



AHK

Deutsch-Philippinische
Industrie- und Handelskammer
German-Philippine Chamber
of Commerce and Industry



**We connect
German and Philippine
businesses**

COMPETENT. RELIABLE. FAST.

2016-2017

ANNUAL REVIEW

GERMAN-PHILIPPINE CHAMBER OF COMMERCE AND INDUSTRY, INC. (GPCCI)

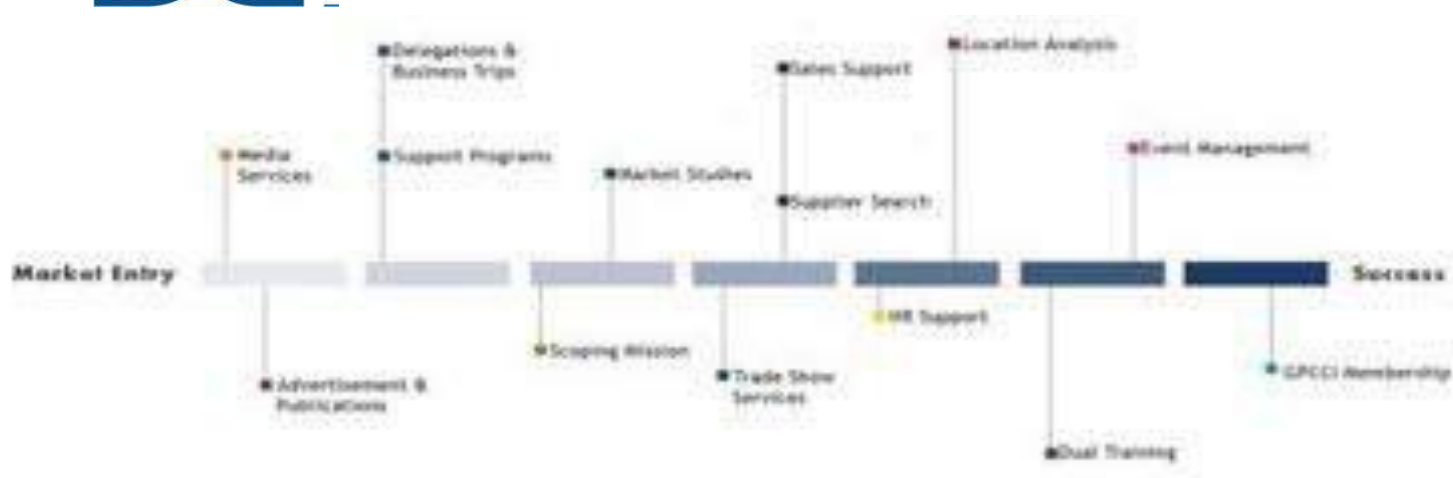
Your Partner in the Philippines



OUR SERVICES



Expanding your market and entering in a new market is often not so easy. We are pleased to support your endeavours with our custom tailored solutions.



Charlotte Bandelow
Deputy Executive
Director
Head of Trade Promotion,
DEInternational



Anne Clarisse Baga
Officer
Trade Promotion,
DEInternational



Tobias Petersen
Officer
Trade Promotion,
DEInternational



Camille Somera
Officer
Trade Promotion,
DEInternational



Julian Stark
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Trade Promotion,
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TABLE OF Contents

Overview

Welcome Message	3
Board of Directors	4
GPCCI Team	5
German - Philippine Trade Relations	6
ASEAN Business Opportunities	8

The Year in Review

President's Report	10
Committee Reports:	
Finance	16
Membership	19
Events	28
DEinternational	36
Dual Training	40
Fields of Competence:	
Connecting Businesses	44
Trade Policy	46
Business and Society	47
Education and Training	48
Maritime and Logistics	50
Energy and Environment	52

Publications	54
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Imprint / Acknowledgement	55
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Mabuhay & more POWER
**GERMAN-PHILIPPINE CHAMBER OF
COMMERCE AND INDUSTRY, INC.**



BEYOND PROVIDING POWER, WE EMPOWER.

steag

**STEAG state
power inc.**

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Proud member of



German-Philippine
Business and Investment
Cooperation Committee
German-Philippine Chamber
of Commerce and Industry

OVERVIEW

Welcome Message



2016 has been another great year for GPCCI. In its second year after joining the renowned AHK-network, the Chamber continued its successful work, extended its network and increased the number of members. Foreign trade promotion and bilateral commercial relationships were strengthened even further and are flourishing. They build the scaffolding of a considerably increasing demand for the Chamber's services.

The impressive number and high quality of events here in Manila and the successful organization of promotion and consultation days in Germany are testimonies of the efficiency and great performance of AHK Philippines. The interest of German companies in the Philippine economy is growing so strong that GPCCI published the excellent country brochure "Archipel im Aufwind", a collection of Philippine facts, figures and business opportunities in German language.

The growing tasks and responsibilities of GPCCI are reflected by an increasing number of members. Forty new members joined the German Chamber in 2016 and raised the total number to 277. They form a unique network of industry players, impressively demonstrating GPCCI's strengths and core competencies in setting up a Philippine-German business network and in helping German and Filipino businesses to strengthen their ties. Throughout 2016, GPCCI supported numerous companies for a successful market entry in the Philippines.

The activities of the Chamber encompass different fields of industries. By publicizing their market study "The impact of the Maritime Industry on the Philippine Economy" GPCCI showcased its expertise in the Maritime Industry.

GPCCI successfully organized delegations and events on water infrastructure, bioenergy, wastewater, energy efficiency and other topics.

Mabuhay Germany, the biggest German-Philippine event in the country, was greatly supported and once again brought together many companies and other stakeholders of the German-Philippine community. Mabuhay Germany 2017 was especially well attended and was an excellent opportunity to showcase the wide spectrum of the German-Philippine relationship.

I congratulate GPCCI for its major achievements during the past year, and I thank you for the reliable and fruitful partnership. For the year ahead, I would like to wish you all the best.

A handwritten signature in blue ink, appearing to read "Gordon Kricke".

H.E. Ambassador Dr. Gordon Kricke
Ambassador, German Embassy Manila

Board of Directors

PRESIDENT



Dr. Bodo Goerlich
President and CEO
STEAG State Power Inc.

VICE-PRESIDENT



Tristan Arwen "Bobbitt" Loveres
Managing Director
TÜV Rheinland Philippines, Inc.

VICE-PRESIDENT



Dr. Ing. Burkhard Andrich
President and CEO
Lufthansa Technik Philippines, Inc.

EXECUTIVE DIRECTOR



Peter Kompalla

TREASURER



Marie Antoniette Mariano
Assistant Vice President,
Head of Europe Desk
Banco de Oro (BDO)

DIRECTOR



Arthur "Art" Gamilla
Managing Director
KK Food Trading Co. Ltd.

DIRECTOR



Marc von Grabowski
President
MHE-Demag (P) Inc.

DIRECTOR



Dr. Günter Matschuck
Chairman & CEO
Maschinen & Technik, Inc.

DIRECTOR



Klaus Schadewald
Chief Operating Adviser
Volkswagen Philippines

DIRECTOR



Klaus Schröder
Director
Hapag-Lloyd Philippines Inc.

DIRECTOR



Rosvir "Ovi" Castelo - Sevilla
General Manager
Rhenus Logistics, Inc.

OVERVIEW

GPCCI Team



Peter Kompalla
Executive Director



Charlotte Bandelow
Deputy Executive Director
Head of Trade Promotion,
DEInternational



Maan Yu
Head
Membership and
Communications



Anne Clarisse Baga
Officer
Trade Promotion,
DEInternational



Tobias Petersen
Officer
Trade Promotion,
DEInternational



Camille Somera
Officer
Trade Promotion,
DEInternational



Julian Stark
Officer
Trade Promotion,
DEInternational



Kathleen Rodriguez
Officer
Membership



Elenee Ventura
Assistant - Graphic Designer
Communications



Judy Uri
Head
Internal Organization



Joy Ristau
Senior Officer
Administration



Jahziel Escalante
Assistant
Finance



Basil Andres
Executive Assistant
Internal Organization



Peter Espiritu
Driver
Internal Organization



Tobias Bolle
Project Director
Dual Training



Kristina Silan
Officer
Dual Training



Eva Puchala
Representative
GPCCI in Germany



OVERVIEW

German - Philippine Trade Relations

Thriving Bilateral Partnerships

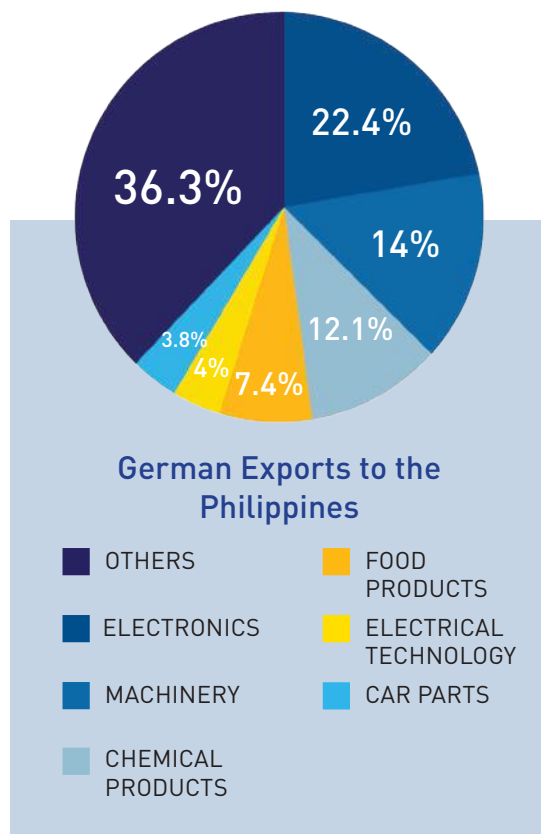
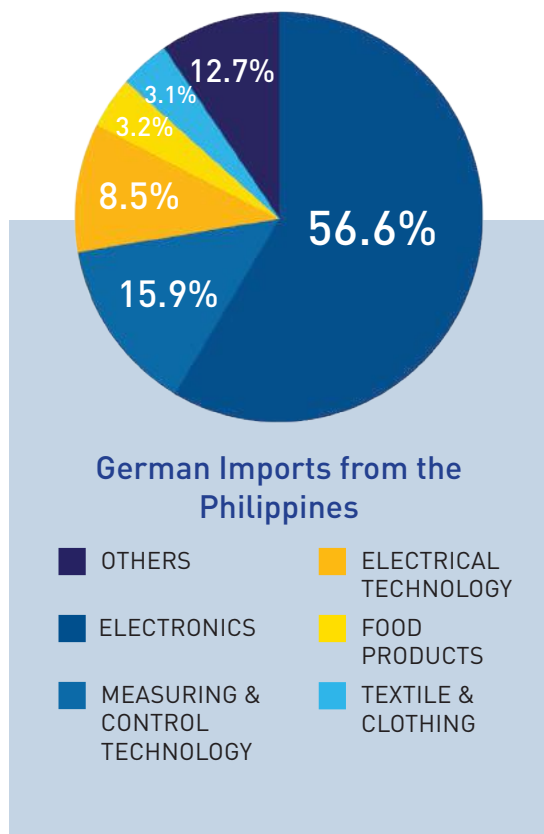
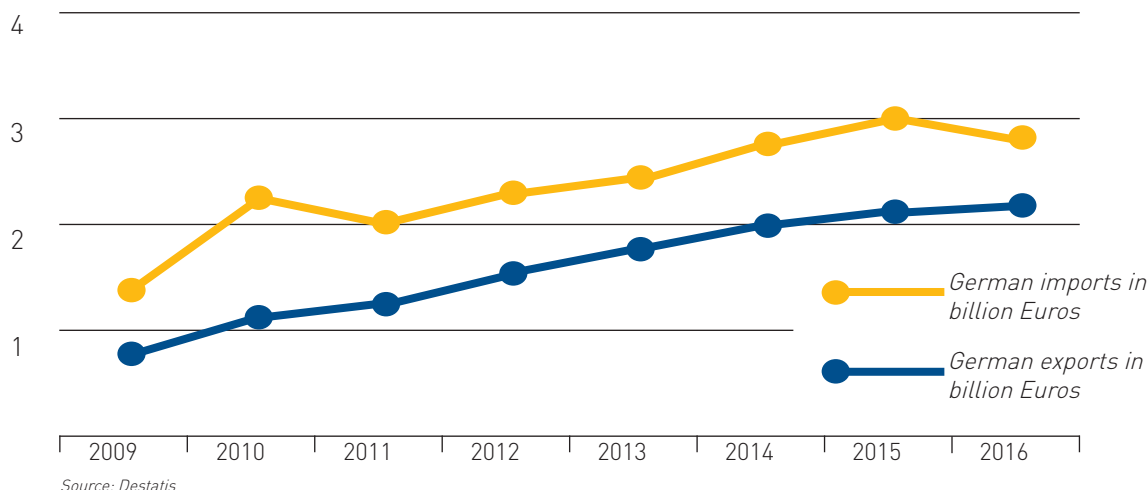
The Philippines continues to be an attractive market and is still growing despite the slight dip in investors in 2016. Companies in the country are looking forward to what the new administration has in store for the next six years in terms of investment and economic growth. The increase in members for the past year, as well as increase in services availed from the Chamber, such as Market Studies and Executive Searches, shows that the business community's interest is still strong in the region.

Bilateral trade

Germany is still the Philippines' leading trade partner in the European Union (EU). The first three quarters of 2016 saw an increase in investment in comparison to that of 2015. The most important imports from Germany to the country remains to be manufactured goods such as automotive parts, electronics, and similar products. Exports of the Philippines are largely composed of electronic products, such as semiconductors and electronic data processing devices, followed by agro-based products, such as fruit and vegetables and most especially coconut products.

Top Ten Philippine Exports to Germany in 2016

- Digital monolithic integrated circuits
- Storage units
- Other regulating and controlling instruments and apparatus, n.e.s.
- Input or output units,
- Other semiconductor devices
- Electronic microassemblies
- Semiconductor devices
- Electrical and electronic machinery
- Other brakes and servo-brakes and parts thereof
- Aircraft parts, replacements and goods



Source: GTAI, 2016

A stylized map of Southeast Asia in light blue, showing the outlines of the region's countries. It is positioned in the upper half of the page, with a darker blue background.

OVERVIEW

ASEAN Business Opportunities

Positive Economic Outlook on the ASEAN Region

The German ASEAN Chamber Network (GACN), formed in 2012 by the German Chambers of Commerce and Industry in the ASEAN region, conducted the annual ASEAN Business Climate Survey once again amongst their member companies for 2016. GACN started promoting ASEAN as an attractive business location through information events in Asia-Pacific.

Business Climate in the Philippines remain Positive

The respondents from the members of the German-Philippine Chamber and Commerce, Inc. (GPCCI) of the survey find the overall business climate in the country right now to be satisfactory. 44% of respondents when asked to compare their current situation with the previous quarter rated it as “better”. However, they predicted a plateau in the future with majority of the respondents assessing that the next 12 months will be “about the same”.

More than half of the respondents from the Philippines views their company's situation to be “better” than the last 12 months while 45% sees no change. The future outlook of the respondents with regards to their company remains positive. A whopping 80.95% sees their situation to be “better” in the next 12 months while 4.76% fear that it would become worse.

Current dominating issues

The current concerns for companies in the Philippines in terms of local policies and regulations are infrastructure development, tax benefits, and bureaucratic procedures. While market factors that affect the respondents' business aspirations are economic stability, market growth and competition.

Other causes of concern are corruption in the government and absence of skilled labor, the same as last year's survey.

Economic situation in ASEAN remains the same

The business climate outlook of German businesses in the ASEAN region remains the same with 58.13% of respondents rating it as “satisfactory”. Compared to last year, majority assessed the current situation of the overall economy to be about the same . 29.35% sees their situation as worse while 21.89% find it better. The assessment for the future is seen by the majority to be “about the same” for the economy.

Dynamic region

Small and medium-sized German businesses are still increasing their investment in the region. The results of the survey display the outlook of the companies engaging in the ASEAN region as positive despite investors retaining a certain cautiousness. The ASEAN region remains to be one of the most dynamic economic regions in the world with a lot of potential for growth, especially with the continuous effort to integrate.

ASEAN and China

“ASEAN provides the possibility of optimizing your value chains and gives an attractive complement to the Chinese market.”

Peter Kompalla,

Executive Director of the German-Philippine Chamber of Commerce and Industry

The large majority of respondents to the business climate survey in the region is in China, underlining the continued significance of the Chinese market. But as wages and labor costs are rising in China, some German companies are shifting part of their functions to the ASEAN region – be it for restructuring and tax purposes or to create additional sales hubs that are not too far off from their HQ in China.

To that end and by maximizing the larger AHK network with 130 locations across 90 countries with about 45.000 member companies, the German Chamber of Commerce in China Shanghai had the pleasure of hosting four AHK chief delegates from across the Association of Southeast Asian Nations (ASEAN) countries to shed light on the opportunities and risks of investing in the region.

The panelists covered a wide range of topics and recommended to take advantage of ASEAN's economic diversity in their business strategy, since it is not a monolithic market. Interesting factors are the composition of the labor force, special tax incentives and economic zones as well as recent political developments in the ASEAN region.

Germany and German business enjoy a good reputation across the region. Coupled with relatively lower labor costs, high global competitiveness and high marks for ease of doing business, the stage is set for increasing engagement between German businesses in China and at the ASEAN region.



THE YEAR IN REVIEW

President's Report

President's Report for the Year 2016

With the support of our members and partners, the German-Philippine Chamber of Commerce and Industry, Inc. successfully pursued its goals for the year 2016. The Chamber was able to continuously promote the bilateral trade between the Philippines and Germany, assisted companies to enter the local market, and provided a platform for the Philippine-German business community.

GPCCI is an official AHK member of DIHK, the central organization for 80 Chambers of Commerce and Industry in Germany (IHKs) and 130 German Chambers in foreign countries (Auslandshandelskammern, AHKs).

ANNUAL GENERAL MEETING 2016

Review of the year and election of new Board of Directors



Organizational Development

Since the beginning of 2015 GPCCI has been a member of the DIHK, the central organization for 80 Chambers of Commerce and Industry in Germany (IHKs) and 130 German Chambers in foreign countries (Auslandshandelskammern, AHKs). At the start of 2016, the Chamber welcomed two new Board of Directors, Mr. Marc von Grabowski (MHE Demag (P) Inc.) and Ms. Rosvir “Ovi” Sevilla (Rhenus Logistics, Inc.)

As of the first quarter of 2017, the membership has increased to 277 members of companies and individuals. Together with our members, we achieved a lot this year. Apart from our monthly Economic Forums, we regularly organized networking events such as the first After Work Beer, focused on young professionals, the 3rd Speed Networking Night, in collaboration with other foreign chambers, our annual Summer Networking Night, and of course, the 14th Ambassador’s Cup which saw in attendance guests from Manila’s business and diplomatic community.

Mabuhay Germany, the biggest German-Philippine event in the country, also returned to Bonifacio Global City from 18 -19 February in the first quarter of 2017. The event was well attended and celebrated despite the rainy weather.



▶ PSECE 2016

Electronics companies at German Pavilion

◀ PROMOTING THE PHILIPPINES IN GERMANY

Consultations and conferences

Fields of Competency

For 2017, GPCCI has come up with the Fields of Competency to better show its activities and focus areas.

Connecting Businesses

The Philippine economy is on the right track and German business people in the country remain largely optimistic about the socio-economic development of the country and the ASEAN region. This is also the message which the German-Philippine Chamber is spreading at promotion and consultation events in Germany.

Throughout the year, the German Chamber supported around 60 companies for a successful market entry into the Philippines, finding suitable local business partners, providing market studies and other customized services.

To support the German industry, the Chamber published the country brochure “Archipel im Aufwind”, a collection of Philippine facts, figures and business opportunities in

German language. The brochure is now available in hard and soft copy and has been distributed to the IHK and AHK networks as well as business contacts in Germany.

Trade Policy

South-East Asia is one of the most dynamic markets in the world. To support free trade between Germany and the region, Chamber representatives attend several events in Germany such as the 1st German-Asian Economic Dialogue, the German ASEAN Business Council, and the ASEAN Insights in Hamburg and Frankfurt.

Business and Society

Compliance with the UN Global Compact, engaging in CSR activities and actively pursuing dialogues with experts on fields that affect business is another area of competence that the Chamber is proud to uphold. The past year was filled with events that mirrored these principles such as our participation in the FNF Freedom Run, meetings with DTI Secretary Ramon Lopez, BGen. Charito Piazza, and Senator Miguel Zubiri. In our annual



▼ **SUMMER NETWORKING NIGHT**
at the Skye Lounge



▲ **1ST AFTER WORK BEER**
at Brotzeit



▲ **3RD SPEED NETWORKING NIGHT**
at Fairmont Hotel

CSR activity CPCCI visited San Pedro Relocation Center High School to repaint some school furniture to be used by the incoming students.

Education and Training

GPCCI's Dual Training project introduces German style vocational education to provide this young and motivated workforce with those skills the industry is looking for. The 1st project phase was successfully completed in October and the 2nd phase, covering another three years, has just been approved and started in November 2016.

➤ **MABUHAY GERMANY 2017**

GPCCI Executive Director
Peter Kompalla with the
whole team



➤ **6TH PHILIPPINE-GERMAN ENERGY FORUM**

Part of the "renewables – Made in Germany" initiative
of the BMWi



⬆ **GPCCI BOARD MEMBERS WITH GERMAN AMBASSADOR
TO THE PHILIPPINES**



⬆ **JOINT ECONOMIC BRIEFING**

"Impact of the Philippine Elections on
Foreign Investments"



⬆ **GERMAN-ASEAN CHAMBER NETWORK**

GPCCI chaired the GACN in 2016



Maritime and Logistics

The new Philippine administration commits itself to further improve the business environment and to modernize the country's infrastructure. This is a crucial task to maintain the current economic dynamism and to secure the high growth in the coming years. In this regard, German know-how is very sought after.

The Chamber continues to show its support for the Maritime Industry through the publication of "The Impact of the Maritime Industry on the Philippine Economy". This publication gives a comprehensive overview about the maritime sector in the Philippines, emphasizing its economic importance and providing insights in matters such as crewing & manning, port operations, ship building, tourism and liner operations in the country.

Energy and Environment

GPCCI introduced services and technologies "Made in Germany" to tackle the various infrastructure challenges. Two other focus areas this year were renewable energy and water management. Delegations and events such as the 4th German Solar Training Week, the German-Philippine Bioenergy Forum, and a conference on the Modernization of Water Infrastructure provide opportunities to discuss problems and find the right solutions.



B. Goerlich

Dr. Bodo Goerlich
President of GPCCI



THE YEAR IN REVIEW

Finance

Money Matters

Once again, we are pleased to report a successful financial situation for the year 2016 with the year-end closing showing a positive bottomline. Notably, the subsidy from DIHK/AHK in Germany has decreased, resulting to a minimal growth in the overall financial standing.



Nonetheless, with the continued support and commitment of the Chamber Members we foresee a sustainable operations going forward.

Our “Market Entry Support” substantially contributed 40% of the total revenues mainly driven by market entry support activities in 2016. The Chamber and SEQUA GmbH (non-profit development organization in Germany) have entered into an agreement where the latter will provide assistance to the implementation of the K-12 PLUS Project on technical vocational education training in the Philippines. This was renewed and extended for another 3 years from 1 October 2016. Resultantly, contributing 44% to the total revenues in 2016. Chamber Services, on the other hand, contributed 15% of 2016 total revenues. The steady increase in our membership base showed the consistent growth, providing the members with quality services and relevant events. Once again, “Danke Schön – Maraming Salamat Po” for your continued support and contribution.

On the operational expense side, we have managed to maintain within budget spending albeit increased in members-related costs, increased occupancy costs and continuous improvement of communication infrastructure. These will support the continued and sustainable growth of GPCCI.

It is in the best interest to provide you with reliable and competent partners. GPCCI continues to send employees to trainings to strengthen skills set and knowledge in handling their daily tasks and to adapt to the fast moving technology and diversity of culture. They are

also immersed in understanding the growing economic and diplomatic relations between German and the Philippines. You can only get nothing but the best from your GPCCI team!

Together with our auditor SGV, the financial statements for the years 2015 and 2016 have been successfully audited and released. The result of the audit did not show significant deviations which resulted to a successful and positive year end in 2016. Recommendations have been carefully reviewed and will be implemented to further optimize accuracy and transparency in our financial reporting.

We have great challenges and great opportunities ahead of us and with all your help, we will surely make this year 2017 the best year in the history of GPCCI!

Danke Schön!



Marie Antoniette Mariano
Treasurer

mhe DEMAG

The *name* for material handling



SAFETY AT THE HIGHEST LEVEL

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Website: www.mhe-demag.com



THE YEAR IN REVIEW

Membership

The German-Philippine Business Network

Since becoming a member of the network of German Chambers Abroad (Auslandshandelskammern, AHKs) back in 2015, the Chamber has continued its commitment to promote bilateral trade, support German companies who are interested in investing in the Philippines, and has expanded its range of services to companies in both countries.

Not only has the range of services grown, but also the number of member companies. For the first quarter of 2017, membership has increased to 277 which consists of companies from different industries such as Manufacturing, Retail/Trading, Construction, Electronics, Energy, Import and Export, Tourism, Logistics and Shipping.

As a Membership Organization, the Chamber constantly develops its services and benefits for its Members. The Chamber promotes information exchange through the execution of different events such as: Roundtable Meetings, Breakfast Briefings, Economic Forums, Company Visits, Networking Events, and cooperation with other bilateral European Chambers.

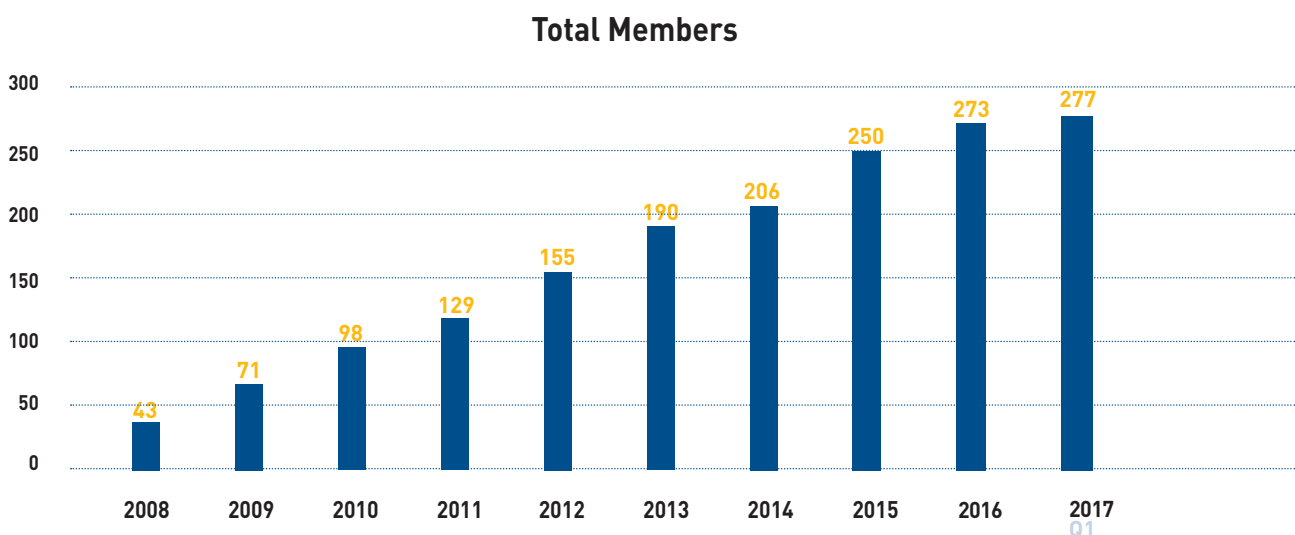
GPCCI spearheads the organization of the most anticipated event for the German-Philippine community that promotes and showcases German products: Mabuhay Germany™. The Chamber also addresses advocacy issues of its Members and develops strategies that help boost economic development with the support of the committees under its direction.

The Chamber's fast positive growth is a testament to its good reputation as a Membership Organization, Service Provider and Official Representation of the German Chamber Network in the Philippines. The Chamber is dedicated to serving the business community by building relationships for the success and growth of our Members.



Klaus Schröder
Chairman, Membership Committee

GPCCI Membership Growth through the years



New Members 2016/2017

We are happy to welcome the following individuals, companies, and organizations as new Members in our network.



Voss Aviation & Motion Technology Ltd.



New Individual Members:

Nadine Boss
 Andreas Dernbach
 Matthias Gundermann
 Peter Huebner
 Ferdinand A. Limbo
 Christoph Mueller
 Oliver Neerfeld
 Franz Michael Oppermann
 Martin Ruessmann
 Stefan Schestag

GPCCI Members

Regular Corporate Members

- 2Go Group Inc.
- 2SL Logistics and Trucking Services, Inc.
- 98La s Inc.
- hartrodt Philippines Inc. (formerly abphil logistics, inc.)
- Abes Mariano and Malong Law Offices
- Alfa Ship & Crew Management GmbH
- Allianz / PNB Life Insurance Inc.
- Alster Int'l. Shipping Services, Inc.
- Antrak Philippines Transport Solutions Corporation
- Arvato Corporation
- Argonauta Boracay, Inc.
- Asalus Corporation - Intellicare
- Asia Society for Social Improvement and Sustainable Transformation (ASSIST)
- Asian Carmakers Corporation BMW Importer
- Asian Construction & Development Corporation (ASIAKONSRUKT)
- ASP Crew Management Services Inc.
- Association of International Shipping Lines (AISL)
- AST Shipping Company - Manila
- Auto Nation Group, Inc.
- Automobile Central Enterprise, Inc. (Volkswagen)
- Avior Marine, Inc.
- B. Braun Medical Supplies, Inc.
- BAG electronics, Inc.
- Banco de Oro (BDO)
- Bank im Bistum eG
- Bayan Academy for Social Entrepreneurship and Human Resource Development, Inc.
- Bayer Philippines Inc.
- Beiersdorf Philippines Inc.
- Bhagi's International Trading Corporation (BITC)
- Blue Horizons Travel & Tours, Inc.
- Boehringer Ingelheim (Philippines) Inc.
- Booze Online Inc.
- Bosch Service Solutions
- Bronzeoak Philippines, Inc.
- Brotzeit Phils. (Fame Dish Inc.)
- Brumms Quality Wines Inc.
- BSM Crew Service Centre Philippines, Inc. (Bernhard Schulte Shipmanagement)
- C. Melchers GmbH & Co. Phil. Branch
- Carmudi Philippines Inc.
- Castillo, Laman, Tan Pantaleon & San Jose
- Center For International Trade Expositions and Missions (CITEM)
- ChemSynergy Asia, Inc.
- Clarkton Hotels Inc.
- Coffral Access & Shoring, Inc.
- Comfort Sole Phil Inc.
- Commercial Freight Services, Inc.
- Community Welfare Service Lotus Foundation, Inc
- Conergy Asia & ME Pte. Ltd
- Continental Temic Electronics Phil. Inc.
- Contract Design & Systems Furniture Specialist, Inc.
- CRML Enterprises, Inc.
- Cronimet Metal Philippines Inc.
- CS Garment, Inc.
- Datronicsoft Inc.
- Deutsche Bank AG Manila
- Deutsche Motorgeräte, Inc.
- Dexterton Corporation
- DHL Global Forwarding Philippines Inc.
- DNV GL
- Doehle Shipmanagement Phils. Corp.
- Döhle Seafront Crewing (Manila), Inc.
- Donato, Zarate & Rodriguez
- DR. KLIPPE Philippines Corp.
- Du-Baladad and Associates (BDB Law)
- Dusit Thani Manila
- E.R. Crew Management (Philippines) Corp.
- Eastern Telecommunications Philippines, Incorporated
- Empress Dental Laboratories, Inc.
- ERNI Development Center Philippines Inc.
- Etihad Airways / Air Berlin
- Eupac Inc. / El Rio y Mar Resort
- Euro Foods
- European Training and Competence Centre Inc. (ETCC)
- Eurotec Industrial Technologies Inc.
- Evonik Industries AG
- F. A. Vinnen Philippines Inc.
- Falcon Law Offices
- Festo Inc.
- Fivestar Cargo Services Inc.
- FNF Industrietechnik GmbH
- Fresenius Medical Care Philippines Inc.
- Frey-Fil Corporation
- Friedrich Naumann Foundation for Freedom (FNF) Philippine Office
- Fritz & Macziol Asia, Inc.
- G DATA AV Lab Inc.
- German Club
- German European School Manila (GESM)
- German Hydraulic & Plant Service Inc.
- Goethe Institut Manila
- GreenPowerPhils, Inc.
- Grohe Philippines, Inc.
- Guhring Philippines Inc.
- Häfele Philippines Inc.
- Hamburg Trading Corp.
- Hansa Meyer Projects (Phil.) Inc
- Hapag-Lloyd Phils Inc.
- Harle Philippines Inc.
- Hartmann Crew Philippines (HCP), formerly Associated Ship Management (ASM)
- I AM Filipina, Inc.
- Ibarra Bio Med Int'l Trading Corp. (IBMITC)
- ILLIG FAR EAST Regional Headquarters of ILLIG Maschinenbau GmbH & Co.
- Ingo Manufacturing Philippines Inc.
- Inpolchem, Inc.
- Integrated Micro-Electronics Inc.
- Interadent Zahntechnik Phil. Inc.
- International Container Terminal Services, Inc. (ICTSI)
- Intership Navigation Training Center, Inc.
- Isla Lipana & Co.
- Issues Management Group, Inc.
- JM Far East Inc.
- John Clements Consultants, Inc.
- Judphilan Food Corporation
- K.D. Feddersen Überseegesellschaft mbH
- Kalenborn International GmbH & Co. KG
- Karcher Inc.
- KHS Asia Pte. Ltd Regional Office
- KKFood Trading Co. Ltd.
- KMC MAG GROUP
- Knauf Gypsum Philippines, Inc.
- Kuehne + Nagel Inc.
- KVAR Corporation
- Light & Hope Overseas Placement Agency, Inc.
- Linde Philippines, Inc.
- Linens International Inc.
- Logwin Air + Ocean Phils. Inc.
- LUBCON Lubricants Asia Pacific, Inc.
- Lubeca Marine Service Inc. (Phils.)
- Lufthansa German Airlines
- Lufthansa Services Philippines, Inc.
- Lufthansa Technical Training Philippines
- Lufthansa Technik Philippines
- Luxusmarken Von Adrenaline Inc. (formerly Adrenaline Group of Companies)
- Macroasia Corp.
- Maersk-Filipinas Crewing, Inc.
- Magsaysay Global
- Makati Diamond Residences



- MAN Automotive Concessionaires Corporation
- Manila Electric Company (MERALCO)
- Manila Hotel
- Manly Plastics, Inc.
- Masagana Gas Corporation
- Maschinen & Technik, Inc. (MATEC)
- Mayfair Consultancy Services Philippines, Inc.
- Mechanical Handling Equipment Comp. Inc. (MHECO)
- Mercedes Benz Group Services Philippines (DAIMLER Group Services Philippines, Inc.)
- Mesco Inc.
- MHE-Demag (P) Inc.
- Mighty Corporation
- Modulplus System Corporation
- Mondial Tours Lufthansa City Center
- Mondo Ventures, Inc.
- NeBeSci Inc.
- New Simulator Center of the Philippines, Inc. (NEWSIM)
- Newtech Pulp Inc.
- Novotel Manila Araneta Center / Araneta Hotels, Inc.
- OAV - German Asia-Pacific Business Association
- Ortega, Bacorro, Odulio, Calma & Carbonell
- P-Tech People and Technology, Inc.
- Peri Asia Philippines Inc.
- PGA Cars, Inc. (Audi, Porsche)
- Pisces International Placement Corp.
- Pointwest Technologies Corporation
- Powerluck 8 Philippines, Inc.
- PPI Pazifik Power, Inc.
- Printing Images CtC. Inc.
- Produxx Design and Trading Corporation
- PV2 Energie
- Qatar Airways
- Quisumbing Torres
- R.G. Manabat & Co. (KPMG in the Philippines)
- Rhenus Logistics Inc.
- Rickmers Marine Agency Philippines Inc.
- Rieckermann Philippines Inc.
- Rischa Import-Export Corporation
- Robert Bosch Inc.
- Roedl Philippines, Inc.
- Rohde & Schwarz (Phils.) Inc.
- Rovema Asia Pacific Corp
- Royal Cargo Inc.
- Royal Preventive Medical Clinic (formerly Crimson Horses)
- Rudolf Lietz Inc.
- Santa Fe Moving and Relocation Services Philippines Inc.
- SAP Philippines Inc.
- SBS Philippines Corporation (Formerly Sytengco Philippines Corporation)

- Scanmar Maritime Services, Inc.
- Schenker Philippines Inc.
- Sealanes Marine Services Inc.
- Senator Crewing (Manila) Inc.
- Service 101 Plus Consulting, Inc.
- Servoelectric Inc.
- SGV & Co.
- SHS Perforated Materials, Inc.
- Sidelifter Inc.
- Siemens Inc.
- SSI Schaefer Systems Phils. Inc.
- Steag State Power Inc.
- SZA Schilling, Zutt & Anschütz Rechtsanwalts AG
- Tabacalera Incorporada
- TARGET display Co., Inc.
- Techline Machine Tools, Inc.
- The Law Firm of Lucenario, Domingo, Rombaoa, & Associates
- The Peninsula - Manila
- ThyssenKrupp Philippines
- Transwing Art Gallery
- Triconti ECC Renewables Corporation
- TRUMPF Philippines Representative Office, Inc.
- TÜV Rheinland Philippines Inc.
- TÜV SÜD PSB Philippines
- United Marine Training Center
- Value RX Inc.
- VDR German Shipowners Association
- Veltrup Technik Phils Inc.
- Villaruz, Villaruz & Co
- Voss Aviation & Motion Technology Philippines Corp.
- Wagner German Bakery (Bierfass Enterprise)
- Werdenberg International Corporation
- Wilhelmssen-Smith Bell Shipping Inc. (WSBSI)
- Würth Philippines, Inc.
- Zalora Philippines (BF Jade E-Services Philippines Inc.)
- ZAMA Precision Industry Manufacturing Philippines, Inc.
- ZMG Ward Howell

Individual Members

- Reiner Allgeier
- Francisco Aseniero
- Edgardo Balois
- Dr. Friedrich-Karl Bandelow
- Ludwig Bay
- Nadine Boss
- Dietmar Braun
- Andreas Dernbach
- Michael Estaniel
- Leah Gatchalian
- Matthias Gundermann
- Urs Hebeisen
- Annette Helbig

- Peter Huebner
- Dr. Norma Lange-Tagaza
- Ferdinand A. Limbo
- Dipl. Wirt. Ing.(TH) Jürgen Lorenz
- Christoph Müller
- Klaus Müller
- Oliver Neerfeld
- Franz Michael Oppermann
- Felino Palafox, Jr.
- Klaus Preschle
- Raveendranath Rajan
- Manfred Rode
- Martin Ruessmann
- Aniceto Saludo, Jr.
- Stefan Schestag
- John Gonzales Tan
- Vanessa Wipfler

Local German Chambers of Commerce and Industry (IHKs)

- IHK fuer die Pfalz
- IHK fuer Essen, Mülheim an der Ruhr, Oberhausen zu Essen
- IHK fuer München und Oberbayern
- IHK Karlsruhe
- IHK Koblenz
- IHK Köln
- IHK Nord Westfalen
- IHK Nürnberg für Mittelfranken
- IHK Offenbach am Main
- IHK Ostwestfalen zu Bielefeld
- IHK Ostwürttemberg
- IHK Region Stuttgart
- IHK Rhein-Neckar
- IHK zu Düsseldorf

Friends of the Chamber and Honorary Members

- Lilia De Lima
- Delia Domingo-Albert
- Sabine Honer
- Dan Lachica
- Oscar Lopez
- Maria Cleofe Natividad
- Washington SyCip
- Christian-Ludwig Weber-Lortsch
- Board of Investments
- Department of Trade & Industry (DTI)
- Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH
- Embassy of the Republic of the Philippines (Berlin)
- German Embassy Manila
- Philippine Economic Zone Authority (PEZA)
- Philippine Trade and Investment Center (PTIC)

GPCCI Member Benefits

Becoming a member of GPCCI gives you the opportunity to connect with the region's top business leaders during Chamber networking events and programs, and help shape the business landscape with other business leaders by engaging in our forums.

Networking Events & Info Sessions

We organize a wide range of high quality events in cooperation with our Members, Government entities, and Chamber partners to discuss business and address issues that may affect the course of doing business in the Philippines. Our networking events are designed to develop business relationships and increase each one's professional network. The Chamber hosts a variety of programs designed to meet the needs of its members of all sizes and industries with the goal of generating leads, increasing sales and maximizing profitability.

Marketing and Sponsorship

Our marketing options such as our e-newsletters, promotional materials, website and publications offer great advertising opportunities for your company. By using our marketing and advertising channels, companies can position themselves as proactive business leader.

As a member of the Chamber, businesses can maximize their company's visibility by sponsoring one of the Chamber's many events. Sponsorships are available on a variety of levels for about every event that GPCCI creates. Premium Partnerships that can be customized to enhance the level of exposure a company have been made available to member companies.

The Chamber publishes the business news of its Members as a free benefit. Member companies can send their business news – milestones in business, new products, new staff, promotions, board appointments – and we will publish them on our website, social media channels, and newsletters.

General Inquiries and Referrals

We offer quick and comprehensive responses to general queries regarding aspects of the Philippine market activities. We provide contacts to experienced, trustworthy service providers such as law and auditing firms, banks and insurance brokers. General inquiries regarding setting up businesses are coordinated with our partners from different German and Philippine organizations.

The Chamber receives phone calls and emails from potential customers looking for business partners that can help with specific goods and services. We recommend our Members to these referral requests.

Advocacy

GPCCI has good relations with key government offices who may assist with member concerns. We are also a leading partner of the Association of European Chambers (AEC). The Chamber advocates on behalf of its Members, as we support policies that advance economic development, support business competitiveness, lower the costs of doing business, encourage job growth and strengthen the overall economic health of the region.

Corporate Training Services

GPCCI in cooperation with the German government offices organize quality, consultative, results-driven training by subject matter experts who are also training professionals both in Germany and in the Philippines.

Trade Fairs

Our two-day tradeshow "Mabuhay Germany™" allows our Members to showcase their products and services as well as invite visitors to experience German culture, innovation and cuisine. We also participate in tradeshow both in the Philippines and Germany covering various industries.

Community Services

GPCCI is committed to helping improve the level of education and continues to support underprivileged Filipinos. One example would be the organization of the German Ambassador's Golf Cup where the Chamber, together with the Embassy, chooses a foundation to support. The Chamber is also very active in its efforts to help those who have been affected by natural calamities in the Philippines.

Industry Committees

The Chamber offers various sectoral and cross-cutting Committees in Renewable Energy, SME, and Maritime, each headed by a private-sector representative. These working committees gives way for opportunities for Members to play an active role in the Chamber. Members of the different committees meet on a regular basis to discuss latest developments and issues that may affect local businesses.

Enhanced Member Benefits

The Chamber offer its Members a variety of additional services designed to enhance the success of businesses of all sizes, industry and profession.

Visa Support

The Chamber fosters good relations with the German Embassy's Visa Section. Should an employee of a Member company need further supporting documents for their German Visa Application, GPCCI can issue an endorsement letter and certification of GPCCI Membership.

Translation & Interpretation

Member companies who need translation and interpretation services can also contact the Chamber for recommended persons that can be of assistance.

Market Entry Services

With the help the Chamber's vast network, both within and outside its Membership, our Members can avail of Market Entry Support such as, Sales & Sourcing Support, and Location Analysis through the Chamber's Trade Promotions department at a discounted rate.

AHK Philippinen: One Organization - Three Pillars



Members' Corner

2016 is an exciting year for the German-Philippine Business Community. The year is filled with great beginnings and new opportunities for our members. Here are some highlighted events from the last 12 months which includes inaugurations, anniversaries, and other milestones.

GROHE Showroom Opening



On June 15, our member GROHE and their Philippine distributor WILCON brought interested people together to experience an ensemble of live water, visual and musical performances as they opened a new

GROHE flagship showroom in Designo Atelier at the WILCON Depot IT HUB in Pasong Tamo Ext., Makati City.

BOOGI Showroom Opening

GPCCI Member BOOGI, founded by Burkhardt "Boogi" Zipperich and Nette Zipperich, is a distributor of furniture, furnishings, and lamps of selected premium brands, primarily from Europe. The launch was celebrated in the BOOGI Showrooms in 3/F LRI Design Plaza, 210 Nicanor Garcia, Bel-Air II, Makati.



Wagner Bakery Opening



Wagner German Bakery had its long-awaited grand opening on July 26. GPCCI Director for Membership Klaus Schroeder and Commercial Counselor Dr. Andree Buhl from the German Embassy cut the ribbon together with the owners Bernhardt & Helen Wagner and chef Tom Brektsch.

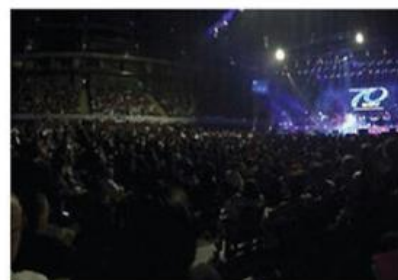
E.R. Crewing Opens Office in Manila



The E.R. Group and Bernhard Schulte Shipmanagement have collaborated with Philippine partners to establish a crewing agency based in Manila called E.R. Crew Management (Philippines) Corp.

SGV Celebrates 70th Anniversary

GPCCI Premium Partner SGV & Co. celebrated its 70th anniversary with a big party at the Mall of Asia Arena, together with thousands of clients, alumni and friends. The evening's highlights were performances of musical star Lea Salonga and the ABS-CBN Philharmonic Orchestra.



Volkswagen Philippines introduces two more Golf variants



award winning Golf badge's 42nd year, the Highline and Comfortline variants were introduced, thus expanding the Golf family of fun-to-drive hatches available in the country.

Manufactured in Germany since 1974, the Volkswagen Golf's enduring popularity is a testament to the precision craftsmanship of German automotive engineering and design. Last summer of 2016, on the multi-

Lufthansa Services Philippines Inc. Opens Service Center in the Manila



On 7 October, Lufthansa elevated customer service to a new level. The new Service Center Manila was opened and celebrated thoroughly. The

event was a perfect beginning for Lufthansa's new facility in the capital of the Philippines and was framed by an office tour and a chitchat with key business partners of Lufthansa.

Knauf Opens Office in BGC



Knauf Gypsum Philippines, Inc. (KGPI) commemorated the opening of its office in BGC with a ribbon cutting ceremony and office blessing on 29

November 2016. Knauf is a leading building systems manufacturer from Germany. It is investing in the country to manufacture gypsum board panels in Batangas province, generating around 100 direct jobs.

Allianz-PNB Life Insurance Office Inaugurated



On 16 January, the Allianz-PNB Life Insurance office located at the Allied Bank Center in Makati was inaugurated. A traditional dragon dance opened the celebration and the unveiling of the new official signage and ribbon-cutting ceremony was witnessed by all those present.

Mercedes E-Class Launched



On June 25, GPCCI President Dr. Bodo Goerlich and Executive Director Peter Kompalla enjoyed the show at the Mercedes E-Class launch in Shangri-La at the Fort, Manila.

Royal Cargo Unveils Second Phase Of Solar-Powered Warehouse Facility In Binan, Laguna



Just few months after Royal Cargo inaugurated the second phase of its temperature-controlled facility located in Laguna Industrial International Park (LIIP), the

expansion of its solar rooftop has been unveiled with the ceremonial opening of the Germany-supported solar panel installation held last February 21, 2017 at the Royal Cargo City South Hub in Binan, Laguna.

Service 101 plus Consulting, Inc. Celebrates their First Year Anniversary



Service 101 plus Consulting, Inc. (SPCI) is a Philippine-based Information Technology software and services company established in 2015. SPCI is in

the business of deploying web/mobile solutions, delivering technical support thru outsourcing engagement, and providing technology governance consulting. The company celebrated its first year anniversary on 17 February 2017 at the Seda Hotel.



THE YEAR IN REVIEW

Events

Activities in the Center of the German-Philippine Business Community

2016 was another busy year for the German-Philippine Chamber, with a record number of networking nights, forums, delegations, trade fairs and other events.



21 January 2016

Economic Forum with Mr. Enrico Cruz

The Deutsche Bank AG Manila Chief Country Officer and Head of Corporate Banking and Securities presented an economic review of the past year and proceeded with an outlook for 2016.



26 January 2016

Company Visit at MHE-Demag (P)

A delegation of the German-Philippine Chamber of Commerce and Industry visited MHE-Demag and was informed about their performance, profile and the material handling industry within the Philippines.



19 February 2016

Economic Forum with Mr. Richard S. Bolt, ADB

Mr. Richard S. Bolt, Country Director of the Asian Development Bank's (ADB) Philippines Country Office, gave an overview of "The Contribution of the Asian Development Bank (ADB) to the Philippines".



2 March 2016

Breakfast Briefing on Corporate Travel Management

Experts from different sectors provided valuable insights on "Corporate Travel Management & Cost-efficient Travel Planning" for Chamber Members.



17 March 2016

Annual General Meeting 2016

GPCCI President Dr. Bodo Goerlich took the opportunity to look back at last year's achievements and gave an outlook of what 2016/17 will bring.



18 April 2016

Joint Economic Briefing

Three weeks before the Philippine elections on 9 May, the Chambers of Commerce from Germany, the UK, France and Spain conducted a Joint Economic Forum to discuss what the next administration should do to entice more foreign investors and to keep the economy on its current growth course.



📅 21 April 2016

Economic Forum with Arch. Felino Palafox

Architect Felino "Jun" Palafox discussed in the German Club "The Philippines 2021 and beyond". A presentation about urban planning and development in the country.



📅 15 May 2016

Economic Forum with Mr. Walter van Hattum

The Head of Economic and Trade Section of the EU Delegation to the Philippines, delivered an insightful presentation on "The EU and the Philippines towards a Free Trade Agreement" at the Economic Forum.



📅 25 May 2016

Summer Networking Night 2016

Around 120 people met in the Skye Lounge roof deck bar in BGC to expand their international networks and establish new contacts with the German-Philippine Business community.



📅 16 June 2016

Economic Forum with Mr. Jon Ravelas

The interesting speech of BDO Chief Market Strategist Jonathan Ravelas offered the audience a profound view of the upcoming economic times in the Philippine Archipelago.



📅 22 July 2016

Economic Forum with Amb. Ossowski

The Ambassador concluded that "the train is moving in the right direction" and the Philippines is a country with a dynamic market which offers many opportunities for German companies.



📅 18 August 2016

After Work Beer

The first After Work Beer for Young Professionals on 18 August 2016, was a great success. The relaxed atmosphere at Brotzeit, Shangri-La at the Fort allowed our guests to speak business, chit-chat and have a good laugh.



24 August 2016

Company Visit at BAG Electronics

BAG Inc., Philippines opened their doors for Members of the Chamber. Participants of the company visit received interesting insights in the LED-business, BAG's company structure, its participation in our Dual Training Project, and upcoming trends. The highlight of the visit was an exclusive tour through BAG's manufacturing facilities.



15 September

Economic Forum with Ms. Diana Del Rosario

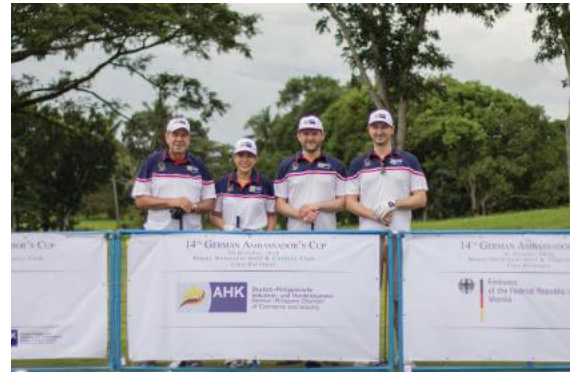
Diana Del Rosario of Deutsche Bank gave interesting insights on how the Asian economies can tackle future risks and global headwinds.



29 September 2016

3rd Speed Networking Night

The 3rd Speed Networking Night, an annual intercultural networking event with the German, British, Spanish, French, and Dutch Chambers offered a lot of business opportunities to its guests.



21 October 2016

14th German Ambassador's Cup

The Chamber held its 14th German Ambassador's Cup, with the cooperation of the German Embassy Manila at the Mount Malarayat Golf & Country Club.



24 November 2016

Economic Forum with Miguel Aboitiz

Mr. Aboitiz gave a short but detailed graph presentation on the future of electrical power in the Philippines which comprises of the Electrical Power Projections.



2 December 2016

Nikolaus Party 2016

During the event, a recap of the last twelve months was given, as well as an outlook of the coming year. A hundred guests graced the Chamber's invitation where they enjoyed a sumptuous buffet, free-flowing beer and wine, and live music by Vanya Castor & Paolo de Ortega. Guests stayed until the wee hours of the evening as they celebrated the beginning of the Christmas season with the company of friends in the community.



24 January 2017

Company Visit to Zalora

Managing Director to Zalora Philippines, Mr. Constantin Robertz, welcomed the guests and gave an outlook of the E-Commerce industry in the country. He mentioned that the country is one of the fastest growing internet market in the world with 45M Filipinos having access to the internet additionally since, people have continuously sought new ways to maximize its usage. Zalora Philippines effectively addresses the common concerns of the local shopper through its efficient delivery service and consumer-to-consumer relations.



26 February 2017

Economic Forum with Amb. Kricke

This year's first Economic Forum, held last 26 January 2017, welcomed the new German Ambassador to the Philippines Dr. Gordon Kricke. About 100 guests listened to the Ambassador's outlook on German-Philippine Relations.

In his address, Ambassador Kricke underlined the importance of the European Union (EU) for Germany and German foreign policy as the EU provides political stability and economic success to all its Members. The Ambassador also explained the importance of global challenges, sustainable development and human rights for the foreign policy of the EU and Germany.



18-19 February

Mabuhay Germany 2017

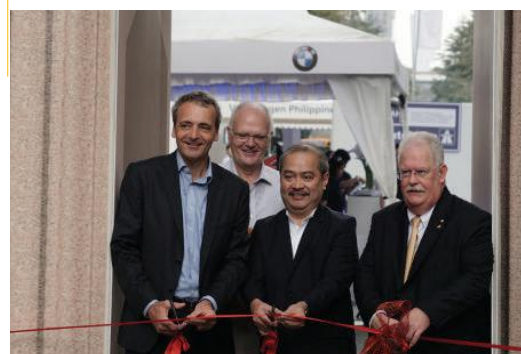
The biggest German-Philippine event in the country returned to Bonifacio High Street Central last 18th to 19th February!

Attendees got a taste of German trade and culture and enjoyed a weekend of fun, food, and live music.

For the first time, Mabuhay Germany 2017 featured a job fair, bringing together companies from all sectors with young job seekers in the country.



Champagne Brunch Opening



Ribbon Cutting Ceremony



⬆ Career talk: 6 principles in Effectively Acing Your Job Interview



⬆ Make it in Germany: Opportunities for the Philippine Nurses



⬆ Volkswagen Trivia Quiz



⬆ G Data: Are you Safe? The Dangers of Living in the Digital World



⬆ Tanznacht with Midlife Crisis Band



⬆ Tanznacht with DJ Mia



⬆ Sunday Mass



⬆ Music by Red Light Jazz Band by Mike Guevarra



⬆ Frühschoppen with German Club's Welfare Committee



⬆ German Chamber Bingo



⬆ Table Soccer Tournament



⬆ Acoustic Night with Rammone Rodriguez



▲ 45 companies participated as exhibitors and sponsors, with 7 concessionaires.

An estimated 10,000 people visited the two-day event in Bonifacio High Street Central.





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THE YEAR IN REVIEW

DEinternational

The German Chamber Network 

First Point of Contact for Initial Consultation

Do you wish to enhance your business with Germany? We provide relevant market information and helpful contacts. Depending on your requirements, we can customize our solution for your market entry or potential investment plans.

Market Entry Support



"We have started a project with GPCCI in order to get in touch with new potential customers in a new market. The whole project was very well structured and organized by the Chamber Team. Communication with our contact person was great - before, during and after our visit. The visit was also very well organized and we met a high number of potential partners. We are still in contact with most of the companies the chamber brought us in contact with and are close to finalize the first 3 products with one of them."

Tobias Lühn, Export Sales Manager of
UNLIFE® Produktions- und Vertriebsgesellschaft mbH

EVENT MANAGEMENT

Do you have new products or services? Attractive Business Solutions? Or perhaps a new market trend that you want to share with your target audience? Let us support you in developing your event ideas to strategies and organize a customized corporate event with you.

CAREER AND HR SERVICES

Are you searching for qualified, experienced and reliable employees? The recruitment of the right people is often challenging in the Philippines. Let the Chamber support you and consult you on possible HR solutions according to your needs and required profile.

MARKET ENTRY SUPPORT

Finding a reliable long-term partner for your sales activities or sourcing requirements can be difficult from afar. We offer individual partner searches and scoping missions for you market expansion.

OFFICE-IN-OFFICE

Are you in need of Office Space, a Meeting Place, a Mailing Address? GPCCI offers custom tailored options on how to establish your business representation in the Philippines by maximizing our infrastructure with minimum risks.

EXPORT PROGRAMS

Business missions build a major element in the German foreign trade promotion efforts by the federal and local governments. For GPCCI, delegations are a highlight of our work. Please do not hesitate to contact us if you are interested in a potential business partnership with a German company.

TRADE FAIR SERVICES

From organizational support such as coordinating with the organizer, managing your set up, manning of the booth, to reaching out to the right contacts for potential B2B meetings in your booth. We can help you to get the most out of a trade fair event.



Charlotte Bandelow
Deputy Executive
Director
Head of Trade Promotion,
DEInternational



Anne Clarisse Baga
Officer
Trade Promotion,
DEInternational



Tobias Petersen
Officer
Trade Promotion,
DEInternational



Camille Somera
Officer
Trade Promotion,
DEInternational



Julian Stark
Officer
Trade Promotion,
DEInternational

Contact us and reach us at charlotte.bandelow@gpcci.org or 0063 2 519 8110
www.philippinen.ahk.de

DEinternational Testimonials

Under the global AHK brand DEinternational, GPCCI offers a wide range of professional market entry services for companies from all sectors. Read here what our satisfied customers have to say.



**Aqseptence
Group**

"The Water Infrastructure Delegation 2016 has been a fantastic platform for our business development activities in the Philippines. Thanks to the excellent organization done by AHK Philippinen, we had good and successful individual meetings which were very well prepared.

Philippe Anstotz
Executive Sales Director MENA & ASEAN
Aqseptence Group GmbH



"In 2016 we had the opportunity to cooperate with the „German-Philippine Chamber of Commerce and Industry Inc.“ in Manila for two times. Both events were organized excellently. The lecture programmes took place with interesting and well-informed audience. With regard to the B2B-meetings the Chamber of Commerce and Industry prepared brilliantly. The conversations with the potential business partners took place on a very good level.

A highlight of that event was the visit at the Asian Development Bank (ADB). It was very helpful for the comprehension of access to the market and ways of funding in the public sphere and infrastructure. The participation in these two events makes it easier for us to get access to the Philippine market."

Helmut Muche
Key Account Manager SEA
FFE Solutions GmbH



"Right from the beginning the organization of the German-Philippine Chamber of Commerce and Industry was well structured and proofed wide knowledge of the local market. The Trade Promotion Department of the AHK has played an active role at helping PlanET establish valuable B2B relationships throughout the Philippines. The resources provided by the AHK have been a major asset to the growing business of PlanET in the bioenergy sector in the Philippines."

Hanna Garbert
Sales Manager International
PlanET Biogastechnik GmbH



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THE YEAR IN REVIEW

Dual Training

Promoting Workforce Excellence through Dual Vocational Training

The Second Phase of the K to 12 PLUS Project has been launched, which aims to provide employers a sustainable supply of a future workforce whose technical-vocational skills match those that industries need.



STUDENT IMMERSION AT TÜV RHEINLAND

CAPACITATING PCCI AND LOCAL CHAMBERS IN TVET

This year, the Dual Training team has supported the Chamber Management Workshops of the Philippine Chamber of Commerce and Industry in Surigao, Ormoc and Metro Manila. GPCCI focused on sharing their knowledge on Chamber Services in Membership, Business Development and most especially, Dual Vocational Training. Together with the PCCI-Human Resource Development Foundation through the K-12 PLUS Project, GPCCI is continuously working towards involving and strengthening local chamber capacity in dual vocational training.

DUAL TRAINING: PRACTICING CLASSROOM LEARNING IN THE COMPANY

A vital element of the dualized vocational training is the practical application of the theoretical training learned in the classroom. During the summer of 2016, the Grade 11 students of San Pedro Relocation Center National High School (SPRCNHS) underwent 300 hours immersion to familiarize themselves with a real working environment. An 800hour immersion followed which started last October 2016. During this phase, the students will not only be able to practice their chosen occupation on the job, they will also



STUDENTS APPLY WHAT THEY HAVE LEARNED IN THE CLASSROOM

be able to develop necessary skills such as independence and sense of responsibility.

Participating companies: TÜV-Rheinland Philippines Inc.; MHE-Demag; BAG Electronics, Inc.; Rollmaster Machinery Industrial Services Corp.; Samso-Tite Plastics, Inc.; Pro-Board Technology Services; Stamp Form Metalworks Inc.; and CLP.

EQUIPPING TRAINERS TO DELIVER EFFECTIVE METHODS IN ADULT LEARNING



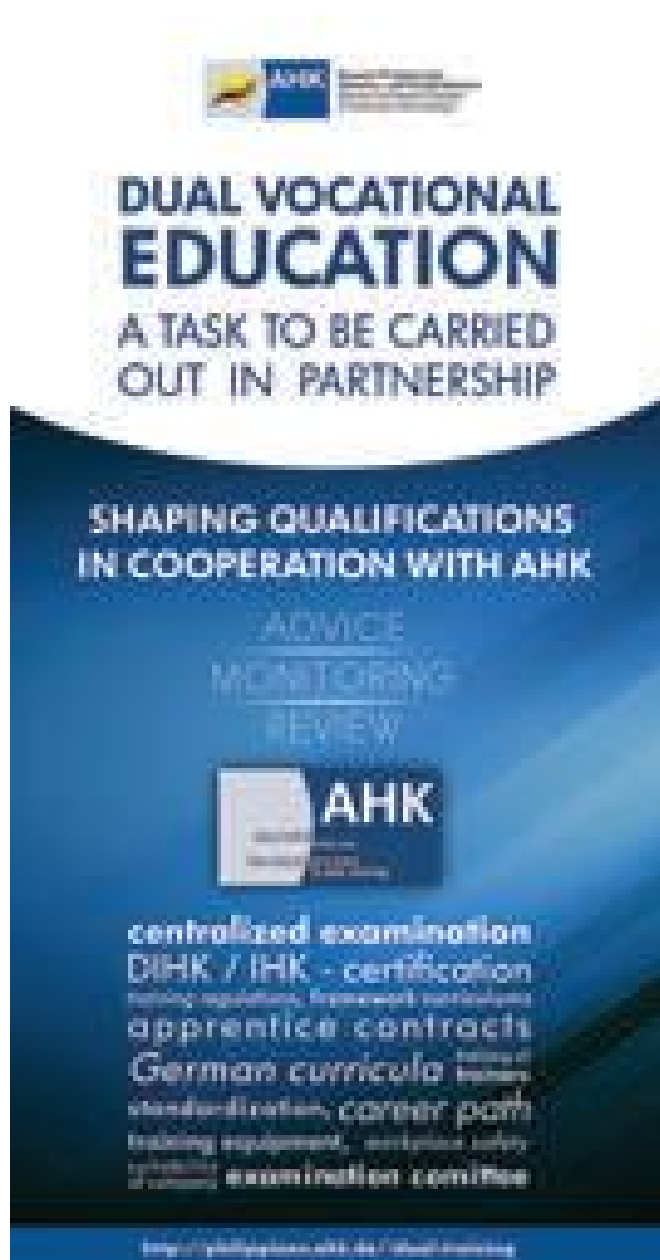
ADA INTERNATIONAL AND TRAIN THE TRAINER

The “AdA (Ausbildung der Ausbilder - Train the Trainer) International Basic” was launched in English in the Philippines through the Chamber last March 2016, with a 2nd set of training sessions held last June 2016. This training follows qualification concepts according to German standards and prepares trainers for their tasks as mentors throughout the learning process of trainees/apprentices in the company – from the planning of the training requirements, preparation of the training and selection of the apprentices, to conduct of the training and its examination and certification.

GPCCI and the Dual Training Department will continue conducting regular Train the Trainer sessions to ensure that the quality of TVET in the country will continue to improve, and that the needs and demands of institutions and the private sector will be met.



▲ K TO 12 PLUS PROJECT
SECOND PHASE LAUNCH



K TO 12 PLUS PROJECT: PHASE 2

After the end and success of the 3-year 1st Phase of the K to 12 PLUS Project, its 2nd Phase was launched by the project stakeholders last December 2016 at the office of the Philippine Chamber of Commerce and Industry (PCCI).

The business community has launched the Second Phase of the K to 12 PLUS Project to provide employers a sustainable supply of a future workforce whose technical-vocational skills match those that industries need and to help senior high school graduates improve their chance of landing jobs early after graduation. The priority skills sectors are in hospitality/tourism, construction, food processing, machining, and micro-finance sectors.

This new phase of K to 12 PLUS Project, also supported by the German government and institutions for three years, will end in 2019.



Tristan Arwen "Bobbit" Loveres
Chairman, Dual Training Committee



THE YEAR IN REVIEW

Fields of Competency

For 2017, GPCCI has come up with the Fields of Competency to better show its activities and areas of concentration. The year was filled with events that better show the advocacies of the Chamber.

Connecting Businesses



◀ 19 February 2016

Stuttgart Delegation

The delegates from Germany's county of Baden-Württemberg were visibly interested as they learned about the Philippines as a potential new market for future business activities. The German-Philippine Chamber of Commerce and Industry, in cooperation with the IHK Exportakademie, warmly welcomed delegates from the Swabian companies Suco, BOS, Losberger und AWO H. Holzapfel to Manila.



◀ 16 March 2016

Worldbex

Worldbex is a 5 day event held at the World Trade Center Metro Manila in Manila, Philippines. This event showcases products like construction equipment, building materials, interior decor items, garden and landscaping tools and accessories, DIY home improvement kits, lighting systems, alternative energy sources and such other products in an ambience well suited for extensive business growth and networking etc.



◀ 13 May 2016

German ASEAN Business Council - Düsseldorf

Representatives of the German Chambers in ASEAN presented the region's growth prospects on occasion of the first direct flights between DUS and SG.

The Chamber representatives gave first-hand accounts of recent economic trends and developments in Southeast Asia, such as the increasing international integration through free trade agreements. They also gave valuable tips on market entry options for German companies, and described the opportunities and challenges of business expansion in this highly dynamic region.



◀ 15,16,17 June 2016

PSECE 2016

The GPCCI and its members were participating in the annual Philippine Semiconductor and Electronics Industries Trade Fair with their own German Pavilion.

The exhibition is the biggest convention in the Philippines and featured the complete range of electronics industry, from chips to finished products, from suppliers and service providers to manufacturers to retailers and distributor.



◀ 5 August 2016

World Food Expo

World Food Expo brings together under one roof the many different types of food, beverages, and other related products from all around the globe. Together with its line-up of top-grade seminars and innovative approach to expositions, the event offered an excellent opportunity to see and be seen.



◀ 6-8 September 2016

ASEAN Insights 2016

This year's ASEAN Insights took place at the local Chambers of Commerce (IHKs) in Hamburg on September 6 and in Frankfurt/Main on 8 September. More than 150 participants joined for the presentations, interviews, panel discussions and for individual consultations with the Chambers' Executive Directors from Indonesia, Malaysia, Myanmar, the Philippines, Singapore, Thailand, and Vietnam.



◀ 21 September 2016

PowerTrends 2016

GPCCI, together with 11 other companies, was part of the German Pavillion at PowerTrends from September 21-23 2016.

Since 1995, PowerTrends presents new opportunities within the energy sector. It is the most significant power and energy event in the Philippines.



◀ 3-5 November 2016

German-Asian Business Leaders and Politicians meet in Hong Kong 2016

GPCCI representatives and members joined the 15th Asia Pacific Conference of German Business (APK) in Hong Kong. The conference included a German-Philippine exchange between Undersecretary Nora K. Terrado of the Philippine Department of Trade and Industry, German Parliamentary State Secretary Brigitte Zypries, GPCCI President Bodo Goerlich, Executive Director Peter Kompalla, and company representatives of ZAMA and BMW.



◀ 17 January 2017

Meeting with Senator Juan Miguel Zubiri

On 17 January 2017, a meeting with Senator Juan Miguel Zubiri was organized by the Spanish Chamber of Commerce to discuss the economic ties between EU and the Philippines such as its trade relations.



◀ 8 February 2017

Meeting with PEZA Director General BGen. Charito Plaza

On 8 February, 2017, PEZA-located GPCCI members met with Director General BGen. Charito Plaza at the Ascott Bonifacio Global City to discuss their concerns regarding PEZA trade policies in the Philippines.

Trade Policy



◀ 27 April 2016

1st German-Asian Economic Dialogue

As the current speaker of the German ASEAN Business Council (AHK ASEAN), Mr. Peter Kompalla moderated a panel discussion of the chances an EU-ASEAN Free Trade Agreement will bring. Organized with the support of esteemed partners such as the DIHK, the OAV, the Bertelsmann Foundation, the Konrad-Adenauer-Foundation, and 21 embassies as well as representative offices, the first German Asian Economic Dialogue gave participants the opportunity to forge new business ties and to engage with politics.



◀ 3-5 November 2016

Meeting with DOTC Secretary Tugade

GPCCI Executive Director Peter Kompalla and Philippine Ambassador to Germany Amb. Melita S. Sta.Maria-Thomeczek meets with Philippine Department of Transportation and Communications Secretary Arthur Tugade to discuss his participation in this year's signature event of the German-ASEAN Business Council. The AHK Philippines and the other representatives of AHK ASEAN will discuss business opportunities and strategies in the ASEAN Economic Community (AEC) with entrepreneurs active in the region.



◀ 2 February 2017

Meeting with DTI Secretary Ramon Lopez

German Chamber Executive Director Peter Kompalla and German Ambassador to the Philippines Ambassador Gordon Kricke met with DTI Secretary Ramon M. Lopez on 2 February 2017 to formally invite the Secretary to the Asia-Pacific Forum that will take place on 5 July 2017.

The Philippines was chosen to be the partner country this year.

Business and Society

The German-Philippine Chamber of Commerce and Industry, Inc. (GPCCI) is actively promoting the spirit of the Social Market Economy and values such as economic freedom, openness and tolerance, solidarity and corporate social responsibility.



22 NOVEMBER 2016

GPCCI Executive Director joins the panel on Global Supply Chains and Human Rights at the Economic Freedom Network Asia Conference 2016

We believe that a Social Market Economy is an effective contribution to employment and prosperity which eventually leads to an inclusive growth.

The role of business in society must not be limited to charity but has to focus on responsible management through self-regulation, thereby contributing to the economic and social development of a country.

GPCCI aims to provide a platform for spirited debate on the tensions and solutions that arise when the principles of the UN Global Compact and economic self-reliance are combined. It is an area where new policies, instruments and alliances have emerged, both in the business and the political fields.

Several codes of conduct and regulations have been implemented worldwide, including the UN Guiding Principles on Business and Human Rights, the UN Global Compact, OECD Guidelines on Multinational Enterprises, EU Directive on non-financial reporting and EU Directives on procurement, UK Modern Slavery Act, Dodd-Frank Act and California Transparency in Supply Chains Act.

We encourage businesses to engage in debate and engage policy makers that wrestle with these issues as well. The backlash against free trade and the rise of protectionism that we are witnessing in many parts of the world make it even more necessary to clarify and strengthen the voice of honorable businesses in the debate.



GPCCI pledges to adhere to the ten principles of the UN Global Compact (UNGC)

The UNGC is an initiative to align companies' strategies and operations with universal principles on human rights, labour, environment and anti-corruption, and take actions that advance societal goals. GPCCI strongly supports this initiative by making a clear statement of this commitment to our stakeholders and the general public. We are upholding these principles in every business we do.

Education and Training



◀ 14 May 2016

Alumni Day

The German Academic Exchange Service (DAAD), German Embassy Manila, and Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH organized a gathering of their alumni on 14 May 2016, in Döhle Haus Manila.

The event's theme was "Harnessing the Potentials of Alumni for International Cooperation(IC)".



◀ 17 May 2016

Student Immersion Visit

A vital element of the dualized vocational training is the practical application of the theoretical training learned in the classroom. Last summer the students underwent 300 hours of training in the company.

Students of the Metal Working Technology cluster of San Pedro Relocation Center during this phase was not only be able to practice their chosen occupation on the job, they were also able to develop necessary skills such as independence and sense of responsibility.



◀ 20 May 2016

Corporate Social Responsibility at SPRCNHS

The GPCCI office visited the San Pedro Relocation Center National High School to get on-site information about the metal working technology program and to repaint desks and chairs.

SPRCNHS in San Pedro, Laguna is a cooperation partner of the German-Philippine Chamber in the Dual Training Project.



◀ 27 June - 2 July 2016

AdA International

GPCCI, through the K-12 PLUS Project, conducted its 2nd AdA (Ausbildung der Ausbilder - Training of Trainers) International Basic Training. The training program was led by international skills trainer, Edwin Lemke and the nine participants this year came from different companies (namely MHE Demag, BAG Electronics, TUV Rheinland and Samsco-tite Plastics Inc.) as well as educational institutions (namely Dual Tech and Erdatech).



◀ 11-16 July 2016

Train the Trainer in Business

The certified training course “Train the Trainer in Business (AHK)”, initially conducted through the German Chamber of Commerce and Industry by Facilitator, Mr. Edwin Lemke, has been, for the first time, organized externally by MFI Foundation with participants from the Tech Voc Schools Association. Participants of this training from July 11-16 are now holders of AHK accredited certificates.



◀ 25 August 2016

Dual Training - Surigao Chamber

The German-Philippine Chamber of Commerce and Industry supports the development of local chambers through their regional Chamber Management Workshops.

Throughout the year, GPCCI focused on sharing their knowledge on Chamber Services in Membership, Business Development and most especially, Vocational Training. The Chamber, together with PCCI-Human Resource Development Foundation through the K-12 PLUS Project is continuously working towards involving and strengthening local chamber capacity in dual vocational training.



◀ 19 September 2016

Dual Training at ADB's 6th International Skills Forum

The German Dual Vocational Training as an approach to facilitate effective transition from school to employment has been discussed during ADB's 6th International Skills Forum: Innovative Practices in Skills Development last September 19-21, 2016 by Mr. Tobias Bolle, Project Director of the Dual Training Department of AHK Philippines and Father Dindo Vitug, Technical Director of Don Bosco Technical Institute Makati.

Fr. Dindo focused on their partnership with Porsche AG/PTRCA 2.0 during the panel on effective models on employer engagement.



◀ 28 November - 2 December 2016

Training of In-company Trainers

This 5-day training was held at San Pedro, Laguna and was facilitated by Ms. Vanessa Valencia, a Master Trainer for the Hospitality Industry. Participants came from the K to 12 PLUS partner school San Pedro Relocation Center National High School (SPRCNHS); some of the local partner companies of the school including PBTS, Samsotite and Rollmaster; and local companies Ivoclar Vivadent Inc. and SGS.

Maritime and Logistics

For 2016, the Maritime Committee, through its input, expertise, funding and sponsorship, has scored achievement with the recent publication of the study entitled “The impact of the Maritime Industry on the Philippine Economy” which gives a comprehensive overview of the maritime sector in the Philippines and its impact on the economy.



1 JUNE 2016

GPCCI Maritime Committee with
POEA Officials



11 NOVEMBER 2016

Presentation of the Maritime Study at
Crew Connect Global

The maritime committee of the German-Philippine Chamber of Commerce and Industry, Inc. (GPCCI) is one of the strongest industry working groups from among the bilateral chambers in the Philippines. It supports and provides maritime expertise and acts as well-represented coalition of quality shipowners, Principals and many more players from the international and local maritime community. The committee never understates the need for a forum to address pressing maritime issues that concern employers, seafarers, and other stakeholders across the entire Maritime Services chain. It regularly invites all key players to engage in discussions and facilitate a constant dialogue strengthening the industries partnership with the government.

The committee decided to make waves: put all available and current information on paper and emphasize the maritime industry's significance and impact on the Philippine economy. The six sub-committees collated data depicting the industry's contribution to the country. The sub-committees were chaired by Mr. Alberto Gomez of Hartman Crew Philippines for Crewing & Manning Services; Mr. Anonio Galvez of Marlow Navigation Phils. Inc. for Seafarers Education & Training; Mr. Chris Lozano of International Container Terminal Services Inc. for Port Operations & Services; Mr. Klaus Schroeder, Atty. Max Cruz & Ms. Ovi Sevilla of Hapag-Lloyd Phils. Inc., Association of International Shipping Lines Inc, and Rhenus Logistics Inc. respectively for Liner Operations, break-bulk and affiliated services; Capt. Roland Lehmann of Alfa Ship & Crew Management Inc. for Shipbuilding, Shipyards & Engineering; and Mr. Stephen Tagud of 2GO Travel for Tourism Maritime Facilities.

The economic contribution of the Maritime Industry is vast and difficult to measure. Combined however, these sub-industries form an important pillar for the national economy by creating jobs, attracting foreign investments, generating further support industries, strengthening the local purchasing power as well as offering plenty of business opportunities.

The insights gained in this study confirm that the maritime industry makes a significant contribution to the GDP in terms of jobs, remittances, and taxes. The study also revealed that the maritime industry offers several business

and investment possibilities especially in the construction sector. The development of the road infrastructure, the expansion and modernization of some port capacities offer investment opportunities as well as market entry potential for port machinery and heavy equipment. Likewise, due to the need to continuously develop technologies to create efficient and smooth operations, the demand for logistics solutions is expected to increase which will eventually lower the logistics costs. Especially companies offering smart and modern logistics solutions have potential to grow within the market. More diversification is required to stay competitive.

Committee Chairman Cliff Davies and GPCCI Executive Director Peter Kompalla had the honor to present the study at an industry Economic Briefing attended by many notable international visitors, politicians and local business community leaders and economists, followed by a further presentation on November 16 at the 2016 CrewConnect Conference in Manila, the world's leading conference for the maritime human resources community, attended by over 400 visitors and industry delegates.

The Committee was also able to facilitate a fruitful discussion with former Philippine Overseas Employment Agency (POEA) administrator Hans Cacdac and other POEA officials regarding issues in vessel and principal accreditation, wage scale adjustments, employee movement, and other administrative procedures. To follow through on the success of the meeting, the Committee also submitted a consolidation of issues and feedback from its members to help POEA in becoming more efficient in providing excellent services and be responsive to the demands of the industry and stakeholders.

The members actively participated in the advocacy project of the European-Philippine Business Network (EPBN), particularly in the consolidation of the second edition of the EPBN advocacy paper. The paper encompasses issues and recommendations which are the outcome of extensive discussions among members of the 14 EPBN sector Committees, and is a product of bilateral dialogues and meetings with representatives of the Executive and Legislative Branches of the Philippine Government, coordination with the EU Delegation to the Philippines and other bilateral European Embassies, participation in hearings and committee meetings in both Houses of the Philippine Congress and private sector consultations.

Committee members and representatives of the industry also continued to discuss and monitor various issues faced by the maritime sector today. Among these issues are both old and novel concerns such as infrastructure development to support expanding port operations, opportunities to support the shipbuilding industries, developing maritime tourism and ensuring the Philippines remain competitive as the number one global maritime human resource center with growing competition from neighboring emerging markets, global competitive edge of POEA, MARINA compliance with IMO STCW certification and verification standards, Safety of Life at Sea particularly the verified gross mass, and Philippine sea territorial dispute. Through its close coordination with the international and local maritime industry, the government and the public, the Committee will continue to contribute in making the Philippines a center of maritime excellence – a safe, reliable and cost effective base for German maritime stakeholders.



Cliff Davies

Chairman, Maritime Committee

Energy and Environment

Investors in RE projects are looking back at a turbulent year 2016. Especially 20 developers of 24 Photovoltaic (PV) utility size plants had to face multiple challenges in the race for the 2nd March 15, 2016 installation goal of additional 450MW targeted for the degraded FIT2 of 8.69 P/kWh.

The total installed capacity of this originally endorsed projects reached to more than 800MW and 526MW were approved for a certificate of compliance (COC). The developers as well as their associations are seeking to include the shouldered capacity of more than 300MW in the FIT 2.

Inasmuch as this booming propagation of solar plants has offered a good opportunity for the application of German products and services, investors (both foreign and local) could now be confronted with stranded investments if there is no last minute reconsideration.

In addition to the above-mentioned challenge, another obstacle RE developers of wind and solar plants had to face is the shortfall of the national grid capacity in certain areas where RE plants were concentrated. Whereas wind plants preferred the northern provinces where transmission lines to Luzon showed an under capacity, the solar plants concentrated in the island of Negros which is connected to Panay island by a sea-water cable that is not able to take up the solar over capacity at peak generation. Therefore newly built plants have been given notice that they have to temporarily curtail their production.



29 FEBRUARY 2016
4th German Solar Training Week

12 APRIL 2016
6th Philippine-German Energy Forum

2 JUNE 2016
GPCCI organized RENAC's "Management Aspects of Renewable Energy Grid Integration" Seminar in Manila

The next contest is the abrupt discontinuation of the FIT regime and the decision of the government to hold auctions for which no guidelines have been made yet.

With the double-digit growth of the PV market, installation prices of PV dropped to a level where in case of distributed plants, no FIT support would be necessary if distribution utilities would be given a free hand in negotiating PPA's. However, the government regulator, ERC needs to approve bilateral agreements and under the mandate to protect the consumer suggested PPA rates can be lowered and investors discouraged. Nevertheless, the first solar plants with PPA of Meralco are now under construction.

The last but not the least challenge is the decision of the new government to stop land conversion permits for agricultural land in favor of RE plants. This accumulation of the above-mentioned challenges throttled the appetite of investors for solar plants drastically.

Contrary to the go slow on PV Utility-sized plants, solar installations on rooftops showed a steep continuous rise. Although investors are not receiving any incentives neither by a FIT support nor fiscal incentives on importation, installation and operation, the consumer prices (8-12 P/kWh) have convinced investors that self consumption are the best application of solar.

The net-metering scheme which is applicable only up to 100kw installations has taken a secondary role against big



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▲ **9 NOVEMBER 2016**
 Bayern Forum
 Building 4.0 - Smart & Energy

▲ **14-17 NOVEMBER 2016**
 Delegation of Modernization of
 Philippine Water Infrastructure

industrial and commercial rooftops producing power for 100% own consumption, guaranteeing zero feed out. The export compensation in the net metering scheme in form of a low-blended rate together with the long costly permitting process as well as the lifting of the 100% cap has still to be revisited by the regulator in order to boost residential rooftop installations.

There is no reliable statistics of rooftop installations available as there are a great number of unregistered self consumption projects. Estimates show that more than 300MW have been installed this year which shows that solar propagation is exceeding the PV utility market. This positive development of solar sector has triggered the establishment of many new local solar companies providing increased job opportunities.

In this connection, GPCCI can look back as a great contributor for having started 8 years ago, with the 1st capacity building courses and many match-making events.

Whereas, wind energy also filled up its 2nd expansion quota with an additional 200MW for FIT2 and a future expansion of 1.6G in the next 2-3 years is foreseen at 44 identified sites.

Unfortunately, hydro sector run-the-river plants and biomass plants have still not filled up the quota for the 1st FIT. In the case of hydro plants with only 27MW out of 250MW, the long development period as well as the red tape in obtaining nearly 200 signatures for all kinds permits including the water rights seems to be the cause why the quota is not yet filled up.

For the Biomass, with less than half filled up of the 200MW quota, the biggest challenge of the project is the feed stock security. Hauling costs make project not feasible. In biogas projects, the fact that the pure sale of biogas is more feasible than converting it into electricity.

In the rural electrification, RE has been expanding moderately. Home solar systems are slowly losing ground against mini grids. A new EU financing plan is supposed to give a boost in propagating solar applications in off grid areas. In the agricultural sector, solar pumping is starting to be applied.

The application of solar diesel-hybrid seems finally to be considered for new electrification of islands. Unfortunately, the retrofit of existing diesel power plants with solar is still being prevented as long as the ERC will not open up their existing regulations.

We are expecting a further overall growth of the RE sector despite of the present expansion of coal-fired power plants. The government's target to achieve 50% RE capacity in the energy mix can be achieved by 2030 which puts the Philippines again into a leading role in using RE. This goal was clearly demonstrated with the recent signing of the Treaty of Paris.

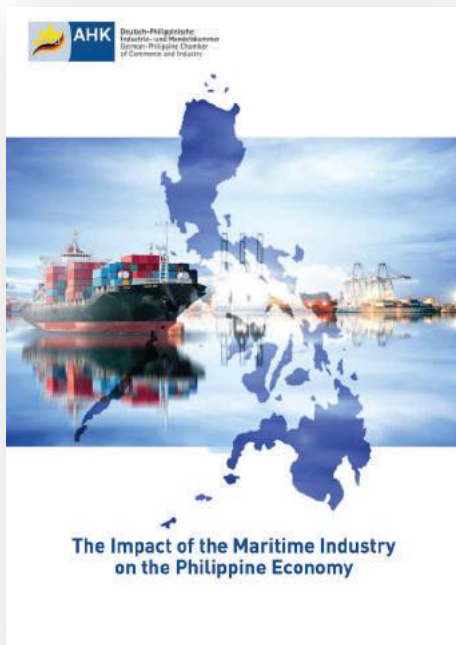


Dr. Günter Matschuck
 Chairman, Renewable Energy Committee

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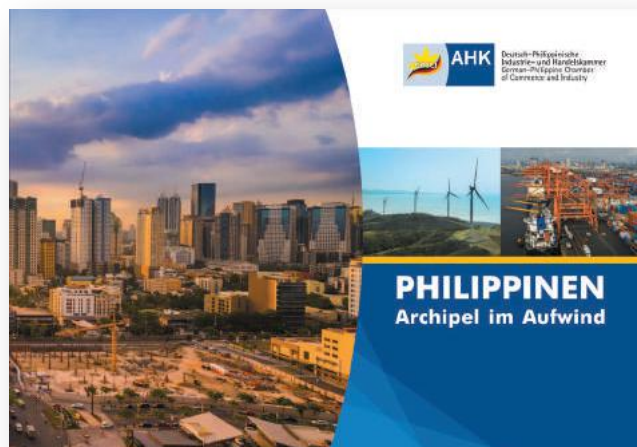


◀ "THE IMPACT OF THE MARITIME INDUSTRY ON THE PHILIPPINE ECONOMY"

This study gives a comprehensive overview of the maritime sector in the Philippines, pointing out its economic importance and providing insights in matters such as crewing & manning, port operations, ship building, tourism and liner operations in the country.

COUNTRY BROCHURE "PHILIPPINEN - ARCHIPEL IM AUFWIND" ▶

The German-language publication presents up-to-date facts and figures to provide insights in Philippine economic trends, business opportunities, and society. It also gives an overview of GPCCI's wide range of services, lists important addresses and events, and other useful information.



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