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



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2015-2016

ANNUAL REVIEW

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



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PORSCHE



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Implementation Partners



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

OVERVIEW

Welcome Message



2015 has been a truly remarkable year in GPCCI's young history. The German-Philippine Chamber of Commerce and Industry is now a fully-fledged member of the German Chamber Network worldwide (AHK). Since its foundation in 2008, GPCCI has been a reliable and highly valued partner in the network of German institutions. One of its major aims over the past years has always been to join the AHK-network. This goal has now been achieved.

The prestigious establishment of AHK Philippines was highlighted through outstanding events: On October 7, the official inauguration of GPCCI as AHK Philippines was celebrated with hundreds of guests during the Embassy's German Unity Day reception with Ms. Brigitte Zypries, Parliamentary State Secretary of the German Federal Ministry for Economic Affairs and Energy, as the guest of honor. Earlier the same day, Ms. Zypries paid a visit to GPCCI's premises at Döhle Haus in Makati City and met with the Board members. As she was accompanied by a high-ranking business delegation from Germany, GPCCI took the occasion to impressively demonstrate its strengths and core competencies in setting up a Philippine-German business network and in helping German and Filipino businesses to strengthen their ties.

German-Philippine trade relations are flourishing. They build the scaffolding of a considerably increasing demand for the Chamber's services. The impressive number and high quality of events here in Manila and of the Promotion and Consultation Days in Germany are testimonies of the efficiency and great performance of AHK Philippines.

The growing tasks and responsibilities of GPCCI are reflected by an increasing number of members and staff. Whereas 50 new members joined GPCCI in 2015 and raised the total number to 250, the Chamber now has a team of 15 full time employees. Additional office space was leased to accommodate the Dual Training Team and meetings.

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

H.E. Ambassador Thomas Ossowski
Ambassador, German Embassy Manila

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OVERVIEW

Welcome Message



I extend my warmest congratulations to the Officers and Members of the German-Philippine Chamber of Commerce and Industry, Inc. on the occasion of the publication of its 2015-2016 Annual Review.

The Philippine Economic Zone Authority (PEZA) appreciates its valuable partnership with the German-Philippine Chamber of Commerce and Industry Inc. particularly in our collaborative effort in promoting the Philippines and PEZA economic zones as ideal investment location for German export-oriented manufacturing companies as well as German I.T. companies.

With more than six decades of diplomatic relations between the Philippines and Germany, I wish to express the Filipino people's gratitude for the significant contribution of the German business community to the economic development of the country, as well as the German-Philippine Chamber of Commerce and Industry, Inc. in further opening up employment opportunities and unselfishly imparting technical know-how to our people.

I am confident that the German-Philippine Chamber of Commerce and Industry, Inc. will continue to be our active advocate and our vital link in our pursuit of disseminating the many wonderful opportunities that await German businesses in the Philippines and in PEZA.

Alles Gute! Mabuhay!

Dr. Lilia B. De Lima
 Director General
 Philippine Economic Zone Authority (PEZA)
 Undersecretary, Department of Trade & Industry (DTI)

OVERVIEW

Board of Directors

PRESIDENT



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

VICE-PRESIDENT



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

VICE-PRESIDENT



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

EXECUTIVE DIRECTOR



Peter Kompalla

TREASURER



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

DIRECTOR



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

DIRECTOR



Horst Kessler von Sprengen
President
Hamburg Trading Corp.

DIRECTOR



Dr. Günter Matschuck
Chairman and Managing Partner
Maschinen & Technik, Inc.

DIRECTOR



Roland Odenthal
General Manager
BAG Electronics Inc.

DIRECTOR



Klaus Schadewald
Chief Operating Adviser
Volkswagen Philippines

DIRECTOR



Klaus Schröder
Owners Representative
Hapag-Lloyd Philippines Inc.

OVERVIEW

GPCCI Team



Peter Kompalla
Executive Director



Hazel Anne Llanera
Deputy Executive Director
Head of Chamber Services



Charlotte Bandelow
Deputy Executive Director
Head of Trade Promotion,
DEinternational



Judy Uri
Head
Internal Organization



Eva Puchala
Representative
GPCCI in Germany



Basil Andres
Assistant
Executive Office



Kathleen Rodriguez
Officer
Membership



Anne Clarisse Baga
Officer
Trade Promotion,
DEinternational



Tobias Petersen
Officer
Trade Promotion,
DEinternational



Camille Somera
Officer
Trade Promotion,
DEinternational



Tobias Bolle
Project Director
Dual Training



Kristina Silan
Officer
Dual Training



Johannes Richter
Officer
Communications



Jahziel Escalante
Assistant
Finance



Elenee Ventura
Assistant
Administration



OVERVIEW

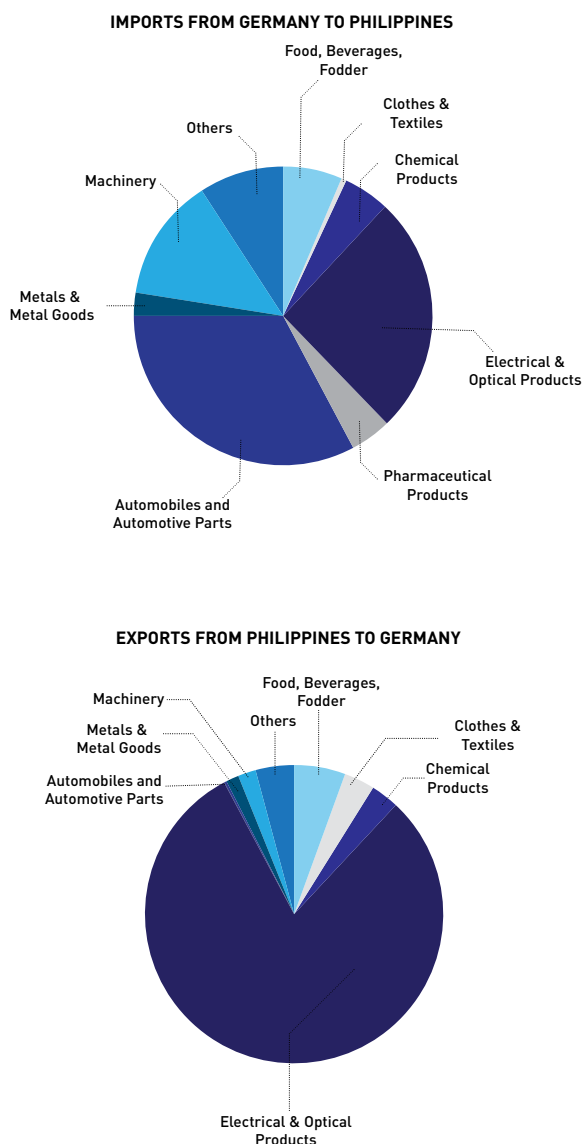
German-Philippine Trade Relations

Growing Closer Together

The Philippines is moving at a fast pace and is currently the economic growth star in South-East Asia. Germany is the country's biggest economic partner in the EU. With record-breaking trade figures, negotiations about an EU-Philippines trade agreement, and the ongoing ASEAN integration, German companies in the country have a decidedly optimistic outlook for the future. The fast growth of the German-Philippine Chamber – with now 250 Member Companies and Individual Members – reflects these positive developments. GPCCI / AHK Philippinen is proud to be the business pillar of the excellent German-Philippine relations.

Bilateral trade

Exchange of goods between Germany and the Philippines in 2015 developed positively. The imports coming from Germany rose in the first three quarters of 2015 in comparison to the reference period 2014 by 14.1 %. The most important imports from Germany to the archipelago are automotive products, electronics and machinery. Germany is also one of the main importers of pharmaceuticals and medical technology to the Philippines. Electronic products make up 80% of exports from the Philippines, with semiconductors having a significant share.



GSP+

With the Generalized System of Preferences Plus (GSP+), Philippine producers can now export more than 6,000 products to any of the 28 member countries of the European Union (EU) at zero tariff. GSP+ is a scheme for developing countries with a strong commitment to human and labor rights, environmental protection and good governance. Products that fall under the duty free agreement include



▲ DURING THE NATIONAL EXPORT CONGRESS 2015, GPCCI EXECUTIVE DIRECTOR PETER KOMPALLA DISCUSSED OPPORTUNITIES AND REQUIREMENTS FOR PHILIPPINE EXPORTERS (PARTICULARLY SMES) ENTERING THE GERMAN MARKET, AND HOW THE GERMAN-PHILIPPINE CHAMBER CAN ASSIST WITH ITS NETWORK AND KNOW-HOW.

coconut and marine products, processed fruit, prepared food, animal and vegetable fats and oils, textiles, garments, headwear, footwear, furniture, umbrellas, and chemicals. According to the Philippine Department of Trade and Industry (DTI), exports to the EU increased 27% in the first half of 2015, not least thanks to GSP+.

EU-Philippine Free Trade Agreement

At the end of 2015, the EU and the Philippines agreed to start negotiations for a comprehensive free trade agreement (FTA). According to the European Commission, both sides share the ambition to conclude an agreement that covers a broad range of issues, including elimination of customs duties and other barriers to trade, services and investment, access to public procurement markets, as well as additional disciplines in the area of competition and protection of intellectual property rights. The prospective agreement will also include a chapter to ensure that closer economic relations go hand in hand with environmental protection and social development.

ASEAN Economic Community

On 31 December 2015, the ASEAN countries Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, the Philippines, Singapore, Thailand and Vietnam formally established the ASEAN Economic Community (AEC). The community will see freer cross-border movement of goods, services, capital and skilled labor in Southeast Asia. The German-ASEAN Chamber Network (GACN), an association of seven German Chambers in ASEAN, aims to promote the community in Germany and other countries. GPCCI is chairing the GACN in 2016.

The ASEAN economic community involves new challenges, requiring high quality in goods, services and education to be competitive. But this means, above all, new opportunities for German-Philippine manufacturers and exporters, and the chance for the Philippines to become a trade hub in the center of ASEAN.

OVERVIEW

ASEAN Business Climate Survey

GPCCI Members Show Strong Confidence

The seven German Chambers of Commerce and Industry (AHKs) in the ASEAN region who have formed the German ASEAN Chamber Network (GACN) in 2012, namely Indonesia, Malaysia, Myanmar, Philippines, Singapore, Thailand and Vietnam, conducted the yearly ASEAN Business Climate Survey 2015 amongst their member companies in May 2015.

Business Climate in Philippines better than ASEAN average

The business climate among members of the German-Philippine Chamber of Commerce, Inc. (GPCCI) is significantly better than the ASEAN average, according to the survey. 46.7% of respondents rated the overall economy in the Philippines as “good”, and the same number assesses the situation as “satisfactory”. Ratings are similar regarding the expectations for the next 12 months, with 43.3% saying the economy will be “better” and 48.3% expecting it to be “about the same”.

Two thirds of respondents from the Philippines see their company’s situation as “better” than 12 months ago. Another 31.6% see no changes. The future outlook is positive as well, with 63% expecting the company’s situation to be better than present, while none of the respondents fear it to get worse.

Dominating issues

Dominating issues for companies in the Philippines in terms of policies and regulations are trade barriers to imports, administrative hurdles, and the tax burden. Regarding market supply and demand, important factors are the domestic demand and a possible EU-ASEAN Free Trade Agreement.

As in other ASEAN countries, corruption and the absence of skilled labor are significant challenges for companies in the Philippines. To tackle the shortage of skilled labor, GPCCI is cooperating with local companies and partners in the Dual Training Project, following the German holistic approach in technical and vocational education.

“Time to invest!”

Based on the results of the survey Dr. Bodo Goerlich, President of the German-Philippine Chamber of Commerce and Industry, stated: “Now is the right time for German companies to newly invest in the Philippines or extend their businesses. There are still bureaucratic hurdles and tax burdens making it difficult at the moment to decide for the Philippines. However, the European companies trust in the Philippine government to level the playing field with regards to the other ASEAN member countries!”

Economic situation in ASEAN remains satisfactory

German businesses in the ASEAN region judge the current overall economic situation as satisfactory. Only 17.0% of the respondents rated the overall economic situation as “bad” and 27.0% of the respondents rated it as “good”. Compared to 2014, the percentage of respondents rating the economic situation as “bad” has increased by 4 percentage points and respondents that rated it as “good” decreased from 32.6% in 2014. These numbers also indicate that the overall economy situation is seen weaker compared to 2014.

Dynamic region

In the run-up to the ASEAN Economic Community (AEC), German businesses, especially small and medium-sized enterprises, are increasing their engagement in the region. Notwithstanding certain cautiousness, the results of the survey reflect that ASEAN is currently considered one of the most dynamic economic regions in the world. As a single market it would already be the 9th largest economy, with a population of more than 600 million and a combined GDP approaching 3 trillion USD. The ongoing integration of the ASEAN economies is a roadmap for growth, high quality jobs and technological development. This creates many opportunities for German business.



German-ASEAN
Chamber Network

About the German-ASEAN Chamber Network (GACN)

GPCCI is chairing the German-ASEAN Chamber Network in 2016.

Launched in November 2012 by the seven German Chambers (AHKs) in the ASEAN region (Indonesia, Malaysia, Myanmar, Philippines, Singapore, Thailand and Vietnam), GACN is a business platform

across ASEAN for enterprises and policy-makers from ASEAN, Germany and the EU. It provides a space to meet, network and exchange knowledge towards a sustainable trade and investment-friendly environment. GACN identifies future fields and business opportunities to foster the relationship between ASEAN and Europe in general and to identify and to develop business opportunities for SMEs in particular.

The seven AHK representatives are also promoting ASEAN at several events in Germany, including GACN’s signature events “ASEAN Insights” in September 2016.

For more information, please visit
<http://aseanchamnetwork.com>



THE YEAR IN REVIEW

President's Report

President's Report for the Year 2015

2015 was GPCCI's first year as AHK Philippinen, an official member of the Network of German Chambers Abroad. The German-Philippine Chamber of Commerce and Industry opened this new chapter successfully and with much enthusiasm. The year was marked by deepened cooperation with local partners, new event formats, intensified promotion of the Philippines in Germany, and a steadily increasing membership.

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



ANNUAL GENERAL MEETING 2015

Review of the year and election of new Board of Directors

Organizational Development

Since the beginning of 2015, GPCCI is an official AHK member of DIHK, the central organization for 80 Chambers of Commerce and Industry in Germany (IHKs) and 130 German Chambers in foreign countries (Auslandshandelskammern, AHKs). DIHK functions as GPCCI's parent organization and is representing the interests of businesses vis-à-vis national and European governments, trade organizations and employers federations. Moreover, the organization offers centralization of tasks including lobbying, cooperation, finance, legal issues, HR, etc.

In early 2015, the Chamber bid farewell to Ms. Nadine Fund. Ms. Fund had been with GPCCI almost since its beginnings, starting in 2009 as Business Development Manager and becoming General Manager in 2013. She was succeeded by Mr. Peter Kompalla, who was Deputy Head of Delegation at AHK Vietnam for three years before becoming Executive Director of GPCCI.

Several changes also took place in the Chamber's Board of Directors. Mr. Tristan Loveres (TÜV Rheinland) and Dr.

Burkhard Andrich (Lufthansa Technik) were appointed Vice Presidents, Ms. Maan Mariano (BDO) took over the position of treasurer from long-time Board Member Mr. Detlev von Ramm. Mr. Klaus Schadewald (Volkswagen) is the latest addition to the Board.

Promotion of Trade and Investments

Throughout the year, GPCCI team members visited German cities to promote the Philippines as a market and investment location through individual consultations with companies, promotion days at local Chambers of Commerce, and during conferences and trade fairs.

In the first three quarters of 2015, imports from Germany grew by 14.1% to US\$ 2.2 bn., compared to the same period in 2014. Exports from the Philippines to Germany decreases by 2.6% to US\$ 1.9 bn. Germany continues to be the Philippines' most important trade partner in Europe.

In both directions, electronics are the primary trading goods. Accordingly, GPCCI keeps up its close cooperation



▶ PSECE 2015

Electronics companies at German Pavilion

◀ PROMOTING THE PHILIPPINES IN GERMANY

Consultations and conferences

with the Semiconductor and Electronics Industries in the Philippines (SEIPI). Together they once again organized a German Pavilion during the Philippine Semiconductor & Electronics Convention and Exhibition (PSECE) from 3 to 5 May.

Renewable Energy is another important sector for German tech companies in the Philippines. To further promote the industry, GPCCI organized a PV Hybrid Delegation from Germany and the 5th Philippine-German Energy Forum at the end of October 2015, as well as the 4th German Solar Training Week in February 2016.

Networks and Collaborations

Regular networking events helped to develop and strengthen ties within the German-Philippine business community. One highlight was the Summer Networking Night on May 29. The open air event right by the Manila Bay was attended by more than a hundred people.

To further expand and internationalize existing networks, GPCCI also co-organized events with other Chambers of

Commerce. Together with the French, the British and the Spanish Chamber, GPCCI held the 2nd Speed Networking Night on September 30 and a Joint Economic Briefing on the ASEAN Integration on October 15.

On September 15, GPCCI signed a Memorandum of Agreement with the Philippine Chamber of Commerce and Industry (PCCI) to strengthen their ties in Dual Training, trade promotion and business relations. The Dual Training Project expanded its office in 2015, held several train-the-trainer sessions, participated in numerous conferences, and established new partnerships. The project's activities culminated in the Vocational Training Awards on November 26, a big gala night for vocational training institutions from all over the Philippines.

The German Chamber's highlight of the year was the visit in October of Ms. Brigitte Zypries, Parliamentary State Secretary of the German Federal Ministry for Economic Affairs and Energy, accompanied by a business delegation. The official inauguration of GPCCI as AHK Philippines was celebrated with hundreds of guests during the German Unity Day reception on October 7, hosted by Ambassador

H'AFELE

20

YEARS IN THE
PHILIPPINES

1996-2016



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▼ **SUMMER NETWORKING NIGHT**
Open air event by the Manila Bay



▲ **SIGNING OF MEMORANDUM OF AGREEMENT**
Cooperation between GPCCI and PCCI

Thomas Ossowski and Ms. Zypries, 25 years of German Unity and GPCCI's official entry in the AHK network were also celebrated during the 13th edition of the traditional German Ambassador's Cup on October 21.

On 31 December 2015, the ASEAN Economic Community (AEC) was officially established. The community will see

freer cross-border movement of goods, services, capital and skilled labor in Southeast Asia. In 2016, GPCCI as AHK Philippinen is chairing the regional German-ASEAN Chamber Network (GACN). The association of seven German Chambers in ASEAN serves as a comprehensive dialogue platform and promotes the community in Germany and other countries.

► OFFICIAL INAUGURATION OF AHK PHILIPPINES

With Secretary of State
Ms. Brigitte Zypries
during German Unity
Day Celebration



► 2ND SPEED NETWORKING NIGHT Together with other Chambers of Commerce



▲ GPCCI BOARD MEMBERS AND DIHK REPRESENTATIVES

▲ JOINT ECONOMIC BRIEFING

Experts discussing the ASEAN integration



ASEAN **AHK**

German-ASEAN
Chamber Network

◀ GERMAN-ASEAN CHAMBER NETWORK GPCCI chairs the GACN in 2016



13TH GERMAN AMBASSADOR'S CUP

With business people, members of the different diplomatic corps, and government officials



GERMAN PV-HYBRID DELEGATION

Part of the "renewables – Made in Germany" initiative

Membership of GPCCI increased by 50 to now 250 companies and individuals. The unique mix of German and Philippine global players, SMEs and entrepreneurs has proven to be one of our strengths. 2015 was a great start as AHK Philippinen. With the Philippine economy



VOCATIONAL TRAINING AWARDS

Gala night for the Dual Training avant-garde



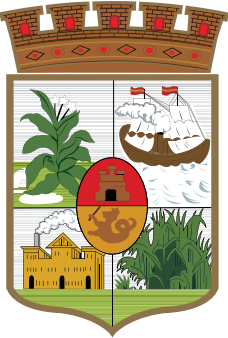
showing solid economic growth and broadening its international focus, GPCCI and the German-Philippine business community share a positive outlook on 2016 and the upcoming years.



Dr. Bodo Goerlich
President of GPCCI

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THE YEAR IN REVIEW

Finance

Money Matters

Once again, we are pleased to report a sound financial situation for the year 2015, with the year-end closing showing a balanced result of our non-profit activities. The outcome shows a remarkable growth in volume, which was supported by the Federal Ministry of Economics and Energy (BMWi) in Germany. The notable increase in the activities in trade promotion and services, our “Market Entry Support”, specifically in the sales and sourcing support for German SME’s, generated a major contribution to the increase in revenues.



Furthermore, the steady increase in our membership base showed a growth exceeding the expectations. We are proud to welcome 11 regional chambers in Germany (IHKs) among our new Members. And once again, a big “Danke Schön – Salamat Po” to our Members for their continuous support and contribution, especially in the sponsorships of our events.

On the expense side we were again able to realize our conservative financial planning. The K-12 PLUS Project expenses are directly proportional with their revenue, thus, expenses also increased significantly in 2015. Extended services to our Members, additional key employees hired, increased occupancy costs were achieved within the budgeted assumptions and always in the scope of the sustainable growth of GPCCI. The depreciation of the Philippine Peso (FX-impact) in 2015 also contributed to the increase in expenses in 2015.

Together with our auditor SGV, the financial statements for the years 2014 and 2015 have been successfully audited and released. The result of the audit did not show any deviation while some minor reconciliations have been adjusted and reclassified, all in all resulting in a successful and balanced year end closing for the

fiscal year 2015. Recommendations have been carefully reviewed and will be implemented to further optimize accuracy and efficiency in our financial processes. With the increasing activities of GPCCI, a new accounting system is in the process of being implemented to cater for its increasing transactions and to improve performance and transparency.

Furthermore, the GPCCI team itself is strongly working on process optimizations. Additional key positions have been added according to the manpower planning to further support the services and expectations of our members as well as the growing economic and diplomatic relations between Germany and the Philippines.

We are looking forward to the challenges of the year ahead of us, together with a lively membership base and proactive partnerships! Let's be successful again in 2016!



Marie Antoniette Mariano
Treasurer



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THE YEAR IN REVIEW

Membership

The German-Philippine Business Network

In 2015, GPCCI became internationally recognized as AHK Philippinen. We are a Membership Organization, a Service Provider, and now the Official Representation of the German Chamber Network in the Philippines. In the past year, the Chamber has reached a record number of member acquisitions, with 51 new members.

With now 250 members consisting of different German and Philippine companies from major industries such as Construction, Electronics, Energy, Import and Export, Legal, Information Technology, Logistics and Shipping, Manufacturing, Retail/Trading, Tourism – we, at GPCCI, uphold our commitment to serve as a networking platform for the German-Filipino business community.

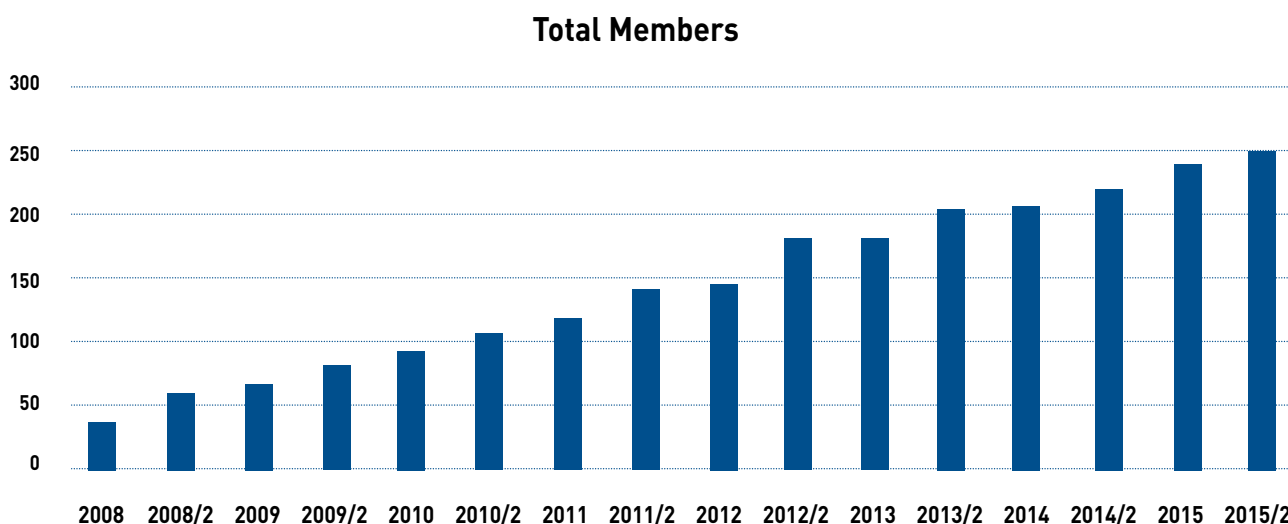
GPCCI continues to develop its services and benefits offered to our Members. In 2015, we have developed new events that serve as a platform for information exchange such as Breakfast Briefings, Roundtable Meetings, and co-Chamber Events. We have also linked some of our events to CSR activity (i.e. the 13th German Ambassador's Cup).

We continue to expand our network through cooperation with other bilateral Chambers, and through creating connections with Regional Chambers in Germany (IHKs). This also includes the development of the Service Provider pillar of the Chamber which aims to deliver further business.



Klaus Schröder
Chairman, Membership Committee

GPCCI Membership Growth through the years



New Members 2015/2016

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



New Individual Members:

Raveendranath Rajan
Dietmar Dan Braun
Vanessa Wipfler
Oliver Neerfeld

GPCCI Members

Regular Members

- 2Go Group Inc.
- 98Ls Inc.
- a. hartrodt Philippines Inc.
- Abes Mariano and Malong Law Offices
- Adrenaline Sporting Goods Inc.
- Alfa Ship & Crew Management GmbH
- Allgeier, Reiner
- ALSTER INT'L. SHIPPING SERVICES, INC.
- Antrak Philippines Transport Solutions Corporation
- Argonauta Boracay Inc.
- Arvato Corporation
- Aseniero, Francisco
- Asia Society for Social Improvement and Sustainable Transformation (ASSIST)
- Asian Carmakers Corporation (BMW)
- Asian Construction & Development Corporation (ASIAKONSTRUKT)
- ASP Crew Management Services Inc.
- Association of International Shipping Lines (AISL)
- AST Shipping Company - Manila
- Auto Nation Group, Inc. (Mercedes)
- Automobile Central Enterprise, Inc. (Volkswagen)
- Avior Marine, Inc.
- BAG electronics, Inc.
- Balois, Edgardo
- Banco de Oro (BDO)
- Bandelow, Dr. Friedrich-Karl
- Bank im Bistum eG
- Bay, Ludwig
- Bayer Philippines Inc.
- Beiersdorf Philippines Inc.
- Bhagi's International Trading Corporation (BITC)
- Boehringer Ingelheim (Philippines) Inc.
- Booze Online Inc.
- Bosch Service Solutions
- Bronzoak Philippines, Inc.
- Brotzeit Phils.
- Brumms Quality Wines Inc.
- BSM Crew Service Centre Philippines, Inc.
- C. Melchers GmbH & Co. Phil. Branch
- Castillo, Laman, Tan Pantaleon & San Jose
- Center For International Trade Expositions and Missions (CITEM)
- ChemSynergy Asia, Inc.
- Clarkton Hotels Inc.
- Clifford Chance Deutschland
- Coffral Access & Shoring, Inc.
- Comfort Sole Phil Inc.
- Commercial Freight Services, Inc.
- Community Welfare Service Lotus Foundation, Inc
- Conergy Asia & ME Pte. Ltd
- Continental Temic Electronics Phil. Inc.
- Contract Design & Systems Furniture Specialist, Inc.
- Crimson Horses Inc.
- CRML Enterprises, Inc.
- Cronimet Metal Philippines Inc.
- CS Garment, Inc.
- DAIMLER Group Services Philippines, Inc. (DGSP)
- Datronicsoft Inc.
- Deutsche Bank AG Manila
- Deutsche Motorgeräte, Inc.
- DHL Global Forwarding Philippines Inc.
- Dietmar Dan Braun
- DNV GL
- Doehle Shipmanagement Phils. Corp.
- Döhle Seafront Crewing (Manila), Inc.
- Donato, Zarate & Rodriguez
- DR. KLIPPE Philippines Corp.
- Dusit Thani Manila
- Efftoo Inc
- Empress Dental Laboratories, Inc.
- ERNI Development Center Philippines Inc.
- Estaniel, Michael
- Etihad Airways / Air Berlin
- Eupac Inc. / El Rio y Mar Resort
- Euro Foods
- European Training and Competence Centre Inc. (ETCC)
- Eurotec Industrial Technologies Inc.
- Evonik Industries AG
- F. A. Vinnen Philippines Inc. / Emma Concepcion B. Cruz
- Falcon Law Offices
- Festo Inc.
- FNF Industrietechnik GmbH
- Fraulein Sausages & Deli Products, Inc.
- Fresenius Medical Care Philippines Inc.
- Friedrich Naumann Foundation for Freedom (FNF) Philippine Office
- Fritz & Macziol Asia, Inc.
- G DATA AV Lab Inc.
- Gatchalian, Leah
- German Club
- German European School Manila (GESM)
- German Hydraulic & Plant Service Inc.
- Global-Link MP Events International Inc.
- Goethe Institut Manila
- GreenPowerPhilis, Inc.
- Grohe Philippines, Inc.
- Guhring Philippines Inc.
- Häfele Philippines Inc.
- Hamburg Trading Corp.
- Hansa Meyer Projects (Phil.) Inc
- Hapag-Lloyd Phils Inc.
- Harle Philippines Inc.
- Hartmann Crew Philippines (HCP)
- Hebeisen, Urs
- Helbig, Annette
- I am Filipina, Inc.
- Ibarra Bio Med Int'l Trading Corp. (IBMITC)
- IHK fuer die Pfalz
- IHK fuer Muenchen und Oberbayern
- IHK Karlsruhe
- IHK Koblenz
- IHK Koeln
- IHK Nuernberg fuer Mittelfranken
- IHK Offenbach am Main
- IHK Ostwestfalen zu Bielefeld
- IHK Ostwuerttemberg
- IHK Rhein-Neckar
- IHK zu Duesseldorf
- ILLIG FAR EAST Regional Headquarters of ILLIG Maschinenbau GmbH & Co.
- Ingo Manufacturing Philippines Inc.
- Inpolchem Trading & Services
- Integrated Micro-Electronics Inc.
- Interadent Zahntechnik Phil. Inc.

- International Container Terminal Services, Inc.
- Intership Navigation Training Center, Inc.
- ISI TeleTrade Inc.
- Isla Lipana & Co.
- Issues Management Group, Inc.
- JM Far East Inc.
- John Clements Consultants, Inc.
- Jotun (Philippines) Inc.
- Judphilan Food Corporation
- K.D. Feddersen Ueberseegesellschaft mbH
- Kalenborn International GmbH & Co. KG
- KHS Asia Pte. Ltd Regional Office
- KKFood Trading Co. Ltd.
- KPMG, Manabat Sanagustin & Co, CPA's
- Kuehne+Nagel Inc.
- KVAR Corporation
- Lange-Tagaza, Dr. Norma
- Linde Philippines, Inc.
- Linens International Inc.
- Logwin Air + Ocean Phils. Inc.
- Lorenz, Jürgen Dipl. Wirt. Ing.(TH)
- LUBCON Lubricants Asia Pacific, Inc.
- Lubeca Marine Service Inc. (Phil.)
- Lufthansa German Airlines
- Lufthansa Technical Training Philippines
- Lufthansa Technik Philippines
- Macroasia Corp.
- Maersk-Filipinas Crewing, Inc.
- Makati Diamond Residences
- MAN Automotive Concessionaires Corporation
- Manila Electric Company (Meralco)
- Manila Hotel
- Manly Plastics, Inc.
- Masagana Gas Corporation
- Maschinen & Technik, Inc. (MATEC)
- Mayfair Consultancy Services Philippines, Inc.
- Mechanical Handling Equipment Comp. Inc. (MHECO)
- Merck, Inc.
- Mesco Inc.
- MHE-Demag (P) Inc.
- Mighty Corporation
- Modulplus System Corporation
- Mondial Tours Lufthansa City Center
- Mondo Ventures, Inc.
- Müller, Klaus
- NeBeSci Inc.
- New Simulator Center of the Philippines, Inc. (NEWSIM)
- Newtech Pulp Inc.
- Novotel Manila Araneta Center / Araneta Hotels, Inc.
- OAV - German Asia-Pacific Business Association
- Oliver Neerfeld
- Ortega, Bacorro, Odulio, Calma & Carbonell
- Palafox, Felino Jr.
- Peri Asia Philippines Inc.
- PGA Cars, Inc. (Audi, Porsche)
- PMSquare Inc.
- Pointwest Technologies Corporation
- Powerluck 8 Philippines, Inc.
- PPI Pazifik Power, Inc.
- Preschle, Klaus
- Printing Images CtC. Inc.
- Produxx Design and Trading Corporation
- P-Tech People and Technology, Inc.
- Qatar Airways
- Quisumbing Torres
- Raveendranath Rajan
- Rhenus Logistics Inc.
- Rickmers Marine Agency Philippines Inc.
- Rieckermann Philippines Inc.
- Rischa Import-Export Corporation
- Robert Bosch Inc.
- Rode, Manfred
- Rohde & Schwarz (Phil.) Inc.
- Rovema Asia Pacific Corp
- Royal Cargo Inc.
- Rudolf Lietz Inc.
- Saludo, Aniceto Jr.
- Santa Fe Moving and Relocation Services Philippines Inc.
- SAP Philippines Inc.
- SBS Philippines Corporation
- Scanmar Maritime Services, Inc.
- Schenker Philippines Inc.
- Sealanes Marine Services Inc.
- Senator Crewing (Manila) Inc.
- Service 101 Plus Consulting, Inc.
- Servoelectric Inc.
- SGV & Co.
- SHS Perforated Materials, Inc.
- Sidelifter Inc.
- Siemens Inc.
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- Steag State Power Inc.
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- Vanessa Wipfler
- VDR German Shipowners Association
- Veltrup Technik Phils Inc.
- Villaruz, Villaruz & Co
- Werdenberg International Corporation
- Wilhelmssen-Smith Bell Shipping Inc. (WSBSI)
- Wursty Wursty
- Zalora Philippines
- ZAMA Precision Industry Manufacturing Philippines, Inc.
- ZMG Ward Howell

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- Maria Cleofe Natividad
- Christian-Ludwig Weber-Lortsch
- Lilia De Lima
- Delia Domingo-Albert
- Dan Lachica
- Oscar Lopez
- Sabine Honer
- Washington SyCip

Friends of the Chamber

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

GPCCI Member Benefits

Be part of this large, influential business network and benefit from our services and contacts! GPCCI would like to thank our Members and Partners for the continuous support. These are the services we offer to our Members.

GPCCI Networking Events & Info Sessions

For our Members, we organize a wide range of high quality events in cooperation with companies and our Governmental and Chamber Partners, which are the monthly Economic Forum about relevant and special topics, Breakfast Briefings, Roundtables, Networking Nights and Company Visits.

Advertising Opportunities & Marketing Services

Our newsletters, promotional materials, website, and events offer great advertising opportunities. As a Member, grab the opportunity of publishing information about your company's products and services. Your company information is also listed in detail in our online Membership Directory. We also organize the invitational German Ambassador's Golf Tournament and offer sponsorship privileges in this prestigious event.

There are more channels to reach your target clients today than ever before. Understanding which to use and delivering an engaging message is key: local press engagement, e-mail marketing, and media campaigns.

This year we are developing the Premium Partnership Program through which members may customize and maximize the advertising and marketing opportunities of the Chamber.

Information Exchange

Through our regular newsletter send-outs, we keep our Members updated with the activities of the Chamber and provide relevant news from different industry sectors. Our Members may use this as a medium to communicate up-to-date developments of their companies. Other than the newsletter, our Members may share company news in our website and social media portals.

General Inquiries and Contacts

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

Government and Chamber Relations

GPCCI enjoys good relations with key government offices that can assist you with your concerns. We are also a leading partner of the Association of European Chambers of Commerce and Industry in the Philippines (AEC) and therefore can address questions which may occur.

Corporate Training Services

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

Trade Fair Participation

Our annual two-day tradeshow "Mabuhay Germany™" at the Bonifacio High Street in Taguig allows our Members to showcase their products and services as well as invite all visitors to experience the German culture, traditions and food. We also participate in other tradeshows as an exhibitor both in the Philippines and Germany covering different industries. We open German Pavilions in trade fairs that would have high-demand from our Members.

Community Services

GPCCI engages in community activities such as upliftment and continuous educational support of underprivileged Filipinos and special aid during natural disasters. We utilize our connections to ensure that donations coursed through GPCCI reach the direct beneficiaries.

Committees

GPCCI offers various sectoral and cross-cutting Committees in Renewable Energy, SME, Maritime, each headed by a private sector representative, are the heart of the Chamber's activities. These working groups open up opportunities for Members to be an active part in GPCCI while at the same time giving the business community a voice. Members of the various committees meet on a regular basis to discuss latest developments and topics in order to work on solutions and joint actions.

To learn more about the services and benefits for GPCCI Members, please contact membership@gpcci.org



APPLICATION FOR MEMBERSHIP

Please email or fax signed application form to:

Membership Secretariat
membership@gpcci.org
 Fax: +63-2-310 3656

☐ Foreign-based Company <i>(Company is non-operational in the Philippines)</i>	Php 50,000/year
☐ RHQ/RCHQ, Representative Office <i>(Regional Headquarters/ Regional Operating Headquarters)</i>	Php 28,000/year
☐ Local Registered Company <i>(No foreign affiliates or representation)</i>	Php 14,000/year
☐ Individual Registration <i>(Restricted to individual privileges)</i>	Php 7,000/year

Company Name/Name of Applicant

Address

City

Postal Code

Country

Telephone

Fax

Website

Company Background

Nationality

Founding Date

Region

Branches

Affiliation

Languages

Asset Size *(Please check appropriate box)*

☐ Micro below 3M

☐ Small 3M-15M

☐ Medium 15M-100M

☐ Large above 100M

Main Activity *(Please check appropriate box)*

☐ Consolidator

☐ Manufacturer/Producer

☐ Service Provider

☐ Distributor

☐ Processor

☐ Trader

☐ Exporter

☐ Retailer

☐ Wholesaler

☐ Importer

☐ Subcontractor

Industry *(Please check appropriate box)*

☐ Automotive

☐ Medicine and Health Care

☐ Banking and Insurance

☐ New Materials

☐ Consumer Goods/ Products

☐ Non-Stock/Non-Profit Organization

☐ Construction

☐ Paper/Packaging

☐ Chemicals

☐ Retail/Trading/Import/Export

☐ Consultancy

☐ Rubber and Artificial Materials

☐ Energy and Environment

☐ Services

☐ Electronics

☐ Telecommunication

☐ Furniture/Handicraft

☐ Tourism and Hospitality

☐ Garments and Textile

☐ Training and Education

☐ IT and Communication

☐ Others _____

☐ Logistics and Shipping

Required Documents

1. Company Profile (Brief Description of type of enterprise, nature of business, etc.) (maximum of 100 words)
2. Company Registration (SBO, DTI or INK Proof of Merit/Qualification)
3. Sign the Application Company Logo

Membership Representatives

1st Representative

2nd Representative

Position

Position

Nationality

Nationality

E-Mail

E-Mail

Birthday

Birthday

I/We, _____, authorize GPCCI to release membership information or any other pertinent information concerning my/our professional competence, ethics, character, and other qualifications to those parties interested to acquire my/our business services or general inquiries that could help build good reputation of the company.

Signature:	Endorsed by:	Approved by GPCCI Membership Committee:	Approved by GPCCI Board of Directors:
Date:	Date:	Date:	Date:

Note: Membership Applications is forwarded to the Membership Committee for evaluation and final approval of the Board of Directors. Status of Membership Application will be communicated to your nominated representative(s) as provided in the signed form. Membership Application will only be considered valid once corresponding membership fees are received and cleared by Chamber Services (Membership) Department.

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Members' Corner

2015 was another busy and successful year for the German-Philippine Business Community. To give an impression, here are some of the highlights of the last 12 months from GPCCI's Member Companies, such as major projects, new facilities, business extensions and anniversaries.

Hangar Expansion



Lufthansa Technik Philippines, broke ground for its main hangar's expansion in 2015. The event signifies a major step in the company's ongoing efforts to widen its expertise, involving

the construction of a second A380 bay, and the build-up of a new Boeing 777 base maintenance capability.

New Solar Power Projects



Solar Power is on the rise in the Philippines. GPCCI Members Conergy and Bronzeoak both realized several major new solar power projects and

expanded existing ones throughout 2015. One of the projects they are both involved in is SaCaSol in Negros Occidental (pictured), the biggest power plant in the Philippines.

Global CFO Conference in the Visayas



Mercedes-Benz Group Services Phils. hosted the global Mercedes-Benz CFO Conference in November 2015 in Cebu.

Anniversary of Garment Manufacturer



In July 2015, GPCCI co-founder CS Garment marked its 25th Anniversary. VIPs from politics and business celebrated together with the CS staff at Sofitel Philippine Plaza Manila.

Inauguration of Vocational Training Facilities



The new Grohe Dual Tech Academy at the Don Bosco Youth Center in Tondo, Manila, was inaugurated in October 2015. Every year, 60 young students from the marginalized neighborhood of Tondo will receive vocational education in plumbing and become "masters of (Grohe) technology". The program will be extended in the future.

Sponsored transportation of Berlin Wall Piece to Manila



Kuehne + Nagel, in collaboration with Hapag-Lloyd, took care of the free transport of a piece of the iconic Berlin Wall to the Philippines. In October 2015, State Secretary Brigitte Zypries officially handed it over to the National Museum on behalf of the German people.

Opening of Special Grease Manufacturing Plant



LUBCON Lubricants Asia Pacific officially opened their new Philippine production site in October 2015. Employees, distributors and customers from various Asian countries as well as international guests and friends of LUBCON celebrated the opening.

Anniversary of Mechanical Handling Company



MHE-Demag Philippines, manufacturer of cranes and other equipment, celebrated its 25th anniversary in December 2016. Today

the company has four branches outside Metro Manila and a significant manufacturing facility, employing about 200 people.

New Automotive Sensor Production



Continental's first series production of Advanced Driver Assistance Systems in Asia was started in December 2015. The high volume series production of the complex

automotive radar sensors is done in the Continental Temic plant in Calamba, Laguna.

German Club Anniversary



The German Club Manila celebrated its 110th anniversary in January 2016. The German Club, located in Legazpi Village, Makati City, has been

a very important partner of GPCCI since the Chamber's very beginnings.

Carburetor Plant Opened



ZAMA, a manufacturer of carburetors for small off-road engines and a subsidiary of the STIHL Group, opened a new production

plant in Batangas for more than 600 workers. The investment amounts to more than US\$ 50 million.

New Facilities for Trading Corporation



Hamburg Trading Corporation will be moving to a newly-developed modern warehouse

and office complex on a 7,000 sqm area in Santa Rosa, Laguna in 2016.



THE YEAR IN REVIEW

Events

Activities in the Center of the German-Philippine Business Community

2015 was another busy year for the German-Philippine Chamber, with a record number of networking nights, forums, delegations, trade fairs and other events.



24 March 2015

Annual General Meeting 2015

GPCCI held its first Annual General Meeting (AGM) as AHK Philippinen since its official recognition as a member of the network of German Chambers Abroad (AHK - Auslandshandelskammern).

A quorum of more than 100 Members of the Chamber came together at the Döhle Haus Manila to celebrate the event and other milestones, as well as to elect GPCCI's new Board of Directors 2015-2016.



16 April 2015

Economic Forum with Dr. Dan C. Lachica

The GPCCI Honorary Member and President of SEIPI spoke about "The Philippine Electronics Industry and its Contribution to the Economic Partnership with German Businesses".

22 April 2015

Company Visit at Meralco Power Lab

A delegation of the German-Philippine Chamber of Commerce and Industry visited the Meralco Power Lab in Ortigas, Metro Manila, and was informed about new strategies in energy efficiency.



➤ 27 to 29 April 2015

PV-Diesel Hybrid Systems Seminar

The second of a series of seminars under the Capacity Building on Renewable Energy and Grid Integration (CapREG) Project was held at the City Garden Grand Hotel in Manila.



◀ 13 to 17 April 2015

Hannover Messe

Together with around 50 German Chambers Abroad from all over the world, GPCCI participated in this year's Hannover Messe (Hannover Fair), the world's leading trade show for industrial technology.

➤ 22 April 2015

AHK Philippinen visits AHK Thailand

During their 3-day visit, the delegation of the German-Philippine Chamber of Commerce and Industry (GPCCI), led by Mr. Tobias Bolle of the Dual Training Department, received information from the Thai-German Institute (TGI) and from GIZ.



◀ 19 May 2015

Philippines: Modernizing the Water Infrastructure - an Information Event in Germany

The event in Berlin was part of the export program for SMEs, led by the Federal Ministry of Economic Affairs and Energy (BMWi). It aims at promoting business opportunities abroad.



◀ 21 May 2015

Economic Forum with Atty. Ricardo R. Blancaflor

Having been selected as one of the 50 most influential persons in Asia by “Managing Intellectual Property” magazine in 2012, Attorney Ricardo R. Blancaflor delivered worthwhile insights on the topic of “Intellectual Property Rights”.

▶ 26 May 2015

1st Mindanao Zonal Dual Training Partnership Forum

The Technical Education and Skills Development Authority (TESDA) region 10 organized the 1st ever Mindanao Zonal Dual Training Partnership Forum in Cagayan de Oro City, with representatives of GPCCI, PCCI, and the K to 12 PLUS Project.



▶ 29 May 2015

GPCCI Summer Networking Night 2015

GPCCI held its annual Summer Networking Night at the Seaside Wall Garden of the Sofitel Philippine Plaza. Once again, the Summer Networking Night achieved its goal of bringing German and Philippine businesses together, with around a hundred attendees to testify the evening's success.



3 to 5 June 2015

DEinternational Regional Meeting

DEinternational is the global service brand that defines the harmonized range of business services offered by AHKs (German Chambers Abroad) worldwide. The participating colleagues came all the way from the German Chambers in Australia, India, Indonesia, Greater China (Beijing, Guangzhou and Shanghai offices), Malaysia, Philippines, Singapore, South Korea, Taiwan, Vietnam and from the Association of German Chambers of Industry (DIHK) in Berlin.



3 to 5 June 2015

Philippine Semiconductor & Electronics Convention and Exhibition (PSECE)

PSECE 2015 took place at the World Trade Center Manila. GPCCI organized a pavilion where German companies showcased their high-tech products and services. The participating companies at the German pavilion were Continental Temic, DB Schenker, ERS Asia, Festo, Rohde & Schwarz, Royal Cargo, SSI Schaefer, Trumpf, Veltrup, and the K to 12 Plus Project.

18 Juni 2015

Economic Forum with Dr. Benito M. Pacheco

Dr. Benito M. Pacheco, professor of Civil Engineering at UP Diliman, shed light on "Earthquakes and Safety" in Metro Manila. After recent headlines about the Valley Fault System Atlas by the Philippine Institute of Volcanology and Seismology, the German Club was filled almost to capacity.





◀ 21 May 2015

1st GPCCI Breakfast Briefing with Ms. Althea Antonio

The first GPCCI Breakfast Briefing was held at the BDO Directors' Lounge in Makati. German and Philippine businesspeople took the opportunity to discuss on multilateral trade and business relations between the Philippines and Germany and other EU-countries.

The Breakfast Briefing is a new regular forum exclusively for GPCCI Members. It aims to facilitate an intimate, interactive session on an upcoming and/or prevalent topics of interest amongst the German-Philippine business community.

▶ 13 August 2015

Economic Forum with Mr. Joseph Zveglich

Mr. Zveglich is the Director of the Macroeconomics Research Division of the Asian Development Bank and responsible for the Asian Development Outlook, the bank's flagship publication. He spoke about "Developing Asia's Outlook: Threats from the West".



◀ 25 August 2015

Breakfast Briefing with Compensation and Benefits Specialists

GPCCI Members had the opportunity to discuss various topics regarding Compensations and Benefits during the Breakfast Briefing with specialists from Tower Watsons, held at the Makati Diamond Residences.

▶ 9 September 2015

Launch Event at Volkswagen

On 9 September 2015, Members, Friends and Partners of GPCCI came together at the Volkswagen Showroom in BGC for the launch of the VW Passat in the Philippines.





15 September 2015

Memorandum of Agreement with Philippine Chamber of Commerce and Industry

The Philippine Chamber of Commerce and Industry (PCCI) and GPCCI signed a Memorandum of Agreement to strengthen their ties in the fields of trade promotion, business relations and Dual Training. Ambassador Alfredo M. Yao, President of PCCI, and Dr. Bodo Goerlich, President of GPCCI, signed the MOA in the PCCI Boardroom.



22 September 2015

Economic Forum with Ms. Jacqueline van den Ende

Ms. van den Ende, founder and CEO of online real estate market Lamudi Philippines, presented trends and challenges in the Philippine Property Market.

30 September 2015

2nd Speed Networking Night

The 2nd Speed Networking Night of the German, British, French and Spanish Chamber was all about making new contacts and exploring business opportunities. The chambers applied the principle of speed dating at their joint networking night on September 30. Three minutes was the time limit to get to know each other, to exchange ideas and business cards. More than 200 Germans, French, Britons, Spaniards, Filipinos and other nationalities mingled at the Makati Diamond Residences.



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6 to 9 October 2015

Philippine Visit of Secretary of State Brigitte Zypries

Mrs. Brigitte Zypries, Parliamentary State Secretary of the German Federal Ministry for Economic Affairs and Energy and former German Minister of Justice, visited the Philippines accompanied by a high ranking business delegation from Germany. Mrs. Zypries held bilateral talks with the Secretary of Foreign Affairs Albert Del Rosario, discussed commercial and economic issues of mutual interest and witnessed the inauguration of the German-Philippine Chamber of Commerce and Industry (GPCCI) as a full-fledged member of the German chamber network (AHK).

On October 7, Mrs. Zypries visited GPCCI for a briefing on the political and economic developments of the Philippines. The following business lunch was an opportunity for the delegation to connect with members of the German-Philippine business community. In the evening, the official inauguration of GPCCI as AHK Philippinen was celebrated with hundreds of guests during the German Unity Day, hosted by Ambassador Ossowski and State Secretary Zypries.



10 to 18 October 2015

Dual Training Study Tour in Germany

16 delegates from different key institutions in the Philippines (PCCI, DepEd, TESDA, GPCCI and private institutions) visited Germany to learn more about and see first-hand how the German dual training system works and how elements of this system can be transferred and implemented in the Philippines.



15 October 2015

Joint Economic Briefing on ASEAN Integration

On 15 October 2015, a Joint Economic Briefing on ASEAN Integration took place in BDO South Tower in Makati City. The expert panel was organized by the Chambers of Commerce and Industry from Germany, UK, France and Spain.



13TH GERMAN AMBASSADOR'S CUP

21 October 2015
Mount Malarayat Golf & Country Club, Lips, Batangas



21 October 2015

13th German Ambassador's Cup

89 guests from the German-Philippine business community, various diplomatic corps and Philippine government institutions got together at Mount Malarayat Golf & Country Club for the exclusive annual golf tournament, organized by GPCCI together with the German Embassy Manila.

The Ambassador's Cup was made possible by 42 event sponsors, who also donated Php 420,000 for the PREDA Foundation Girls' Home in Subic.



26 to 30 October 2015

PV Hybrid Delegation and 5th Philippine-German Energy Forum

The visit of the PV Hybrid Delegation consisted of a one day Energy Forum in Cebu, two days of individual business matchmaking and a project site visit in Pangan-an Island. The aim for the German companies was to gain a thorough understanding of the Philippine market opportunities and the identification of business partners.





9 November 2015

Breakfast Briefing on Social Media Campaigns

Amor Maclang is one of the country's experts for social media marketing. At the GPCCI Breakfast Briefing at Brotzeit Glorietta, she shared her insights on "How Campaigns thrive on shareability, not virality".

12 November 2015

Economic Forum on the Presidential Elections 2016

The Chairman of the Wallace Business Forum, Mr. Peter Wallace, shed some light on the Philippine Presidential Elections 2016 by giving insight on what to expect from each candidate running for the highest position in the country.



18 November 2015

Workshop: Energy Efficiency

GPCCI, in partnership with Bayern International hosted a workshop on Energy Efficiency in Construction of Residential Buildings.



26 November 2015

Vocational Training Awards Gala Night

GPCCI awarded the 1st Vocational Training Awards during a Gala Night at the Marriott Hotel Manila. Nominated were 15 institutions, companies and consortia that have implemented a German-style dual educational program in the Philippines.





◀ 2 December 2015

Nikolaus Cocktail

More than a hundred guests followed the Chamber's invitation to its year-end event at Dusit Thani Hotel in Makati, where they enjoyed a sumptuous buffet, free-flowing beer, wine, and Gluhwein, and jazz music by the Vince Lahorra Quartet.

▶ 4 December 2015

Economic Forum in Bohol

GPCCI, in cooperation with USAid and the Bohol Provincial Tourism Council, held an Economic Forum in Bohol, attended by members of the German-Philippine Business Community, the island's tourism sector and local government agencies.



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➤ 26 December 2015

Information Day on Bioenergy in Frankfurt

GPCCI, in cooperation with USAid and the Bohol Provincial Tourism Council, held an Economic Forum in Bohol, attended by members of the German-Philippine Business Community, the island's tourism sector and local government agencies.



◀ 21 January 2016

Economic Forum with Mr. Enrico Cruz

Mr. Enrico Cruz of Deutsche Bank welcomed everyone in the New Year and gave his traditional Economic Outlook for the year ahead at the first Economic Forum in 2016.

➤ 26 January 2016

Company visit at MHE-Demag

MHE-Demag (P), Inc. gave GPCCI Members an exclusive insight in their company facilities. Fearless participants were lifted up more than 20 meters high in one of MHE-Demag's aerial work platforms.



◀ 16 to 19 February 2016

Business Mission from Baden-Württemberg

In cooperation with GPCCI, the IHK Exportakademie organized a scoping mission to the Philippines. Part of the business delegation were companies from the automotive industry who enjoyed an exciting program with company visits, doing business workshops and individual B2B meetings.

For more information about our past and upcoming events, please visit <http://philippinen.ahk.de/events/>

THE YEAR IN REVIEW

Maritime

Advocating for Maritime Excellence

As a coalition of well-represented quality shipowners and principals from both international and local maritime communities, the Maritime Committee remains steadfast in its aim to provide support and maritime expertise to the sector. With the global shipping industry continuing to face increasingly complex challenges, the Committee once again served as a timely and excellent platform for discussion among GPCCI members.



With the global shipping industry continuing to face increasingly complex challenges, the Committee once again served as a timely and excellent platform for discussion among GPCCI members. Representatives from all segments of the maritime sector were able to discuss the obstacles and opportunities in the market today. The Committee was able to focus on collective actions which will allow the Philippines to benefit from its full potential as a center of maritime excellence.

This 2015, the Maritime Committee actively participated in drafting the first advocacy paper since the European-Philippine Business Network (EPBN) launch in early 2014. The expertise of the Committee's own members in their respective industries proved instrumental as the Committee led the group in voicing out major market access issues and recommending solutions for each topic.

As with previous years, the Committee continues to be an effective venue for discussing various issues affecting the maritime industry and its stakeholders. These matters include port congestion, seafarer's certification and claim procedures, the various requirements and procedures of

the Philippine Overseas Employment Agency (POEA), Maritime Industry Authority (MARINA), European Maritime Safety Agency (EMSA), and the International Convention on Standards of Training, Certification and Watchkeeping for Seafarers (STCW). On a more positive note, the Committee also hosted discussions on improving the Philippines shipbuilding, flag registry and marine tourism, including leisure yachts.

The Committee also signified its support to various bills that would ensure the Philippines maintain its competitiveness and position as the nation of choice for maritime professionals, whilst also protecting seafarers rights with Magna Carta, Anti-Ambulance, and Garnishment bills. Some of the members of the Committee took part in the success on the passage of the Co-Loading bill and the drafting of its IRR. The Committee is also vocal in campaigning the candidacy of Administrator Maximo Mejia to the post of Secretary-General of the International Maritime Organization.

Another welcome development is the release of POEA Memo No. 6 series of 2015 which clearly defined procedures and requirements for accreditation and



registration of principals and other transactions with the sea-based employment accreditation and processing center. This is a triumph borne out of the Committee's meetings with POEA last March 2015. The Committee expresses its gratitude to Administrator Hans Cacdac for considering its suggestions.

Meanwhile, the Committee has already identified key areas in need of reform through extensive work in the past months and realized the need to base the reforms on detailed knowledge of the economic impact of the sector on the country. It has decided to undertake a maritime research study that would take into account the economic impact on the national economy from all segments of the maritime sector, including shipbuilding, port operations & services, logistics, liner operations, manning & crewing, seafarers education & training, and tourism maritime facilities.

Having realized the significance of the study, the industry experts within the Committee are more than willing to work on this project pro-bono. Although the study is constrained by financial issues, the Committee keeps a positive outlook as it continues to seek potential funding and support from willing member companies.

The Committee supports the shared goals of the members in making the Philippines a center of maritime excellence and a competitive business destination for German companies. It raises a strong voice in upholding the interests of international and local shipping communities and maritime organizations, and maintains close coordination, support and assistance to all stakeholders in the industry, including initiatives of government agencies. Indeed, the Maritime Committee will continue to support advocacies, programs, and legislations that would level the playing field in the sector and develop the Philippine Maritime Industry.



Cliff Davies
Chairman, Maritime Committee

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For inquiries, please contact us:

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THE YEAR IN REVIEW

Renewable Energy

Sustainable Power for the Future

The prediction in GPCCI's last year's Renewable Energy report of a steep increase in the renewable energy business opportunities for German companies became reality in 2015/2016.



In Photovoltaic (PV) installation of utility size, the solar plants – with the majority planned, supplied and installed by German companies – will overshoot the quota of the degraded second generation of 450MW for FIT 2 (feed-in tariff) by at least 200MW. With the deadline of March 15, 2016, it has to be seen whether the Department of Energy (DOE) will approve FIT also for the overruns this time, like for the first generation FIT 1 from 50 to 106MW, or if the power producers will have to wait for a new FIT 3 generation or modified scenarios.

As the increased number of companies for FIT eligibility will need a higher collection from the on-grid rate payer (FIT Allowance), the Energy Regulatory Commission (ERC) will finally decide if the FIT reimbursement for those plants which are overshooting the approved quota, will be granted.

On the consumption side, the PV solar rooftop installations for total and partial self-consumption led to a real boom. The installation capacity is estimated to exceed 2000MW by mid-year. Due to the strong advocacy of GPCCI in propagating PV solar technology by again hosting four

training programs last year, a remarkable number of new German business partners were attracted and the local partners offering dominantly German technology grew substantially.

The set FIT 2 target for wind power plant of 400MW will also be overshoot by the proponents if their grid interconnection will be achieved on time. In the beginning, there was a fear that the concentration of wind power in Northern Luzon will take place. There are now wind power plants on grid in Montalban, Guimaras and Aklan and even a project in planning stage in Zamboanga. Among the mainly European suppliers is also one German company.

The grid interconnection remains still the biggest challenge due to the insufficient capacity of transmission lines.

The target of 150MW for biomass-biogas has not been reached up to now. This is because biomass projects have problems in securing their feedstock which is traditionally bagasse and rice husks. In this sector,

Asian technology prevails. Biogas based on modern fermentation technology, is a good prospective market for German technology providers. Presently, two German companies are successful. However, with the uniform FIT for biomass and biogas, there is a disadvantage for biogas to develop plants under FIT as the sales of biogas as diesel or bunker fuel replacement brings more revenue to a developer than a further downstream conversion into electricity. Therefore, the sector continues to be undersubscribed.

The higher cost of a long development period for run-the-river hydro projects is the main reason of slow development of this sector. With the outsourcing of German turbine manufacturers in India and China, a direct supply of German equipment has become less visible.

EPBN Energy Report

In May, 2015, ahead of the Paris Climate Change Conference in November, the EU-Philippine Business Network (EPBN), under the chair of GPCCI, handed over to the Philippine government an energy report with recommendations to develop a comprehensive National Energy Roadmap in which the RE development should be prioritized. The EPBN emphasized that the increase of the renewable energy portion could be achieved through the long overdue implementation of the Renewable Portfolio Standard (RPS) provided under the RE Act of 2008. The recommendations included improvement in the current framework of all parties concerned: the DOE, ERC, NGCP, Transco and the DUs.

After the Paris Conference, alarmed by the increase of coal power plant projects in the Philippines which will result in a drastic percentage decrease of RE in the Philippines and increase coal as major energy source to 75% in 2030 (5 new coal plants are going on the grid and another 14 are being proposed), EPBN decided to address the new Secretary of Energy with a letter repeating EPBN's support for an increase of environmentally friendly and sustainable energy mix.

In the EPBN position paper and in our address to NREB, it was highlighted that efforts to implement energy efficient measures through national standards are necessary and especially for the solar rooftop sector a reduction of permission hurdles has to be addressed, e.g. the removal of net metering fees, the harmonizing the price of solar and the harmonizing incentives and taxation for solar.

With regard to the promotion of solar off-grid technology, there is no change in the scenario described in last year's energy report. Stagnation is still largely due to lack of legislative framework as well as the low oil prices, although the technology could provide a climate friendly solution as well as contribute to poverty reduction.

Overall, the benefits of renewable energy (RE) are more and more acknowledged by the public. A recent press release stated that the RE Law has triggered 2.9M jobs and a private sector investment of more than P100.6 billion.

The lack of regulatory scenario after the deadline for FIT 2 and the possibility that the outgoing administration will not set a new framework in place, could lead to an abrupt stop in the PV solar propagation. Therefore, either a FIT 3 or a fast transition scenario should come into place in order for solar development investments to continue. This is an important point that the government should seriously take into consideration.



Dr. Günter Matschuck

Chairman, Renewable Energy Committee



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THE YEAR IN REVIEW

SMEs

Big Opportunities for Small and Medium-sized Companies

The SME Committee was launched in 2013 to establish an exchange platform for German small and medium-sized enterprises (SMEs) in the Philippines. Bringing together both companies already being in the Philippine market and companies intending to enter it, the Committee further improved its services during the last year. Committee meetings, round table discussions and expert sessions successfully proceeded as crucial elements.



Our Vision

To establish a platform and network that will enhance market access and increase business opportunities for German SMEs in the Philippines.

Our Mission:

We support German SMEs which are already doing business in the Philippines and those who want to establish their business in the country:

- by delivering information and advice on critical issues about developing business in the Philippines,
- by providing opportunities where questions and concerns about challenges in doing business in the Philippines can be openly raised and discussed,
- by acting as an interlocutor with relevant Government agencies, private institutions and associations on behalf of the German SMEs in the Philippines.



professional issues, as well as to connect them with other small-medium business owners and resources in the region.

In order to expand the network of the Committee, GPCCI decided at its 8th Expert Session to open the event to all GPCCI Members and other networks with SME communities. The Expert Session was eventually integrated in the new event format of GPCCI, the Breakfast Briefing.

Milestones

The SME Expert Session is an information exchange platform designed due to the Committee's mission to deliver information, new market trends and advice on critical issues about establishing and developing business in the Philippines. Each session, includes an industry expert whom shares knowledge on key and prevalent topics relative to their industry or the business community. This event is designed to assist in educating small-medium business owners and/or executives on



Arthur "Art" Gamilla
Chairman, SME Committee

Overview of past SME Expert Sessions

Date	Speakers	Topics
Feb-15	Mr. Jose Rainer A. Reyes Vice President & Head, Meralco Biz Partners Meralco	MERALCO Franchise Power Outlook & How SMEs Can Gain Competitiveness in Y2015 and Beyond
Apr-15	Mr. Elmer Pascual Group Manager, Promotions and Public Relations, PEZA	"The Philippines – Your Business Partner in Asia" Opportunities for German Investors in Philippine Economic Zones
Jun-15	Ms. Jo Ann B. Eala Vice President – Specialized Lending of Bank of the Philippine Islands (BPI)	BPI's Financing and other Banking Solutions for SMEs
Aug-15	Mr. Senen M. Perlada Director of Export Marketing Bureau Department of Trade and Industry	Doing Business with the EU using the EU GSP+ Scheme: Maximizing the benefits of EU GSP+ to PH Exporters

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20th Floor Yuchengco Tower
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THE YEAR IN REVIEW

DEinternational



The German Chamber Network 

Promoting Bilateral Trade Relations

The Philippines is indeed back on the radar screen of German business people: Trade between the Philippines and Germany is drastically growing. German exports increased by 60% in the first half of 2015. The number of inquiries reaching our office is soaring. AHK Philippinen has executed numerous projects last year to promote bilateral trade and business. The following is an overview showing the wide scope of GPCCI's activities in Trade Promotion and Market Entry Support.

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Lufthansa

Market Entry Support in Review

Sales / Sourcing

The German-Philippine Chamber has executed around 50 projects supporting German companies in the field of Sales and Sourcing and consulted these on their suitable strategies for entering the Philippine market. Next to market studies and workshops, searches for individual business partners for local sales were mostly availed.

In order to find the most suitable business partner based on client's specific criteria in the Philippines, we customized the support ranging from an initial market check to detailed company screenings to arranging individual business trips with high potential candidates and helpful contacts from within our network.



Delegations

Business delegations and missions are a highlight of our work and a major element in the German foreign trade promotion efforts undertaken by the federal and local governments. These public projects serve as an official tool to support small and medium enterprises (SMEs) expanding into untapped markets such as the Philippines. We offer in- and outbound delegations and a broad range of services using our developed German and Philippine business network, contact to associations, as well as our close connections to official organizations. Our experienced staff supports with solid know-how and expertise – from the right timing of the delegation, a convincing itinerary, to matchmaking with the most promising partners.

A strong link to decision makers and companies in Germany eased our project acquisition. Project budgets are linked to public tenders in Germany and need to be planned and initialized early ahead. Essential for successfully acquiring public projects was Ms Eva Puchala, who actively supports GPCCI's business since October 2013 as our partner and representative in Germany. Her seasoned expertise in the Asian markets as well as Chamber services is based on her working experience within the German Chamber Network since 8 years. As the former Head of the trade promotion department at the AHK Singapur, she was actively supporting SMEs entering the Singaporean and Asian markets as well as MNCs to enhance their business. Her activities allowed her to grow an extensive network with connections to various industries, organizations,



multipliers and decision makers in Germany as well as in Asia-Pacific.

In 2015, for the first time DEinternational acquired a project within the so-called "BMW-Markterschließungsprogramm", further the Chamber had two internal delegations and three business delegations in store: Kicking-off the year as accredited AHK, the region's Executive Directors Meeting was held in Manila to further strengthen the Chamber Network Abroad and strategize on joint efforts, especially with the ASEAN Economic Community in its implementation phase. A few months later, all heads of DEinternational, the service brand of the German Chambers Abroad, met to exchange best practices and to align the service portfolio.

The first business delegation on 7 to 9 October 2015 was the German Asia-Pacific Business Association (OAV) which accompanied State Secretary Brigitte Zypries from the Federal Ministry of Economic Affairs and Energy. The AHK business matching lunch offered networking opportunities with selected company representatives from among our German-Philippine business community.

From October 26 to 30, we welcomed our 5th energy delegation in line with the Ministry's Export Initiative – "renewables - Made in Germany", specifically PV-Hybrid solutions in off- and mini grid. This project was organized in cooperation with GIZ and received overwhelming feedback. It consisted of a conference in Cebu, a site visit in Pangan-an Island and individual B2B meetings in Manila and Cebu.

From 16 to 19 February 2016 a scoping mission of companies from Baden-Wuerttemberg by the IHK Exportakademie, a venture of the local chambers of the said federal state, honored us with their visit. AHK Philippinen organized a diverse program for the companies mainly from the automotive industry, with company visits, doing business workshops and individual B2B meetings.

More exciting business missions are upcoming: We are organizing our 6th energy delegation in line with the – "Renewables Made in Germany"- initiative from 11 to 15 April 2016 with the focus on bioenergy. From 13 to 17 June 2016 another delegation of German SMEs from the water infrastructure sector will be visiting the Philippines.

Investment



The Philippines offers attractive potential as an investment location. Known factors are the low structure cost, a young English speaking workforce on all levels and a highly reputable Philippine Economic Zone Authority with convincing incentives. The latest factory inauguration proves the growing interest from Germany. In January 2016, STIHL Group opened the ZAMA production plant in Batangas manufacturing carburetors for small off-road engines - a total investment amounting to more than US\$ 50 million.

In 2015/ 2016 AHK Philippinen has executed several projects providing information for better decision-making in the area of investment. Typical services are scoping missions but also knowledgeable studies supporting German companies collating data, evaluating options and creating a proper basis for sustainable decisions. We created a new service, a customized location rating which helped companies to save a lot of time and efforts when analyzing the options entirely on their own

It's more fun in the Philippines – Promotion Events

We promote bilateral trade, represent Germany locally as the strongest economic partner from Europe and we are determined to support the growth of the Philippine economy. In 2015, we had many missions to Germany to promote the Philippines and maximized platforms to spread the news. Numerous companies were able to receive an individual consulting session on the potentials and the possible ways of entering the Philippine market.

In April 2015, at the Hannover Messe, our Executive Director presented the opportunities and potentials of the ASEAN region, and the Philippines in particular, in a trade forum and consulted companies on the trade fair on their possible business options.

On May 19, the Chamber organized a Water Infrastructure Information Day in Berlin in cooperation with German Water Partnership and the Philippine Embassy to Germany. Several Doing Business insights and etiquettes were shared, but also economic hard facts and the government's roadmap to modernize the water infrastructure.

Throughout the year 2015, we attended numerous Consultation Days with IHKs, the local chambers in Germany. We promoted the Philippines in Düsseldorf, Nürnberg, München, Stuttgart, Aachen, Essen, Detmold and many more places. The latest event was in Frankfurt, where the Chamber presented a market overview on Bioenergy on an Information Day held on 22 January 2016.

Trade Fair Services



In June 2015 we were glad to organize our traditional German Pavilion at the PSECE (Philippine Semiconductor and Electronics Convention and Exhibition) in Manila, presenting Germany as the strongest business partner. We are looking forward to SEIPI's (Semiconductor & Electronics Industries in the Philippines, Inc.) 2016 edition.

Organizing the participation in a trade show from far away Germany can be very challenging. The very first challenge is: which trade fair to choose? A bigger, general show or a small show? We can assist companies in preparing for trade shows in the Philippines but also vice versa Philippine companies to participate in a show in Germany. We can often get preferential rates, and we can even represent you at the trade fair, take care of the organization and assist with any other administrative tasks required. As an add-on, tailored business partner searches can be executed for you to meet potential partners while exhibiting.



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Charlotte Bandelow
Deputy Executive Director
Head of Trade Promotion



Anne Saja
Trade Promotion
Officer



Tobias Petersen
Trade Promotion
Officer



Camille Somera
Trade Promotion
Officer



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

8/F Döhle Haus Manila
30-38 Sen. Gil Puyat Avenue
Makati City 1234, Metro Manila

Tel.: +63 (0) 2 519 8110
Fax: +63 (0) 2 310 3656
Mail: [info\[at\]gpcci.org](mailto:info[at]gpcci.org)



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DEinternational Testimonials

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



"The Philippine market offers great opportunities for our product. The Chamber was most supportive identifying suitable business partners and establishing contacts there. The preparation of our evaluation visit was professional and excellent."

Markus Link
Area Sales Director
Schwan-STABILO Cosmetics GmbH & Co. KG



"I just wanted to give you this feedback, because this clearly shows that the prospects you selected were really good and that the conference and matchmaking meetings actually have resulted in a concrete project that has been signed now. And this in a very short period of time."

Phillip Küpper
Managing Director
PV2 Energie



"As a result of the professional collaboration of GPCCI, Bayern International GmbH and ConceptConsult&Service, a successful workshop was held on the subject of energy efficient construction. This workshop was part of the Bavarian initiative to develop economic relations between Bavarian SMEs and local partners. We were delighted about the positive feedback of the 20 participants after the evaluation of the questionnaires. The workshop was directed at architects, developers and investors."

Mr. Hans-Joachim Heusler
CEO
Bayern International GmbH

Prof. Dr. Helmuth Gesch
Passive House Expert
ConceptConsult&Service



"Langnese Honig GmbH has contacted GPCCI in Manila in order to initiate a search project for identifying a reliable Philippine F&B importer. Structure, process and speed of execution of such business partner search was one of the best we ever experienced in our market-entry projects with different AHKs in Asia. As far as Langnese Honig GmbH does not have an own legal entity or representative office in the Philippines, it would have been difficult for us to find these potential candidates matching our company's expectations. The Chamber identified high potentials through professional, thorough and fast research. Thanks and congrats."

Mark Baumgärtner
Area Manager Far East
Langnese Honig GmbH & Co. KG



"Thank you and your team for the excellent job done in hosting the PV-Hybrid Delegation in the Philippines. Your team not only organized a well-structured forum in Cebu, but you have also arranged for B2B meeting which all proved to be of great value. The valuable contacts made during the days in Cebu and Manila will allow us to draw upon in the future."

Klaus Naderer
Managing Director
SaEnergy Systems GmbH



"The Chamber in the PH was from the start very supportive in our project. All the Chamber staff involved did a great job. If we compare your performance with other chambers we are working with, the German-Philippine Chamber is definitely the best. Your response time and the quality of your service met all the time our expectations. The discussions with the chamber were always very fruitful. Without your support Thermik wouldn't be able to accomplish the project so far. The cost benefit ratio is very reasonable as well."

Heiko Kuntz
Managing Director
Thermik Technologies Sdn. Bhd.



"We highly appreciate the valuable information on a variety of topics throughout the conference as well as the subsequent matchmaking session to contribute to our knowledge. We are confident that we will be able to establish new sustainable partnerships and cooperations within our grown network. It was without a doubt made possible through GPCCI's professional preliminary work and organization. Thank you very much for all the effort you put into the organization of the conference."

Jens Kompauer
Director International Business Development
ib vogt GmbH



"We were glad to have AHK Philippinen/ GPCCI, a trusted and reliable partner, as our first point of contact in the Philippines. The Chamber was at our side from the very beginning. Its established network of helpful contacts to organizations, institutions and member companies was of huge benefit and served as a solid base right from the start."

Dr. Karsten Wagner
President and Managing Director
ZAMA Precision Industry Manufacturing Philippines Inc.

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THE YEAR IN REVIEW

Dual Training

Ensuring Skilled Workforce towards A Competitive Philippines

2015 has been a successful year for the Dual Training Team. Activities conducted were geared towards strengthening of the image of dual training in the system of technical vocation and its structure. The department aims to ensure that skilled and competent labor are produced from theoretical mixed with practical in-company training.



▲ **COMPETENT TEACHERS IN METAL WORKING SHOW STUDENTS HOW TO USE THE TOOLS PROPERLY**

Strengthening the Metal Working Technology in San Pedro Relocation Center National High School (SPRCNH HS)

Through the K-12 PLUS Project, funded by Federal Ministry for Economic Cooperation and Development, the chamber has been supporting SPRCN HS in their Metal Working Technology Strand for the Tech-Voc Track in Senior High School through assistance in curriculum and program development based on industry-demand, short-term expert consultations, tool donations and knowledge transfer. The project is partnering with public institutions and associations and private international and local institutions.

Capacitating PCCI and Local Chambers in TVET in the K-12 Reform

The Dual Training team has been actively participating in the Chamber Management Workshops during PCCI-Area Business Conferences in Laoag, Dumaguete, Manila, Daet and Dipolog) to elaborate on the possible role of Regional Philippine Chambers in Technical Vocational Education and Training (TVET) along the implementation of the K to 12 reform. This culminated in the Philippine Business Conference last October 26 – 27 with visits



▲ **NORTH LUZON AREA BUSINESS CONFERENCE**

from Yorck Sievers, Director of AHK Vocational Education and Training from DIHK, and Mr. Michael Olma, Head of Unit of Department of Skilled Crafts Promotion and International Cooperation (ZDH).

German Institutes Transfer Dual Training Know-how to Philippine Stakeholders

A Regional Study Tour in Thailand and an International Study Tour to Germany have capacitated PCCI, local chambers, and industry/sector associations to actively shape and implement dualized vocational education and training and conduct a constructive policy dialogue with relevant public actors.



▲ **STUDY TOUR IN GERMANY**

Equipping Trainers to Deliver Effective Methods in Adult Learning

The 50 hour Train the Trainer in Business course provides practical tips for situational and intercultural adult training which is concluded by an AHK Certification. This year, 3 more train the trainer sessions were conducted by Mr. Edwin Lemke.

Facilitator trainings were also conducted wherein participants learn about the in-depth structure of the six-day trainer training, how to plan and to perform it, and they receive many additional tips and tricks for professional training. This ensures sustainability of the Train the Trainer in Business in the Philippines.



▶ TRAIN THE TRAINER IN BUSINESS

More than an educational platform, GPCCI and the Dual Training department will also serve as a quality ensurer of TVET through certification and examination in accordance to the need and demand of institutions and the private sector.



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OUT IN PARTNERSHIP

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suitability of company **examination committee**

<http://philippinen.ahk.de//dual-training>



▶ FACILITATOR WORKSHOP

To learn more about dual training, please contact us:
dual-training@gpci.org



Tristan Arwen "Bobbitt" Loveres
Chairman, Dual Training Committee



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

German-Philippine Chamber of Commerce and Industry, Inc. (GPCCI)
8/ F Döhle Haus Manila
30-38 Sen. Gil Puyat Avenue
Barangay San Isidro
Makati City 1234, Metro Manila
PHILIPPINES

Phone : +63 (0) 2 519 8110
Fax : +63 (0) 2 310 3656
Email : info@gpcci.org
Website : <http://philippinen.ahk.de>

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WELL CONNECTED WORLDWIDE

The German Chambers of Commerce (AHKs) are your partner for successful business relationships with German companies around the globe.

Globally on Site 130 locations in 90 countries

Connecting Companies Promoting global business relationships through our member network of more than 45,000 international companies worldwide

Market Entry Services Supporting companies from our host countries in entering the German market through our global service brand DEinternational

Powerful Partners Close cooperation with the strong network of Chambers of Commerce and Industry (IHKs) in Germany and with Germany Trade & Invest

www.ahk.de | www.DEinternational.de



**Choose certainty.
Add value.**



Testing & Product Certification

Building Products
Testing, Fire Testing and
Certification, Mechanical
and Structural Testing,
Electrical and Chemical
Testing



Inspection

Conventional Power Plant.
Chemical Oil & Gas
NDT (Conventional & Advance
Methods). Lift & Hoist
Inspection.



Auditing & System Certification

Audits system
certification in a variety of
fields including ISO 9001,
ISO 14001, BS OHSAS
18001, and ISO 50001.



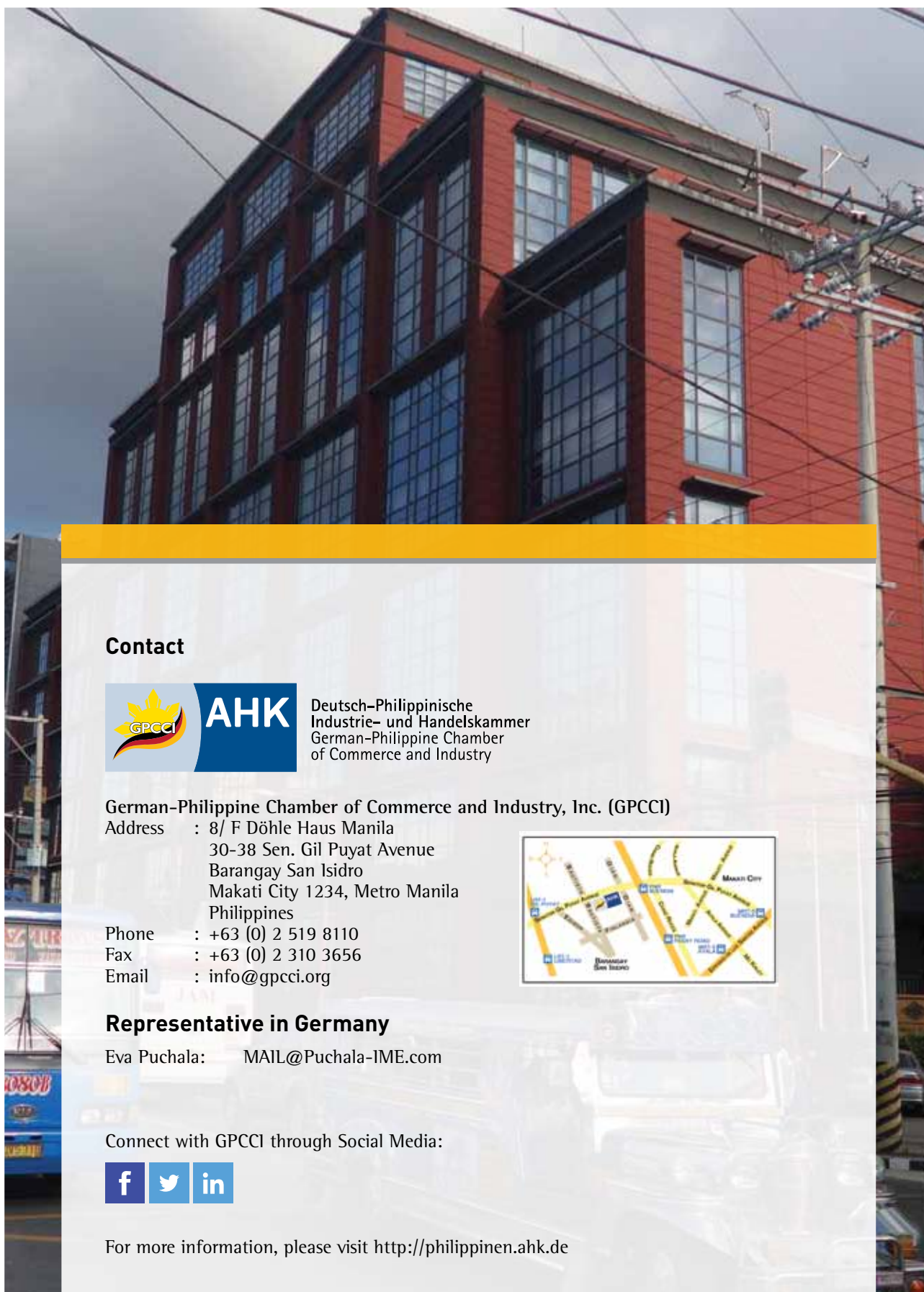
Training

Training in work safety,
technical skills, and
management systems

**For inquiry contact our experts at +632 687 5673 or email us at inquiries@tuv-sud-psb.ph
Address: 1808 The Orient Square Bldg., F. Ortigas Jr. Road, Ortigas Center, Pasig City, 1605 Philippines**

150 YEARS | INSPIRING TRUST

150 years of TÜV SÜD – 150 years of inspiring trust: On 6 January 1866, 22 steam boiler operators in Mannheim founded the organisation that became today's TÜV SÜD AG, laying the foundations for Technical Inspection Associations and technical safety in Germany. In its anniversary year of 2016, TÜV SÜD is now an international company globally represented in over 800 locations.



Contact



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

German-Philippine Chamber of Commerce and Industry, Inc. (GPCCI)

Address : 8/ F Döhle Haus Manila
30-38 Sen. Gil Puyat Avenue
Barangay San Isidro
Makati City 1234, Metro Manila
Philippines

Phone : +63 (0) 2 519 8110

Fax : +63 (0) 2 310 3656

Email : info@gpcci.org



Representative in Germany

Eva Puchala: MAIL@Puchala-IME.com

Connect with GPCCI through Social Media:



For more information, please visit <http://philippinen.ahk.de>

Together with Passion



Rhenus Philippines

Philippines is one of our major locations in Asia and has network agents worldwide. On counting we have more than 350 locations in more than 40 countries and employ 25,000 people. As a logistics company we understand the needs of business growth in order to meet your expectations. Our key success is your trust giving the most comprehensive solutions in terms of freight logistics, land transportation, warehousing solutions, project management and customs brokerage.

Reaching you around the globe and providing quality service on logistics is our major goal.

Valued Services

100 years of experience for our customers

Ocean Freight

- Own Consol BKK-MNL
- DG Cargo (dangerous goods)
- Multimodal services / trans-shipment

Project Management

- Dedicated 'Project Team Asia'
- Transport of heavy and oversized cargo via air, sea, land and rail
- On-site project supervision

Land Transportation

- Trucking services to north of Luzon
- Distribution to Visayas and Mindanao

Air Freight

- Daily Consol MNL-BKK
- Back to back or consolidation
- Import, export, transshipments

Custom Brokerage

- Customs broker license
- Transit formalities
- Handling of DDP deliveries

Logistics Warehousing

- Warehousing and storage (bonded and non-bonded)
- Supply chain management
- Quality Inspection, labeling barcoding

Contact us

Rhenus Logistics Inc.

Warehouse 7A-2, Sunblest Compound, KM 23 West Service Road Cupang, Muntinlupa City, Philippines 1771

Tel.: +63-2-809-7129 Fax: +63-2-807-3097

Website: www.ph.rhenus.com Email: info@ph.rhenus.com



Premium Partners

