

Annual Review 2017–2018

We connect
German and Philippine
Businesses

COMPETENT. RELIABLE. FAST.



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

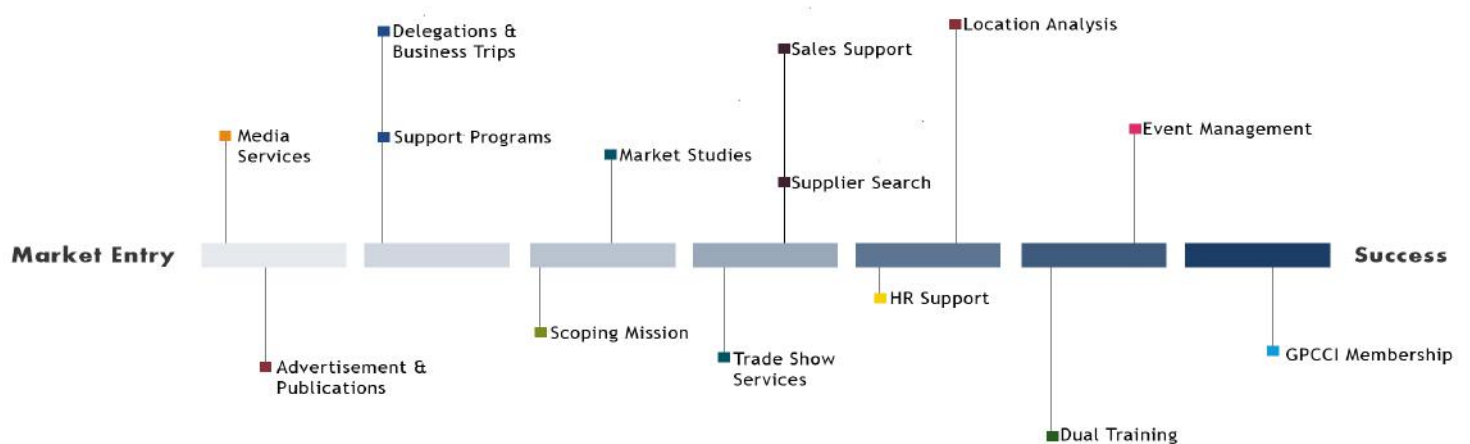
Your Partner in the Philippines



OUR SERVICES



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



Charlotte Bandelow
Deputy Executive
Director
Head of Trade Promotion,
DEInternational



Tobias Petersen
Officer
Trade Promotion,
DEInternational



Nicole Ramos
Assistant
Trade Promotion,
DEInternational

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

www.philippinen.ahk.de

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Rödl & Partner

FOLLOW ME

We are keen to make your business the leader of the swarm – certainly not always without contest, but above all with excellent advisory and individually tailored solutions, from a single source.

Rödl & Partner in the Philippines

Roedl Philippines, Inc.

12/F, Robinsons Summit Centre,
6783 Ayala Avenue, Makati City,
Metro Manila, 1226 Philippines

Dr. Marian Norbert Majer

Phone: + 63 (2) 479-1785
marian.majer@roedl.com

www.roedl.com/philippines

Worldwide our clients trust our 4,500 colleagues in 108 own locations in 50 countries – e.g. 25 offices in Germany and 18 offices in Asia.

OVERVIEW

Welcome Message

“ GPCCI has yet again successfully concluded another year. GPCCI's strengths and core competencies in setting up a Philippine-German business network and in helping German and Filipino businesses to strengthen their ties is backed up by their steadily growing numbers of members who form a unique network of industry players. By the end of 2017 AHK Philippines counted 280 members. ”

Bilateral commercial relationships and foreign trade promotion were further strengthened and are flourishing. The successful organization of promotion and consultation days in Germany as well as the impressive number and high quality of events here in Manila demonstrate the efficiency and great performance of AHK Philippines.

During the visit of State Secretary Michael Odenwald from the German Federal Ministry of Transport and Digital Infrastructure the Chamber gave members from different industries the opportunity for an exchange with Mr. Odenwald and his delegation. AHK Philippines also reached out actively to various key decision-makers in the Philippines such as the Secretary of the Department of Trade and Industry Ramon Lopez, the Secretary of the Department of Transport Arthur Tugade, and PEZA Director-General Charito Plaza.

2017 brought a lot of opportunities for both incoming and outgoing business missions for

the AHK Philippines. GPCCI welcomed a German delegation visiting the Philippines to participate in ADB's Business Opportunities Fair. Another delegation focused on Energy Efficiency and sought to learn about the possible opportunities here in the country.

An outgoing Philippine delegation was accommodated by the German Chamber to visit the Asia-Pacific Forum in Nuremberg, Germany. DTI Secretary Ramon Lopez was part of the delegation alongside high caliber participants representing German businesses in the Philippines.

AHK Philippines in partnership with the German Embassy also concluded the 15th German Ambassador's Cup with more players than ever before – a valuable occasion to connect the private and public sectors. Lastly, another milestone reached is the AHK certification of German Excellence Solutions Inc. and Porsche's dual training program.

I congratulate GPCCI for its great achievements during the past year, and I thank you for the reliable and fruitful partnership. For the year



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



OVERVIEW

Board of Directors

PRESIDENT



Tristan Arwen "Bobbitt" Lovers

Managing Director
TÜV Rheinland Philippines, Inc.

VICE-PRESIDENT



Dr. Bodo Goerlich

President and CEO
STEAG State Power Inc.

TREASURER



Marie Antoniette Mariano

Senior Assistant Vice President,
Head of Europe Desk
Banco de Oro (BDO)

EXECUTIVE DIRECTOR



Peter Kompalla

DIRECTOR



Atty. Maximino Cruz

General Manager
Association of International
Shipping Lines (AISL)

DIRECTOR



Arthur "Art" Gamilla

Managing Director
KK Food Trading Co. Ltd.

DIRECTOR



Marc von Grabowski

President
MHE-Demag (P) Inc.

DIRECTOR



Dr. Marian Norbert Majer

Executive Director
Rödl & Partner Philippines

DIRECTOR



Dr. Günter Matschuck

Chairman & CEO
Maschinen & Technik, Inc.

DIRECTOR



Klaus Schadowald

Chief Operating Adviser
Volkswagen Philippines

DIRECTOR



Constantin Robertz

Managing Director
Zalora

OVERVIEW

GPCCI Team



Peter Kompalla
Executive Director



Charlotte Bandelow
Deputy Executive Director
Head of Trade Promotion,
DEInternational



Maan Yu
Head
Chamber Services



Jana Everett
Project Director
Dual Training



Judy Uri
Head
Internal Organization



Tobias Petersen
Officer
Trade Promotion,
DEInternational



Nicole Ramos
Assistant
Trade Promotion,
DEInternational



Ariana Salazar
Assistant
Membership



Elenee Ventura
Assistant - Graphic Designer
Communications



Kristina Silan
Officer
Dual Training



Jahziel Escalante
Assistant
Finance



Monna Gayumba
Junior Officer
Administration



Peter Espiritu
Driver
Internal Organization



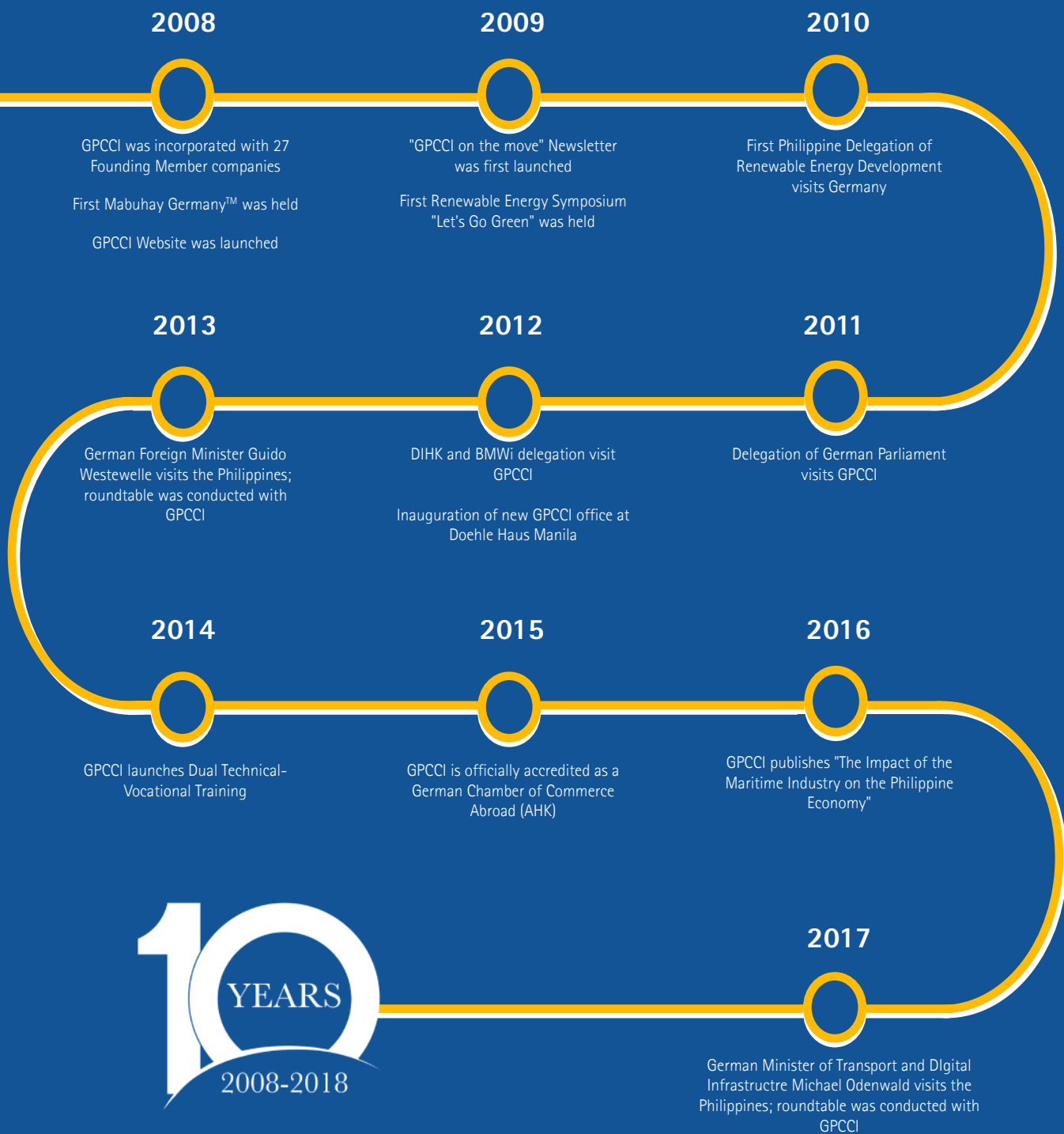
Eva Puchala
Representative
GPCCI in Germany



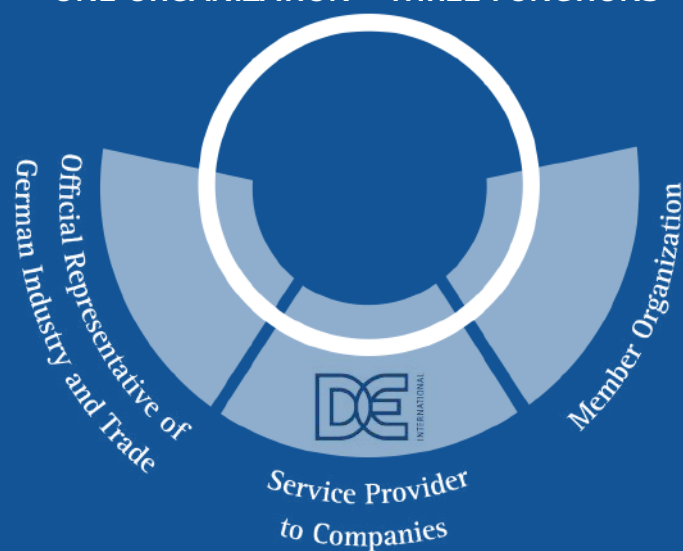
2008

was the year the German-Philippine Chamber of Commerce and Industry (GPCCI) was established with 27 Founding Member companies. Over the the years, GPCCI has helped businesses explore opportunities in different fields and sectors by looking for ways to constantly improve on the services it offers and at the same time being on top of the happenings in both countries, making GPCCI an expert in the bilateral business relations of Germany and the Philippines.

Now celebrating it's 10th anniversary, the Chamber has increased it's membership to 280 while establishing a reputation as the forefront for market entry for German companies interested in the country. GPCCI strongly believes in upholding the mission to serve as a working platform for the German-Philippine business community and promotetheircompanies,productsandservices.



AHK PHILIPPINEN: ONE ORGANIZATION - THREE FUNCTIONS



OVERVIEW

German-Philippine Trade Relations

“The Philippines still brings several opportunities and challenges as a trade partner. The local economy continues to grow and the government encourages direct investment, especially to develop the infrastructure.”



Bilateral trade

The Philippines still brings several opportunities and challenges as a trade partner. The local economy continues to grow and the government encourages direct investment, especially to develop the infrastructure.

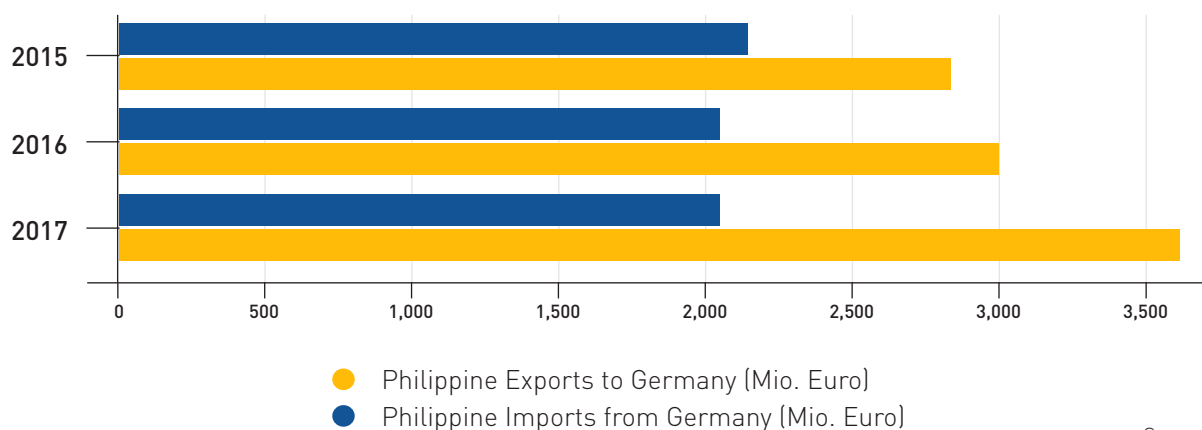
The World Bank classifies the Philippines as a lower middle income country, but the country's GDP is still increasing (by nearly seven percent) as well as the wages and therefore also the purchasing power. The increase of wages might seem as a disadvantage for employers, but it still varies within the country.

Moreover, money transfers from Filipinos working abroad increased the local consumption and purchasing power.

Germany continues to be the Philippines' strongest trade partner in the EU: Imports from Germany to the Philippines increased by 9.6 percent while the exports from the Philippines to Germany increased by 13.6 percent which ranks Germany 7th as export destination.

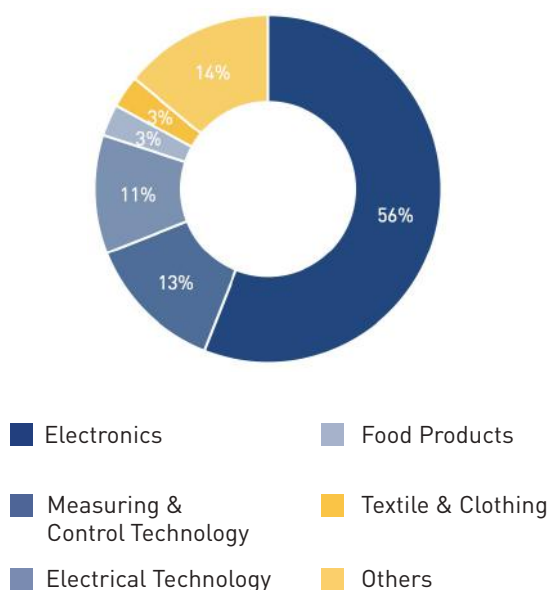
FACTS & FIGURES

IMPORT/EXPORT OF PHILIPPINES TO GERMANY



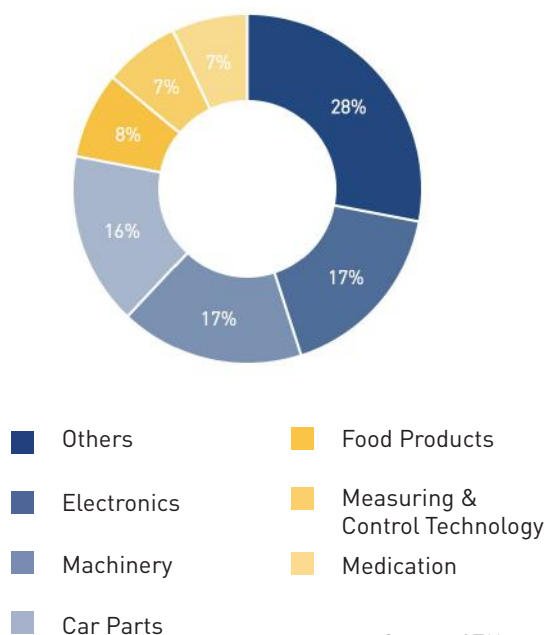
Source: Destatis

GERMAN IMPORTS FROM THE PHILIPPINES



Source: GTAI

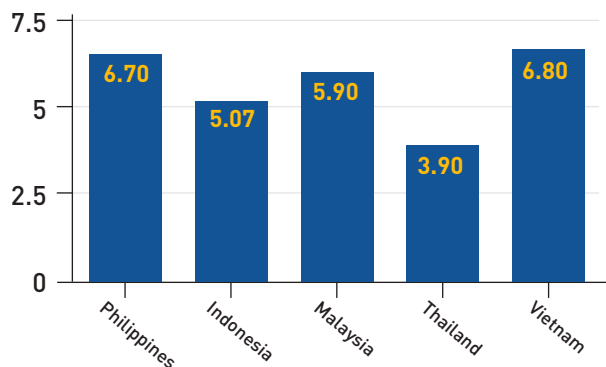
GERMAN EXPORTS TO THE PHILIPPINES



Source: GTAI

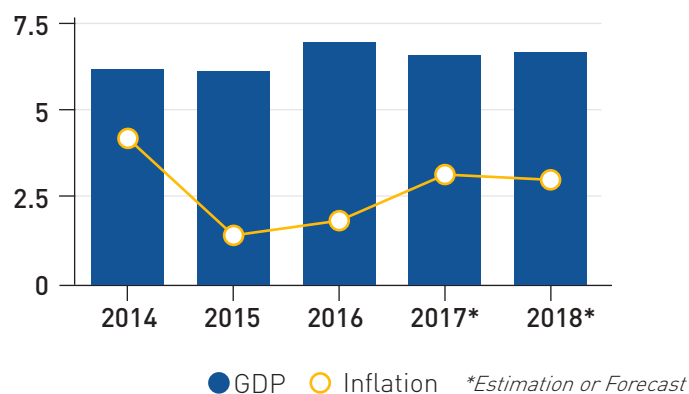
FACTS & FIGURES

PH GROWTH, 2ND HIGHEST IN ASEAN



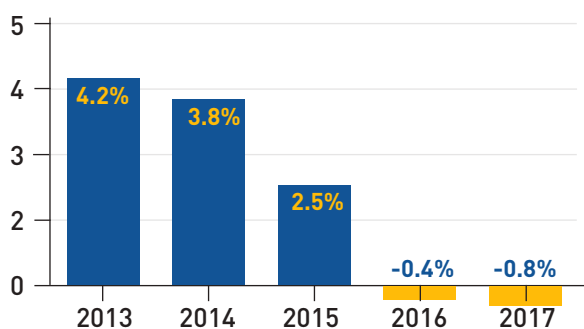
Source: Philippine Statistics Authority

GDP, CHANGE IN %; REAL & INFLATION RATE IN %



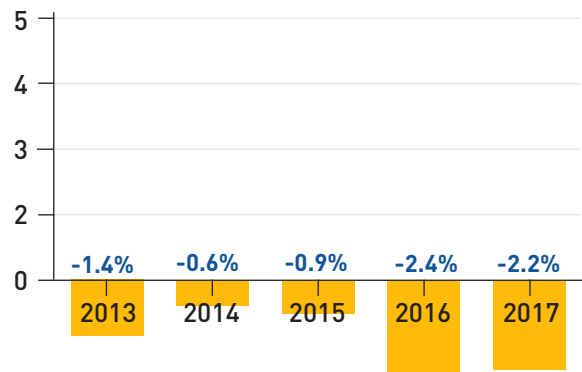
Source: Philippine Statistics Authority

CURRENT ACCOUNT (% OF GDP)



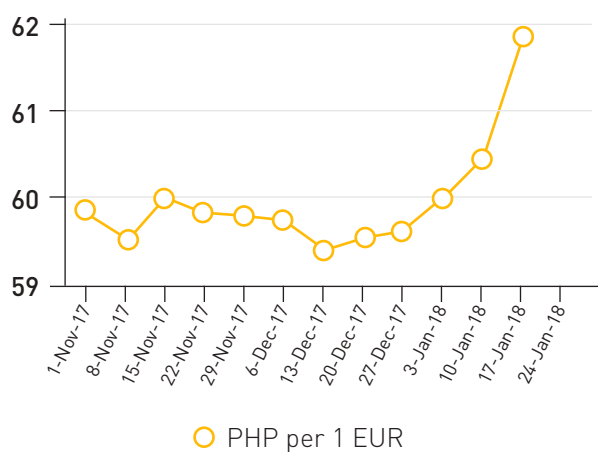
Source: Philippine Statistics Authority

NATIONAL GOVERNMENT BALANCE (% OF GDP)



Source: Philippine Statistics Authority

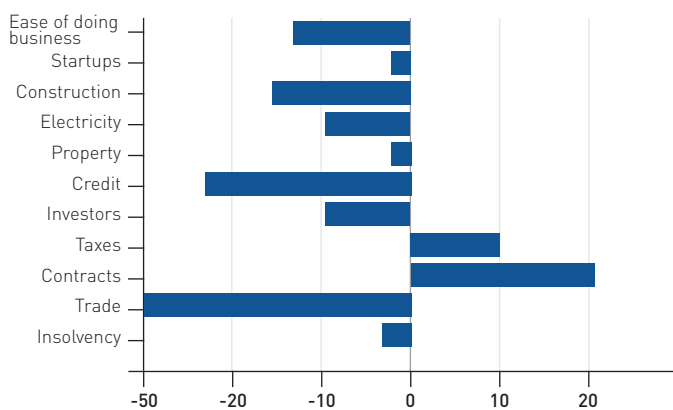
PHILIPPINE PESOS PER 1 EURO*



*as of January 2018

Source: Pacific Exchange Rate Service

CHANGE IN DOING BUSINESS RANKINGS*



*by subtopic, places lost/gained compared with previous report from World Bank

Source: The World Bank

PH RANKINGS IN GLOBAL COMPETITIVENESS REPORTS 2014 - 2018

Report	2014	2015	2016	2017	2018
Global Competitiveness	52/148	52/144	47/140	57/138	56/137
Ease of Doing Business	108/189	95/189	103/189	99/190	113/190
Economic Freedom Index	89/186	76/179	70/178	58/180	61/180
Corruption Perceptions Index	94/177	85/175	95/168	101/176	111/180

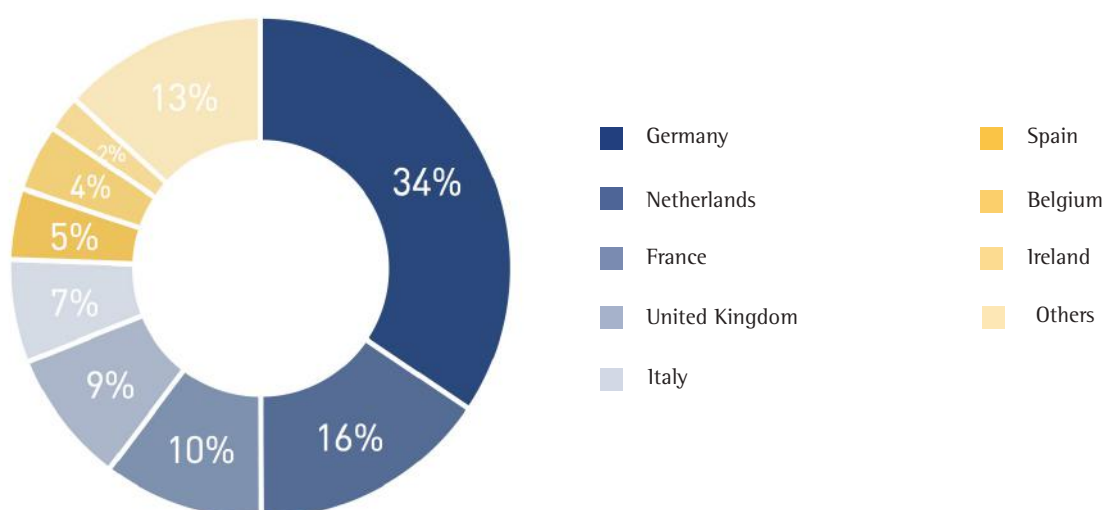
Source: World Economic Forum, The World Bank
The Heritage Foundation, Transparency International

CREDIT RATINGS OF THE PHILIPPINES

DATE RATED	CREDIT AGENCY	RATING
December 2017	Fitch	BBB Stable
June 2017	Moody's	Baa2 Stable
April 2017	Standard & Poor's	BBB Stable

Source: Fitch Ratings, Moody's Investors Service,
Standard & Poor's Services

EU MEMBER STATES TRADE WITH THE PHILIPPINES IN 2017 (IN MIO EUR)



Source: Philippine Statistics Authority

THE YEAR IN REPORT

President's Report

“I am pleased to report that our Organization is continuing to grow and currently counts 280 active members. Together with our reliable partners and members, GPCCI has once again achieved its annual goals of bridging German and Philippine companies, promoting bilateral trade at several events during the previous year, and supporting the already established German-Philippine business community with their current needs and issues.”



ORGANIZATIONAL DEVELOPMENT

Since April 2017, new members of the Board, namely Atty. Maximino Cruz (Association of International Shipping Lines), Dr. iur. Marian Majer (Rödl & Partner Philippines) and Mr. Constantin Robertz (Zalora) has been supporting the activities and programs of GPCCI.

This year proves to be something to look forward to as GPCCI will be celebrating its 10th anniversary. The Chamber has evolved and matured through the decade, setting milestones and developing its services through constant innovation and adaptation in a number of ways.

FIELDS OF COMPETENCE

Through the guidance of the Fields of Competence – Connecting Businesses; Trade Policy; Business and Society; Education and Training; Maritime and Logistics; Energy and Environment, that the Chamber has identified and established, GPCCI has continued to engage in events and projects that strengthen these competencies and gives the work we do credibility and legitimacy.

Connecting Businesses

The Philippine economy continues to attract German businesses and, simultaneously, Germany remains to be the Philippines' biggest trade partner in the EU. In 2017, GPCCI actualized various events to further strengthen and develop bilateral business relationships and managed successful market entry to the Philippines for around 70 German companies.

German delegations were organized by the Chamber to connect companies to potential business partners in the Philippines, paving the way to new connections and collaborations between German and Philippine businesses.

Throughout the year, GPCCI represented and promoted the Philippine market by actively participating in events such as "ASEAN and China" in Shanghai, the "AHK-Asia-Experience Exchange Conference" in Bangkok, "ASEAN Insights" in Stuttgart, and the "German-Asian Business" in Berlin.

Locally, GPCCI held dialogues with the Philippine Chamber of Commerce (PCCI) to discuss ways and areas of further cooperation between Chambers and help improve the way of doing business in the Philippines.

GPCCI has also strengthened partnerships and aligned interests with other European Chambers in Manila. Namely, through the "Joint Economic Briefing" and "Speed Networking Night", which was co-organized by six different Chambers.



ANNUAL GENERAL MEETING 2016

Review of the year and election of new Board of Directors



JOINT ECONOMIC BRIEFING

GPCCI Executive Director Peter Kompalla during the event



VISIT OF GERMAN STATE SECRETARY MICHAEL ODENWALD

State Secretary Michael Odenwald from the German Ministry of Transport and Digital Infrastructure with GPCCI President Tristan Arwen "Bobbit" Loveres discussing German-Philippine bilateral relations



VISIT OF DEPARTMENT OF TRANSPORTATION (DOTR) SECRETARY ARTHUR TUGADE IN GERMANY

DOTR Secretary Tugade during the 2nd ASEAN Dialogue in Berlin

Trade Policy

Trade Policy is one of the instruments used to suit the requirements of economic growth. In light of this, GPCCI utilizes its position to support free trade agreements between Germany and the ASEAN, especially the Philippines.

In order to improve conditions conducive for trade, the Chamber's representatives met with officials throughout the year; State Secretary Michael Odenwald from the German Ministry of Transport and Digital Infrastructure, Department of Trade and Industry Secretary Ramon Lopez, Department of Transport Secretary Arthur Tugade and PEZA Director-General Charito Plaza to name a few.

Moreover, GPCCI is constantly in talks with government institutions to further improve relations as well as stay informed and up to date with the state of affairs in the country.

Maritime and Logistics

Regarding the maritime industry, GPCCI exercised its influence by closely cooperating with the Maritime Industry Authority (MARINA), the Philippines' government department of maritime affairs. The Chamber's Maritime Committee frequently meets with representatives of MARINA to discuss solutions for current issues.

The outlook for the logistics industry looks promising as well as the government focuses on developing the country's infrastructure. The program "Build! Build! Build!" includes construction and improvement of roads, airports, and ports.

Energy and Environment

Electricity is comparably expensive in the Philippines and the government continues to focus on renewable energies. Currently, around 30 percent of the country's energy is being produced with renewables and the percentages is aimed to further increase.

GPCCI organized several events over the year to promote and create awareness of renewable energy opportunities in the Philippines such as the European Renewable Energy training which was hosted in Manila with 80 participants. A four-day Capacity Building mission in "Energy Efficiency in the Industry with a Focus on Food, Solar and Geothermal" was also organized, bringing company representatives to Germany.

The topic is Energy Efficiency with a focus on manufacturing with solar and geothermal technologies.

As German expertise is in demand, there are several energy related projects the Chamber implemented covering different fields of renewable energy. One example is the business trip of a German delegation to the Philippines who was given an insight on local market-entry opportunities, investment opportunities, and energy efficiency.

Business and Society

GPCCI continues to adhere to the ten principles of the UN Global Compact which includes universal principles on human rights, labor, environment and anti-corruption.

Education and Training

GPCCI's Dual Training department supports dual Vocational Education and Training modelled after the German system. Other training, ranging from technical skills-upgrade to environmental compliance can also be provided.

Applying the German style vocational education to the Philippine education system is still challenging, but more successful since the K-to-12 program has been implemented.

GPCCI managed to make progress in this field by certifying the first batch of over 50 mechatronic students who trained with Porsche AG. The certificate includes general requirements of TESDA and specific ones of the automotive industry in order to compile local standards


**Mr. Tristan Arwen
"Bobbie" Loveres**
President of GPCCI



ASIA-PACIFIC FORUM 2017 IN NUREMBERG, GERMANY

From left to right: GPCCI Executive Director Peter Kompalla, SEIPI President Dan Lachica, DTI Secretary Ramon Lopez, and Integrated Micro- Electronics CEO Arthur Tan



ENERGY EFFICIENCY DELEGATION

Delegates from Germany in talks with local companies



PORSCHE AG TRAINING CERTIFIED BY GPCCI

Trainees of the program undergoing their examination

OVERVIEW

Money Matters

“Once again, we are pleased to report a successful financial situation for the financial year 2017 with the year-end closing showing a positive bottom-line.”



Once again, we are pleased to report a successful financial situation for the year 2017 with the year-end closing showing a positive bottom-line. Notably, the support from the Federal Ministry for Economic Affairs and Energy in Germany has increased and with the combined appreciation of Euro, this has resulted to growth in the overall financial standing of our Chamber. Nonetheless, with the continued support and commitment of the Chamber Members we foresee a sustainable operations.

Despite the challenges in 2017, our “Market Entry Support” has contributed significantly in total revenues mainly driven by market entry support activities in 2017. Furthermore, the steady increase in our membership base showed the consistent growth, providing the members with quality services and relevant events. Once again, “Dankeschön – Maraming Salamat Po” for your continued support and contribution especially in the sponsorships of our events.

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

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

and diplomatic relations between Germany and the Philippines. This is to ensure that you get value from your membership with the Chamber.

Together with our auditor SGV, the financial statements for the years 2016 and 2017 have been successfully audited and released. The result of the audit did not show significant deviations which resulted to a successful and positive year end in 2017. Recommendations have been carefully reviewed and will be implemented to further optimize accuracy and transparency in our financial reporting.

We will face great challenges and great opportunities in 2018, and with our continued partnership, we will surely make this year the best year in the history of GPCCI!

Dankeschön!



Marie Antoniette Mariano
Treasurer

mhe DEMAG

The *name* for material handling



SAFETY AT THE HIGHEST LEVEL

for inquiries, please contact us:

Phone number: Manila: (02) 786 7500 Cebu: (032) 346 1959

Email: sales_mdp@mhe-demag.com

Website: www.mhe-demag.com

THE YEAR IN REPORT

Membership

“The goal of GPCCI is to activate trade and business development and to facilitate working relationships between German and Philippine businesses and professional organizations. To aid this, we provide our members with access to different business opportunities as well as relevant information, resources and support that complement their business activities.”





MEMBERSHIP BENEFITS

KEEPS YOU INFORMED

The Chamber provides information that is important to business. Through newsletters, seminars, special mailings, and network events, we get the word out to our members in an efficient and timely manner.

GIVES YOU A VOICE

The Chamber acts as your voice when it comes to concerns that affect your business through maintaining good relationships with policy-makers. The concerns of our members become our concern and we make sure that these are addressed in the proper forum.

PROTECTS YOUR INTERESTS

We support policies that advance economic development, business competitiveness, lower cost of doing business, encourage job growth and strengthen overall economic health of the Philippines.

SUPPORTS CONTINUED LEARNING

The Chamber provides an inexpensive way to bridge the gap between no training and topic-expert training. We are committed to providing learning sessions for our members and providing relevant speakers and trainers for the benefit of members.

HELPS YOU GROW

Aside from our most valuable service - direct referrals and introductions - we also provide members with networking opportunities by connecting you to valuable contacts. Through our events, we help build new relationships, and most importantly, gain new customers.

The Chamber promotes business through marketing avenues, including our website, social media, events, and print advertising. The Chamber has a vast network and can surely assist in maximizing and increasing a company's visibility.

Being a member makes business more desirable to partners and customers. When a business is a member of a Chamber, consumers are 80% more likely to purchase goods, partner with companies or engage in services, thus increasing your profits and creating a more positive outlook for your business.

For more information about Membership, please contact

Mary Rose Antoinette "Maan" Yu

Head of Chamber Services

maryrose.yu@gpcci.org
+63 (2) 519 8110 loc. 813



MEMBERSHIP AT A GLANCE

FACTS & FIGURES

280
members

34
events

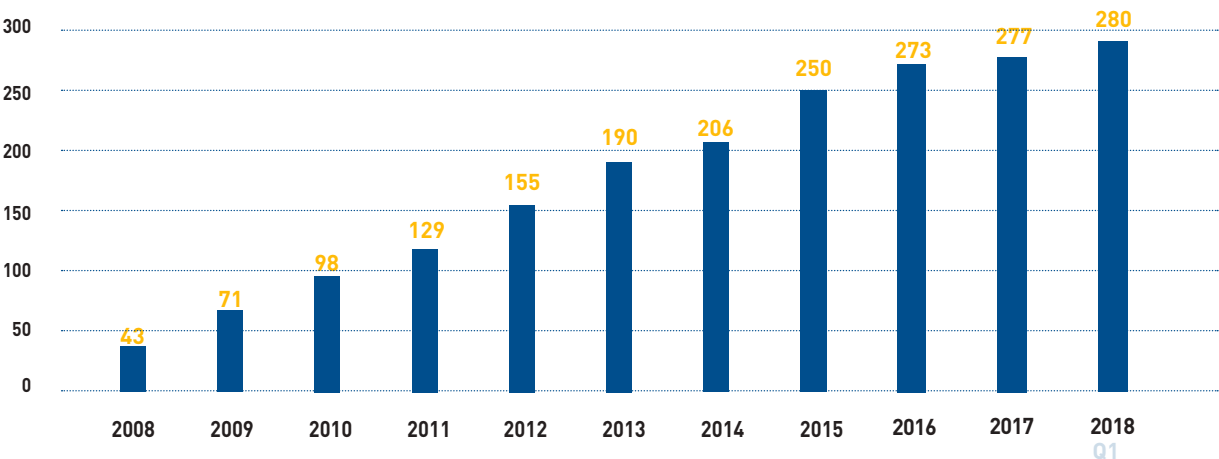
990
info event
attendees

554
member event
attendees

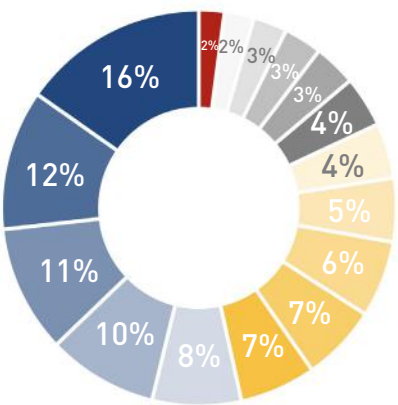
9,487
Mabuhay Germany™
attendees

GPCCI MEMBERSHIP GROWTH THROUGH THE YEARS

Total Members

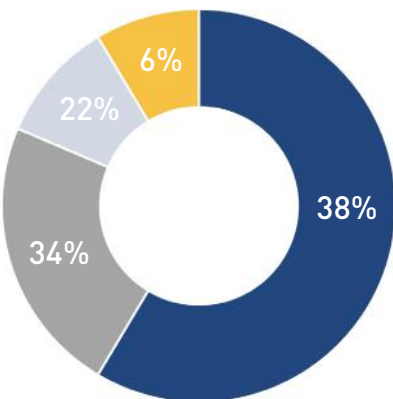


MEMBER COMPANIES BY INDUSTRY



- Manufacturing, Machinery, Engineering and Materials
- Individual Member
- Financial, Legal, Consulting, HR and BPO
- Distribution, Retail and Trading
- Maritime (Manning, Crewing, Ship Building etc.)
- Transportation and Logistics
- Hospitality, F&B, Tourism
- IHK
- Electronics, IT and Telecommunication
- Chemicals and Pharmaceuticals
- Education and R&D
- Government-Linked Organizations
- Energy, Renewable Energy, Utilities
- Automotive
- Non-Government Organization
- Architecture, Construction and Real Estate

MEMBER COMPANIES BY NATIONALITY



- German-Filipino
- Filipino
- German
- German-/Filipino-/Other Nationalities



Marc von Grabowski
Chairman, Membership Committee



GPCCI MEMBERS

LOCALLY REGISTERED

- 2Go Group Inc.
- 2SL Logistics and Trucking Services, Inc.
- 98Labs Inc.
- Abes, Malong, and Associates
- All Transport Network, Inc. (ATN)
- ALSTER INT'L. SHIPPING SERVICES, INC.
- Antrak Philippines Transport Solutions Corporation
- Asalus Corporation - Intellicare
- Asia Society for Social Improvement and Sustainable Transformation (ASSIST)
- Association of International Shipping Lines (AISL)
- Atlantic Gulf and Pacific Company of Manila, Inc.
- Auto Nation Group, Inc.
- Automobile Central Enterprise, Inc. (Volkswagen)
- Avior Marine, Inc.
- B. Braun Medical Supplies, Inc.
- Banco de Oro (BDO)
- BASF Philippines, Inc.
- Bayan Academy for Social Entrepreneurship and Human Resource Development, Inc.
- Betonbau Phil., Inc
- Bhagi's International Trading Corporation (BITC)
- Blue Horizons Travel & Tours, Inc.
- Booze Online Inc.
- Bronzoak Philippines, Inc.
- Brotzeit Phils. (Fame Dish Inc.)
- Brumms Quality Wines Inc.
- BSM Crew Service Centre Philippines, Inc. (Bernhard Schulte Shipmanagement)
- C. Melchers GmbH & Co. Phil. Branch
- Carmudi Philippines Inc.
- Castillo, Laman, Tan Pantaleon & San Jose Center For International Trade Expositions and Missions (CITEM)
- Clarkton Hotels Inc.
- Coffral Access & Shoring, Inc.
- Comfort Sole Phil Inc.
- Commercial Freight Services, Inc.
- Community Welfare Service Lotus Foundation, Inc
- Contract Design & Systems Furniture Specialist, Inc.
- Cronimet Metal Philippines Inc.
- CS Garment, Inc.
- Datronicsoft Inc.
- Deutsche Motorgeraete, Inc.
- Dexterton Corporation
- Doehle Seafront Crewing (Manila), Inc.
- Donato & Zarate
- Dr. Ing. h.c.F. Porsche Aktiengesellschaft (Porsche AG)
- DR. KLIPPE Philippines Corp.
- Du-Baladad and Associates (BDB Law)
- Dusit Thani Manila
- Eastern Telecommunications Philippines, Incorporated
- Empress Dental Laboratories, Inc.
- Eupac Inc. / El Rio y Mar Resort
- Euro Interbev Corporation
- European Training and Competence Centre Inc. (ETCC)
- Eurotec Industrial Technologies Inc.
- Evonik (Philippines) Inc.
- F. A. Vinnen Philippines Inc.
- Falcon Law Offices
- Festo Inc.
- Fillhome Builders Inc.
- Frey-Fil Corporation
- Friedrich Naumann Foundation for Freedom (FNF) Philippine Office
- German Club Manila
- German European School Manila (GESM)
- German Excellence Solutions, Inc.
- Goethe Institut Manila
- Hamburg Trading Corp.
- Hansa Meyer Projects (Phil.) Inc
- Hapag-Lloyd Phils Inc.
- Harle Philippines Inc.
- Hartmann Crew Philippines (HCP), formerly Associated Ship Management (ASM)
- I am Filipina, Inc.
- Ibarra Bio Med Int'l Trading Corp. (IBMITC)
- ILLIG FAR EAST Regional Headquarters of ILLIG Maschinenbau GmbH & Co.
- Ingo Manufacturing Philippines Inc.
- Inpolchem, Inc.
- Integrated Micro-Electronics Inc.
- Interadent Zahntechnik Phil. Inc.
- International Container Terminal Services, Inc.
- Isla Lipana & Co.
- JM Far East Inc.
- John Clements Consultants, Inc.
- Judphilan Food Corporation
- K.D. Feddersen Ueberseesgesellschaft mbH
- Kapwa Travel & Tours Inc.
- KVAR Corporation
- Light & Hope Overseas Placement Agency, Inc.
- Linens International Inc.
- LUBCON Lubricants Asia Pacific, Inc.
- Lubeca Marine Service Inc. (Phils.)
- Lufthansa Services Philippines, Inc.
- Lufthansa Technical Training Philippines
- Luxusmarken Von Adrenaline Inc. (formerly Adrenaline Group of Companies)
- Macroasia Corp.
- Magsaysay Global
- Makati Diamond Residences
- MAN Automotive Concessionaires Corporation
- Manila Electric Company (Meralco)
- Manila Hotel
- Manly Plastics, Inc.
- Masagana Gas Corporation
- Maschinen & Technik, Inc. (MATEC)
- Mechanical Handling Equipment Comp. Inc. (MHECO)
- Mesco Inc.
- Modulplus System Corporation
- Mondial Tours Lufthansa City Center
- Mondo Ventures, Inc.
- NeBeSci Inc.
- Newtech Pulp Inc.
- Novotel Manila Araneta Center / Araneta Hotels, Inc.
- Ortega, Bacorro, Odulio, Calma & Carbonell
- P-Tech People and Technology, Inc.
- PGA Cars, Inc. (Audi, Porsche)
- Philippine Batteries Inc.
- Philippine Transmarine Carriers, Inc.
- Pointwest Technologies Corporation
- PPI Pazifik Power, Inc.
- Printing Images CtC. Inc.
- Produxx Design and Trading Corporation
- PV2 Energie Philippines, Inc.
- Quisumbing Torres
- R.G.Manabat & Co. (KPMG in the Philippines)
- Reingold Minerals Processing Corporation
- Renaissance School of Science & Technology
- Rhenus Logistics, Inc.
- Rieckermann Philippines Inc.
- Rischa Import-Export Corporation
- Roedl Philippines, Inc.
- Rovema Asia Pacific Corp
- Royal Cargo, Inc.
- Royal Preventive Medical Clinic (Formerly Crimson Horses Inc.)
- Rudolf Lietz Inc.
- Santa Fe Moving and Relocation Services Philippines Inc.
- SBS Philippines Corporation (Formerly Sytengco Philippines Corporation)
- Scanmar Maritime Services, Inc.
- Sealanes Marine Services Inc.
- Seim & Partner Fiber Networks, Inc.
- Senator Crewing (Manila) Inc.



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

REPRESENTATIVE OFFICE

- a. hartrodt Philippines Inc. (formerly abphil)
- Alfa Ship & Crew Management GmbH
- Allianz PNB Life Insurance, Inc.
- Arvato Corporation
- AST Shipping Company Manila
- BAG electronics, Inc.
- Bayer Philippines Inc.
- Beiersdorf Philippines Inc.
- Boehringer Ingelheim (Philippines) Inc.
- Bosch Service Solutions
- Continental Temic Electronics Phil. Inc.
- Deutsche Bank AG Manila
- DNV GL AS PHILIPPINE BRANCH
- Doehle Shipmanagement Phils. Corp.
- E.R. Crew Management (Philippines) Corp.
- Energisto EG
- ERNI Development Center Philippines Inc.
- Etihad Airways / Air Berlin
- Fivestar Cargo Services Inc.
- Fresenius Medical Care Philippines Inc.

- G DATA AV Lab Inc.
- Grohe Philippines, Inc.
- Guhring Philippines Inc.
- Haefele Philippines Inc.
- Intership Navigation Training Center, Inc.
- Kaercher Inc.
- Kalenborn International GmbH & Co. KG
- KHS Asia Pte. Ltd Regional Office
- Knauf Gypsum Philippines, Inc.
- Kuehne + Nagel Inc.
- Linde Philippines, Inc.
- Logwin Air + Ocean Phils. Inc.
- Lufthansa German Airlines (Philippines)
- Lufthansa Technik Philippines
- Maersk-Filipinas Crewing, Inc.
- MHE-Demag (P) Inc.
- Rickmers Marine Agency Philippines Inc.
- Robert Bosch Inc.
- Rohde & Schwarz (Phils.) Inc.
- SAP Philippines Inc.
- Schenker Philippines Inc.
- SHS Perforated Materials, Inc.
- Siemens, Inc.
- SSI Schaefer Systems Phils. Inc.
- TRUMPF Philippines Representative Office, Inc.
- TUV Rheinland Philippines Inc.
- TUV Sud PSB Philippines
- Wuerth Philippines, Inc.
- ZAMA Precision Industry Manufacturing Philippines, Inc.

FOREIGN-BASED

- Bank im Bistum eG
- Conergy Asia & ME Pte. Ltd
- FNF Industrietechnik GmbH
- KKFood Trading Co. Ltd.
- OAV German Asia-Pacific Business Association
- SZA Schilling, Zutt & Anschuetz Rechtsanwälts AG
- WBS Training AG

IHK

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

INDIVIDUAL MEMBERS

- Andreas Dernbach
- Aniceto Saludo Jr.
- Annette Helbig
- Christoph Mueller
- Dietmar Dan Braun
- Edgardo Balois
- Edwina Lema Beech
- Felino Palafox
- Ferdinand Limbo
- Francisco Aseniero
- Friedrich Karl Bandelow
- Guntram Graef
- John Gonzales-Tan
- Juergen Lorenz
- Klaus Mueller
- Klaus Preschle
- Leah Gatchalian
- Ludwig Bay
- Manfred Frensch
- Manfred Rode
- Manfred Schunder
- Maria Cristina Dimayuga-Puno
- Martin Ruessmann
- Matthias Gundermann
- Michael Estaniel
- Michael Oppermann
- Nadine Boss
- Peter Huebner
- Raveendranath Rajan
- Reiner Andreas Allgeier
- Stefan Schestag
- Urs Hebeisen

FRIENDS OF THE CHAMBER

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

HONORARY MEMBERS

- Christian-Ludwig Weber Lortsch
- Dan Lachica
- Delia Domingo-Albert
- Lilia de Lima
- Maria Cleofe Natividad
- Oscar Lopez
- Sabine Honer
- Washington Sycip (+)

MEMBERS' CORNER

The year was filled with great milestones from our members. The highlights of the past twelve months include office inaugurations, awards, and business expansions.

MEMBER EVENTS & MILESTONES

Knauf Gypsum Philippines built state-of-the-art facility



Knauf Gypsum Philippines, Inc. broke ground for their plasterboard and other building solutions manufacturing facility at Calaca Seaport in Batangas. The plant is located on a 6-hectare property within the industrial park.

DB Schenker celebrates their 10th anniversary



DB Schenker celebrated their 10th anniversary at New World Hotel Makati. The night was filled with music, cocktails, and was well-attended by people from different industries including GPCCI President Tristan Lovers and GPCCI Executive Director Peter Kompalla.

Construction of Royal Cargo City North Hub



Royal Cargo broke ground for the construction of its solar-powered Cargo City North Hub in Bulacan as part of its logistics capacity expansion in the Philippines.

Knauf Gypsum "It Starts with Us" Gala Dinner



Knauf Gypsum Philippines held a Gala Dinner at Sala Bistro celebrating their entry into the Philippine market.

Wagner German Bakery celebrates their first anniversary



Wagner German Bakery, located in Makati City, has been serving authentic German breads, selected German-Austrian hot dishes, breakfast from different cities, traditional coffee culture & German beers for a year now.

MHE-Demag expands Industrial Equipment Business in the Philippines



As the digital economy continues to disrupt industries at rapid speed, companies in the Philippines are actively seeking to streamline their operations to become lean and agile. To help enable this transformation, leading material handling company, MHE-Demag announced plans to expand its equipment rental services in the country to allow companies to focus their capital and talent on business growth opportunities.

A joint venture between diversified industrial group Jebsen & Jessen (SEA) and Demag Cranes and Components GmbH, MHE-Demag provides lift trucks to customers, along with maintenance and technical staff support.

Bosch received "Friend of ASEAN" award



Bosch received the prestigious "Friend of ASEAN" award at the ASEAN Business Awards 2017. The award acknowledges Bosch's social and economic contributions to the region.

GESM recognised as an Excellent German School Abroad



The German European School Manila (GESM) has once again been recognised as an Excellent German School Abroad in the BLI-School-Inspection 2017.

Blue Horizons Travel & Tours was awarded Best Travel Agency in the Philippines



The 28th Annual TTG Travel Awards Ceremony & Gala Dinner, held in Bangkok, awarded Blue Horizons Travel & Tours, Inc. as Best Travel Agency in the Philippines.

Office Inauguration of Boehringer Ingelheim



The office inauguration of Boehringer Ingelheim took place in Alabang. The shared service center is the third entity of Boehringer Ingelheim in the Philippines, the first and second being

human pharmaceuticals and animal care pharmaceuticals respectively.

Office Inauguration of Evonik



Evonik Industries AG was officially inaugurated as Evonik Philippines at their new location at Bonifacio Global City. Evonik Philippines has been in the country since 1997 and is the

company's latest legal entity in the Asia-Pacific region. Evonik's presence in the Philippines aims to be a part of a wider regional integration connecting business interests in the global scene.

BDO lands in Forbes' list of World's Best Employers



BDO Unibank, the country's largest bank in terms of assets, was the only Philippine financial institution to be named in the Top 50 of Forbes' Best Employers in the world for 2017.

MHE-Demag cooperates with Wacker Neuson



MHE-Demag ventured into the construction industry with German-engineered compact construction equipment in partnership with Wacker Neuson, one of the world's leading

providers of construction machines, equipment and services.

New BASF Rice Knowledge Center



BASF inaugurated a new Rice Knowledge Center at its Agricultural Research Station in Bay, Laguna. The new facility centralizes BASF's global expertise in rice cultivation and supports

the delivery of enhanced agronomic and technical support to farmers seeking to increase productivity more

GPCCI Members can have their news about special events, extension of business, changes in management and other relevant topics in our Member's Corner on the website and newsletter. Please send an email to elene.vventura@gpcci.org. Publication is upon discretion and approval of GPCCI.

THE YEAR IN REVIEW

Events

“ 2017 was a busy year for the Chamber filled with new opportunities and challenges. Relevant information events, networking nights, delegations, and trade fairs among other things were well attended. ”



MARCH 2017



▲ 09 March 2017

Feierabend at Crimson Hotel

GPCCI hosted its first “Feierabend” of the year at the Deck Bar of Crimson Hotel for its members.

In Germany, Feierabend marks the end of a working day, where professionals unwind and socialize after work over food and drinks.

▲ 23 March 2017

Economic Forum with Mr. Guillermo M. Luz

Mr. Guillermo M. Luz, Private Sector Co-Chairman of National Competitiveness Council & Chief Resilience Officer and Adviser for the Philippine Disaster Resilience Foundation, presented on the “Competitiveness and Ease of Doing Business under the New Administration”.

APRIL 2017



▲ 06 April 2017

Annual General Meeting 2017

GPCCI President for 2016–2017 Dr. Bodo Goerlich started the night with an overview of the Chamber’s achievements for the past year and goals for the next. New members of the Board of Directors were elected afterwards followed by a Networking Night for the members.

▲ 18 April 2017

Company Visit to ICTSI

GPCCI Member, International Container Terminal Services, Inc. (ICTSI) hosted a port tour for Members. The tour was held in ICTSI’s Manila International Container Terminal (MICT) which is one of the eight terminals of ICTSI in the Philippines.

MAY 2017



25 May 2017

Summer Networking Night

GPCCI gathered members and friends to the Annual Summer Networking Night at The Brewery where guests enjoyed an evening of good food, nostalgic music, Brewery's exclusive beers and of course the great company of the German-Philippine business community.



30 May 2017

Development Partnership Forum with GIZ

Assistant Secretary Jonas George Soriano of the Office of the Cabinet Secretary of the Philippines vigorously encouraged companies from the European Union (EU) that are doing business in the country to take up the German government's offer of financial and technical assistance for projects that will benefit both their business and the country.

JUNE 2017



08 June 2017

3rd Joint Economic Briefing

GPCCI along with the British, French, Italian, Spanish and Nordic Chamber, as well as the Philippine-Netherlands Business Council, hosted the 3rd Joint Economic Briefing in Manila.

The briefing focused on the sustainability of foreign direct investment in the Philippines.

30 May 2017

Economic Forum with Mr. Arrey Perez

Members and guests listened to Mr. Arrey A. Perez, Vice President of the Business Development Bases Conversion and Development Authority (BCDA), as he discussed that a Golden Age of Infrastructure may be achieved through the expansion business outside Metro Manila.

JULY 2017



20 July 2017

Economic Forum with Mr. Markus Löning

Mr. Markus Löning, former German government's human rights commissioner and member of the German parliament, held a presentation about the "Role of Business in Society – Trends in Germany and its Implication" at the Economic Forum.



28 July 2017

Feierabend at Wine Depot

GPCCI had its "Feierabend" at Wine Depot where the guests were given the chance to interact and network with each other over some good wine and food served by Wine Depot's welcoming staff.

AUGUST 2017



17 August 2017

How RPA will Impact the BPO Industry

GPCCI organized the event "How Robotic Process Automation (RPA) Will Impact the Business Process Outsourcing (BPO) Industry" event in Manila. As the BPO Industry trends are shifting globally, the focus was on the BPO Sectors in the Philippines relating to which technology solutions could be opportunities in the country.



31 August 2017

Economic Forum with SGV & Co.

The Economic Forum with SGV was about the Tax Reform for Acceleration and Inclusion and the launch of the brochure "Doing Business in the Philippines". Atty. Jules E. Riego explained the tax reform to the attendants and pointed out its benefits. The launch of the brochure was presented by the SGV Chairman and Managing Partner, J. Carlitos Cruz, and the German Embassy Deputy Head of Mission, Dr. Roland Schissau.

SEPTEMBER 2017



13 September 2017

Lean Kaizen Leadership Seminar

GPCCI organized an interactive workshop about “Lean Kaizen” with Mike Grogan, motivational coach and consultant, who discussed the method with over 20 participants. Lean Kaizen is about how to transform the thinking of employees to make them be confident, proactive and accountable managers that become better decision makers of their teams.



22 September 2017

4th Speed Networking Night

GPCCI, together with the British, Dutch, French, Italian, and Spanish Chambers, brought together hundreds of guests to the 4th Speed Networking Night (SNN)

The SNN was especially interesting for participants due to the growing network of Chambers joining the event.

OCTOBER 2017



13 October 2017

Economic Forum with Atty. Ronald Recidoro

The Economic Forum with the title “The Philippine Mining Industry: Nowhere to Go but Up!” was led by Atty. Ronald Recidoro, Executive Director of the Chamber of Mines of the Philippines.



19 October 2017

15th German Ambassador's Cup

GPCCI and the German Embassy Manila organized the 15th Ambassador's Cup which was a great success with a record number of over 100 players. The invitational charity golf tournament assembled entrepreneurs standing for German-Philippine trade and industry, leaders from the Philippine government and members of the diplomatic corps.

NOVEMBER 2017



▲ 16 November 2017

Economic Forum with Ms. Diane D. Eustaquio

At the Economic Forum on “Corporate-Startup Engagement” Ms. Diane D. Eustaquio, Executive Director of IdeaSpace Foundation, engaged the member-participants of the potent role of corporations in accelerating innovation in the Philippines through start-ups.



▲ 21 November 2017

Tourism Investment Luncheon

GPCCI, together with the French and Spanish Chambers participated in the Tourism Investment Business Luncheon hosted by the Tourism Infrastructure Economic Zone Authority (TIEZA). The Luncheon focused on understanding the investment opportunities and incentives of applying businesses under the tourism economic zones.

DECEMBER 2017



▲ 06 December 2017

Nikolaus Cocktails

At the annual Nikolaus Cocktails, Members were treated to a sumptuous dinner and free-flowing drinks as GPCCI celebrated the holidays and thanked its members for their endless support throughout the year 2017.

GPCCI President and Managing Director of TÜV Rheinland Philippines, Mr. Tristan Arwen “Bobbit” Loveres highlighted the active role of the Chamber in upholding its commitment in representing and promoting Philippine and German businesses.

The night progressed full of cheers and laughter reflecting the successful year.

JANUARY 2018



18 January 2018

Economic Forum: An Economic Outlook for the Philippines 2018

This year's first Economic Forum was a great start to the new year with an attendance of nearly 60 guests. The speaker of the Economic Forum was Mr. Rafael Garchitorena, Chief Strategist & Co-Head of Research of Deutsche Regis Partners Inc. The main focus for 2018, according to Mr. Garchitorena will supposedly be infrastructure, China's role in the Philippines, the tax reform, and the Peso. During his presentations, Mr. Garchitorena explained positive and negative developments as well as political influences on the economy and made clear that he's curious and optimistic about the future economic situation of the country.

FEBRUARY 2018



22 February 2018

Economic Forum: An Economic Outlook for the Philippines 2018

Members and non-members alike found themselves gaining a few insights at this year's second Economic Forum with the topic K-12 as the Link Between Education and Industry with Dr. Elyxzur Ramos P.h. D. Dr. Ramos, the Vice President for Academic Affairs at the University of Makati (UMak), shared the experiences and insights he gained as an administrator of one of the first universities to implement the Department of Education's K-12 basic curriculum reform program.



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

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



FIELDS OF COMPETENCE

Connecting Businesses

“ GPCCI can support you every step of the way through your business market entry journey: finding reliable partners, providing first-hand information, and organizing your events custom-tailored to your requirements. ”





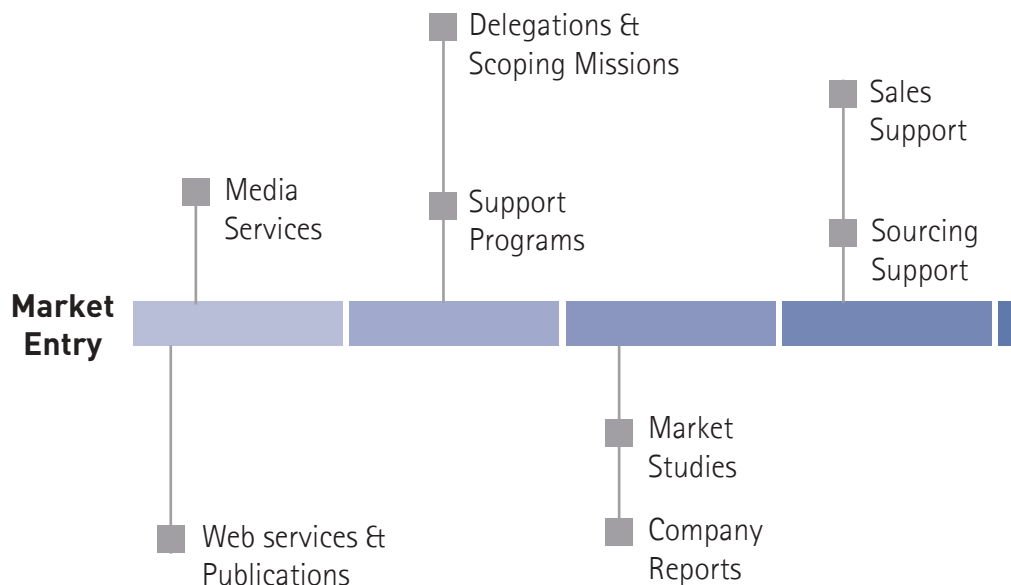
Strengthen your market position bo

EXPORT PROGRAMS

Business missions are an important element in German foreign trade promotion efforts by the federal and local governments. If you are interested in a potential partnership with a German or Philippine company, GPCCI will be happy to connect you with the right contacts.

MARKET ENTRY SUPPORT

GPCCI offers a broad range and customizes the market entry support to their clients: From initial market checks to in-depth market studies and feasibilities, to endorsements and scoping missions targeting industry experts or service providers, to actual meeting arrangements with potential sales/ sourcing partners.



OFFICE-IN-OFFICE

Are you in need of office space, a meeting place, a mailing address? GPCCI offers custom-tailored options on how to establish your business representation in the Philippines by maximizing our infrastructure with minimum risks.

TRADE FAIR SERVICES

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



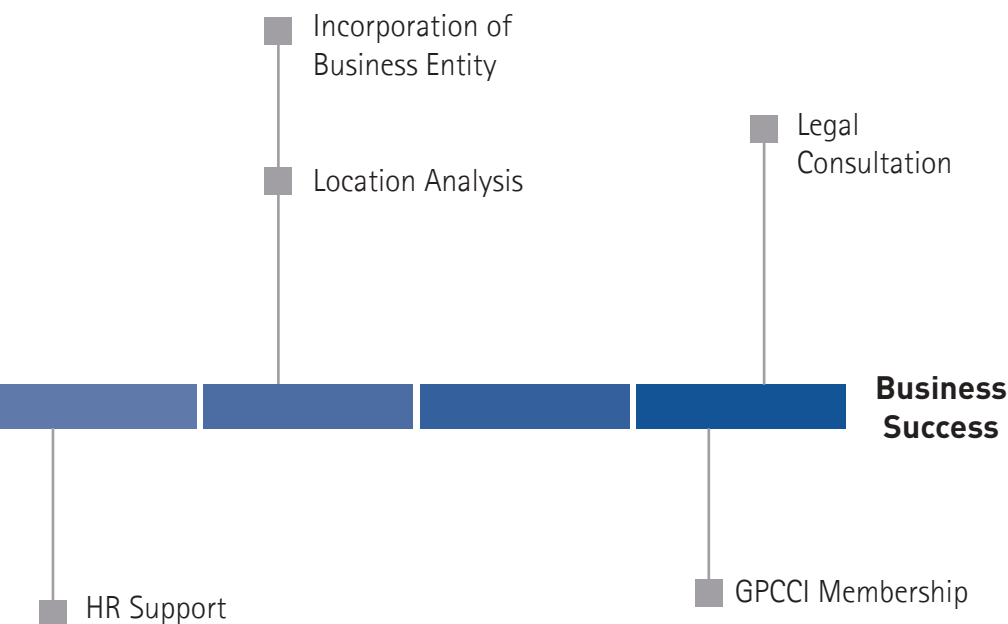
Charlotte Bandelow
Deputy Executive
Director
Head of Trade Promotion,
DEInternational



Tobias Petersen
Officer
Trade Promotion,
DEInternational



th in the Philippines & in Germany



CAREER AND HR SERVICES

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

EVENT MANAGEMENT

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



Nicole Ramos
Assistant
Trade Promotion,
DEinternational

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

*Stefan Herz,
Sales Asia Sensor Div. at InfraTec GmbH*



◀ 15 March 2017

WORLDBEX

The Philippine World Building and Construction Exposition (WORLDBEX) is Asia's biggest construction exhibition and showcases various companies from the construction and building industries. GPCCI members MHE - Demag and Grohe Philippines were also in attendance to model their quality products.



◀ 21 March 2017

ADB Business Opportunities Fair

GPCCI in collaboration with the German Asia-Pacific Business Association attended the "Business Opportunities Fair 2017" of the Asian Development Bank, the most important multilateral finance institution for projects in the Asian-Pacific region.

This was a useful opportunity for GPCCI to present yet undiscovered business potentials in the Philippines and to get in touch with important stakeholders in the region.



◀ 24 March 2017

Roundtable : Investing in the Philippines

Where is the greatest potential for German companies and what support can the Philippine side offer them? These questions were answered at the Roundtable event.

Undersecretary Nora Terrado of the Philippine Ministry of Trade and Industry was present during the event to inform participants of the economic policy priorities of the Philippines. Demag and Grohe Philippines were also in attendance to model their quality products.



◀ 28 March 2017

ASEAN Insights 2017

The ASEAN Insights 2017, focused on sales structures and cross-border value creation in the ASEAN region.

In addition to panel discussions with interesting entrepreneurs from the automotive and mechanical engineering industries, keynote speakers, such as Arthur P. Tugade, Secretary of the Philippine Department of Transportation were well received by the audience. Furthermore, interested entrepreneurs were able to conduct individual talks with the attending AHK representatives.



◀ 29 March 2017

2nd German-Asian Business Dialogue

This Dialogue makes a significant contribution to deepening Germany's relations with the countries of the Asia-Pacific region and to promote political and economic exchange. Department of Transportation Secretary Arthur Tugade of the Philippines participated in the panel which was followed by presentations about innovations in the different industries found in the ASEAN region.



◀ 24 April 2017

Hannover Messe 2017

Hannover Messe, held in Germany annually, is the world's leading industrial trade fair. With over 225.000 Attendees the fair set a new record in its 70 years of history.

GPCCI was part of the Joint AHK Pavilion supporting German companies in their export. Our colleague and AHK representative Ms. Eva Puchala offered Individual consultation, she had the chance to promote the Philippines as an expanding and promising hub for future business investments.

EVENTS



◀ 14 June 2017

Spielwarenmesse Networking Events

At the Spielwarenmesse Networking Event GPCCI was chosen to be the official representative of Spielwarenmesse®, a toys fair, in the Philippines.

GPCCI aims to extend its services to the toys fair to entice more toy manufacturers and distributors from the Philippines to go to the Spielwarenmesse® 2018 in Nuremberg, Germany, either as exhibitors or as trade visitors.



◀ 19 June 2017

ASEAN Investment Forum in Frankfurt a.M.

GPCCI Executive Director Peter Kompalla and the Commercial Counselor of the Philippine Trade and Investment Centre in Berlin Ms. Althea Antonio were key speakers at the ASEAN Investment Forum in Frankfurt am Main, Germany. Ms. Antonio presented the pros and practicality of investing in the Philippines and discussed the country as a new market for German companies.



◀ 21 June 2017

German Pavilion at PSECE 2017

GPCCI has collaborated with the Semiconductor and Electronics Industries in the Philippines, Inc. (SEIPI) for the 4th time to organize a German Pavilion at the Philippine Semiconductor and Electronics Convention and Exhibition (PSECE). Various GPCCI members were also present at the convention.



◀ 5 July 2017

Asia-Pacific Forum in Nuremberg

GPCCI was present during Department of Trade and Industry Secretary Ramon M. Lopez' visit to Germany to promote investing in the Philippines under the new administration. During his stay he attended several meetings with key executives from big firms. At the Asia Pacific Forum, Secretary Lopez showcased the benefits of investing in the Philippines under the Duterteonomics paradigm of economic resurgence and inclusive growth.



◀ 05 September 2017

BUILD GREEN Conference

On behalf of BMWi and with the support of Renewables Academy (RENAC), GPCCI organized a five-day business trip for German companies to the Philippines where they learned about market-entry to the country and about the importance of energy efficiency.

The Conference "BUILD GREEN: Creating Sustainable and Energy Efficient Buildings" was the most vital part of the trip, it served as a platform for knowledge-transfer and capacity building between Philippine and German experts.



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Apart from complying with the legal obligation, having a DPO will do your organization a lot of good. In this information age, where personal data serve as building blocks of any organization, assigning a focal person to ensure the protection of your personal data collection and processing is a must. A DPO increases your chance to remain competitive in the dynamic global landscape of data protection. At the same time, it improves your customer service and enhances your responsiveness to growing public awareness and regard for personal data protection.

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ADMISSION REQUIREMENTS:

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

EXAMINATION COMPONENTS:

Written exam (multiple choice and open questions)

REQUIRED COMPETENCIES:

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

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

FOR MORE INQUIRIES

Analyn Lee
Key Account Officer
Marketing and Sales
Analyn.Lee@tuv.com
Tel: +63 2 812 TUVR (8887) ext 164
Mobile No. +63 998 889 0630

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PIONEER-BATCH OF AUTOMOTIVE SERVICE MECHATRONICS CERTIFIED

GPCCI certified the first batch of 56 students trained under the 2-year Porsche Aftersales Vocational Education (PAVE) curriculum for Automotive Service Mechatronics. The 2-week long theoretical and practical examination was organized, supervised and quality-assured by GPCCI. The partnership with Porsche is the first engagement of the chamber to certify a vocational training program modelled after the German system. The Porsche-developed PAVE program is implemented by the Porsche Training and Recruitment Center Asia (PTRC-A) in cooperation with the Don Bosco Technical Institute (DBTI) and the Philippine car importer and dealer PGA Cars Inc. The 2-year curriculum was developed to include current industry-demands and will be locally accredited by the Technical Education and Skills Development Authority (TESDA). This industry-enhanced curriculum will allow the Philippines to train state-of-the-art automotive service mechatronics and increase their employability. The Porsche-GPCCI partnership continues to supervise and certify the coming batches of the PAVE program.



IN-HOUSE TRAINING CERTIFICATION

GPCCI certified the first batch of eight professional cleaners employed and trained by its member company German Excellence Solutions (GES). The 240-hours training program, designed by GES and implemented in partnership with local and German trainers, incorporates elements of the German dual vocational training system. The in-house training is provided to new-hires free of charge and focuses on proper handling of the German cleaning equipment and solutions as well as customer service. After the theoretical training conducted in the specially designed condominium model units, GES employees undergo practical training. GPCCI conducted an independent assessment of those skills and issued the AHK Certificate for Localized Dual Vocational Training modeled after the German Standards. The certificates give employees prove of their skills and knowledge and at the same time provides GES with an independent quality seal for the services it offers. In 2018, more batches of professional cleaners are scheduled to be trained, assessed and certified.

LOCAL CHAMBER SUPPORT

With a two-day workshop on “Identifying income-generating Human Resource Development (HRD) services”, GPCCI supported local chambers to identify new services for their members. The workshop was a platform for more than 40 participants representing 20 chambers throughout the Philippines to discuss and explore human-resource related services. Inputs and outcomes from this workshop will help chambers support their members in the challenging task to access, train, and retain skilled workers to improve Philippine companies’ competitiveness in the global economy. At the same time, relevant services will help chambers sustain and expand their operations beyond HRD. Guest speakers at the workshop included Ma. Alegria “Bing” Sibala-Limjoco, President of the Philippine Chamber of Commerce and Industry, Mrs. Nerissa Austria, HR Manager of MHE-Demag, and Björn Koslowski, Deputy Chief Representative of AHK Vietnam. The workshop was part of GPCCI’s commitment to the Kto12 Plus project, a multi-stakeholder initiative in the Philippines supported by the German Federal Ministry of Economic Cooperation and Development (BMZ).



Dr. Bodo Goerlich
Chairman,
Dual Training Committee

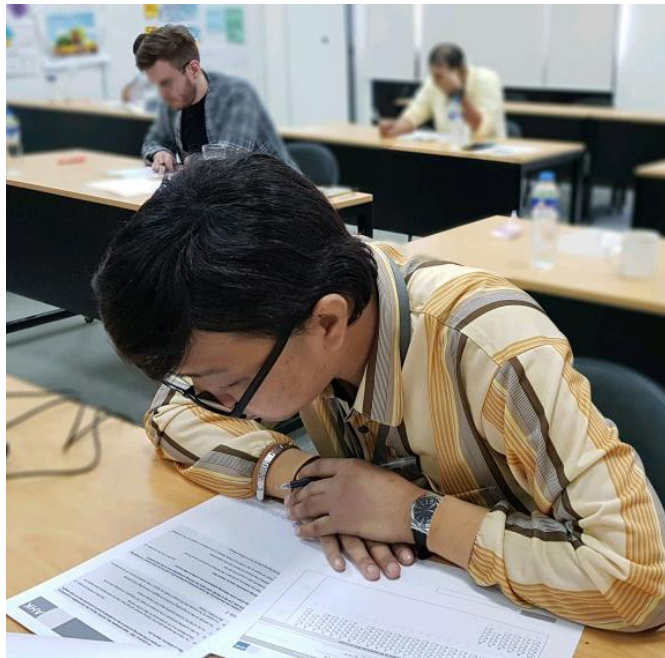
For more information about Dual Training, please contact:



Jana Everett
Project Director
Dual Training
jana.everett@gpcci.org
+63 (2) 519 8110 loc. 823



Kristina Silan
Officer
Dual Training
kristina.silan@gpcci.org
+63 (2) 519 8110 loc. 820



EQUIPPING IN-COMPANY TRAINERS WITH THE RIGHT SKILLS

One of the success factors of Dual Vocational Education and Training (dual VET) is a qualified in-company trainer. German Chambers of Commerce and Industry around the world offer a trainings for such trainers. This train-the-trainer program equips in-company personnel with the skills needed to fulfill their tasks as mentors throughout the learning process of new-hires, trainees or apprentices in the company. This training follows German standards and prepares trainers to select apprentices, identify training requirements, prepare training content, conduct the training and examination and certification. The Training of Trainers was launched in English in the Philippines through GPCCI in 2014. Since then, more than 70 participants have been trained as In-Company Trainers. GPCCI, through its Dual Training Department, will continue to conduct regular Training of Trainers sessions to ensure that the quality of Dual VET in the country will continue to improve, and that the needs and demands of institutions and the private sector will be met.

DEVELOPING WORK-READY SENIOR HIGH SCHOOL GRADUATES

Since 2014, GPCCI is an implementing partner of the BMZ-funded Kto12 Plus project. The project, now in its 2nd phase, aims to introduce elements of German Dual Vocational Education and Training into the Philippine's Kto12 Reform framework and beyond. In support of the Kto12 PLUS project, GPCCI partnered with the San Pedro Relocation Center National Highschool (SPRCNHS) and nine companies from the metalworking industry to enhance the school's metalworking tech-voc track to avoid a potential skills mismatch between academe's teaching and industry requirements.

Together with teachers and industry partners, the curriculum was enhanced to meet industry needs while following TESDA-developed training regulations. The Department of Education Region 4A has commended SPRCNHS and GPCCI for their innovative efforts to educate and train work-ready Senior Highschool graduates. Already on the 3rd batch, the students experience two synchronized learning environments: the school for their theoretical learning and the company for their extended immersion and practical training. Some of the graduates were immediately hired by their immersion companies after graduation.

One of the hiring companies is GPCCI member-company MHE Demag. An early supporter of the project, MHE Demag hired two SPRCNHS graduates from the first batch and continues to provide immersion experience for the following batches. Other project partners are TÜV-Rheinland Philippines Inc.; BAG Electronics, Inc.; Rollmaster Machinery Industrial Services Corp.; Samso-Tite Plastics, Inc.; Pro-Board Technology Services; Stamp Form Metalworks Inc.; and CLP.



EVENTS



◀ 24 March 2017

AHK-ASIA-Experience Exchange Conference

GPCCI participated at the AHK-ASIA-Experience Exchange Conference in Bangkok, organised by the German-Thai Dual Excellence Education (GTDEE) program. Eight further representatives from Asian AHKs attended the conference and shared their experiences on adapting the German Dual Vocational Education Training in their countries and how to maintain quality standard throughout the region.



◀ 4 April 2017

Immersion Fair 2017

San Pedro Relocation Center National High School held an Immersion Fair which created an opportunity for the partner companies to present themselves to the students and have an idea of the students' skills.

Moreover, it was a chance for the students to get to know the companies they could apply for for their 300-hour and 800-hour immersions.



◀ 26 May 2017

Graduation of Dual Training Pilot Batch

22 students from the pilot batch of the metal working technology cluster in San Pedro Relocation Center National High School graduate from Senior High School.

This culminates 1760 hours of academic learning, 582 hours of technical vocation and 1100 hours company immersion which prepared them for the world of work.



◀ 16-18 February 2018

Export Management Advanced Training Program

GPCCI together with the Department of Trade and Industry (DTI), Export Marketing Bureau (EMB), Hinrich Foundation, University of Leipzig and Small Enterprise Promotion + Trade (SEPT) held an Export Management Advanced Training Program at the Philippine Trade Training Center. business investments.



◀ 21-22 March 2018

EduTech Philippines

More than 1,500 registered speakers, guests and exhibitors met to discuss and share educational concepts and technologies that are relevant in the 21st century. GPCCI President, Tristan Arwen Loveres, was one of the panelists in the event to discuss the need to 'rethink accreditation to best serve institutions and industry'. He emphasized the need for ensuring the credibility in the accreditation process.

Mabuhay & more POWER GERMAN-PHILIPPINE CHAMBER OF COMMERCE AND INDUSTRY, INC.



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of Commerce and Industry

FIELDS OF COMPETENCE

Maritime and Logistics

To make the Committee more responsive to maritime concerns it has systematically divided its work program for the year into five areas:



Endorsement of
maritime- related bills and
compliance with the 1978
STCW Convention



Monitoring Undue
Intrusion of Local
Government Units (LGUs)
in vessel operations



Addressing the concerns
of individual committee
members



Monitoring security threats
to maritime navigation



Expanding alliances on
common platforms

The publication of the GPCCI-Maritime Committee study entitled: “The Impact of the Maritime Industry on the Philippine Economy” brought a wider dimension on the role the Committee played in 2017. Using the study as a springboard to convey a message that has, for years, unable to permeate the exclusive coterie of the country’s policy makers, the Committee embarked on a more aggressive stance to achieve a more definitive result. It became more functionality-driven which can only mean that Committee meetings have to go through the very heart of the issue and become deeply committed in finding a solution to the problem. Building a solid foundation for a stable German-Philippine partnership in seaborne trade and navigation, infrastructure development and logistics commands a great deal of credible effort by the Committee in putting across a clear message to government that attracting investments in the country is not just a play of words but a matter of providing a clear-cut, consistent and predictable body of rules. The painstaking, laudable effort of GPCCI Executive Director Peter Kompalla to find connectivity in German-Philippine business collaboration will be made much easier once government sets the tone for a well-defined course of action. This is the pattern of activity that the Maritime Committee has undertaken for the year.

Endorsement of Maritime-Related Bills and Compliance with 1978 STCW Convention

Eliminating roadblocks that stand in the way of promoting the attractiveness of Philippine maritime commerce to foreign investments has been a top priority of the Maritime Committee. Among the more important ones, the members showed their support to House Bills 456 and 1286 providing for the full and effective implementation of the 1974 Convention for the Safety of Life at Sea (SOLAS) and its protocol of 1988, the International Convention for the Prevention and Pollution from Ships, the 1972 Convention Governing the International Regulations for Preventing Collisions at Sea, the 1966 International Convention on Load Lines and its Protocol Of 1988 and the 1969 International Convention on the Tonnage Measurement of Ships. It is surprising to note that despite the lapse of so many years since the Philippines became a party to these conventions, there has been no national law implementing them. Ensuring a long-lasting German-Philippine relations on maritime matters require the erection of solid fundamentals that will guaranty that such relationship will endure.

In a letter to the Secretary of Transportation, the GPCCI Board endorsed the passage and approval of the House Bill

No. 1278 otherwise known as the Open Pilotage Bill. The Bill aims to dismantle monopoly in the rendition of pilotage services and injecting the principle of equity by providing a no-conflict-of-interest provision.

Compliance with the 1978 STCW Convention, as amended

The whole seafaring industry is holding its breath on the possible outcome of the latest inspection conducted on March 13-23, 2017 by the European Maritime Safety Agency (EMSA) on the steps taken by the Philippine government in upgrading the quality of the Philippine maritime education and training system. Together with some EPBN members, the Committee met with the O-I-C, MARINA STCW Office to be apprised of the present situation and how the private sector can lend support. Maritime education and training is one of the pillars of the maritime industry and the GPCCI Maritime Committee is fully aware that any adverse findings can put an end to the deployment of Filipino seafarers in Europe. The economic loss will be enormous as it does not only deal with the displacement of Filipino seafarer in European-flag vessels but the danger that it could spiral worldwide once the IMO makes its own assessment on Philippine compliance with the terms and conditions set by the 1978 STCW Convention, as amended.

Monitoring Undue Intrusion of LGUs in Vessel Operations: Zambales Case

GPCCI Maritime Committee is keeping a close watch on the next move the province of Zambales may take to push for the enforcement of its controversial Provincial Ordinance No. 2016-68 imposing a levy on what it calls the provincial coast watch environmental monitoring system user fee on all vessels passing thru the waters of Zambales. The collection of the fee has been suspended due to the court case filed

against the Zambales Provincial Board and supported by the House Resolution filed by ANGKLA Part List representative Jesulito Manalo questioning the legality of the provincial ordinance. Putting a final closure to the case will discourage other LGUs to follow the Zambales example.

A review by the Philippine government of the enormous powers granted to the LGUs by the Local Government Code was one of the concerns raised by GPCCI in its letter to German Ambassador, Dr. Gordon Kricke, on the occasion of the Philippine visit of State Secretary Michael Odenwald in July 2017.

Addressing the Concerns of Committee Members

Driven by its commitment to assist members on issues affecting their operations, the Maritime Committee has placed itself in a state of readiness to any call for Committee intercession especially on matters pending before any government office such as POEA, MARINA and other agencies. The Committee actively provided assistance to E.R. Crew Management (Philippines) Corp due to the much-delayed issuance of its license upgrade. The company suffered a number of opportunity losses caused by the delay. In another instance, heeding the request of some Committee members, the Committee wrote the Officer-in-Charge of the MARINA STCW office requesting for the issuance of a STCW Circular governing the issuance of a Certificate of Proficiency to Seafarers boarding LNG- powered vessels in compliance with the IGF Code. The members lamented the fact that, with the expected deployment of more LNG-run vessels in 2018, Filipino seafarers will continue to be left out for lack of the required training and the absence of a Certificate of Proficiency issued by the MARINA STCW office. The Committee has applied some amount of pressure to the STCW office so that the much-awaited Circular can be released soon.

Monitoring Security Threats to Maritime Navigation

The spate of piracy incidents in Southern Philippines believed to be led by an infamous group has alarmed merchant vessels plying that route. The Maritime Committee continues to receive updates from the Philippine Coastguard and close coordination is being strictly maintained. The Association of International Shipping Lines (ICTSI), a GPCCI Maritime Committee member, has elevated the matter to Transport Secretary Arthur Tugade so that a tactical joint task force group composed of the PCG and Philippine Navy can be formed.

Expanding Alliances Based on Common Platforms; Chairmanship of the EPBN Maritime Committee

The acceptance of the Chairmanship of the EPBN Maritime Committee by the current GPCCI Maritime Committee head is expected to usher in the establishment of a wider alliance based on commonality of interests and platforms. As GPCCI has always taken the lead in tackling a variety of maritime concerns in the Philippines over the years, working in tandem with the EPBN Maritime Committee members will give this combination an enormous amount of clout in pursuing precarious maritime issues. A bigger, stronger voice is what is needed to convey a message that will reverberate in the halls of Congress and offices of the top government leadership.



Atty. Maximino Cruz
Chairman, Maritime Committee

FIELDS OF COMPETENCE

Energy & Environment

Whereas 2015 and 2016 had shown a remarkable progress in the propagation of Renewable Energy in the Philippines, 2017 installations for the utility market slowed down. With the end of the FIT regime in solar and wind and due to the obstacles of requiring the many permits to secure resource stability for mini-hydros and biomass/gas, foreign investors' enthusiasm took a waiting position. In addition, the pending solution for the stranded solar plants (these plants were plants which overshoot the target capacity of 900MW by a Department of Energy (DOE) decision which has been challenged has led to a more conflict engagement is still expected). DOE announced that it will take one year to come up with a comprehensive renewal energy plan which then will show the guidelines for a Competitive Selection Process (CSP) as a basis for the announced auction option. Sen. Sherwin Gatchalian, Chair, Senate committee on energy announced that he will come up with an interim solution to upkeep the progress of implementation of RE projects. As the stagnation was further enhanced by a scandal which led to the vacuum in ERC that resulted in not

issuing new permits. With its newly appointed chairperson, it can be hope that soonest, new commissioners will be appointed and the promised transparent application for online processes be realized soon.

Meanwhile, aggressive local investors in solar plants targeted the PPA possibility to realize further projects and offered price levels which dwarfed the EPC pricing under the FIT regime. Several contracts of 50MW plants with a lowest EPC quote of P2.99/kw contracted by Meralco. Despite of the Peso devaluation, the latest offer even went down to P2.98/kw.

For solar rooftop installations, the advantage of distributed energy supply has clearly been recognized. Solar roof which with zero feed-out cover a part of the self-consumption of big power consumers are increasingly installed. The solar rooftop market has encouraged a great number of new entrepreneurs and GPCCI, continues to be contributor in the application of German technology export thru various promotions activities (GPCCI please fill up your programs)

Unfortunately, the net metering scenario has still not triggered a real

consumer enthusiasm as obstacles like permitting process, relative higher installation costs due to lack of import subsidy, logistic costs and a meager export rate (usually 50% of the import rate) reduce a desired faster ROI. It is regrettable also that despite of the increases in the consumer electricity rates, the motivation to invest is affected because of the currently declining peso against the currencies of the equipment supplying countries, compensating a further price decrease. It has to be seen whether the US's ban on the import of Chinese panels will lead to a further price drop of panels for the Philippine market.

With the implementation of the Renewable Standard Portfolio (RSP), a steady increase of RE will be mandated and will, aside from the pure monetary motivation, then also impose a wider application of RE. With the continuous annual increase and its enforcement also for the off-grid islands, a new interesting market share is opening up. Especially the rural electrification has yet a great potential for the application of RE. It is unfortunate that the Philippine government has rejected the RE promotion program of the EU to initiate installations in areas which

are not yet commercially viable.

A study has shown that the relative small portion of electricity which was generated by wind & solar under the FIT compensation has indeed buffered the peak demands from the utility companies so that expensive auxiliary power from diesel generators was lesser needed and therefore the overall consumer rates went down even with the small burden of a FIT-

all (rate pay us subsidy) in the power bill.

Despite the on-going increase in conceptualizing coal-fired power plants, there is a clear indication that all conventional power generating companies are increasing their RE portfolio.

For further details, we refer to the link of DOE's renewable projects. <https://www.doe.gov.ph/renewable-energy>



Dr. Günter Matschuck
Chairman, Renewable Energy Committee

EVENTS



◀ 01 August 2017

Ground-breaking ceremony for a 1.2 MW EnviTec biogas plant in the Philippines

The Lower Saxony biogas supplier has started the construction of a 1.2 MW biogas plant in Candelaria, Quezon province. In addition to this project under construction, there are plans to develop and replicate more projects to help the local farmers addressing the chicken manure disposal problem as well as the environmental issue associated with the burning of rice and corn straw.



◀ 09 August 2017

First 0.5 MWp solar PV rooftop system installed in General Santos City, Mindanao

ENERGISTO Philippines has commissioned its first large size PV rooftop system in General Santos City. GPCCI Director Dr. Marian Majer represented the Chamber at the inauguration where engineering students presented the solar PV power plant installed in six buildings. With this own renewable energy plant the university is able to cover its power demand with over 70%. Thus, these savings can be used for additional investments in education and university operation. This project is a showcase not only for solar PV but also for fruitful cross cultural co-work between Philippine and German experts.



◀ 27-29 September 2017

European Renewable Energy Training

In order to promote and create more awareness on renewable energy solutions in the Philippines, GPCCI hosted the European Renewable Energy Training in Manila. Participants learned and interactively discussed various solutions in different fields and disciplines – from technology solutions to financing aspects and criteria. Experts from the industry presented applications and overviews on solar rooftop installations, battery storage & utility scale solutions, as well as bioenergy fundamentals and financing and viability methods.



◀ 15-18 January 2018

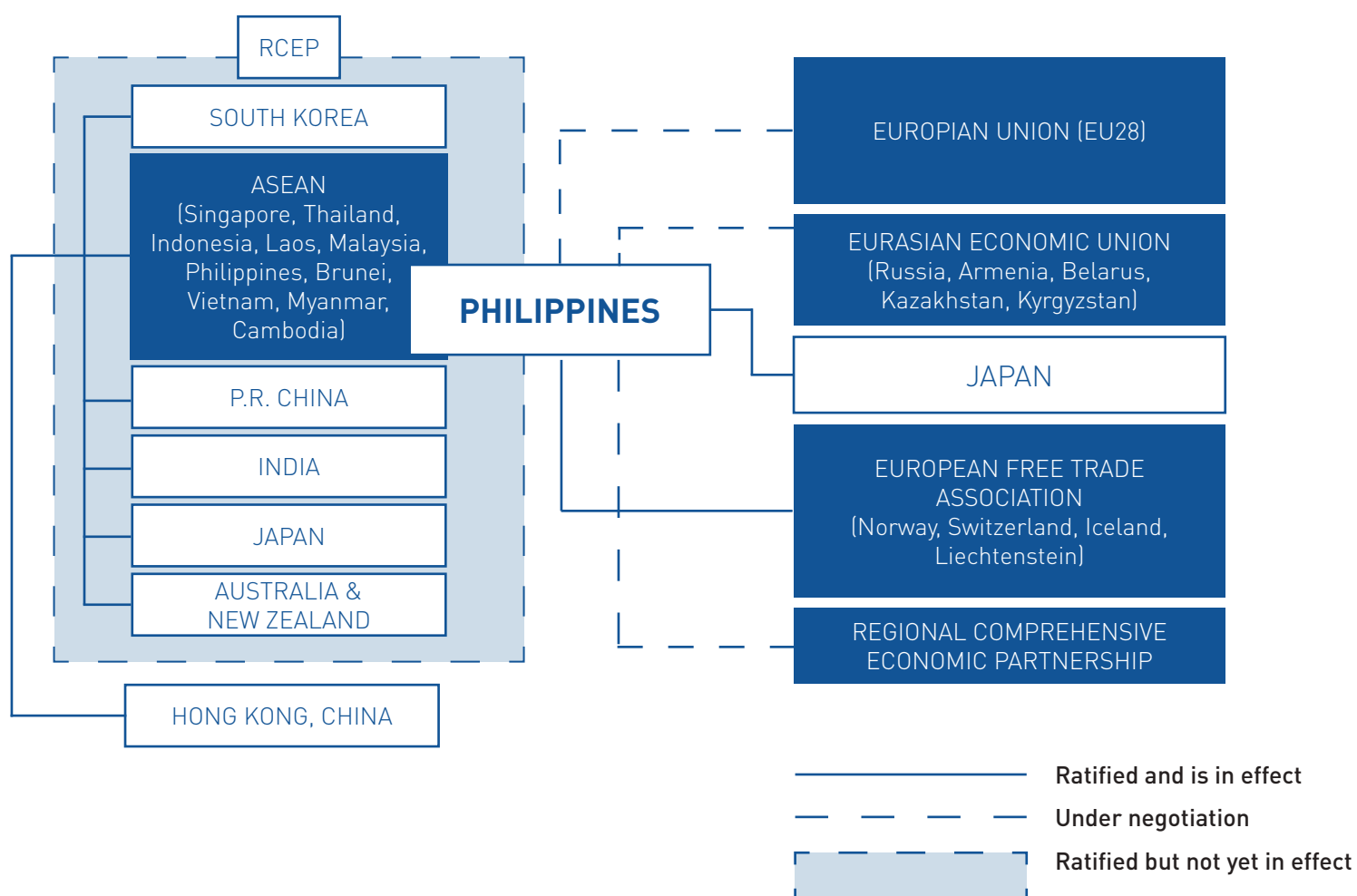
Waste Water Compliance Training

GPCCI in collaboration with two experts in the field of waste water management from Germany and the Philippines were engaged during the workshops in order to share their knowledge and expertise in presenting new technological solutions, as well as helping the participants develop Compliance Action Plans that would help visualize the next steps to be done in order to comply with the newly implemented law.

FIELDS OF COMPETENCE

Trade Policy

FREE TRADE AGREEMENTS



Foreign Trade Policy of the Philippines: Foreign Trade Agreements and Common Markets

Being one of the founding members of ASEAN, the Philippines is one of the pioneers of free trade in Southeast Asia. The country is constantly working on strengthening its foreign trade ties, not only with its neighbors in the region but also with European countries and other economies around the globe.

GSP+: Duty-free Exports from the Philippines to the EU

The EU's "Generalized Scheme of Preferences" (GSP) allows developing countries to pay less or no duties on their exports to the EU. This gives them vital access to EU markets and contributes to their economic growth.

The Special Incentive Arrangement for Sustainable Development and Good Governance, (GSP+) grants complete duty suspension for countries especially vulnerable in terms of their economies' diversification and import volumes. In return, beneficiary countries must ratify and effectively implement 27 core international conventions that cover human and labor rights, environmental protection, and good governance.

The Philippines is one of currently 14 GSP+ beneficiaries, allowing it to import more than 6,000 products duty-free to Germany and other EU-countries.

EU-PH FTA: negotiating free trade with Europe

The European Union (EU) officially launched negotiations with the Philippines in December 2015. The first round of negotiations was held in Brussels in May 2016 and a second in Cebu City in the Philippines in February 2017.

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 comprehensive chapter that will ensure that closer economic relations between the EU and the Philippines go hand in hand with environmental protection and social development.

The European Free Trade Association (EFTA), consisting of the non-EU countries Iceland, Norway, Switzerland and Liechtenstein, signed a free trade agreement with the Philippines in 2016.

ASEAN Economic Community: Southeast Asia's common market

With the official launch of the ASEAN Economic Community (AEC) on 31 December 2015, the ten ASEAN member countries – Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, the Philippines, Singapore, Thailand, and Vietnam – now form a single market and production base. Collectively, the region is the 7th largest economy in the world and, with more than 600 million people, the third largest market.

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

The services sector is opening up gradually, eventually allowing ASEAN investors 70% ownership in joint ventures in 128 lines of business. The first sectors to open up are finance, tourism, logistics and health.

Already in 2016, the labor market has been liberalized for professionals and specialists in eight fields, namely medicine, dentistry, nursing, engineering, architecture, natural resources and geographical exploration, and accounting. However, those are often still subject to national exams such as language tests.

In general, a high number of national rules and regulations keeps setting limits to the theoretically free market, leading to non-tariff barriers and other obstacles. Harmonization of rules and implementation of common standards will probably still take several years. The roadmap ASEAN 2025 sets further targets towards establishing a common market that will resemble the European Union.

The German Chambers of Commerce and Industry in Indonesia, Malaysia, Myanmar, the Philippines, Singapore, Thailand, and Vietnam established the German ASEAN Business Council to provide a dialogue platform, strengthen regional cooperation and to support regional trade and investment.

Regional Comprehensive Economic Partnership: strengthening ties in Asia-Pacific

The Regional Comprehensive Economic Partnership (RCEP) is a proposed free trade agreement between the 10 member states of the Association of Southeast Asian Nations (ASEAN) and its major Asia-Pacific trading partners China, Japan, South Korea, India, Australia, and New Zealand.

RCEP countries are considering opening up their markets to between 80% and 92% of all categories of goods. RCEP accounts for half of the world's population, nearly 30% of global trade and 22.7 trillion USD in combined gross domestic product.

FIELDS OF COMPETENCE

Business & Society

GPCCI is actively promoting the spirit of the Social Market Economy and values such as economic freedom, openness and tolerance, solidarity and corporate social responsibility. We believe that a Social Market Economy is an effective contribution to employment and prosperity which eventually leads to an inclusive growth.

The role of business in society must not be limited to charity but has to focus on responsible management through self-regulation, thereby contributing to the economic and social development of a country. We aim to provide a platform for spirited debate on the tensions and solutions that

arise when the principles of the UN Global Compact and economic self-reliance are combined. It is an area where new policies, instruments and alliances have emerged, both in the business and the political fields.

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

THE TEN PRINCIPLES OF THE UN GLOBAL COMPACT



The UN Global Compact's Ten Principles are derived from: the Universal Declaration of Human Rights, the International Labor Organization's Declaration on Fundamental Principles and Rights at Work, the Rio Declaration on Environment and Development, and the United Nations Convention Against Corruption.

Principle 1: Businesses should support and respect the protection of internationally proclaimed human rights; and

Principle 2: make sure that they are not complicit in human rights abuses.

Principle 3: Businesses should uphold the freedom of association and the effective recognition of the right to collective bargaining;

Principle 4: the elimination of all forms of forced and compulsory labor;

Principle 5: the effective abolition of child labor; and

Principle 6: the elimination of discrimination in respect of employment and occupation.

Principle 7: Businesses should support a precautionary approach to environmental challenges;

Principle 8: undertake initiatives to promote greater environmental responsibility; and

Principle 9: encourage the development and diffusion of environmentally friendly technologies.

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

Global Compact Network Philippines

The Global Compact Network Philippines (GCNP) was formed in Makati City by UN Global Compact participating companies and other organizations in May 2016. As a newly emerging network, GCNP provides opportunities for like-minded companies in the Philippines – large, small or medium-sized –, academic institutions and civil society organizations to work together to strengthen responsible business initiatives and advance Sustainable Development Goals (SDGs).

Beside the UN Global Compact several codes of conduct and regulations have been implemented worldwide, including the UN Guiding Principles on Business and Human Rights,

OECD Guidelines on Multinational Enterprises, EU Directive on non-financial reporting and EU Directives on procurement, UK Modern Slavery Act, Dodd-Frank Act and California Transparency in Supply Chains Act.

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

THE HONORABLE MERCHANT

GPCCI operates and transacts business based on the guiding principles of the Honorable Merchant. The Honorable Merchant was not only the self-conception of German Hanseatic merchants of the past, but should also be the guiding principle for today's managers.

We greatly encourage our member companies and partners to adhere and commit to these principles and act ethically on their day-to-day business transactions.

The Honorable Merchant...



...has a tolerant and liberal attitude.



...keeps his/her word with the handshake as a binding act.



...develops commercial judgment capabilities.



...acts as a role model through all actions.



...promotes honorable behavior in his business.



...aims at long-term and sustainable business objectives.



...heeds the principle of equity and good faith.



...recognizes and takes responsibility for the economic and social order.



...always advocates his values both in domestic and foreign trade.



GERMAN CHAMBER NETWORK WORLDWIDE

"Germany's Secret Economic Weapon"

- Wall Street Journal

German Chamber Network

German businesses located in Germany and all over the world are represented and supported by German Chambers of Commerce what makes the network of German Chambers strong, influential and widely spread.

The network of German Chambers of Commerce Abroad (AHKs), also referred to as “Germany’s Secret Economic Weapons”, consists of bilateral Chambers of Commerce based in all continents. The Chambers of Commerce delegate, advise, consult and represents German companies worldwide that wish to develop or expand their business activities abroad. The Chambers Abroad work bilaterally and also support foreign companies that search for German business partners.

The AHKs together with the IHKs (German Chambers of Commerce in Germany) are continuously coordinated by the Association of German Chambers of Commerce (DIHK) which develops the network of all German Chambers within Germany and abroad. As the AHKs represent the German economy, they are co-funded by the German Ministry for Economic Affairs and Energy (BMWi).

The German Chamber Network supports German businesses covering nearly 80 locations in Germany and over 130 locations in 90 countries across the globe.

Many German Chambers have several years of experiences, some up to 120 years. At the same time the German Chamber Network continues to grow which is why there are also several recently established AHKs, the latest ones were opened in Tanzania and Sri Lanka.

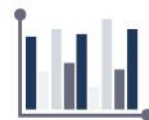
FACTS & FIGURES



47,900 member companies worldwide



Branches of the economy



130 locations in 90 countries



Services



1,900 staff members

German Chambers ASEAN Business Council

There are 7 AHKs in the ASEAN region: In Indonesia, Malaysia, Myanmar, the Philippines, Singapore, Thailand, and in Vietnam. Together they established the German Chambers ASEAN Business Council (GCABC) to provide a dialogue platform, strengthen regional cooperation and to support regional trade and investment. That makes it even more convenient for German companies that have business partners in more than one ASEAN country.

The GABC has been founded to offer a comprehensive ASEAN dialogue platform to all involved interest groups. Its mission comprises to strengthen the regional cooperation within ASEAN and to support trade and investments.

GABC is THE platform for enterprises in ASEAN, especially for SMEs, as well as political decision makers from the ASEAN region, Germany and the EU to meet and link, network and promote the exchange of knowledge within a trade and investment friendly environment. The network puts emphasis on the discussion of important strategic questions regarding ASEAN integration and identification of relevant future topics.



GERMAN CHAMBERS ASEAN BUSINESS COUNCIL
GPCCI chaired the GABC in 2016

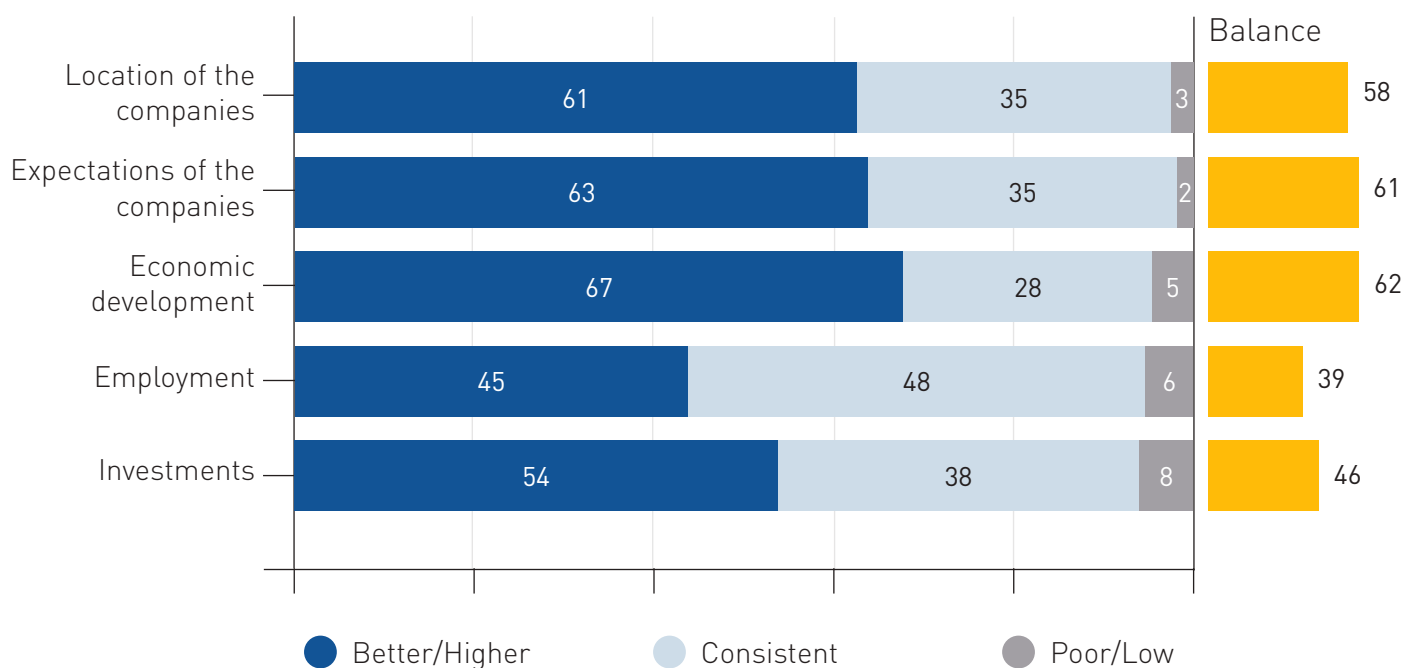
GERMAN CHAMBER NETWORK WORLDWIDE

The Philippines in the
AHK World Business Outlook

The outlook on the ASEAN region remains to be positive. The Philippine economy, with just under 7% growth in GDP, was dubbed as the most robust economy in the region by German companies

FACTS & FIGURES

PHILIPPINES AT A GLANCE (IN PERCENT)



Source: AHK World Business Outlook, Autumn 2017
The AHK World Business Outlook is based on a regular DIHK survey among the member companies of the German Chambers of Commerce, Delegations and Representative Offices (AHKs).

Survey shows promising results

The AHK World Business Outlook generally shows that German companies consider the ASEAN region to be a lucrative market for their businesses.

The survey was undertaken in September and October 2017 with AHK members, delegations and representatives from all over the world. A number of participants were from companies operating in the Philippines coming from different background – companies of different sizes and from various sectors such as industry/construction, trade and service.

Major Opportunities and Hurdles

German companies encounter three main issues in the region: Demand, political influences, and lack of highly-skilled labor force. In the Philippines, the dominating issues include trade barriers and the current politico-economic situation. Despite that, there is promising economic growth and high consumption among ASEAN countries, including the Philippines.

Philippine economy remains attractive for German companies

High growth rates and rising consumption make the Philippine market attractive for German companies. In 2017, the Philippines belonged to the most stable economics in Asia with the service sector being the most driving factor. The growing production sector as well as infrastructure investments also contributed to the country's economic strength. German Philippine-based companies expect the development to continue like this in 2018.

Political influence on the economy

The government's plan to invest in the infrastructure and the newly passed tax reform are meant to attract foreign companies that would also benefit German-Philippine businesses. At the same time negotiations about the free trade agreement between the Philippines and the EU are still ongoing, but slowly advancing.

Positive outlook for 2018

61 percent of the respondents are positive about their future businesses in the Philippines and almost half of the companies even have investment plans. Additionally, more than 90 percent find their companies' situation in the Philippines satisfying and around 40 percent of the respondents consider to increase their number of employees.



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WELL CONNECTED WORLDWIDE

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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



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for the Asia-Pacific
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OAV – Bleichenbrücke 9, D-20354 Hamburg,
phone +49 40 35 75 59-0, fax +49 40 35 75 59-25, email oav@oav.de,
visit our website at www.oav.de



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PREMIUM PARTNERS



8/F Döhle Haus Manila
30-38 Sen. Gil Puyat Avenue
Barangay San Isidro
Makati City 1234
Metro Manila
Philippines
Tel : +63-2-519 8110
Fax : +63-2-310 3656
E-mail: info@gpcci.org
Website: philippinen.ahk.de
Facebook: www.facebook.com/GPCCI.org