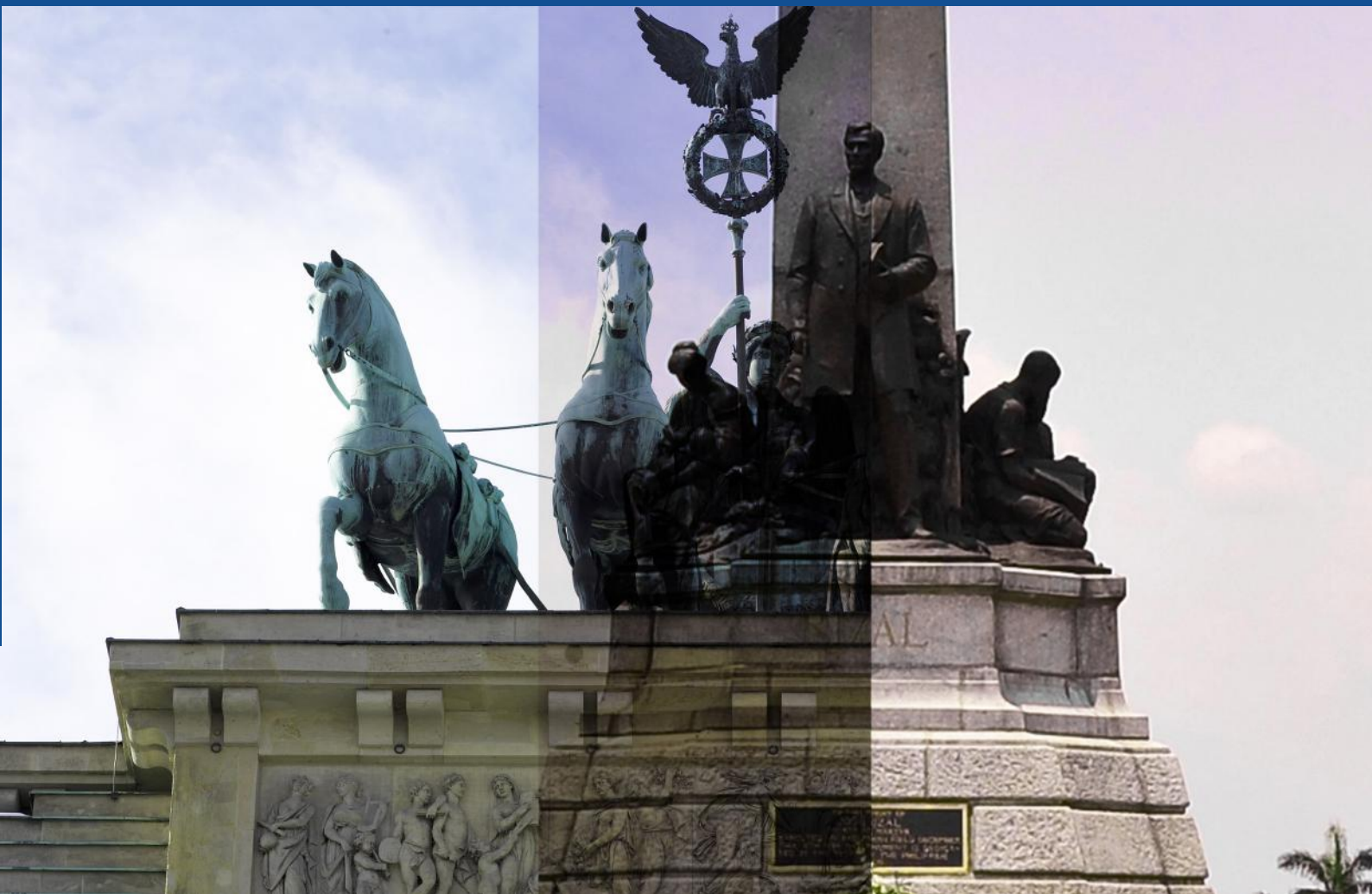


ANNUAL REVIEW 2018-2019

We connect
German and Philippine
Businesses

COMPETENT. RELIABLE. FAST.



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

 **PartnerInThePhilippines**

An aerial photograph of a city at sunset. The sun is a bright, glowing orb in the center of the sky, casting a warm, golden light over the entire scene. The sky is filled with soft, wispy clouds. In the foreground, there is a dense urban landscape with various buildings, including a prominent green building on the right. The background shows a city skyline with several tall skyscrapers. Overlaid on the left side of the image is a large white hashtag symbol followed by the text 'PartnerInThePhilippines'. The hashtag symbol is stylized with a small flag icon integrated into its design.

#PartnerInThePhilippines

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WELCOME

OVERVIEW

WELCOME MESSAGE

Another year has gone by, and it brought a significant milestone for the German-Philippine Chamber of Commerce and Industry: The Chamber celebrated its 10th anniversary during a grand gala dinner together with its members and partners. I am proud to acknowledge that the AHK Philippines has done well in preserving and promoting bilateral trade relations, showcasing the core competencies of GPCCI in setting up a Philippine-German business network and in helping German and Filipino businesses in strengthening their ties.

The successful organization of trips to Germany as well as the impressive number and high quality of timely events here in Manila demonstrate the efficiency and great performance of the AHK Philippines.

The ADB Business Opportunities Fair 2018 in collaboration with the German Asia-Pacific Business Association (OAV) presented yet undiscovered business opportunities in the region and was well received by a business delegation from the construction & infrastructure sector. Early 2019 another conference was held in the same field as part of the German government's market entry program.



Filipino industry experts and government representatives shared project opportunities in the Philippines with a German business delegation.

Another timely topic of GPCCI's activities is renewable energy. With the highest energy prices in the region, the Philippine stakeholders are constantly looking for new opportunities.

Conducting a conference on Renewable Energy – Self-sufficiency in Industry and Commerce in the Philippines was therefore very in demand with the local businesses. But not only does GPCCI realize events in the Philippines. An outgoing Philippine delegation was accommodated by the German Chamber on an Energy Efficiency Mission to Germany to learn new insights in latest technology, trends and possibilities and to create lasting business partnerships.

DTI Undersecretary Nora K. Terrado visited Berlin to be part of the Asia-Pacific Week Berlin 2018: Digitalization to present Build Build Build infrastructure projects and to talk about the impact of entrepreneurship as part of the key components in further crafting the country's start-up ecosystem.

Approaching economics in a holistic manner, I appreciate the great accomplishment of issuing the first basic qualification certificates for senior high school graduates of the metalworking technology track at the San Pedro Relocation Center National High School, as part of the K-12 PLUS project; a milestone for AHK Philippines in the field of education and training.

Congratulations to the German-Philippine Chamber for its great achievements and another productive year. I would also like to thank GPCCI for being a dependable partner for the fruitful cooperation with the German Embassy. I wish you all the best for the year to come.

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

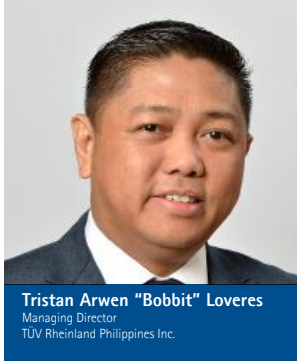
H.E. Ambassador Dr. Gordon Kricke Ambassador,
German Embassy Manila

AT THE GERMAN CHAMBER

OVERVIEW

GPCCI BOARD OF DIRECTORS

PRESIDENT



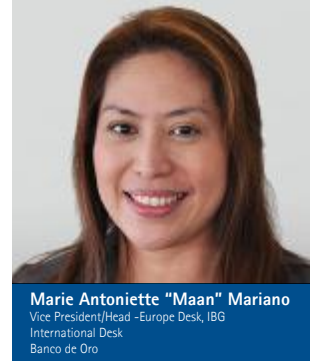
VICE PRESIDENT



VICE PRESIDENT



TREASURER



EXECUTIVE DIRECTOR



DIRECTOR



DIRECTOR



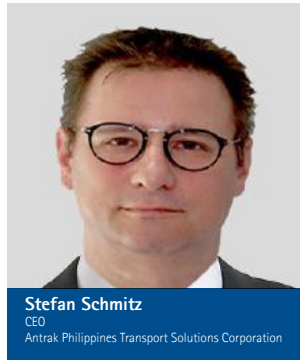
DIRECTOR



DIRECTOR



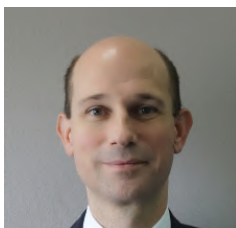
DIRECTOR



DIRECTOR



GPCCI TEAM



Dr. Martin Henkelmann
Executive Director

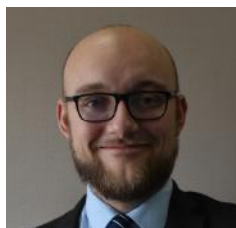
TRADE PROMOTION



Charlotte Bandelow
Head of Trade Promotion/
Deputy Executive Director



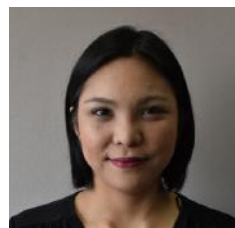
Tobias Petersen
Senior Trade Promotion Officer



Alexander Wewers
Junior Trade Promotion Officer



Sophia Jaekel
Trade Promotion Assistant



Nicole Ramos
Trade Promotion Assistant

CHAMBER SERVICES



Mary Rose "Maan" Yu
Head of Chamber Services



Ariana Salazar
Membership Assistant



Elenee Ventura
Communication and Publication Officer

INTERNAL ORGANIZATION



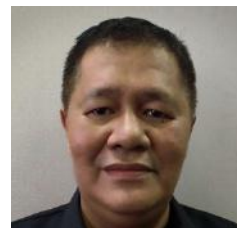
Judy Uri
Head of Internal Organization



Monna Lissa Gayumba
Administration Officer



Jahziel Escalante
Junior Finance Officer



Peter Espiritu
Logistics and Liaison Assistant



Michelle Carmona
Cleaning and Liaison Assistant

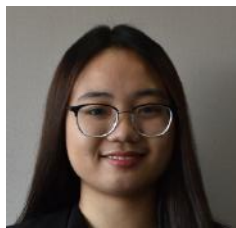
DUAL TRAINING



Jana Everett
Dual Training Project Director



Kristina Silan
Dual Training Project Manager



Charmaine Bernabe
Dual Training Project Assistant

REPRESENTATIVE IN GERMANY



Eva Puchala
Representative in Germany

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- Successful completion of the 40-hour training for Data Protection Officer with practical continuous assessment and certification examination.

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Written exam (multiple choice and open questions)

REQUIRED COMPETENCIES:

In the examination, participants prove they have the knowledge on the following particular areas:

- Data Privacy Act of 2012 and its Implementing Rules and other applicable International Data Protection Law
- Organization of data protection and data security in the company
- Duties, roles, responsibilities, and authorities of Data Protection Officer



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ECONOMIC OVERVIEW REPORT

ECONOMIC REPORT AND OUTLOOK

DYNAMIC ECONOMIC GROWTH

The dynamic economic growth of the Philippines continues as the economy is closing the year 2018 with a 6.2% growth rate. Considering that it is the 8th year of a GDP rate growth of more than 6%, it is an even more impressive result.

AHK WORLD BUSINESS OUTLOOK

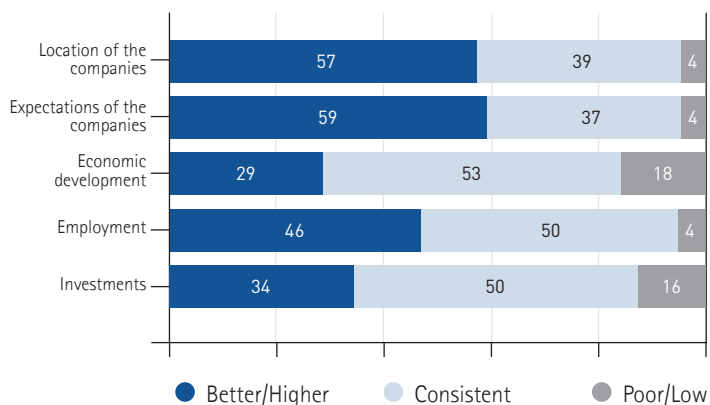
The two survey editions of the AHK World Business Outlook, in spring and autumn 2018, have shown that the German-Philippine business community is very keen on doing business in the Philippines and that companies continue to have positive expectations on market development and opportunities.

Looking at the trade figures, these expectations were clearly met. A trade volume of over 7 billion US Dollars in 2018 marks another record high in the German-Philippine trading history. German exports, with a value of 3.04 billion US Dollars, grew by 32%. This is an extraordinary development compared to the previous year. Meanwhile, the Philippines enjoys a trade surplus with Germany with exports worth 4.34 billion US Dollars. While the Philippines

mainly imports high-end machinery, equipment and technology from Germany, the country exports electronics, services and food products to Germany.

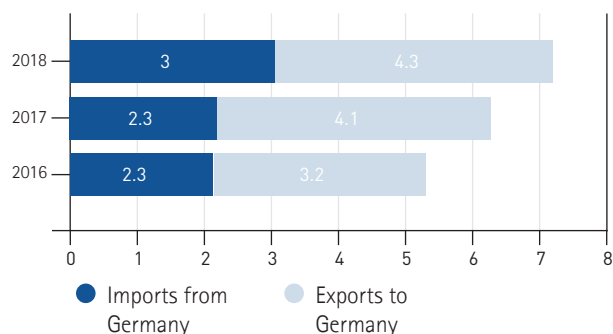
However, the autumn edition of the AHK World Business Outlook showed a decrease in expected investments from the German-Philippine business community. The ongoing discussion about TRAIN II, also known as the TRABAHO Bill, is likely to be one of the factors contributing to the investment slow-down. TRAIN II builds the second part of a tax reform package for the country. The proposed lowered corporate income tax – from 30% to 25% – is expected to benefit companies and shall boost the country's attractiveness. However, proposed reductions of incentives were met with skepticism as the current incentive package is considered globally competitive. The abolition of incentives would mostly impact export-oriented companies that are often foreign investments. With the upcoming mid-term election in May 2019, the tax reform package's finalization and its implementation was postponed until after the election, leaving this issue unclear for investors in the upcoming months.

PERCEPTION OF THE GERMAN-PHILIPPINE BUSINESS COMMUNITY ON THE PHILIPPINES



Source: AHK World Business Outlook, Autumn 2018

IMPORT & EXPORT FROM THE PHILIPPINES TO GERMANY (IN BILLION USD)



Source: GTAI

RISKS IN DOING BUSINESS

The autumn edition of the AHK World Business Outlook among GPCCI member companies identified the following risk factors in the Philippines: an ongoing volatile exchange rate (45%) and the economic framework (41%). One aspect influencing the exchange rate is inflation. The implementation of TRAIN 1, alongside other global factors, spurred a 6.7 % inflation in September and October 2018. In a counter measure, the central bank raised interest rates to address the increased financial pressure especially on lower income families. Global low oil prices and the rice tariffication also helped ease the pressure. In January 2019, the inflation rate was back to 4.4 %.

Defined as the second most important risk factor, the economic framework, is expected to be further improved following the current reform agenda of the Philippine government. In this regard, GPCCI anticipates the implementation of the newly signed law on Ease of Doing Business. The intention of this law is to cut red tape and simplify business processes.

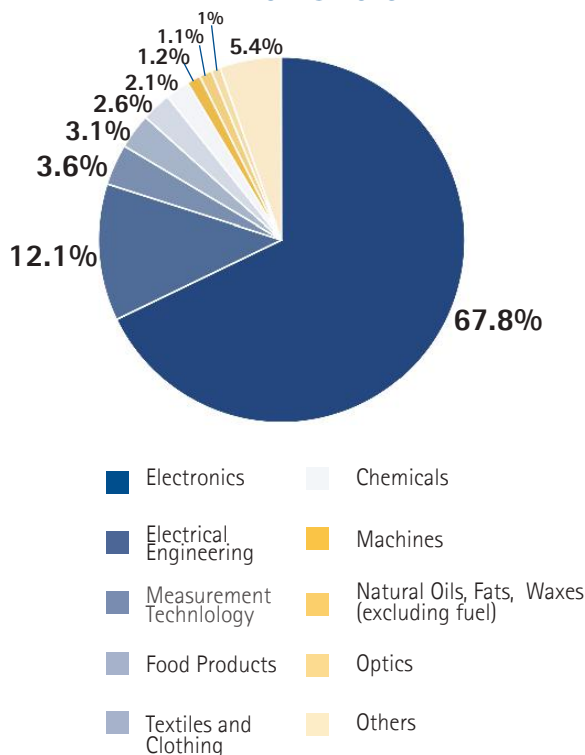
The two risk factors that decreased in significance were: securing skilled labor and the concern on infrastructure challenges. Being in the midst of the "Golden Age of Infrastructure", a positive outlook on infrastructure improvement is not surprising.

BULLISH ECONOMY

The Philippines offers a huge market potential in the field of construction. The government's "Build, Build, Build" (BBB) program, with planned investments of more than 160 billion US Dollars until 2022, is intended to provide a massive infrastructure upgrade for the country. This opens many business opportunities for German and Philippine companies. The BBB program is seen as an economic catalyst propelling the construction industry and associated sectors. It may drive the entire economy for years to come.

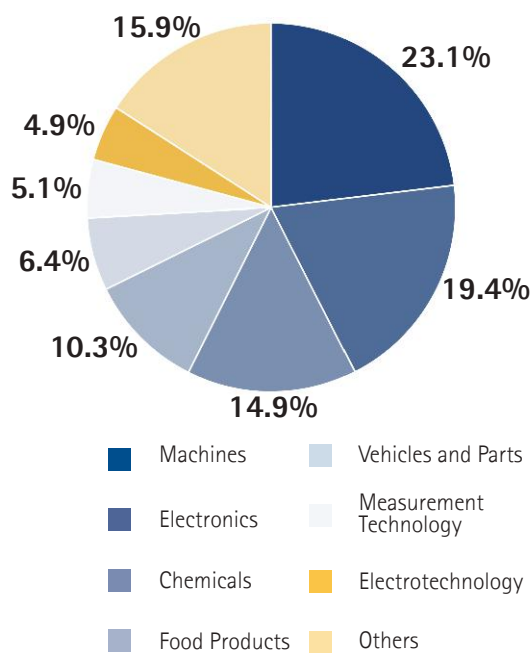
Deutsche Regis Partners is positive on the economic outlook 2019 and cites the market's bullishness reflected in the local currency and the stock market. GPCCI is equally looking forward to a positive 2019 expecting a strong growth rate of over 6% again, despite challenging global trends, volatility due to trade disputes, growing protectionism and, in Europe particularly, the Brexit.

PHILIPPINE EXPORTS TO GERMANY



Source: GTAI

PHILIPPINE IMPORTS FROM GERMANY



Source: GTAI

OUR STRONG CONNECTION IS READY TO TAKE YOU FAR

Eastern Communications is the first major telecommunications company in the Philippines to secure **ISO 9001: 2015** for its top-notch management practices, quality processes, and customer-focused service delivery systems.

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DATA SERVICES

Eastern Communications offers a variety of data networking solutions for enterprise customers that require reliable and resilient connections to safeguard the immediate and secure transmission of data packets amongst its offices. Regardless of the location, whether local or international; or network topology needed, whether point-to-point or multi-point, Eastern Communications has the right data service for every customers' needs.

INTERNET SERVICES

Eastern Communications offers a wide range of Internet Products to choose from depending on customer's needs. Its Internet Direct Services is a dedicated Internet Service that runs on leased line technology providing customers with the best route content via Eastern Communications' multiple peering partners in the Philippines and abroad.

Eastern Communications also offers Fiber1, providing its customers quality broadband access that is constantly available allowing the continuous exchange of data. Fiber1 is a reliable and cost-effective alternative to IDS suitable for smaller offices or for work from home employees.

VOICE SERVICES

Eastern Communications offers business grade voice solutions that cater to specific enterprise customer needs. Its voice solutions rely on advanced technology to offer high quality, real-time voice calls amongst other additional value-added features. Its own gateway switch to international carriers also ensure better voice quality. Moreover, its cost-effective IP-based PBX system is also an option to companies looking for a partner to help operate and manage their voice traffic.

MANAGED SERVICES

Eastern Communications provides value-added services to businesses and the growing small-to-medium enterprises sector that have high data usage and transmissions to help these businesses with the limited IT resources perform complex IT operations with ease of use. These Managed Services products include suites of OPEX based and end-to-end connectivity solutions. All services and products are flexible in terms of scope and setup and can easily be designed to fit any business needs.

Our Strong Connection

EASTERN
COMMUNICATIONS

THE YEAR IN REVIEW PRESIDENT'S REPORT



PRESIDENT'S REPORT

2018 proved to be a milestone year for the German-Philippine Chamber of Commerce and Industry in more ways than one. The Chamber celebrated its 10th Year Anniversary of building bridges within the German-Philippine business community, welcomed a new Executive Director, and introduced its new Member-to-Member benefits program (M2M) to name a few. With almost 300 members, 75 companies assisted in market entry, and countless events, seminars, and delegations, let us look back at what we did throughout the year.

ORGANIZATIONAL DEVELOPMENT

In August of 2018, we said goodbye to Mr. Peter Kompalla who served as the Executive Director of GPCCI since 2015. We would like to extend our gratitude to Mr. Kompalla for all his efforts and vital role in the development of the Chamber. He has been the first Executive Director after GPCCI was accredited as an official German Chamber of Commerce Abroad (AHK) and organized it to be run with the standards of the Association of German Chambers and Industry (DIHK).



He initiated a department for business development, now known as Trade Promotion, headed by Ms. Charlotte Bandelow which continues to expand

and progress. We appreciate his great contributions to the Chamber and would like to wish him all the best for his future endeavors as Executive Director of AHK Slovakia.

The Chamber continued to function exceptionally with the help of the Board of Directors, Deputy Executive Director Ms. Charlotte Bandelow, and the GPCCI team. We welcomed Mr. Kompalla's successor in November with the coming of Dr. Martin Henkelmann. Arriving with his experience heading AHK Tunisia and with what we have worked with him on so far these past few months, we are confident that the changes and developments that he has brought, and continues to bring, will catapult GPCCI to the frontlines of the German-Philippine business community.

FIELDS OF COMPETENCE

The German-Philippine Chamber of Commerce and Industry is involved in different sectors ranging from the Maritime Industry to involvement in the UN Global Compact and social responsibilities.

To further define what we do, the Chamber categorizes its actions, projects, and events into seven fields of competence: Connecting Businesses, Education and Training, Maritime and Logistics, Energy and Environment, Trade Policy, and Business and Society.

CONNECTING BUSINESSES

The Philippines has a strategic location in the ASEAN region that attracts the attention of many foreign investors including Germany. Trade relations between the two countries continue to flourish as it reached 7 billion US Dollars in 2018. Looking at the reports released by the Philippine Statistics Authority confirms this fact as Germany remains to be the top trading partner of the Philippines in the European Union.

The Chamber supports the trade relations between the two countries as a service provider with the aid of the AHK service brand DEinternational.

In 2018, GPCCI organized and assisted numerous delegations in the Philippines as well as in Germany, building bridges in trade between the two nations. German delegations were brought to the Philippines in search for business opportunities and were treated with B2Bs, site visits, and conferences. Philippine delegations on the other hand, were organized to expose Filipino representatives to German know-how and advancements in technologies available in Germany, bringing back with them knowledge that they can apply and innovate to their own businesses.

GPCCI was also present at various international events and fairs throughout the year, presenting the Philippines as a viable business destination and answering inquiries about the country.

The many events we had during the year ensures that the Philippines is always on the radar for investors and with the knowledge and experience of the local GPCCI team, we are always on hand and quick to act when there are market entry inquiries.

TRADE POLICY

International trade and investments are heavily influenced and affected by trade policies. To shape and guide these policies, the Chamber actively participate in events that improve trade conditions. With this in mind, GPCCI works closely with the Philippine government on various projects.

In 2018, GPCCI organized a myriad of events focused on fostering the good relations we have with different government agencies.

MARITIME AND LOGISTICS

The Maritime Industry is a central sector that the Chamber is involved in as a lot of our members are either in this industry or works closely with them.

GPCCI formed its Maritime committee to open up opportunities for members to play an active part in the Chamber. At the same time, this gives the Maritime community a voice.

Members of the committee meet on a regular basis to discuss latest developments and topics in order to work on solutions and joint actions.

ENERGY AND ENVIRONMENT

Germany is known for its expertise in renewable energy and energy efficiency. As electricity is still an expensive commodity in the Philippines, experts and knowledge in the aforementioned fields are sought-after.

Fact-finding missions and delegations have been organized by the Chamber throughout the year to address the growing demand for renewable energy and energy efficiency in the Philippines.

BUSINESS AND SOCIETY

GPCCI continues to adhere to the ten principles of the UN Global Compact which includes universal principles on human rights, labor, environment and anti-corruption. To showcase the actions of our members in Corporate Social Responsibility, the Chamber published the "More than a Market" brochure which includes the activities of upstanding members and partner organizations in making the world a better place.

EDUCATION AND TRAINING

The Chamber is actively involved in the Kto12 PLUS project. This initiative of the German Federal Ministry of Economic Cooperation and Development (BMZ) is to support the educational reform in the Philippines.

The Dual Training department of GPCCI works closely with San Pedro Relocation Centre National Highschool in developing their metalworking vocational track. Throughout the year, GPCCI guided the school by bringing in experts, upgrading hardware, and assuring the quality of training being implemented by the school.

GPCCI also acts as an independent body for quality assurance in the Porsche Aftersales Vocational Education (PAVE) program. Under this program, several examinations and certifications were spread throughout the program's second year and we see this partnership strengthening in the years to come.

Recognizing the importance of enhancing knowledge and expertise, trainings and seminars were also conducted through the Train the Trainer program, a way for trainers to further develop their skills to better facilitation of in-house training.

LOOKING AHEAD

The Chamber has a lot in store for everyone this year. GPCCI has an innovative events line-up with new formats and the next edition of Mabuhay Germany in May. We are focusing more on our membership and are constantly looking for ways to develop exciting new services for our members, such as the member-to-member benefits program. GPCCI would like to thank our members, partners, and friends for making 2018 another successful year for the Chamber!



Tristan Arwen "Bobbie" Loveres,
President of GPCCI

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FINANCE THE YEAR IN REVIEW REPORT



FINANCE REPORT

We are pleased to report once again a successful financial situation for the year 2018 with the year-end closing showing a positive bottom-line. The support from the Federal Ministry for Economic Affairs and Energy in Germany which has increased year by year has brought positive impact to the operations of the Chamber. We also see a strong financial pillar in the continued support and commitment of the Chamber Members through membership fees and sponsorships for our events and activities. Therefore, in 2019 we focus on adding value to our membership through relevant events and advocacies which creates an impact to the business operations, moreover, we are introducing the Member-to-Member (M2M) benefits program which creates new opportunities for the exchange and partnership between our members.

The year 2018 was a very good year for our Market Entry Support projects which contributed increasingly to the budget compared to 2017. Resultantly, our investment in the past to promote economic opportunities in the Philippines throughout various events in Germany starts showing positive results - the Chamber has supported many bilateral business partnerships and various delegations. The Chamber will continue to make its presence stronger in Germany which will open more opportunities for partnership with our members and future members.



On one hand, the vacancy of several positions within the Chamber and the interval between the outgoing and incoming Executive Director resulted in lower personnel costs. With the dynamic change in work environment particularly physical

work space where collaboration and mobility plays an important role in efficiency and success of business, the Chamber office, after 6 years has evolved from a traditional office set-up to a cool and modern workspace with a reflection of the culture of GPCCI. The new office set-up also paves way to accommodate the growing team.

The Chamber continues to take advantage of our strong alliance with AHK-network by sending employees to other AHK offices in the region to further strengthen skills and knowledge. The exchange program gives our employees new perspectives to learn the best practices to help them create and innovate services for the members.

Together with our auditor SGV, the financial statement for 2018 has been successfully audited and released. The result of the audit showed no significant deviations which resulted to a successful and positive year end in 2018. The implementation of the recommendations is established and will improve our financial reporting process.

We are looking forward to a great year 2019, and with our continued and new partnerships we will surely make this year another successful one!

Danke Schön!

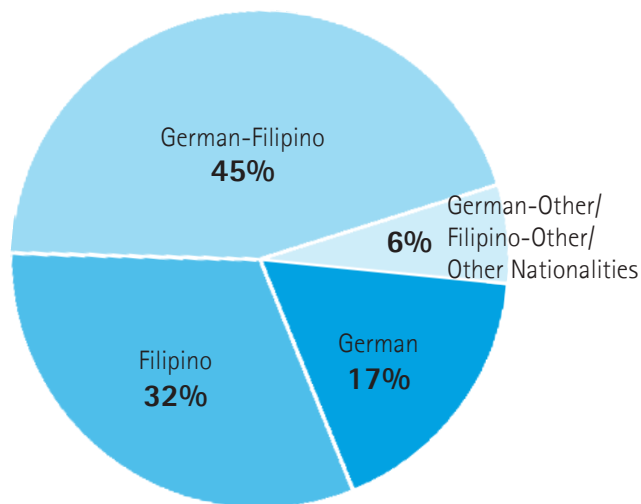
Marie Antoinette "Maan" Mariano
GPCCI Treasurer

MEMBERSHIP

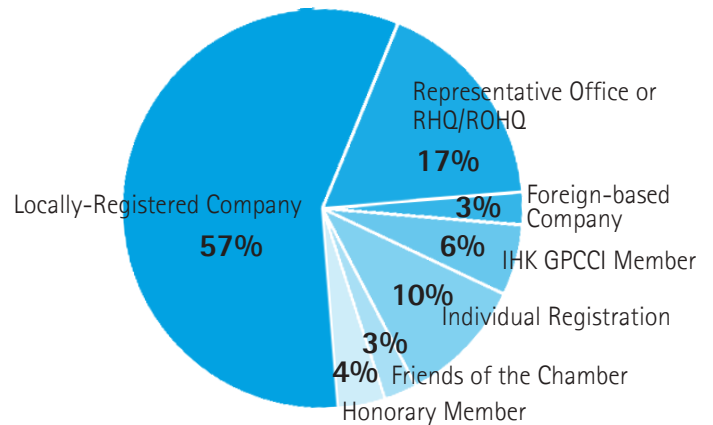
THE YEAR IN REVIEW

MEMBERSHIP AT A GLANCE

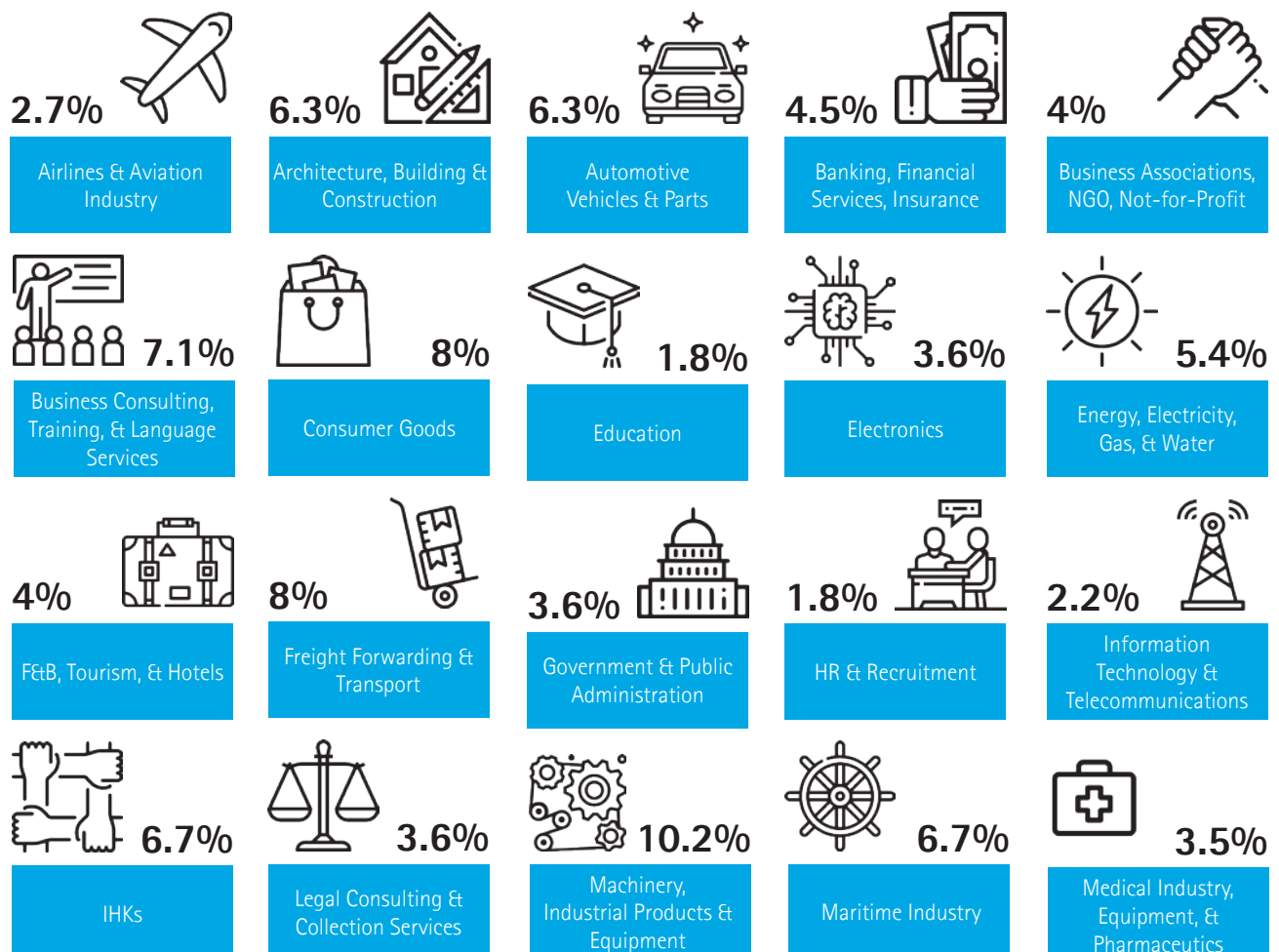
MEMBERS BY NATIONALITY



MEMBERS BY CATEGORY



MEMBERS BY INDUSTRY



GPCCI MEMBER BENEFITS

Are you taking advantage of everything GPCCI has to offer?

PROMOTE YOUR BUSINESS

GPCCI offers opportunities to support your company's goals to be top-of-mind within the German-Philippine business community. Through GPCCI's events, publications, and online platforms, companies can reach more of their target clients. Maximizing and increasing a company's visibility is always a top priority and we understand this.



WE SUPPORT YOU

GPCCI has a range of services offered to members to help make running your business smoother.

Government and Chamber Relations

The Chamber keeps in close cooperation with key government offices, Philippine Industry Associations, and other bilateral chambers.

General Inquiries and Referrals

GPCCI can help when you are looking for potential customers and leads. Each day the Chamber receives phone calls and emails from potential customers looking for businesses that can help with specific goods and services. We make sure to include our members in referrals. Let us send you customers who are ready to do business with you.

We offer quick and comprehensive responses to inquiries regarding aspects of Philippine market activities. We can connect you to experienced, trustworthy service providers, such as law and accounting firms, banks, insurance brokers, logistics companies, and other German and Philippine organizations as you may require.

Visa Support

With GPCCI's close cooperation with the German Embassy Manila, we support the Chamber's members in clarifying questions regarding visa applications.

HR Support

Chamber members can access GPCCI's network to find candidates with strong work ethics and infinite enthusiasm for a company position. GPCCI connects you with the most qualified candidate.

STAY CONNECTED

Members of GPCCI have access to the Chamber's extensive reach within the Philippine business community as well as the network of 142 German Chambers in 92 countries. The Chamber holds regular networking events so members can meet and exchange ideas, develop business relationships, and increase their professional network.

Member Discounts

Members can take advantage of GPCCI's Member-to-Member Benefits Program that offers exclusive discounts on goods and services. The program provides an avenue for increased exchange and connections within the membership.

Business Showcases

We design and organize events to help promote your company's products and services.

MabuhayGermany™ is a bi-annual, two-day trade fair, and one of GPCCI's most awaited events. It brings together stakeholders from different sectors, and showcases the best products, food, and culture Germany offers.

We also partner with industry trade shows both in the Philippines and in Germany. We encourage our members to take advantage of these opportunities to put the spotlight on their products and services.



MEMBER-TO-MEMBER BENEFITS PROGRAM

WHAT IS THE MEMBER-TO-MEMBER BENEFITS PROGRAM?

A program exclusively designed for members of the German-Philippine Chamber of Commerce and Industry, Inc. It is a marketing service offered to member companies that wish to promote their products and services to other members.

MEMBERSHIP CARD

The 1st and 2nd representatives of each member company in good standing will receive their own membership card, a concrete and portable proof of membership.

By presenting your membership card and a valid I.D. at branches and outlets of participating companies, you will be able to take advantage of special offers and discounts on products and services from fellow members.

WHY JOIN THE MEMBER-TO-MEMBER BENEFITS PROGRAM AS A BENEFIT PARTNER?

- Marketing opportunity to promote own products and services
 - Logo inclusion in dedicated landing page on GPCCI website
 - Listing in GPCCI's M2M Benefit Program List which will be regularly updated, promoted and shared
- Higher visibility and greater exposure within the German business community in the Philippines
- Easy access to connect to GPCCI members and their representatives and generate new business opportunities
- Attract your target group by offering B2B or B2C benefits.

To view the latest list of Member Benefits, please visit:

<https://philippinen.ahk.de/en/membership/member-to-member-benefits-program/>



Find GPCCI's latest benefits

GPCCI MEMBERS

2018-19 as of March 2019

LOCALLY REGISTERED

- 2Go Group Inc.
- 2SL Logistics and Trucking Services, Inc.
- Abes, Malong, and Associates
- All Transport Network, Inc. (ATN)
- ALSTER INT'L SHIPPING SERVICES, INC.
- Antrak Philippines Transport Solutions Corporation
- Asalus Corporation - Intellicare
- Asia Society for Social Improvement and Sustainable Transformation (ASSIST)
- Association of International Shipping Lines (AISL)
- Auto Nation Group, Inc.
- Automobile Central Enterprise, Inc. (Volkswagen)
- Avior Marine, Inc.
- B. Braun Medical Supplies, Inc.
- Banco de Oro (BDO)
- BASF Philippines, Inc.
- Bayan Academy for Social Entrepreneurship and Human Resource Development, Inc.
- Ben Line Agencies Philippines, Inc.
- Betonbau Phil., Inc.
- Bhagi's International Trading Corporation (BITC)
- Blue Horizons Travel & Tours, Inc.
- Booze Online Inc.
- Bronzeoak Philippines, Inc.
- Brotzeit Phils. (Fame Dish Inc.)
- Brumms Quality Wines Inc.
- BSM Crew Service Centre Philippines, Inc. (Bernhard Schulte Shipmanagement)
- Buskowitz Finance Inc.
- C. Melchers GmbH & Co. Phil. Branch
- Carmudi Philippines Inc.
- Castillo, Laman, Tan Pantaleon & San Jose
- Center For International Trade Expositions and Missions (CITEM)
- Clarkton Hotels Inc.
- Coffral Formworks & Scaffolds, Inc.
- Comfort Sole Phil Inc.
- Commercial Freight Services, Inc.
- Community Welfare Service Lotus Foundation, Inc.
- CS Garment, Inc.
- Datronicsoft Inc.
- Deutsche Motorgeraete, Inc.
- Dexterton Corporation
- Doehle Seafront Crewing (Manila), Inc.
- Donato & Zarate
- DR. KLIPPE Philippines Corp.
- Dusit Thani Manila
- Eastern Telecommunications Philippines, Inc.
- Empress Dental Laboratories, Inc.
- Energisto Philippines Renewable Energy Development Corporation
- Entrego Fulfillment Solutions
- Eupac Inc. / El Rio y Mar Resort
- Euro Interbev Corporation
- European Training and Competence Centre Inc. (ETCC)
- Eurotec Industrial Technologies Inc.
- Evonik (Philippines) Inc.
- F. A. Vinnen Philippines Inc.
- Falcon Law Offices
- Festo Inc.
- Frey-Fil Corporation
- Friedrich Naumann Foundation for Freedom (FNF) Philippine Office
- German Accelerator Southeast Asia
- German Club Manila
- German European School Manila (GESM)
- German Excellence Solutions, Inc.
- Goethe Institut Manila
- Hamburg Trading Corp.
- 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)
- Ingo Manufacturing Philippines Inc.
- Inpolchem, Inc.
- Integrated Micro-Electronics, Inc.
- Interadent Zahntechnik Phil. Inc.
- International Container Terminal Services, Inc.
- Isla Lipana & Co.
- JM Far East Inc.
- John Clements Consultants, Inc.
- Judphilan Food Corporation
- K.D. Feddersen Ueberseegesellschaft mbH
- Kapwa Travel & Tours Inc.
- Kirschner Travel Manila, Inc.
- KVAR Corporation
- Linens International Inc.
- LUBCON Lubricants Asia Pacific, Inc.
- Lubeca Marine Service Inc. (Phils.)
- Lufthansa Services Philippines, Inc.
- Lufthansa Technical Training Philippines
- Luxusmarken Von Adrenaline Inc. (formerly Adrenaline Group of Companies)
- MacroAsia Corporation
- Magsaysay Global
- MAN Automotive Concessionaires Corporation
- Manila Hotel
- Manly Plastics, Inc.
- Masagana Gas Corporation
- Maschinen & Technik, Inc. (MATEC)
- Mechanical Handling Equipment Comp. Inc. (MHECO)
- Mesco Inc.
- MetPower Venture Partners Holdings Inc.
- Modulplus System Corporation
- Mondial Tours Lufthansa City Center
- Mondo Ventures, Inc.
- NeBeSci Inc.
- Newtech Pulp Inc.
- Oriental and Motolite Marketing Corporation (Formerly Philippine Batteries Inc.)
- Ortega, Bacorro, Odulio, Calma & Carbonell
- PGA Cars, Inc. (Audi, Porsche)
- PHILERGY - German Solar
- Philippine Transmarine Carriers, Inc. (PTC)
- Pointwest Technologies Corporation
- PPI Pazifik Power, Inc.
- Printing Images CtC. Inc.
- P-Tech People and Technology, Inc.
- PV2 Energie Philippines, Inc.
- Quisumbing Torres
- Renaissance School of Science & Technology
- Rhenus Logistics, Inc.
- Rieckermann Philippines Inc.
- Rischa Import-Export Corporation
- Roedl Philippines, Inc.
- Rovema Asia Pacific Corp.
- Royal Cargo, Inc.
- Rudolf Lietz Inc.
- Santa Fe Moving and Relocation Services Philippines Inc.
- SBS Philippines Corporation (Formerly Sytengco Philippines Corporation)

- Scanmar Maritime Services, Inc.
- Sealanes Marine Services Inc.
- Seim & Partner Fiber Networks, Inc.
- Senator Crewing (Manila) Inc.
- Service 101 Plus Consulting, Inc.
- Servoelectric Inc.
- SGV & Co.
- Sidelifter Inc.
- SMC Asia Car Distributors Corporation (formerly Asian Carmakers Corporation BMW Importer)
- Steag State Power Inc.
- Sureste Properties Inc. (Solaire Resort and Casino)
- Tandem Language and Training Center Corporation
- TARGET display Co., Inc.
- The Law Firm of Lucenario, Domingo, Rombaoa and Associates
- ThyssenKrupp Philippines
- Transwing Art Gallery
- Trends and Concepts Total Interior Solutions Inc.
- Triconti ECC Renewables Corporation
- United Marine Training Center
- VDR German Shipowners Association
- Veltrup Technik Phils Inc.
- Villaruz, Villaruz & Co
- Voss Aviation & Motion Technology Philippines Corp.
- Werdenberg International Corporation
- Wilhelmsen-Smith Bell Shipping Inc. (WSBSI)
- Wine Depot Inc.
- Wong Chu King Holdings, Inc. (formerly Mighty Corporation)
- Zalora Philippines (BF Jade E-Services Philippines Inc.)
- ZMG Ward Howell

REPRESENTATIVE OFFICE

- a. hartrodt Philippines Inc. (formerly abphil)
- Alfa Ship & Crew Management GmbH
- Allianz PNB Life Insurance, Inc.
- Arvato Corporation
- AST Shipping Company Manila
- BAG electronics, Inc.
- Bayer Philippines Inc.
- Beiersdorf Philippines Inc.
- Boehringer Ingelheim (Philippines) Inc.

- Bosch Service Solutions
- Continental Temic Electronics Phil. Inc.
- Deutsche Bank AG Manila
- Doehle Shipmanagement Phils. Corp.
- E.R. Crew Management (Philippines) Corp.
- ERNI Development Center Philippines Inc.
- Fivestar Cargo Services Inc.
- Fresenius Medical Care Philippines, Inc.
- G DATA AV Lab Inc.
- Grohe Philippines, Inc.
- Guhring Philippines Inc.
- Internship Navigation Training Center, Inc.
- Invensity Inc.
- Kaercher Inc.
- Kalenborn International GmbH & Co. KG
- KHS Asia Pte. Ltd Regional Office
- KKFood Trading Co. Ltd.
- Knauf Gypsum Philippines, Inc.
- Kuehne + Nagel Inc.
- Logwin Air + Ocean Phils. Inc.
- Lufthansa German Airlines (Philippines)
- Lufthansa Technik Philippines
- Mercedes-Benz Group Services Phils., Inc. (formerly Daimler Group Services Philippines, Inc.)
- MHE-Demag (P) Inc.
- Rickmers Marine Agency Philippines Inc.
- Robert Bosch Inc.
- Rohde & Schwarz (Phil.) Inc.
- SAP Philippines Inc.
- Schenker Philippines Inc.
- SHS Perforated Materials, Inc.
- Siemens, Inc.
- SSI Schaefer Systems Phils. Inc.
- TRUMPF Philippines Representative Office, Inc.
- TUV Rheinland Philippines Inc.
- TUV Sud PSB Philippines, Corp.
- Wuerth Philippines, Inc.
- ZAMA Precision Industry Manufacturing Philippines, Inc.

FOREIGN-BASED

- Dr. Ing. h.c.F. Porsche Aktiengesellschaft (Porsche AG)
- DS Crewing Services GmbH
- Globogate Recruiting GmbH

- OAV German Asia-Pacific Business Association
- SZA Schilling, Zutt & Anschütz Rechtsanwaltsgesellschaft mbH
- UniCredit Bank AG
- WBS Training AG

IHK

- IHK Aachen
- IHK fuer die Pfalz
- IHK fuer Essen, Muelheim an der Ruhr, Oberhausen zu Essen
- IHK fuer Muenchen und Oberbayern
- IHK Karlsruhe
- IHK Koblenz
- IHK Koeln
- IHK Nord Westfalen
- IHK Nuernberg fuer Mittelfranken
- IHK Offenbach am Main
- IHK Ostwestfalen zu Bielefeld
- IHK Ostwuerttemberg
- IHK Region Stuttgart
- IHK Rhein-Neckar
- IHK zu Duesseldorf

FRIENDS OF THE CHAMBER

- Board of Investments (BOI)
- Department of Trade & Industry (DTI)
- Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH
- Embassy of the Federal Republic of Germany Manila
- Embassy of the Republic of the Philippines (Berlin)
- Philippine Economic Zone Authority (PEZA)
- Philippine Trade and Investment Center

HONORARY MEMBERS

- De Lima, Lilia
- Domingo-Albert, Delia
- Honer, Sabine
- Lachica, Dan
- Lopez, Oscar
- Natividad, Maria Cleofe
- Sta. Maria-Thomeczek, Melita
- Sycip, Washington +
- Sy-Coson, Teresita
- Weber-Lortsch, Christian-Ludwig

HIGHLIGHTS

EVENTS

THE YEAR IN REVIEW

26.04.2018. ECONOMIC FORUM WITH MR. JOSE VICTOR PATERNO: CONSUMER MARKET IN THE PHILIPPINES

The Economic Forum was organized in cooperation with the the German Embassy Manila and the German Club. The distinguished speaker of the forum, Mr. Jose Victor Paterno, is the current president and CEO of the Philippine Seven Corporation, the company responsible for the operation of 7-11 convenience stores in the Philippines.



24.05.2018. ECONOMIC FORUM WITH MS. ELAINE COLLADO: PUBLIC POLICY AND RISK MANAGEMENT IN THE PHILIPPINES

This Economic Forum with Ms. Ellaine Collado, Country Director of Vriens & Partners Philippines, discussed how to bridge the gaps between multinational companies and the government, the strategic approach in public diplomacy, tax reforms and its impact on businesses. She also addressed the challenges in the Philippines and explained how one can drive the government to pursue their interests and how foreign and local companies should understand it in the local context.

07.06.2018. SUMMER BARBECUE BASH

Almost a hundred guests attended GPCCI's Summer Barbecue Bash at the Pool House of the newly-opened Grand Hyatt Hotel at Bonifacio Global City.



EVENT HIGHLIGHTS



19.06.2018. 4TH JOINT ECONOMIC BRIEFING

GPCCI, together with the British, Dutch, French, Italian, and Spanish Chambers held the 4th Joint Economic Briefing on Foreign Direct Investments at Makati Diamond Residences. Over a hundred participants attended the briefing with speakers such as Undersecretary Karl Chua of the Department of Finance, Roderick de Castro of TeaM Energy Foundation, Engr. Rufino Bomasang of Petroleum Association of the Philippines, Engr. Teddy Reyes of the Philippine Institute of Petroleum, and Sim Hwee Ping of Acciona Infraestructuras S.A. The event was hosted and moderated by Atty. Anthony Abad of Abad Alcantara Associates Law Firm.

28.06.2018. ECONOMIC FORUM WITH MR. LOPE DOROMAL: ARTIFICIAL INTELLIGENCE AND IT'S IMPACT ON THE FUTURE OF BUSINESS

The July Economic Forum with Mr. Lope Doremal, Chief Technologist & Client Technical Adviser of IBM Philippines Inc., explained to the audience what Artificial Intelligence is and how it helps and contributes to the communities and businesses in the time of technology advancement.



17.07.2018. UNDERSTANDING CRYPTOCURRENCY

GPCCI, in partnership with the French Chamber of the Philippines, held an intimate discussion entitled Understanding Cryptoeconomics, at BlockChain Space, Acceler8 Coworking Space Legazpi. Throughout the night, participants were treated to presentations from three speakers who talked about the digital transformation of finance and trade.



19.07.2018. ECONOMIC FORUM WITH MR. FRANCIS ARCENAL: INDUSTRY 4.0 AND PREDICTIVE MAINTENANCE

This Economic Forum with Mr. Arcenal, Head of Industrial Internet of Things Development and i4.0 Deployment at Intercoastal International Technologies Corporation, explained to the audience what Industrial Internet of Things Development and Industry 4.0 are. He also discussed its role in current factory technologies, where people are key players in plants and other businesses.



20.09.2018. 5TH JOINT SPEED NETWORKING NIGHT

The 5th Speed Networking Night was organized in collaboration with the British, French, Italian, Dutch and Spanish Chambers. Attendees had the chance to meet new people and explore business opportunities within 4 minutes.



11.10.2018. THE GERMAN-PHILIPPINE CHAMBER OF COMMERCE AND INDUSTRY CELEBRATES THEIR 10TH YEAR ANNIVERSARY

This 2018, the German-Philippine Chamber of Commerce and Industry celebrated its 10th Year Anniversary by holding GPCCI's Annual Golf Tournament and Reception Dinner.

More on this on page 28.





The German-Philippine Chamber of Commerce Celebrates its 10th Year Anniversary

1 The Annual Golf Tournament was held at Mount Malarayat Golf and Country Club and was attended by members of the German-Philippine business community, representatives from the diplomatic corps and the Philippine government.



4 Following the tournament, players and other members, partners, and friends of GPHCI gathered together for the Reception Dinner at the Palms Country Club in Alabang.



Banco de Oro Vice President/
Head of Europe Desk, IBG International
Desks Maan Mariano



From left to right: BASF Managing Director Mr. Ronald Mercado, Tournament Director Klaus Schroeder, Deputy Head of Mission from the Germany Embassy Dr. Roland Schissau, Deputy Executive Director of General Administration of the Office of the President Atty. McJill Bryant Fernandez

2 This year's tournament was a game of Texas Scramble – or Captain's Choice, where players played in assigned teams based on their handicaps. This also provided players the opportunity to get to know the rest of the participants and create new connections during the game. The ceremonial tee-off was led by Tournament Director, Klaus Schroeder with the Deputy Head of Mission from the Germany Embassy Dr. Roland Schissau, Banco de Oro Vice President/Head of Europe Desk, IBG International Desks Maan Mariano, Deputy Executive Director of General Administration Atty. McJill Bryant Fernandez, and BASF Managing Director Mr. Ronald Mercado. The players then proceeded to their assigned holes and enjoyed the game.



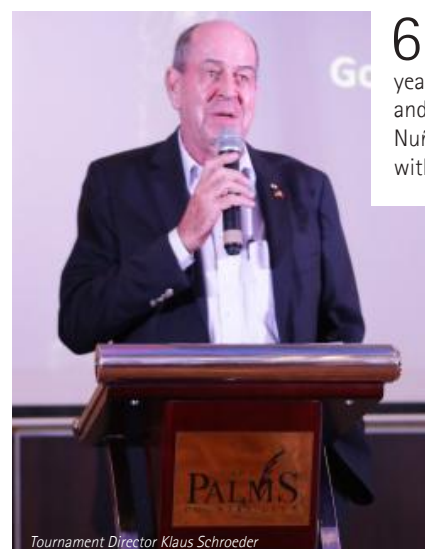
5 Ms. Teresita Sy-Coson, Vice Chairperson of BDO (above left), and Ambassador Melita Sta. Maria-Thomson (above right) were presented with memberships in recognition of their work and the support they have stood by the advocacies and activities of GPHCI. Previous recipients of this membership include former PEZA Director Washington Sy-Cip and former PEZA Director General Romeo Nuñez in Lima.



TULOY FOUNDATION, INC
Serving Street Children since 1993



3 This year, sponsors and players alike joined the tournament in support of Tuloy Foundation, an organization dedicated to providing residential care services, technical and vocational training, sports and health development, and performing arts programs to abandoned, homeless, and abused children and youth.



Tournament Director Klaus Schroeder

6 During the ceremony, year was and Jar Nuñez with th

Commerce and Industry



German Ambassador Dr. Gordon Kricke (left) with EU Ambassador Franz Jessen (right)

7 German Ambassador to the Philippines, Dr. Gordon Kricke was also in attendance, and gave a short message congratulating GPCCI for a great ten years and expressed optimism for the future of German-Philippine bilateral business relations.

He is seen here with EU Ambassador Franz Jessen during the reception dinner.



Tuloy Foundation Founder Fr. Rocky Evangelista



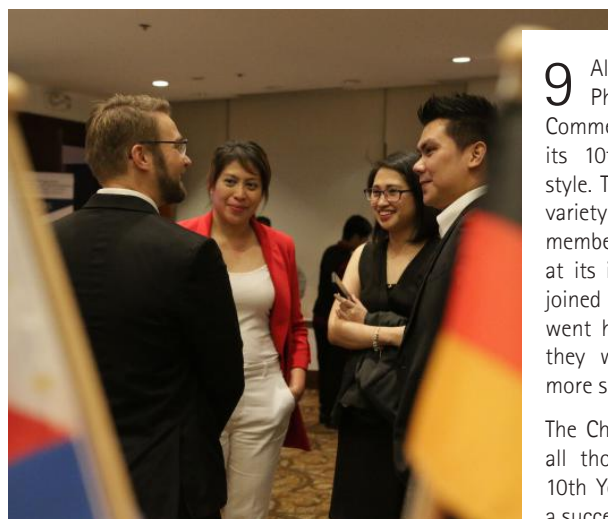
From left to right: GPCCI Deputy Executive Director Charlotte Bandelow, GPCCI Treasurer Maan Mariano, GPCCI Director Klaus Shadewald, GPCCI Director Stefan Schmitz, GPCCI Vice President Marian Majer, GPCCI Vice President Bodo Goerlich, Tuloy Foundation Founder Fr. Rocky Evangelista

8 After dinner was served, Fr. Rocky Evangelista introduced Tuloy Foundation and gave a short talk on the potential of the kids in their care. He also invited everyone to visit their facilities to see first-hand the programs they provide for their kids. This was rightly followed by a performance of the Tuloy Choir (above right). GPCCI's Board of Directors along with Deputy Executive Director Charlotte Bandelow (below right) presented the check donation to Father Rocky.

During the reception dinner, Klaus Schroeder led the awarding ceremony for the Annual Golf Tournament. As the game this year was a team competition, awards were given to Dr. Olaf Kliesow for 1st Runner-Up, and Tony Co and Jupiter for 2nd Runner-Up. Jojo Habana and Mike Besa walked away with the championship trophies for this year's tournament.



Jojo Habana (left) and Mike Besa (right)



9 All in all, the German-Philippine Chamber of Commerce and Industry celebrated its 10th Year Anniversary with style. The crowd was filled with a variety of guests, from founding members who saw the Chamber at its infancy, to new faces who joined more recently. Everyone went home with good moods as they wished the Chamber even more successful years to come.

The Chamber would like to thank all those who helped make the 10th Year Anniversary celebration a success!

EVENT HIGHLIGHTS



07.11.2018. EXECUTIVE BREAKFAST BRIEFING ON THE TRABAHO BILL

With the upcoming implementation of the TRABAHO Bill, many companies had questions regarding the provisions and possible implications of this bill specifically on corporate income tax and fiscal sustainability. To address this, GPCCI invited two experts, Asec. Ma. Teresa S. Habitan of the Department of Finance, and Atty. Jules E. Riego of SGV & Co for an Executive Breakfast Briefing on the topic at BDO South Tower.

07.12.2018. NIKOLAUS COCKTAILS

The Chamber celebrated Nikolaustag with members and guests at the Volkswagen Showroom in BGC. Guests were treated to a sumptuous buffet and free flowing beer, whiskey, and wine.



17.01.2019. ECONOMIC FORUM WITH MR. RAFAEL GARCHITORENA: ECONOMIC OUTLOOK FOR THE PHILIPPINES 2019

The first Economic Forum for 2019 was held at the German Club. Over 80 guests came to the forum to listen to an Economic Outlook for the Philippines in 2019.

21.02.2019. ECONOMIC FORUM WITH MR. ARTHUR TAN: THE PRIVATE SECTOR'S ROLE IN THE PHILIPPINES' SUSTAINABLE DEVELOPMENT: THE AYALA GROUP EXPERIENCE

The second Economic Forum for 2019 was held on February 21 at the German Club. Guests were captivated by the talk on the Ayala Group's experience in contributing to the development of the Philippines and their views on strengthening business by strengthening the population.



21.03.2019. ECONOMIC FORUM WITH AMBASSADOR FRANZ JESSEN: EUROPEAN UNION'S CRUCIAL MONTHS: BETWEEN BREXIT, PARLIAMENTARY ELECTIONS, AND UNILATERAL TENDENCIES

The third Economic Forum for 2019 was held at the German Club with Ambassador Franz Jessen of the EU Delegation. Ambassador Jessen discussed the current challenges of the EU, and the state of its relationship with the Philippines.

The shortest way to the destination.



- > **Market Studies**
- > **Location Analysis**
- > **Business Partner Search**
- > **Market Surveys**
- > **HR Support**
- > **Event Management**



AHK

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

charlotte.bandelow@gpcci.org
0063 2 519 8110
philippinen.ahk.de



FIELDS OF COMPETENCE

CONNECTING BUSINESSES

EXPORT PROGRAMS

Business missions are an important element of official German foreign trade promotion efforts. If you are interested in a potential business partnership, please inquire about the upcoming in- and outbound delegations.

MARKET ENTRY SUPPORT

GPCCI offers a broad range of support to get started: From initial market checks to in-depth market and feasibility studies, scoping missions targeting industry experts or service providers to custom-tailored partner searches including meeting arrangements for sourcing or sales activities.

MARKETING AND EVENTS

Do you have new products or services? Attractive Business Solutions? A new market trend that you want to share with your target audience? Let us develop your ideas to strategize and organize a customized corporate event with you.

TRADE FAIR SERVICES

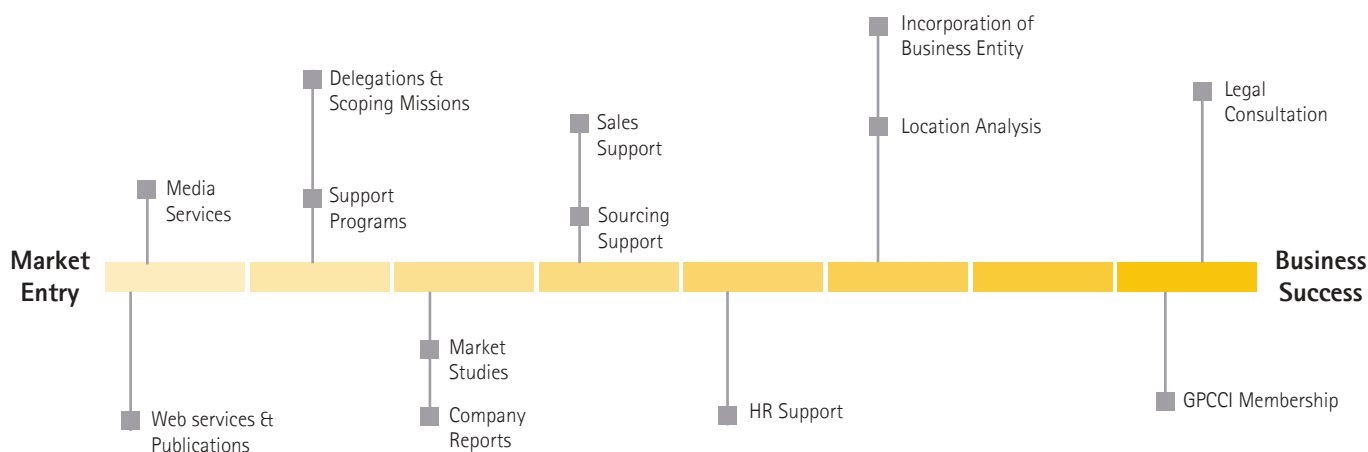
From organizational support in set-up and coordination, to manning and reaching out to the right contacts for potential B2B meetings in your booth, we can help you to get the most out of a trade fair event.

CAREER & HR SERVICES

Finding the right people can often be challenging. Let the chamber support you and consult with you on possible HR solutions to pinpoint qualified, experienced, and reliable people according to your needs and required profile.

OFFICE-IN-OFFICE

Are you in need of an office space, a meeting place, a mailing address? GPCCI offers individual options on how to establish your business representation in the Philippines by maximizing the Chamber's infrastructure.



#PartnerInThePhilippines

”

Thank you very much for this super-comprehensive and professional feedback. I am very glad to have received this market information. This piece of work gives an excellent picture of the quality of the AHK in general and the local team at the Philippines especially.

Stefan Herz,
Sales Asia Sensor Division of
InfraTec GmbH

André Borgmann,

Managing Director Asia Pacific
of AuCom Electronics Ltd

”

Thanks to the efforts of the AHK Philippines (GPCCI) team, I was able to connect with businesses that I could not have acquired on my own.

”

The collaboration with GPCCI was the most effective way for us to enter the Philippines market. Thorough business partner search, professional meetings arrangement and attendance, and a competent contact at any time - GPCCI is the ideal door opener for any German company and will certainly remain to be our trusted business partner for our future activities.

Dr. Marius Renner,
Managing Partner of Häuser +
Renner KG

NEWSBITES



14.-15.03.2018. 9TH ADB BUSINESS OPPORTUNITIES FAIR

GPCCI in collaboration with the German Asia-Pacific Business Association (OAV) aimed to present yet undiscovered business potentials in the Philippines and the Asia-Pacific Region through ADB projects.



25.04.2018. DIGITAL TRANSFORMATION IN ASEAN AT HANNOVER MESSE

The Chamber was present at Hannover Messe, the world's leading trade show for industrial technology, represented by then Executive Director Peter Kompalla who discussed the opportunities of digital transformation in the ASEAN region.



06.-08.06.2018. GO TO MARKET PROJECT: VIETNAM AND PHILIPPINES WITH FOCUS ON CHILDREN'S PRODUCTS

In Corporation with AHK Vietnam, the German-Philippine Chamber of Commerce and Industry organized a business mission with the focus on children's products for market entry in Vietnam and the Philippines.



02.11.2018. GPCCI AT THE 16TH ASIA-PACIFIC CONFERENCE IN JAKARTA

Deputy Executive Director Charlotte Bandelow attended the 16th Asia-Pacific Conference in Jakarta. Also present was a delegation from the Philippines led by Department of Trade and Industry Undersecretary Norra Terrado.

EDUCATION AND TRAINING

GPCCI supports Philippine-based companies to develop skilled workers – the key to competitiveness.

DUAL EDUCATION AND TRAINING (DET)

From conceptualization to certification, we help structure enterprise-based learning, prepare in-company trainers, and monitor, plan, and execute examinations including certification. Throughout the whole process, GPCCI acts as an independent quality assurer for education “made in Germany”.

TRAINING AND SEMINARS

GPCCI's training and seminars are designed to support personnel development through up- and re-skilling. The Chamber's Train-the-Trainer in Business and Train-the-Trainer International develop staff who mentor and train new-hires or apprentices. GPCCI's webinars, hosted by experts from its network and conveniently accessible online, inform about the latest trends such as in renewable energy.

TRAINING PARTNER SEARCH

GPCCI's network of businesses, associations, learning institutions and experts – including experts from Germany through the Senior Expert Service – can help you find the right partner or consultant for your business venture.

WHAT WE DO IN DUAL EDUCATION AND TRAINING

GPCCI CERTIFIES PROFESSIONALISM

GPCCI member company German Excellence Solutions, Inc. (GES), in close cooperation with the German Fürstenwalder Aus- und Weiterbildungszentrum gGmbH, developed a structured in-house training for Professional Cleaners. Since 2016, 20 professional cleaners have been certified under the program.



GES employees received their AHK certificates after successfully passing a written and practical exam as well as six months on-the-job training to become professional cleaners.

PAVE-GPCCI COOPERATION IN VOCATIONAL TRAINING EXPANDS

Since 2017, more than 120 trainees have graduated from the Porsche Aftersales Vocational Education (PAVE) program. They are now ready to work in the high-end car servicing industry. Additional 50 trainees will undergo their final examinations in 2019. With the Philippine experience as the benchmark, the PAVE program is set to expand to other countries in the near future.

The Porsche-developed 2-year program for Automotive Service Mechatronics includes local accreditation and is implemented by the Porsche Training and Recruitment Center Asia (PTRC-A) in cooperation with the Don Bosco Technical Institute and the Philippine car importer and dealer PGA Cars Inc.



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

”

“A good balance between theoretical and practical training is key to achieving the cleaning quality we expect from our employees.”

Andreas Enkelmann,
Founder and Business
Consulting Director
of German Excellence
Solutions

WHAT WE DO IN TRAINING AND SEMINARS

ENVIRONMENTAL TECHNOLOGY EXPORT PROGRAM BY BMU

On behalf of the German Federal Ministry of Environment, Nature Conservation and Nuclear Safety (BMU), the GPCCI facilitated a Capacity Building Training on Wastewater Technology Management and Water Efficiency Measures, to help companies comply with the new Wastewater Administrative Order (DENR-AO 2016-08).

The training was conducted in cooperation with the Philippine Chamber of Commerce and Industry (PCCI) and the Philippine Department of Environment and Natural Resources (DENR). The training reached 80 company representatives from various industries.

IN-COMPANY TRAINERS – CHANGE AGENTS TO BRIDGE THE SKILLS-MISMATCH OF YOUNG GRADUATES

Eighteen participants from different industries successfully completed GPCCI's second Train the Trainer International – Basic in 2018. The 5-day course equips participants with the pedagogical skills and abilities needed to be a competent in-company trainer. An investment in a good trainer is an investment in a company's most valuable asset: its employees.



Train-the-Trainer participants and assessors after the successful completion of the 5-day training.

”

I admire the German Education System for advocating the didactic parallelism in their country. I want to be part of the initiatives in the Philippines to promote the alignment of school's curriculum as against what we in the corporate world can offer to our youth.

Dorelyn Rosbero,
Customer Broker
Manager of Antrak
Philippines

WHAT WE DO IN TRAINING PARTNER SEARCH

FUTURE NEEDS EXPERIENCE

The Senior Experten Service is Germany's leading volunteering organization for experts and executives who are either retired or taking time off from work. Senior Experts provide their knowledge to support sustainable economic and social development. Their assignments are aimed at strengthening local skills – across sectors and industries.



”

GPCCI has access to a great network which saved us time and spared us the legwork when we were looking for a training partner.

Dr. Karsten Wagner,
Managing Director at
ZAMA Philippines

K TO 12 PLUS PROJECT



The K to 12 PLUS Project is an initiative of the German Federal Ministry of Economic Cooperation and Development to support the K to 12 Basic Education Reform in the Philippines. GPCCI, alongside public and private partners, introduces elements of dual training to the Technical-Vocational-Livelihood Track of Senior High Schools and aims to strengthen the role of local chambers to support Dual Education and Training (DET) in the country.

IMPLEMENTING THE K TO 12 PLUS PROJECT

As part of the project and in line with promoting future-oriented skills, GPCCI helped upgrade the technical capacity of the San Pedro Relocation Centre National Highschool (SPRCNHS). Eleven computer units were turned over to the Metalworking Technology department of SPRCNHS, which has been a K to 12 PLUS project partner since 2015.



The computers will help students learn future-oriented programming skills needed to be fit for the digital world of work.

A necessity in modern-day machining, computer-aided design and manufacturing (CAD/CAM) programming is used to model machine parts which can later be manufactured. "Students with technical drawing knowledge using AutoCAD or Solidworks will be able to visualize the metal work products that they will create, thus they become more competent and have the competitive advantage to be hired in the workplace," says Nerissa Austria, Senior Human Resource Executive of MHE-Demag, one of GPCCI's member companies and an active supporter of the K to 12 PLUS Project.

ASEAN BENCHMARKING MISSION ON DUAL VOCATIONAL EDUCATION AND TRAINING

Colleagues from the German Chambers of Commerce and Industry Abroad (AHK) in Malaysia and Thailand opened their doors to 25 Filipino representatives from the academe, companies, and local chambers during an experience exchange. Organized under the K to 12 PLUS Project, the exchange aimed at sharing information on DET activities in other ASEAN countries and the role German Chambers Abroad (AHK) play in implementing, quality assuring, and certifying DET modelled after the German system.

AHKs advise companies and trainees on training matters, arrange the Vocational Training Committee and Examination Board, conduct Train-the-Trainer seminars, monitor the progress of the training program, and organize and oversee the examination and certification of apprentices under the respective training program.



Participants of the study tour learned more about the roles and activities of the German Chambers and Commerce Abroad in dual VET during their visit in AHK Thailand.

NEWSBITES



16.02.2018. EXPORT MANAGER ADVANCED TRAINING

In partnership with the Department of Trade and Industry – Export Marketing Bureau, the Philippine Trade Training Center, Hinrich Foundation, and Leipzig University, GPCCI helped to promote and conduct the Export Manager Advanced Training Program.



23.02.2018. IN-HOUSE TRAINING CERTIFICATION ACCOMPLISHED

The Chamber certified the first batch of six Cleaning Experts employed and trained by German Excellence Solutions, Inc. (GES).



17.04.2018. FIRST BASIC QUALIFICATION CERTIFICATES ISSUED FOR SENIOR HIGH SCHOOL STUDENTS

GPCCI issued the first Basic Qualification Certificates to Senior High School graduates of the Metalworking Technology track at San Pedro Relocation Center National High School (SPRCNHS) in San Pedro, Laguna as part of the K to 12 Plus Project.



07.03.2018. PAVE PROGRAM: TRAINEES TAKE FIRST MID-TERM EXAM

For the first time, 33 auto-mechanics trainees under the PAVE program took a mid-term examination. The introduction of the mid-terms, a fundamental cornerstone of the German dual education process, assess their training status after the first two semesters of training.



05.-09.03.2018. TRAIN-THE-TRAINER – INVESTMENT IN PRODUCTIVITY AND COMPETITIVENESS

GPCCI successfully conducted its first Train-the-Trainer International – Basic course in 2018.



10.-14.09.2018. IN-COMPANY TRAINERS – CHANGE AGENTS TO BRIDGE THE SKILLS-MISMATCH OF YOUNG GRADUATES

Seven participants from different industries successfully completed GPCCI's second Train-the-Trainer International – Basic course this year.



12.-13.10.2018. ENGAGING LOCAL CHAMBERS IN DET

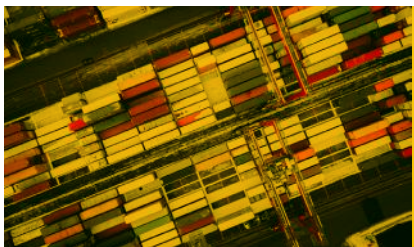
GPCCI conducted a training on Human Resource Development – Training and Events Management with representatives from 18 local chambers and associations. As part of the K to 12 PLUS Project, GPCCI helps to engage local chambers in dual education and training to support the Philippines' Basic Education Reform.



27.02-01.03.2019. AHK ASIAN DUAL TRAINING CONFERENCE

Representatives from GPCCI's Dual Training department joined their colleagues from Thailand, Malaysia, Vietnam, and India for a 2-day Experience Exchange Conference in Mumbai, India.

MARITIME AND LOGISTICS



The various sectoral and cross-cutting Committees of the Chamber are the heart of the Chamber's activities. The Maritime Committee is in close contact with the Maritime Industry Authority (MARINA).



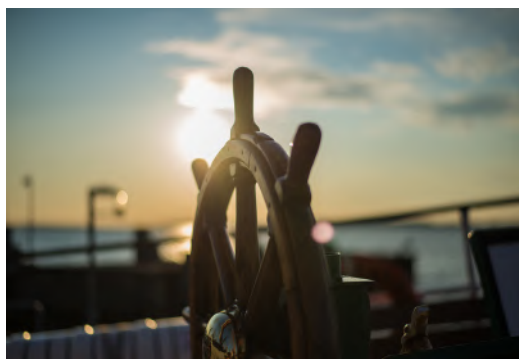
Atty. Maximino Cruz
Maritime Committee Chairman

The events that unfolded in 2018 have been described by many as a year that depicted a mixed visual imagery of elation, frustration, expectation and hope. This portrayal of the year that just ended was vividly matched by interesting episodes that kept stakeholders in the maritime industry glued on the present state of affairs, its shortfalls and how they are presently being addressed. This is the reason why the GPCCI Maritime Committee saw the need to broaden the scope of Committee discussions that would encompass developments in the critical areas of maritime that may impact on employment, business and investment climate in the country. Presenting the various facets of the maritime world will raise the level of awareness of the membership that would elicit lively and constructive exchange of views and opinions. As a result, it serves as a stimulus to the Committee to act and be more actively involved in partnering with government in seeking solutions.

THE EMSA AUDIT: THE GREAT PHILIPPINE CHALLENGE

Almost throughout 2018, the Committee's attention was transfixed on the European Commission's Assessment of Maritime education, training and certification system of the Philippines. The assessment was based on the report of the European Maritime Safety Agency (EMSA) on the latest inspection conducted on March 13-23, 2017. Several deficiencies were identified which should be corrected or improved in order to keep the country compliant with the 1978 STCW Convention, as amended. The European Commission gave the Philippines three deadlines- until April 30, 2018 to submit measures which have been put in place or intended to be put in place corresponding to the areas to be improved; until October 31, 2018 to show proof of implementation of such measures and; until October 31, 2019 to submit evidence that the supporting IT systems have been developed.

While the Philippines easily managed to provide the European Commission the measures that have been put in place and those already in the pipeline, the second compliance date, October 31, 2018, was the one which caused a great deal of stress and anxiety not only to MARINA, CHED and the other concerned government agencies but to the entire population of Filipino seafarers and their foreign principals as well. So much were placed at great risk - the Philippine flag as a maritime nation, the continuous recognition by parties to the Convention of Philippine-issued STCW certificates and the country's capability to comply with the requirements of the 1978 STCW Convention, as amended. This also put in jeopardy the ability of the Philippines to attract investments in the maritime sector. The Maritime Industry Authority took the main brunt of the responsibility, having been empowered by Republic Act No. 10635 to be the single maritime administration for the enforcement and implementation of the STCW Convention. MARINA's earnest bid to meet the October 31, 2018 deadline set by the European Commission gained steam during the focused leadership of Administrator Rey Leonardo Guerrero, an army general and former Philippine Chief of Staff. It was during





Guerrero's tenure when Executive Order No. 63 was issued on September 21, 2018, strengthening the authority of MARINA as the single maritime administration in the enforcement and implementation of the 1978 STCW Convention, as amended. He was among those who signed the IRR of E.O. 63 on October 23, 2018. The E.O. mandates MARINA to take the lead in the evaluation and inspection of all applications for approval of maritime higher education courses such as Bachelor of Science in Marine Transportation and Bachelor of Science in Marine Engineering. The MARINA Administrator was designated Chairman of the Technical Panel for Maritime Administration. The Technical Panel is composed of five (5) representatives from MARINA and four (4) from CHED.

Guerrero's stint with MARINA was short-lived though, creating a vacuum in leadership especially at a most trying period. He was replaced by retired Vice Admiral Narciso Vingson, Jr. who shared his predecessor's vision. Amid the daunting challenges to MARINA, efforts to meet the October 31, 2018 remained unwavering. The more active involvement of the Department of Transportation and the Office of the President kept alive the momentum.

For its part, the GPCCI Maritime Committee represented by its Chairman and Maan Yu, Head of GPCCI Chamber Services and concurrently Committee Coordinator, held separate meetings with former DOTr Undersecretary for Maritime Affairs, Felipe Judan, and the former MARINA Administrator Guerrero to get a more definitive roadmap of the policy direction taken by government in addressing the compliance issue. In those meetings, GPCCI invited the Joint Manning Group and representatives from the Philippine Chamber of Commerce and Industry strategically aimed to put more pressure on government to take swift, decisive action as the October 31 deadline approaches.

Stakeholders are eagerly awaiting an official announcement from MARINA on the outcome of the EC review of Philippine compliance. Nonetheless, expectations are high that the European Commission will consider the progress made and efforts exerted by the Philippine government in complying with the STCW Convention requirements. Leaving nothing to chance, the GPCCI Board took serious note of the urgency and immediately wrote the Department of Foreign Affairs to appeal for a more resolute government support and avoid the serious ramifications that could befall the country for non-compliance.



There is a strong call from industry players to stabilize the leadership of MARINA and the STCW office to effectively carry out the needed reforms. The frequent leadership changes in MARINA is seen as a weak spot that could stymie continuity of the reform agenda. Overall, it is not only meeting the deadlines set by the EC that should occupy the top rung of priorities. Being a member of good standing of the 1978 STCW Convention, as amended, should be the overarching consideration.



THE INTERNATIONAL PORTS SITUATION: A LOOK AT THE MANILA TERMINALS

The last four months of 2018 sparked the revival of the port congestion crisis which almost put the country to her knees in 2014. But unlike 2014 where the problem emanated from the issuance of a Manila City Ordinance declaring a truck ban in the city, the problem faced by stakeholders today took a more serious turn. The build-up of import shipments in the latter part of 2018 was caused by a confluence of several factors. It was the peak season of the year when the influx of imports started to come in. The unpredictable weather conditions in China also became a big problem for both MICT and ATI-SH as they can only watch helplessly as long line of vessels coming from the mainland trooped to their ports after the weather had cleared at the other end. Import volume in the Philippines continues to grow at an annual rate of 7.5 %. More than 70% of this volume passes through MICT and ATI-SH. With the Philippine economy principally driven by strong domestic consumption, the imbalance between imports and exports remained at 3:1.

Overwhelmed by the strong surge of imports, yard utilization at the Manila terminals breached 90% and even exceeded 100% on certain occasions.



A severe scarcity of CY space inside the terminals hampered the movement of trucks and cargoes until the operators decided to institute hard, emergency measures to preserve their operational efficiency. Acceptance of empty containers for ship-out was strictly limited. The "double transaction" scheme was enforced to the letter where an empty container will only be allowed entry to the terminal unless trucker pulls out a laden import container in

turn. Meanwhile, long queues of vessels at the anchorage of both terminals was a familiar sight at the baywalk, as the carriers have to wait for several days to berth. Outside the ports, the limitation on the acceptance by MICT and ATI-SH of empty containers for ship-out took its toll on offdock empty container depots. Despite the increase in TEU capacity of offdock depots from 42,000 in 2017 to 117,000 in 2018, the volume of empty containers coming into these facilities was simply staggering. The off-dock CY operators were left with no choice but to decline further acceptance of empty containers in their respective yards. With no place to return the empty containers, truckers were restive and began venting their ire on international shipping lines which, unknown to them, were equally hurting because of tremendous losses on operational costs and charter hire of vessels due to their much delayed sailing schedules.



The situation spilled over in 2019. The expected lull in import volume due to the Chinese New Year, which historically should be the case, did not materialize as imports continued to swell. The Department of Transportation, the Philippine Ports Authority, the Bureau of Customs in tandem with ICTSI, ATI and Association of International Shipping Lines acted swiftly to free up space in the terminals. A Notice to importers was published in a newspaper of circulation ordering those concerned to withdraw their cleared but unclaimed containers which have been overstaying in the terminals for several weeks. Failure to withdraw will force government to transfer these containers to designated depot facilities. MICT and ATI recently reported that the Order proved effective as 17% and 14%, respectively, of the more or less 5,000 overstaying cleared import containers were withdrawn by importers at their terminals. MICT also allowed access to its Subic terminal

to enable shipping lines to ship out empty containers coming from Manila. The Inland Container Depots of ICTSI and ATI in Laguna and Cavite provided support to house the empty containers while they are busy allocating more free space for the empty containers. In conjunction with this drive, five (5) shipping lines agreed to share resources in evacuating 10,000 TEUs of empty containers on a weekly basis from Manila South Harbor for repositioning to foreign ports. Sharing of shipping lines resources in the evacuation of empty containers at the MICT North Harbor is currently under discussion by the major shipping lines.

The joint, collaborative undertaking of government and the private sector produced the desired results over the past two months. March 2019 figures show yard utilization at MICT and ATI-SH averaging at a satisfactory level of 70% and queuing of vessels at the anchorage is almost nil. Shipping officials expect that with the gradual but steady return to normalcy of terminal operations, shipping lines will now be able to maximize the ship-out of their empty containers and eventually decongest the offdock empty container depots.

But there is a caveat. Analysts share the view that infrastructure development in and out of the ports should be able to catch up with the rapid pace of Philippine economic growth, the second most active economy in Asia today. With the economic activity in the Philippines reaching its high gear, government should step up and fast-track its infrastructure building. At the same time, the catalytic element of public-private sector collaboration should always be the centerpiece if we are to avoid recurrence of the problems that have been plaguing the business community for years now.

ENERGY AND ENVIRONMENT

RENEWABLE ENERGY AND ENERGY EFFICIENCY



There is a growing rate of renewable energy being pushed and supported as the future energy source in the Philippines. With this, GPCCI foresees a large development in the Philippine renewable energy market that would give more opportunities and success for German companies providing alternative energy services.

THE EXPORT INITIATIVE ENERGIE HELPS GERMAN COMPANIES TO:

- Collect market information
- Evaluate export strategies and to avoid risks
- Generate and deepen business contacts abroad
- Develop projects abroad
- Gain visibility as a provider of quality "Made in Germany"
- Save time and cost when entering a new market

Due to high energy costs, the Philippines is already at the forefront of greening the energy sector. Compared to neighboring countries, the archipelago is spearheading Renewable Energy (RE) developments. With the decreasing prices of RE technology, cost effective utilization is creating a growing demand within the public and private sector.

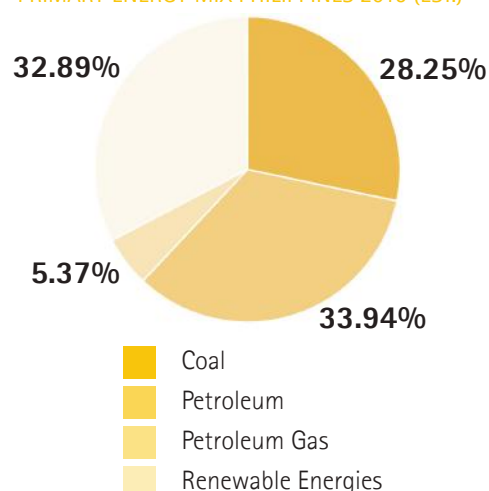
Although, coal still remains the number one energy source in the Philippines, its government is slowly making stricter policies regarding fossil fuel usage. On March 2017, the first tax hike on coal for over 30 years was introduced, signaling a shift in the government's perception towards fossil fuel. Along with imposing stricter policies in coal usage, the government is also supporting the introduction of RE to the energy market. In 2017, the proposed Energy Virtual One Stop Shop (EVOSS) Bill was initiated and enacted into law end of 2018. The purpose of this law is to accelerate the permitting process for energy projects and cut red tape in the government. The EVOSS bill will help in the execution of awarded energy projects to be more efficient.

Globally, the Philippines is also being recognized for its efforts in RE. The World Energy Council's (WEC) World Energy Trilemma Index ranked the Philippines first among 125 countries in terms of energy environmental sustainability. Within the index, three factors were rated: Energy Security, Energy Equity and Environmental Sustainability. Based on the index, the Philippines is ranked 1 in Environmental Sustainability which means that it has the best ability to supply, demand, and develop energy from renewable and other low-carbon sources. In terms of regional standing, the Philippines is also number one in Southeast Asia in sourcing its power from renewable energy, with a share of 24.2% of gross generation and 32.5% of installed capacity.

Department of Energy Secretary Alfonso Cusi is recognizing the current development of the Philippines with regard to creating local policies and fostering international cooperation that is leaning towards RE. With the cooperation between international partners, assessment of the state's power planning process, policy review on feed-in-tariff and net-metering for renewable energy is being provided. A cost-benefit analysis of the energy sector through the renewable energy country diagnostic tool can also be utilized.

GPCCI acknowledges that technologies and know-how for climate-friendly energy supply "Made in Germany" are in demand worldwide. From 2018 until 2019, GPCCI hosted numerous successful events in connection with the German Energy Solutions Initiative by the Federal Ministry for Economic Affairs and Energy (BMWi). With the aim to position German technologies and know-how worldwide, the initiative by BMWi supports the development of climate-friendly energy solutions to foreign markets. The Chamber believes that renewable energies, energy efficiency and intelligent system solutions reduce the dependency on fossil resources, contribute to climate protection and strengthen competitiveness.

PRIMARY ENERGY MIX PHILIPPINES 2019 (EST.)



GPCCI – mandated by the BMWi – creates various events, projects and market studies promoting green energy and sustainable consumption. The numbers of participants grew from the Philippine and German side – may it be during conferences and delegations to the Philippines or fact-finding missions for Philippine companies to Germany. Further well-received new formats such as webinars were also introduced in the process and many more are planned for the future.

Being the first point of contact in the Philippine market, the Chamber developed a competence center, particularly in the field of renewable energy and efficiency bringing German and Philippine businesses together. GPCCI has a wide network strongly advocating towards sustainable energy solutions and is in close cooperation with significant institutional partners, such as the Department of Energy and the Philippine Green Building Council. GPCCI recognizes the importance of having a strong connection between various stakeholders and looks forward to the Chamber's energized future activities in 2019.



More information about the Export Program can be found under:
<https://www.german-energy-solutions.de>



19.-22.03.2018. FACT FINDING MISSION: ENERGY EFFICIENCY IN THE INDUSTRY WITH FOCUS ON FOOD, SOLAR AND GEOTHERMAL 1

The 4-day Fact Finding Mission enabled Philippine representatives from the private sector to gain on-location knowledge of state-of-the-art solutions, as well as to extend network. The mission was organized by The Renewables Academy AG (RENAC) in cooperation with GPCCI.

15.-28.10.2018. DELEGATION: SELF-SUFFICIENCY IN INDUSTRY AND COMMERCE IN THE PHILIPPINES (SOLAR- AND BIOENERGY TECHNOLOGY) 2

GPCCI hosted a business mission and conference with German energy specialists for potential market entry within the Philippine green energy sector. Energy experts from both countries shared their expertise and granted the audience deep insights into the green technologies from tomorrow. Tailored B2B meetings with Philippine business partners was the highlight of the 4-day mission.

15.11.2018. WEBINAR: ENERGY EFFICIENCY IN THE INDUSTRY

GPCCI moderated a webinar on energy efficiency in the Philippines, hosted and facilitated by RENAC. The audience obtained detailed market information about the manufacturing sector in the Philippines by Mr. Arcansalin, the director of the Board of Investments, an overview of the potential of renewable energy by industry expert Nico Leibenguth, as well as a Doing Business in the Philippines briefing by GPCCI's energy expert Tobias Petersen.

11.-14.03.2019. FACT FINDING MISSION: ENERGY EFFICIENCY AND ENERGY MANAGEMENT IN RESIDENTIAL AND COMMERCIAL BUILDINGS 3

Continuing the successful annual Fact Finding format for sharing knowledge and best-practices, 2019's study tour brought representatives of the Department of Energy as well as specialists from the private sector from the Philippines to Germany. The topic focused on energy efficiency solutions for buildings, including solar and effective usage of residual heat.

TRADE POLICY

The Philippines is regionally well connected and globally integrated in free trade agreements with other economies.

ASEAN ECONOMIC COMMUNITY (AEC)

ASEAN launched the ASEAN Economic Community in 2015 which aimed to form a single market and production base. Free flow of goods, services, investment, capital, and skilled labor are its core principles. While AEC is well advanced in the reduction of trade duties, implementation of common standards will still take some time. The roadmap ASEAN 2025 sets further targets towards establishing a shared market that will resemble the EU.



Through the ASEAN Trade in Goods Agreement (ATIGA), 100% of originating goods can now be traded customs free within the ASEAN-6 (Brunei, Indonesia, Malaysia, the Philippines, Singapore and Thailand), the most developed economies of the association. However, special provisions still apply for Cambodia, Laos, Myanmar, and Vietnam.

ASEAN Plus Three (ATP) is the latest development of East Asian regional cooperation between ASEAN, China, South Korea, and Japan. ASEAN nations remain as strategic trade partners to these economies in the supply and manufacturing of many products aimed to be exported to other markets. In 2017, 31.6% of ASEAN's total trade was with the plus three countries.

PHILIPPINE-JAPAN ECONOMIC PARTNERSHIP AGREEMENT (PJEPA)

The Philippine-Japan Economic Partnership Agreement was ratified and implemented in 2008. The agreement provides duty free access to 80% of Philippine exports to Japan, that is, on more than 7,000 products.

REGIONAL COMPREHENSIVE ECONOMIC PARTNERSHIP (RCEP)

The Regional Comprehensive Economic Partnership is a proposed free trade agreement between the 10 member states of ASEAN and its major Asia-Pacific trading partners China, Japan, South Korea, India, Australia, and, New Zealand. Negotiations were officially launched in 2012 and the trade agreement is expected to be signed in 2019. RCEP countries are considering opening up their markets to between 80% and 92% of all categories of goods. RCEP is the world's largest economic bloc and accounts for half of the world's population.

GENERALIZED SCHEME OF PREFERENCES (GSP): DUTY FREE EXPORTS FROM THE PHILIPPINES TO THE USA AND EU

USA listed the Philippines as GSP-eligible beneficiary on 2015 allowing to pay less or no duties on their exports to the USA. The Philippine exporters currently benefit from zero tariff on 3,500 products lines.

The Philippines is the only EU GSP+ beneficiary country among ASEAN since 2014, allowing it to import more than 6,000 products duty free to the EU with 40% local content. In return, the beneficiary country must ratify and implement 27 core international conventions that cover human and labor rights, environmental protection, and good governance.

FREE TRADE AGREEMENTS WITH EUROPE

The European Free Trade Association (EFTA), consisting of the non-EU countries Iceland, Norway, Switzerland, and Liechtenstein, signed a free trade agreement with the Philippines in 2016. The agreement has been fully implemented since 2018 covering free trade in goods, services, investment, sustainable development and others.

Moreover, the EU and the Philippines have been negotiating a free trade agreement since 2015. Both sides share the ambition to conclude a compromise that covers a broad range of issues, including the elimination of customs duties and other barriers to trade, services and investment, access to public procurement markets, environmental protection, social development as well as protection of intellectual property rights. Further negotiations are on hold.



RCEP



AUSTRALIA



CHINA



INDIA



NEW
ZEALAND



SOUTH
KOREA

PJEPA



JAPAN

EFTA



ICELAND



LIECHTENSTEIN



NORWAY



SWITZERLAND

GSP



EU 28



USA



PHILIPPINES

AEC



BRUNEI



CAMBODIA



INDONESIA



LAOS



MALAYSIA



MYANMAR



SINGAPORE



THAILAND



VIETNAM

BUSINESS AND SOCIETY

We believe that a social market economy leads to more employment and prosperity, and ultimately to an inclusive economic growth.

PROMOTING THE SPIRIT OF SOCIAL MARKET ECONOMY

The AHK network is proudly promoting the spirit of Social Market Economy all around the globe. GPCCI's trade promotion efforts are contributing in increasing employment and prosperity for inclusive economic growth. The interaction of business in society is crucial as it affects the economic and social development of a country. GPCCI provides a platform for dialogue and resolution, by operating responsibly in taking action and promoting collaboration between business and society.



THE UNITED NATIONS GLOBAL COMPACT (UNGC)

The United Nations Global Compact (UNGC) is an initiative to align companies' strategies and operations with universal principles on human rights, labour, environment and anti-corruption, and to take action to reach societal goals. With over 8,000 companies and 4,000 non-business participants from over 160 countries, it is considered to be the world's largest global corporate sustainability initiative. Therefore, GPCCI joined to support the initiative of UNGC and to uphold its Ten Principles by generating more awareness and engagement within the business community. We believe that by adhering to the principles of UNGC and enacting good practices, we can help businesses practice corporate social sustainability.



MORE THAN A MARKET

Through the collective efforts of GPCCI members on UNGC related issues, the Chamber demonstrates the important role and significant impact of having responsible businesses in society. The "More than a Market" brochure is published to shine light on the activities of upstanding members and partner organizations that are actively engaged in the betterment of society. GPCCI highlights the contribution of its five members: BDO Unibank, Bosch Philippines, MHE DEMAG (P), STEAG State Power, Inc., and TÜV Rheinland Philippines as well as the efforts of the Chamber's partner organizations: German Embassy, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, and the Friedrich Naumann Foundation. The companies' case stories were gathered to highlight the success of German and Filipino partnership in Corporate Social Responsibility in the Philippines. They serve as examples of excellence and prove that for the German-Philippine business community, the Philippines is #MoreThanAMarket.

THE HONORABLE MERCHANT

The effective cooperation between Germany and the Philippines can especially be seen through the conduct and culture of the two. The Honorable Merchant is a self-conception of German Hanseatic merchants for business conduct. Meanwhile, Bayanihan for the Filipinos is a value that encourages support and responsibility of an individual to the community. These concepts of Germans and Filipinos, when combined, create a strong and sustainable cooperation between business and society.



THE TEN PRINCIPLES OF THE UNITED NATIONS GLOBAL COMPACT

Human Rights

- Principle 1: Businesses should support and respect the protection of internationally proclaimed human rights and
- Principle 2: make sure that they are not complicit in human rights abuses.

Labour

- Principle 3: Businesses should uphold the freedom of association and the effective recognition of the right to collective bargaining;
- Principle 4: the elimination of all forms of forced and compulsory labour;
- Principle 5: the effective abolition of child labour and
- Principle 6: the elimination of discrimination in respect of employment and occupation.

Environment

- Principle 7: Businesses should support a precautionary approach to environmental challenges;
- Principle 8: undertake initiatives to promote greater environmental responsibility and
- Principle 9: encourage the development and diffusion of environmentally friendly technologies.

Anti-Corruption

- Principle 10: Businesses should work against corruption in all its forms, including extortion and bribery.



THE AHK NETWORK





WHO WE ARE

The network of German Chambers of Commerce Abroad (AHKs), consisting of bilateral Chambers of Commerce Abroad, delegations and representative offices of German business, advises, supports and represents German companies worldwide that want to expand or expand their foreign business. AHKs are institutions of German foreign trade promotion. The Association of German Chambers of Commerce and Industry (DIHK) continues to coordinate and develop the network of German Chambers of Commerce abroad. These are subsidized proportionately by the Federal Ministry for Economic Affairs and Energy (BMWi).

WHEREVER THE ECONOMY NEEDS US

At more than 140 locations in 92 countries, the AHKs represent German business interests. They are member organizations with around 51,000 member companies worldwide. At the same time, the German Chambers of Commerce Abroad are links between cultures. They are each in two mentalities and several languages locally. For companies, they have been reliable partners in foreign business for more than 120 years.

THE AHK NETWORK IN NUMBERS:

51,000

Member Companies worldwide



Over **140**
locations in

92
countries



2,111 Staff members

WHAT WE DO

The German Chambers of Commerce Abroad (AHKs) are the official representative of German trade and industry, a membership organization, and a service provider to companies all in one.

OFFICIAL REPRESENTATIVE OF GERMAN COMPANIES

The network of German Chambers of Commerce Abroad (AHKs) is the most important partner abroad for foreign trade promotion. Together with the German diplomatic representations (embassies and consulates) they represent the interests of the German economy vis-à-vis the politics and administration of the host country. This function commits the AHKs to neutrality and objectivity.

MEMBER ORGANIZATION

With approximately 51,000 member companies worldwide, the AHKs are a member organization and thus a mouthpiece and network-platform in bilateral trade. As such, the AHKs organize official and exclusive events and networkings on-site, assist as consultants, and initiate and accompany industry-specific committees. The committed companies take on a variety of tasks to maintain, intensify and improve foreign trade relations between the host country and Germany.

SERVICE PROVIDER TO COMPANIES

With the aid of the AHK service brand DEinternational, companies worldwide receive professional advice and support for the successful development and expansion of their business activities abroad. The AHKs have many years of experience in foreign markets and are a reliable partner for business start-ups abroad. They form a bridge between the markets; the employees are always multilingual and know the opportunities and risks for the export business of German companies.



THE THREE FUNCTIONS OF THE GERMAN CHAMBERS OF COMMERCE ABROAD (AHKs)



WHERE WE ARE

With more than 140 locations in 92 countries around the world, the members of the German Chamber Network Abroad (AHKs) offer their experience, connections and services to German and foreign companies.



AHKs are located in all countries of particular importance to German companies and are closely connected to the Chambers of Industry and Commerce (IHKs) in Germany. Together they support German companies with building up and extending their business relations to foreign countries, representing in total 3.6 million German companies.

Our first location was founded in Belgium in 1894, the most recent being in 2018 in Sri Lanka.



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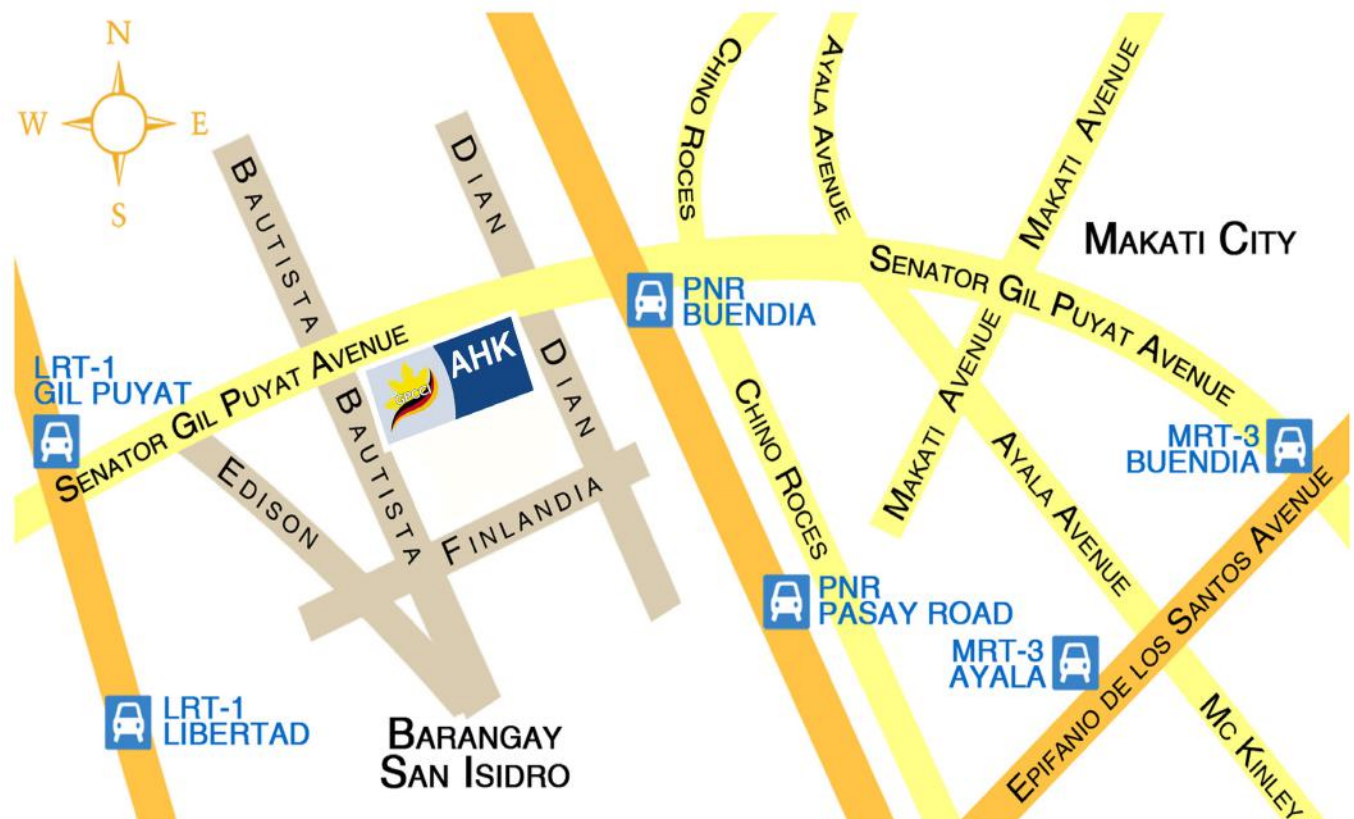
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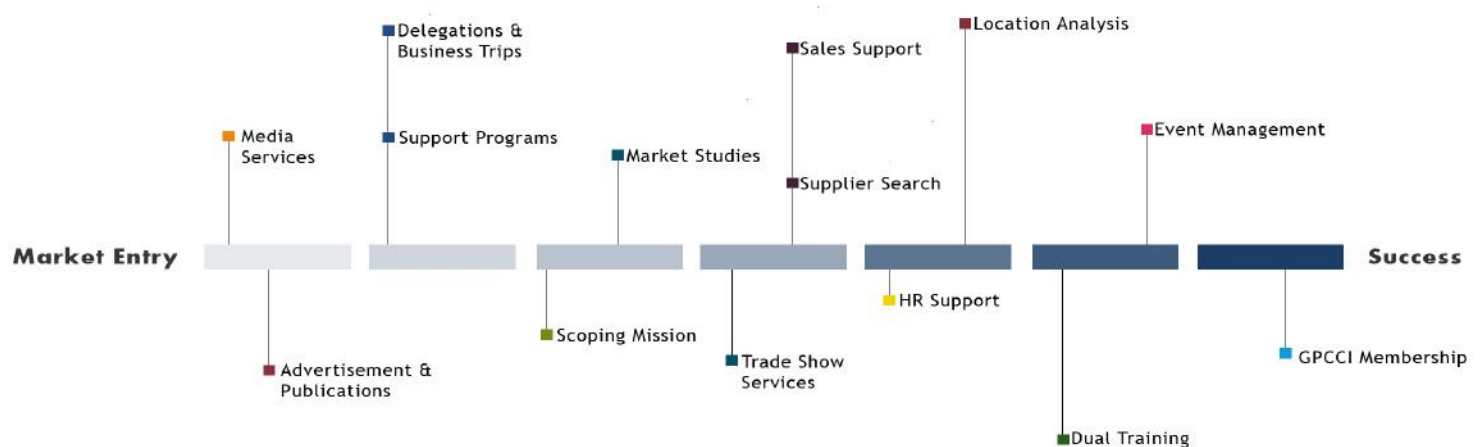
Your Partner in the Philippines



OUR SERVICES



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



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www.philippinen.ahk.de



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