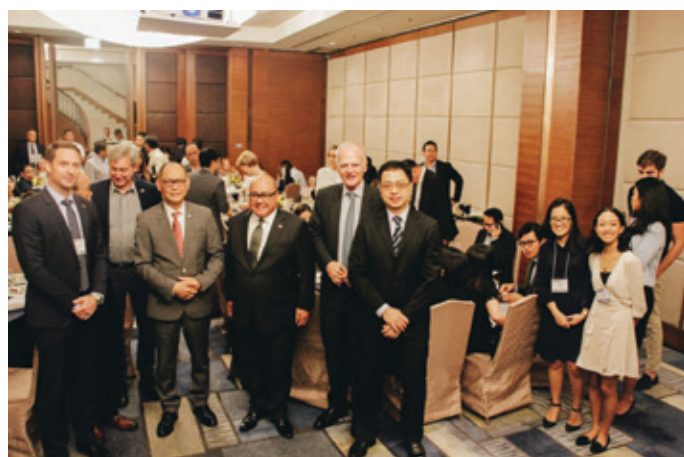
ECCP Learning Session: Know the Point 17 July 2019 | JLL Philippines, NEX Tower

The ECCP together with JLL held its Learning Session last July 17, 2019, at JLL Philippines, NEX Tower. The theme was KNOW THE POINT: Predictions, Opportunities, Insights, News, & Trends. Mr. Janlo de los Reyes, JLL Philippines' Head of Research & Consultancy, gave updates on the country's 2019 Second Quarter Real Estate Market Outlook, and ARCH Capital Management's Philippines Representative, Investment and Asset Management, Mr. Eric Manuel, shared his thoughts about Private Equity Real Estate - A Primer & Outlook. To learn more about ECCP's Pocket Learning Sessions and other events, visit www.eccp.com.



Luncheon Meeting with Bangko Sentral ng Pilipinas Governor Benjamin Diokno Strong Monetary Policy for a Sustainable Economic Growth 23 July 2019 | Makati Shangri-La

The ECCP had a Membership Luncheon Meeting with the Bangko Sentral ng Pilipinas last 23 July 2019 at the Makati Shangri-La. Representing BSP was Governor Benjamin Diokno. The event gathered representatives from the government and business leaders and provided an avenue for dialogue on the developments in the sector. Among the key topics discussed by the Governor at the event are the Central Bank's (1) banking, credit, and monetary policy directions; (2) role and view in the creation of a sustainable and inclusive economic growth; and (3) other plans and priorities this 2019. For updates on the ECCP's upcoming luncheon meetings and other advocacy events, visit www.eccp.com.



Sustainable Agriculture Forum: Towards a Sustainable and Responsible Agricultural Supply Chain

24 July 2019 | Marriott Hotel Manila

The Sustainable Agriculture Forum 2019 was held on 24 - 25 July 2019 at the Marriott Hotel Grand Ballroom. The Forum welcomed over 200 participants from both public, private, and socio-civic sectors. This year, the event's theme was to move towards a sustainable and responsible agriculture supply chain. The Sustainable Agriculture Forum 2019 was organized by the European Chamber of Commerce of the Philippines. Many thanks to our platinum sponsor Nestle Philippines, silver sponsors CropLife Philippines, Department of Science and Technology-Philippine Council for Agriculture, Aquatic and Natural Resources Research and Development, East-West Seed, People in Need, and Syngenta, official coffee sponsor Nescafe, beverage sponsor Locally, partner organizations Canadian Chamber of Commerce, GrowAsia, Philippines Partnership for Sustainable Agriculture, and Philippine Chamber of Commerce and Industry, and media partner Asian NGO. For more information about ECCP's upcoming events, visit www.eccp.com.



The Coaching Kata 30 July 2019 | Dusit Thani Manila

The European Chamber of Commerce of the Philippines (ECCP) held the Coaching Kata last 30 July 2019 at Dusit Thani Hotel, Makati City, Philippines.

The workshop allowed the participants to dive deep into how they can apply the Coaching Kata in their respective businesses. They were able to learn different coaching habits, techniques and tools in managing people for improvement, adaptiveness and superior results. It answered the question of how we can make improvement and adaptation part of everyday work throughout the organization.

The one-day workshop was facilitated by Mike Grogan an Irish leadership trainer, tutor, and speaker internationally recognized for his expertise in Lean Kaizen. His ability to communicate in both English and Filipino, combined with his work online in uplifting Filipinos, makes Mike one of the most in-demand keynote speakers and management trainers in the Philippines today.



ECCP Networking Socials 30 July 2019 | Marquis Events Place

The European Chamber of Commerce of the Philippines, in partnership with the Nordic Chamber of Commerce of the Philippines, Women in Business (WBC) and Young Professionals Committee (YPC) held the European Networking Socials last 31 July 2019 at Marquis Events Place. Many thanks to our platinum sponsor Salarium, silver sponsor AyalaLand Logistics Holdings Corp., airline partner Turkish Airlines, beer partner San Miguel Corporation, liquor partner Don Papa Rum, medical wellness resort partner The Farm at San Benito, and raffle sponsor Montebello Villa Hotel. For updates on the ECCP's upcoming events, visit www.eccp.com.



Fika Series: Secrets of the Trade 31 July 2019 | Spaces BGC

The ECCP Young Professionals Committee (YPC) held its second Fika with the theme "Secrets of the Trade" last 31 July 2019 at SPACES World Plaza, BGC. We would like to thank our Venue Partner SPACES by IWG, Coffee Partner Commune and 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.



ECCP Events: Davao

ECCP Successfully Co-organized Davao ICon 2019 20-21 June 2019

The Davao City Chamber of Commerce, in cooperation with ECCP and members of the Joint Foreign Chambers of Mindanao (JFCM) successfully concluded this year's Davao Investment Conference 2019 with the theme: "Davao: your Southeast Asian Investment Destination." More than 600 local and international delegates have convened in the conference last June 20-21, 2019 at SMX Convention Center, SM Lanang, Davao City.

With the combined network of all the chambers involved in the planning and organization, the Davao ICon was able to gather visitors and delegates from the diplomatic, government, business and industry leaders in the Philippines, the EU, Japan, US, Canada, Singapore, South Korea, Malaysia, and Indonesia, all looking into Davao Region as their next investment destination in the country.

The first day of the conference was graced by Davao City Mayor Sara Z Duterte who gave her keynote address and welcomed everyone who attended the conference. A welcome dinner was also hosted by the Mayor for the delegates and was opened with a festive atmosphere. A cultural fashion show and Kadayawan Festival teaser

showing the colorful tribes in Davao City have entertained the guests while enjoying the evening feast.

During the second day of the conference, esteemed international speakers shared their experiences in doing business in Davao and Mindanao, as well as the investment opportunities that the region has to offer. His Excellency Franz Jessen, EU Ambassador to the Philippines also delivered his welcome address highlighting that EU is the Philippines' largest source of approved investment in the 1st quarter of 2019, with a total of 22% of the total approved investments. Presentations from ECCP incumbent President, Mr. Nabil Francis and Regus Country Manager, Mr. Lars Wittig were followed, noting that EU companies have great interest in the business potential of the region, making it a strategic location for European investors.

Overall, the commitment given by ECCP in Davao ICon was a reaffirmation of support that the chamber will continue to promote Davao Region as a business and investment destination by bridging connections between Europe and Mindanao.



ECCP Member Companies Participated in Davao ICon Trade Exhibition 20-21 June 2019

European Chamber of Commerce of the Philippines - Southern Mindanao conducted its 3rd council meeting last June 21, 2019 at Park Inn by Radisson Davao. The meeting was graced by H.E. Franz Jessen, EU Ambassador to the Philippines and ECCP incumbent President, Mr. Nabil Francis, who also gave their welcome remarks to the council members.

The meeting started with Mr. Tony Peralta, Chairman of the Southern Mindanao Business Council (SMBC), presenting the Operational Highlights of ECCP Davao and discussing the upcoming major events for the second half of the year, including the BARMM Investment Conference and the 2nd Mindanao Golf Challenge Tournament. Short presentations from Save the Children Philippines and Happy Farmer were also delivered by Ms. Riel Andaluz and Mr. Jun Ralota respectively.

The signing of Memorandum of Understanding (MOUs) between ECCP-SMBC members and partners was also one of the highlights of the meeting. The first MOU signed between the ECCP-SMBC and Philippine Institute of Certified Public Accountants (PICPA), giving opportunity

to accountancy students to do their internship in ECCP-SMBC member companies. The second MOU is between the Aviation Technical School of Cotabato and Foreign Investors Advisory Group Ltd wherein the latter will provide technical assistance in upgrading the technical course offerings in the aviation school as well as the preparation of a business plan that will be presented to potential investors. The third MOU is between the Bangsamoro International Trading Corporation (BITC) and Foreign Investors Advisory Group Ltd., aiming to engage BITC in the business of export and import of goods and services between the BARRM and EU.

Also present during the Meeting and MOU Signing are Ambassadors from the Embassy of the Netherlands, Sweden and Hungary and officers from the Embassy of the European Union, Belgium, Hungary, Romania and France, implicating the strong interest of the EU Delegation to support the activities and initiatives of ECCP in the region. Before concluding the meeting, President Nabil opened the floor for open forum and exchange of views between the EU Delegation and members of the ECCP-SMBC who shared their insights about the latest issues and business potentials in Southern Mindanao.

3rd ECCP Southern Mindanao Business Council Meeting 21 June 2019

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ECCP Events: CDO

3rd ECCP Northern Mindanao Business Council Meeting 15 May 2019 | by Joanne Karole N. Turtoga

The European Chamber of Commerce of the Philippines – CdeO/NM conducted its 3rd Business Council Meeting for this year last May 15 over lunch at Xavier Sports and Country Club, located within the premises of Xavier Estates Subdivision, owned by developer A Brown Companies Inc., an ECCP CdeO/NM Member.

The meeting was attended by Chairman of the Board, Ms. Mejia Mercedes, Managing Director of SLERS Industries, Inc.; CEPALCO Vice-Presidents Mr. Jaime Paguio and Ms. Marilyn Chavez; Chairmeration of Dairy Cooperatives (NMFDC); Administrator Atty. Franklin Quijano of Phividecan and Vice-Chairman Mr. Edwin Dael and Mr Robert Enerio of Northern Mindanao Fed Industrial Authority; Dr Heidi Mendoza Capitol University Business Development and Management Program Director; Division Chief Engr. Emelian Lawansa, EnP of Mindanao Development Authority (MinDa); CAT Advertising President and ECCP Member Mr. Jayvee Cabrera; and ECCP Executive Director Mr. Florian Gottein.

The meeting focused on strategies on how to expand the membership in the city and in the region as well by conducting events like re-launching the chamber here in CdeO and replicating events in the other ideas especially in Manila like Coffee Mornings, Pocket Learning Sessions and hopefully this year, a Golf Cup Tournament. The council, with the support of Florian Gottein, wish to meet regularly to further fine tune these events in the near future. The council also believes that significant partnerships with the local chamber and other establishments in activities/events can help ECCP CdeO/NM in its work towards progress and expansion.

Now, with more potent council members for ECCP CdeO who committed for the chamber's future and progress in this branch, the chamber will strive for a competitive number at 30 Member Companies before 2019 ends and to conduct monthly income generating activities and events.



L-R: NMFDC/Highland Fresh Chairman Mr Robert Enerio, CAT Advertising President Mr Jv Cabrera, MinDa Division Chief Engr. Emil Lawansa, Cepalco AVP Head Customer & Community Relations Dept Ms Marilyn Chavez, Slers Managing Director & ECCP NM Business Council Chairman Ms Mercedes Pelaez Mejia, ECCP Executive Director Mr Florian Gottein, Capitol University Director for Business Development and Management Program Dr Heidi Mendoza, Cepalco SVP Head Customer & Community Relations Dept Mr Ralph Paguio, ECCP Northern Mindanao Branch Officer Yours Truly, and NMFDC/Highland Fresh Vice Chairman Mr Edwin Dael. Photo By: Joanne Turtoga.

ECCP CDO/NM Paid Courtesy Visit to Oro Chamber 15 May 2019 | by Joanne Karole N. Turtoga

The ECCP CdeO/NM represented by Executive Director Mr. Florian Gottein, Council Chairman and SLERS Managing Director Ms. Mercedes Mejia, and Branch Officer Joanne Turtoga paid a courtesy visit to Cagayan de Oro Chamber of Commerce and Industry Foundation, Inc. (Oro Chamber) last May 15, 2019 at their office located at Macapagal Drive, Pueblo de Oro, Cagayan de Oro City, Misamis Oriental.

It was fortunate for ECCP as well to have met the local chamber's Board of Trustees apart from their President Ms. Irene Floro and Executive Director Ms. Queritess Queja. The visit also served an opportunity for Mr. Gottein to present to the board the Introduction to ECCP, it's recent and upcoming activities/events and the like. With Oro Chamber being a member of ECCP, it is important for them to be refreshed with ECCP. With the ECCP CdeO/NM being one of the newest branches of the chamber, it is important to have significant partnership and communication with the local chamber. Future activities will serve as potential collaboration for both chambers, with Agri-Business Summit initially planned by September 2019 and Oro Best Expo by October 2019 as the major ones. With ECCP's strength in trainings, Oro Chamber would also like to maximize this strength to conduct it here in the City of Golden Friendship.

Cagayan de Oro Chamber of Commerce and Industry Foundation, Inc. has been running for almost 35 years already with the chamber's pride of owning its own building where their office is located along with other tenant companies.



ECCP CDO Bridging the Partnership of NMFDC And C4D for Investment Project by Joanne Karole N. Turtoga

ECCP CDO is bridging the partnership of its member Northern Mindanao Federation of Dairy Cooperatives (NMFDC/ Highland Fresh) with Capital 4 Development Partners (C4D Partners), also an incoming ECCP Member, for an impact investment project.

Northern Mindanao Federation of Dairy Cooperatives is the only secondary dairy producing cooperative in the region operating its own milk processing plant and directly marketing its finished products under the brand name "Highland Fresh", among the many are the famous Milk Bars, Fresh Milk, Flavoured Milks, and Gouda Cheese which they exclusively produce for Philippine Airlines. In its more than 25 year of operation, NMFDC has been growing consistently under the leadership of its officers, an efficient operating team and the unrelenting efforts of committed workforce.

NMFDC started with 7 primary cooperatives in 1987 and federated in 1988. To date, it has a total of 14 primary cooperative members in Bukidnon, Misamis Oriental and Cagayan de Oro City.

Capital 4 Development Partners (C4D Partners) is a Dutch company who partners for financial investment with SMEs that have strong business model for growth so that later on these SMEs won't be dependent on social or impact investors anymore. The visit to the dairy plant in El Salvador took place last July 11, 2019. C4D was represented by Investment Manager and his associate, Mr. Augusto Camba and Ms. Nicole de Vera.

This partnership has to undergo a tedious process for C4D's approval in this impact investment. NMFDC's main goal is to invest for new equipment and machines to increase productivity and more Cows and Goats for the small hold farmers in order to reach the demand of the market. ECCP is hopeful to ink this partnership as this is a way the chamber can be a platform for members like NMFDC.



L-R: Northern Mindanao Federation of Dairy Cooperatives Vice Chairman Edwin Dael and General Manager Bismela Lancin, Capital 4 Development Investment Associate Nicole de Vera, ECCP CDO Branch Officer Joanne Turtoga, NMFDC Chairman and Production Manager Robert Enerio and Wilma Buray, and C4D Investment Manager Augusto Camba

2019 INTERNATIONAL TRADE FAIRS

JANUARY	DOMOTEX Floor Coverings 11-14 Hannover, Germany	FEBRUARY	ISPO MUNICH Sports Business 03-06 Munich, Germany	MARCH	INTERNATIONAL DENTAL SHOW Dental Industry 12-16 Cologne, Germany	
	BAU Architecture, Materials and Systems 14-19 Munich, Germany		F.RE.E Leisure and Travel 20-24 Munich, Germany		IFAT EURASIA Environmental Technology Solutions 28-30 Istanbul, Turkey	
	IMM COLOGNE Interior Design 14-20 Cologne, Germany		INHORGENTA Jewelry and Timepieces 22-25 Munich, Germany		JUNE	TRANSPORT LOGISTIC Logistics, Mobility, IT, and Supply Chain Management 04-07 Munich, Germany
	OPTI Optics and Design 25-27 Munich, Germany		LIGNA Machinery, Plant and Tools for the Woodworking and Timber Processing Industry 27-31 Hannover, Germany			
APRIL	ISM Sweets and Snacks 27-30 Cologne, Germany	MAY	THAIFEX Food & Beverages, Food Technology, and Retail & Franchise 28 May-01 June Bangkok, Thailand	SEPTEMBER	SPOGA+GAFA Garden industry 01-03 Cologne, Germany	
	HANNOVER MESSE Industrial Technology 01-05 Hannover, Germany		GAMESCOM Interactive Games and Entertainment 27-31 Cologne, Germany		FURNITURE CHINA Furniture and Home Furnishings 09-12 Shanghai, China	
	BAUMA Construction, Building Material and Mining Machines and Construction Vehicles and Equipment 08-14 Munich, Germany		AUGUST		MAISON SHANGHAI Home Furnishings 09-12 Shanghai, China	
	IE EXPO CHINA Environmental Technology Solutions 15-17 Shanghai, China				IE EXPO GUANGZHOU Environmental Technology Solutions 18-20 Guangzhou, China	
WINE & GOURMET JAPAN Wine, Beer, Spirits and Gourmet Food 17-19 Tokyo, Japan	NOVEMBER	FENESTRATION BAU CHINA Windows, Doors and Facades Technology, Components, Prefabricated Units and Building Materials 05-08 Shanghai, China	CERAMITEC Ceramics Industry 19-20 Munich, Germany			
ANUGA Food and beverage 05-09 Cologne, Germany		PRODUCTRONICA Electronics development production 12-15 Munich, Germany	KIND + JUGEND Baby and Toddler Products 19-22 Cologne, Germany			
EXPO REAL Real Estate and Investment 07-09 Munich, Germany		LOGITRANS TURKEY Transport Logistics 13-15 Istanbul, Turkey	DECEMBER	IFAT INDIA Environmental Technology Solutions 05-07 New Delhi, India		
IFAT INDIA Environmental Technology Solutions 16-18 Mumbai, India		ANUFOOD CHINA Food and Beverage 20-22 Beijing, China				
OCTOBER	YUMMEX MIDDLE EAST Sweets and Snacks 29-31 Dubai, UAE					

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

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

Business Opportunities



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.



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.



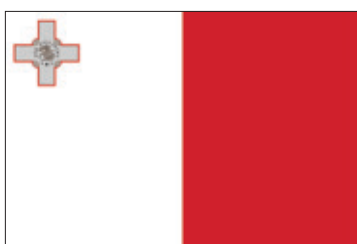
An Estonian company is looking for importers and distributors of the following Nordic food and beverage products: Baby Food, Cheese, Butter, UHT Milk, Honey, Jam, Juice, Juice Concentrate, Supersmoothie, Mineral Water, and Halal Drinks, Liquor, Beer, Light Alcohol Drinks Canned Fish: Sprats, Baltic Herring,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



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



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.



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.

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

Advocacy Updates

Meeting with Senator Franklin Drilon 6 May 2019

ECCP, together with members of the Joint Foreign Chamber, met with Sen. Franklin Drilon particularly on Security of Tenure. With regard to the status of Senate Bill No. 1826, interpellations have been closed and they are now in the period of amendments. It was reported that in an interview, Senate President Sotto stated that the Philippine Senate will try to finish everything [regarding Security of Tenure Bill] including bicameral conference within the last nine days of session. This will then be calendared immediately within the first 2-3 days when Senate sessions presume on 20 May.



Key messages of the said business group are as follows: 1) we believe that all employees, whether in regular status, job contracting, or temporary employment arrangements, must enjoy security of tenure, minimum wages and benefits, and all other rights guaranteed to them by the Constitution; 2) unduly restricting the flexibility of enterprises to strategically choose which parts of its work processes to outsource will drive up costs of production and could make the Philippines less competitive; and 3) the current law governing security of tenure and job contracting is sufficient to protect the interests of workers. Possible alleged abuses are not caused by the inadequacy of the law, but by lack of proper monitoring and implementation of the law.

Meeting with DILG-BFP Officials 9 May 2019

ECCP Executive Director Florian Gottein met with Department of Interior and Local Government Undersecretary for Public Safety Nestor F. Quinsay, Jr. and with the Bureau of Fire Protection officials last 9 May 2019. Mr. Gottein conveyed interest from European technology providers to invest in the country and urged the officials to take the opportunity of purchasing high-quality firefighting vehicles and equipment as part of the BFP's modernization program.



Technical Working Group on ECCP Position on Single-Use Plastics 15 May 2019

Following the ECCP Environment and Water Committee Meeting last March, a technical working group (TWG) has been formed to come up with the Committee's position on several legislators' proposed single-use plastic ban. While the Committee has yet to craft a more specific and solidified position, the group seeks to help reduce the environmental damage; base its position on an objective, scientific study (e.g., life cycle sustainability analysis); encourage the government to develop a recycling industry; and provide incentives for recycling. Furthermore, there was a proposal to introduce environmental education at an early stage.

Customs Committee Meeting 17 May 2019

The ECCP launched its Customs Committee last 17 May 2019. The Committee's discussions focused on the following: overview of the goals of the ECCP Customs Committee; updates on the current customs environment; updates on the full Implementation of the CMTA; CAO 01-2019 (Effective February 15, 2019) providing the guidelines on BOC Post Clearance Audit (PCA); trade facilitation initiatives updates; and Committee's next steps for 2019.

JFC Meeting with DICT Secretary Eliseo Rio 17 May 2019

The ECCP, along with the other members of the Joint Foreign Chambers of the Philippines (JFC), organised a meeting with Department of Information and Communications Technology Acting Secretary Eliseo Rio last 17 May 2019. The group sought updates and clarifications about some of the department's major policy roadmaps, Namely, the National Broadband Plan and the National ICT Ecosystem Framework. Secretary Rio also gave the latest developments on the status of the third telco player and the proposed common tower policy. High also in the agenda are priority JFC policy reforms in the sector such as spectrum redistribution, open access, and amendments to the Public Service Act. Other topics of interest that were discussed include improving cybersecurity initiatives of the agency and the rollout of the free Wi-Fi program in the Philippines.



JFC Meeting with DOT Secretary Bernadette Puyat 17 May 2019

The ECCP, along with other members of the Joint Foreign Chambers of the Philippines, paid a courtesy visit to the Department of Tourism Secretary Bernadette Puyat last 20 May where DOT priorities were presented before the foreign business group. Other topics discussed during the courtesy call include seamless travel (infrastructure, aviation, travel formalities) and sustainable and inclusive tourism.



JFC Meetings with Senators Juan Miguel Zubiri And Joel Villanueva 22 May 2019

Key messages of the JFC are as follows: 1) we believe that all employees, whether in regular status, job contracting, or temporary employment arrangements, must enjoy security of tenure, minimum wages and benefits, and all other rights guaranteed to them by the Constitution; 2) unduly restricting the flexibility of enterprises to strategically choose which parts of its work processes to outsource will drive up costs of production and could make the Philippines less competitive; and 3) the current law governing security of tenure and job contracting is sufficient to protect the interests of workers. Possible alleged abuses are not caused by the inadequacy of the law, but by a lack of proper monitoring and implementation of the law.

JFC Meeting with DFA Undersecretary Lourdes Yparraguirre 22 May 2019

ECCP, together with the Joint Foreign Chambers of the Philippines (JFC), went for a courtesy visit to the Department of Foreign Affairs Undersecretary for International Economic Relations Lourdes Yparraguirre last 22 May. The JFC introduced themselves and discussed, among others, the Arangkada Philippines annual forum and its flagship policy briefs and notes which tackle current issues on different economic sectors. Mr. Florian Gottein, ECCP Executive Director, also handed over the latest edition of ECCP's Advocacy Papers and EU-PH Trade and Investment Booklet to the Undersecretary. JFC also showed Usec. Yparraguirre the Arangkada's infrastructure and legislative reform tracker which are both accessible online as well as the legislative priorities of the group.



JFC Meeting with BSP Governor Benjamin Diokno 22 May 2019

Last 22 May, members of the Joint Foreign Chambers of the Philippine (JFC) held a meeting with the newly appointed Banko Sentral ng Pilipinas (BSP) Governor Benjamin E. Diokno where the attendees were briefed on the programs and initiatives of the Central Bank. Amendments to the BSP Charter, the National Retail Payment Systems, as well as the National ID System were also covered during the meeting. Other relevant legislations such as the Agri-Agra Law, proposals to further strengthen the Anti-Money Laundering Act, and measures to ease the country's bank secrecy laws were also brought up. Lastly, financial inclusion and support for MSMEs as well as the country's reserve rates were part of the afternoon discussion.



Anti-Red Tape Authority (Arta) Private Sector Dialogue 24 May 2019

The ECCP, together with other members of the foreign and local business groups, participated in the ARTA Private Sector Dialogue to discuss regulations that need to be revisited and reviewed to achieve ease of doing business and efficient government service delivery. Among the measures recommended for re-examination are Consumer's Act of the Philippines, Philippine BOT Law, and Water Code of the Philippines.

ECCP Attends ARTA 365 28 May 2019

ECCP, together with its partners from the LoGIC Network Project, attended the Anti-Red Tape Authority's (ARTA) event and celebrated the first anniversary of the landmark legislation, Ease of Doing Business and Efficient Government Service Delivery Act. The event covered the following: (1) updates on the Proposed Implementing Rules and Regulations (IRR) of the R.A. 11032, following the consultations the Authority had with stakeholders and the Public Hearing held last 15 April 2019; (2) discussion on the Draft Guidelines on the IRR of the same law; and (3) unveiling of the new ARTA Logo.

Renewable Energy and Energy Efficiency Committee Meeting 13 June 2019

The ECCP Renewable Energy and Energy Efficiency Committee met last 13 June 2019. At this meeting, the group received a presentation from Philippine Energy Efficiency Alliance President, Mr. Alex Ablaza, on the recently-signed Energy Efficiency and Conservation Act or Republic Act No. 11285. Among those discussed under this item are the Law's salient points and features, including incentives that will be granted to companies. Furthermore, in light of other recent developments in the sector, the members discussed the committee's advocacies, policy recommendations, and strategy for the year.



Meeting with Senator-Elect Cynthia A. Villar 17 June 2019

The ECCP paid a courtesy visit to senator-elect Cynthia A. Villar. At the meeting, ECCP congratulated the senator-elect and invited her to be the keynote speaker at the morning plenary session of the Chamber's upcoming Sustainable Agriculture Forum on 24 to 25 July 2019. Senator-elect Villar also shared to the group her legislative advocacies to develop the Philippine agriculture sector as well as some of her personal stories in agribusiness as an entrepreneur.



Agriculture Committee Meeting 18 June 2019

Members of the ECCP Agriculture Committee held its second quarterly meeting of the year last 18 June. Committee co-chairperson Dr. Mary Ann Sayoc of East-West Seed Group gave a brief presentation on the World Bank's report entitled "Enabling the Business of Agriculture 2017." The group also suggested topics for inclusion and made revisions to the latest draft of the Agriculture Advocacy Paper. ECCP also updated the group on the developments on the upcoming Sustainable Agriculture Forum which will be held on 24 - 25 July 2019 at Marriott Hotel Manila.



Automotive Committee Meeting 20 June 2019

The ECCP Automotive Committee Meeting met last 20 June 2019 where the group reviewed the changes and proposed language of the draft 2019 ECCP Automotive Advocacy Paper. Afterwards, attendees convened the Technical Working Group on the upcoming Safer Mobility and Logistics Conference and Exhibition where participants proposed topics for inclusion at the event as well as target speakers and sponsors. Different partnership opportunities were also showed at a presentation.



Healthcare Committee Meeting 25 June 2019

The ECCP convened the members of its Healthcare committee last 25 June to talk about key industry issues including VAT exemption on medicines, Maximum Drug Retail Price, and the Universal Healthcare Act. The ECCP also provided updates on meetings and engagements with relevant government representatives and its committee position papers. In closing, the ECCP presented the current outline of and solicited inputs and comments from the members on the 2019 Healthcare Advocacy Papers.



Intellectual Property Committee Meeting and Workshop 26 June 2019

The ECCP held its first Intellectual Property Committee Meeting, where the group received a presentation from Atty. Edmund Baranda, IPR SEA Helpdesk Philippine expert. Atty. Baranda talked about the Intellectual Property landscape in the Philippines, which outlined the the Philippines' Intellectual Property (IP) Code and other related laws; recent developments in IP-related laws and regulations; and recommended amendments to the Philippine IP Code. The group also discussed IP-related concerns within their respective companies and sectors, and talked about possible activities and topics to be taken up under the committee.



ICT-KPM-BPM-Creative Industries Committee Meeting 27 June 2019

Committee members talked about the latest regulatory and policy developments and their potential implications to the sector. These proposed regulations include security of tenure, 14th month pay, and increase in night shift premium. Administrative Order No. 18 which imposes a moratorium on economic zone investments in Metro Manila was similarly discussed.



Human Capital Committee Meeting 27 June 2019

The ECCP relaunched its Human Capital Committee with its first meeting last 27 June well represented by various industry stakeholders. At the meeting, attendees shared insights on people management, labor competitiveness, and work environment, to name a few. The committee agreed to identify common issues, as well as defining its direction, and follow-up actions.



Food and Beverage Committee Meeting 28 June 2019

The ECCP Food and Beverage Committee was graced with the presence of Ms. Joan Alcazar of the Food and Drug Administration. FDA shared updates and clarified committee members' inquiries on the following: 1) administrative and regulatory matters; 2) Codex; 3) Ease of Doing Business; and 4) FDA-Industry Technical Working Group. The key messages of the draft 2019 ECCP Food and Beverage advocacy paper were presented. Before adjourning, the Committee also discussed possible advocacy activities for the 2nd half of the year.



Environment and Water Committee Meeting 1 July 2019

Last 1 July, the Committee gathered to discuss updates on water sector reform; updates and next steps regarding the Technical Working Group on Single-Use Plastics; draft 2019 ECCP Environment and Water Advocacy Paper. The Committee agreed to re-convene its Technical Working Group on Single-Use Plastics within the next few weeks.

Agenda Setting Meeting for the ECCP Aviation Committee 2 July 2019

Last 2 July, ECCP hosted an agenda-setting meeting as it seeks to create a platform for discussing issues and concerns related to the aviation sector as well as for addressing challenges and opportunities in the development of the aviation sector of the Philippines.

For those interested in joining the ECCP Aviation Committee, email advocacy@eccp.com.



Infrastructure and Transportation Committee Meeting 11 July 2019

The Committee met last 11 July 2019 and discussed the following matters: (1) Updates on the draft Joint Administrative Order (JAO) on destination charges, still pending as per the JAO, (2) Customs issues, particularly Customs Memorandum Order 27-2019 which cuts lodgement of goods declaration period to 7 days, (3) Slowdown of public infrastructure spending, which has been worsened by the delay in the approval of the 2019 national budget as well as the election ban, (4) 2019 ECCP Infrastructure and Transportation Advocacy Paper, which is currently being drafted for its official handover on 24 October during the European-Philippine Business Summit.

For those interested in joining the ECCP Infrastructure & Transportation committee, please email advocacy@eccp.com.

Ceremonial Signing of the EODB ACT IRR 17 July 2019

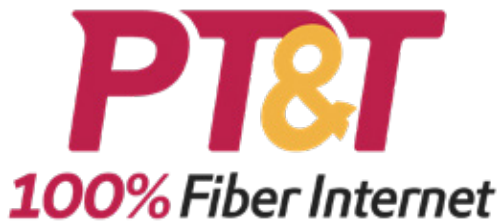
The ECCP was represented at the Ceremonial Signing of the Implementing Rules and Regulations (IRR) of the Ease of Doing Business and Efficient Government Service Delivery Act of 2018 last 17 July 2019. Signed in May 2018, the government envisions the EODB Act to increase productivity and competitiveness of the Philippines through making government processes more efficient, standardizing and simplifying application systems, as well as cutting red tape.

Signatories of IRR are Department of Trade and Industry Secretary Ramon Lopez, Civil Service Commission Chairperson Alicia dela Rosa-Bala, and newly-appointed Anti-Red Tape Authority (ARTA) Director General Jeremiah Belgica. Also present at the event were Senator Juan Miguel Zubiri, Congresswoman Bernadette Herrera-Dy, and ARTA Deputy Director General Ernesto Perez.



New Members Corner

Premium Members



Philippine Telegraph & Telephone Corp or PT&T has been innovating and pioneering new communication solutions since 1962. From introducing the first of its class in national digital data networks for the earliest corporate intranet adopters, to providing the Philippine's first national all-IP broadband networks of the millenium, PT&T has led the way in delivering ground-breaking value and to empower users and enterprise clients. PT&T continues its legacy of being in the forefront of providing communications and technology solutions by offering Pure Fiber Connectivity.



Sanofi is dedicated to supporting people through their health challenges. They are a global biopharmaceutical company focused on human health. They prevent illness with vaccines, provide innovative treatments to fight pain and ease suffering. They stand by the few who suffer from rare diseases and the millions with long-term chronic conditions. With more than 100,000 people in 100 countries, Sanofi is transforming scientific innovation into healthcare solutions around the globe.

Regular/Associate



A world leader in gases, technologies and services for Industry and Health, Air Liquide is present in 80 countries with approximately 66,000 employees and serves more than 3.6 million customers and patients. Oxygen, nitrogen and hydrogen are essential small molecules for life, matter and energy. They operate air separation units (ASU), hydrogen plants, carbon dioxide plants, cylinder refilling stations and depots, on-site plants and pipelines nationwide.



AMH Philippines is an employee-owned, academe-linked, Filipino engineering consulting company based inside UP Diliman. The synergy of advanced academic training and professional industry experience has enabled us to undertake more than nine hundred (900) projects, in the past 5 years alone, of various scales across a wide range of civil engineering disciplines, including comprehensive site evaluation studies, traditional services such as building systems design, civil works/land development design and construction management, and specialized services such as modeling and assessment work for coastal environments and slopes.

Antipodean

COFFEE - CAFE - CULTURE

Antipodean Cafe takes its very soul from the cafes that have gone before it, not only in the Antipodes, but also in Europe. The goal is to create a meeting place, a central spot where expatriates and locals can meet, chat, gossip, romance and chill out over a cup of excellent coffee and a plate of good tucker. Other than providing a great cafe experience, we took it upon us to ensure the cafe culture will continue to flourish with the times.



AWC Philippines, Inc. is an importer and distributor of premium and fine wine and select local craft.



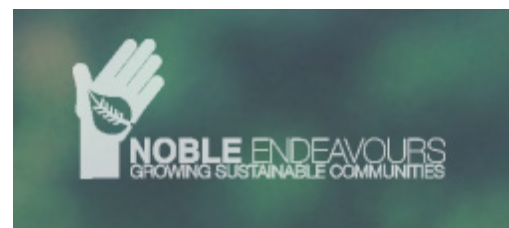
Big Bike Tech was a concept that was turned into reality by five friends that shared a common interest and passion for motorcycles. When Big Bike Tech opened in October of 2016, it was an instant hit to riders as it met their needs for a single source of high quality and reliable motorcycle protection, luggage, and accessories. Big Bike Tech's main focus is on the 300cc and above motorcycle segment and caters to all motorcycle brands.

Clarkton Hotel in Angeles City, Pampanga, Philippines, has been owned and operated under German management since 1992 – making it one of the longest running foreign-owned hotels in the region. Their highly trained and dedicated staff offers superior guest service, creating a unique ambiance that many people from around the world return for. Clarkton is one of the few hotels in the area with historically dedicated clientele who stay with us year after year for their holiday.



Eastern Communications is a connectivity solutions company providing an extensive portfolio of services that include Internet, Data, Voice, and Managed Services. They are the first communications service provider in the Philippines, when they were commissioned by the Spanish government to provide the country's first telegraphic services. Over a century later, they have evolved into a full service provider of world-class telecommunications services, they continue to be the solutions partner of choice for the biggest industry players in the country. They take pride in being the first Philippine telecommunications company to receive the ISO 9001:2015 mark for our business operations. This recognition shows our ability to deliver cutting-edge products with service that's unwavering, unflagging, and undeniably strong.

Edward Marcs Philippines, Inc. is a duly registered company dedicated to providing energy solution since 1984. It started as a reliable supplier of various diesel engine components for the premier government-owned power company, National Power Corporation (NPC). They supply complete line of spare parts for various types of diesel engine such as Wartsila Sulzer, SEMP-Pielstick, MHI-MAN, MWM-DEUTZ, Perkins diesel engine and generator set. At present, they continue to provide quality engine parts for independent power producer such as Bauang Private Power Corp and Palawan Power to name a few.



InteriorSynergySolutions, Inc (iSynergy/ISSI) is a dependable, end-to-end, IT-enabled office fit-out provider that caters to designing and delivering functional workplaces, may it be an office refresh or a new establishment.

Noble Endeavours is proud to be a partner for Project J490 Noble Endeavours Community Development Project with Global Development Group (ABN 57 102 400 993), an Australian AusAID approved Non-Government Organisation carrying out quality humanitarian projects with approved partners and providing aid to relieve poverty and provide long term solutions.

Global Development Group takes responsibility of the project according to AusAID rules providing a governance role and assisting in the areas of planning, monitoring, evaluating and auditing to ensure the projects are carried out to AusAID requirements.

NUTRICIA

Early Life Nutrition

At Nutricia, they believe in the power of nutrition to make a positive and proven difference to health. Everyday they apply their collective expertise in nutrition to some of the world's biggest health challenges in life in the nutritional management of diseases, disorders and medical conditions.



Sedawasenvisionedtoofferincomparableaccommodations in the heart of high-energy cities around the Philippines. Seda is the Filipino word for silk. It is the symbol of our commitment to weave together seamless service, exceptional value, and exciting destination, for a remarkable hospitality experience. Step inside, and discover how our hotels provide comfort and convenience blended with Filipino talent and creativity – all uniquely Seda.



Established in 1996, Seven Seven provides world-class information technology and knowledge services to the world's industry leaders in the financial services, insurance, investment banking, fast moving consumer goods, and telecommunications in the US and Asia Pacific. They offer an agile offshore-onshore engagement model that leverages the knowledge workers in the Philippines and in the US to deliver cost effective services to their partners.



Sheraton Cebu Mactan Resort is a resort property with Residences, operated and managed by Sheraton. Set to open in 2019, the beachfront Sheraton Cebu Mactan Resort will offer 250 sophisticated guestrooms and suites. It will feature ballroom and function spaces ideal for weddings, meetings and events. Amongst its amenities are the Shine Spa for Sheraton, three dining venues, an enhanced lobby lounge, and recreation facilities such as a terraced swimming pool and the state-of-the art Sheraton Fitness facility.



T.I.P. is a private, non-sectarian stock school. They offer programs on the fields of Engineering and Architecture, Maritime, Information Technology, Business, Teacher Education, Arts, Mathematics, and other special programs.



Warwick & Roger is a Manila-based corporate political affairs advisory firm that specializes in political risk management advisory and data-driven strategic political communications.

Individual Members

Franz Peter Pergler, M.A.

Frederic Regottaz

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