



GERMAN-PHILIPPINE CHAMBER OF COMMERCE AND INDUSTRY

Annual Report 2019-2020

Competent. Reliable. Fast.



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

 PartnerInThePhilippines

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Message from the German Embassy

Challenges are opportunities to grow! – this is how I have perceived the work and vision of the German-Philippine Chamber of Commerce and Industry (GPCCI) over the past year. I am impressed and happy to acknowledge, that the AHK Philippines has again been a critical actor when it comes to preserving and promoting bilateral trade relations, showcasing the core competencies of GPCCI in setting up a Philippine-German business network and in helping German and Filipino businesses in strengthening their ties.

The successful organization of trips to Germany and market introductions of German companies to the Philippines, as well as the growing number and high quality of timely events here in Manila demonstrate the efficiency and great performance of the AHK Philippines.

A vital example for presenting Germany as the Philippines most prominent European trade partner is Mabuhay Germany™, the signature event of the GPCCI, that continues to show bilateral relations have gone far and beyond business connections. More than 10,000 visitors immersed into Germany for one weekend at Mabuhay Germany™, held at on the 25th and 26th of May 2019.

Many of the regular events and activities have successfully established a tradition and trademark factor. At the same time, they proof their relevance by exploring new formats and emerging topics – such as monthly TV interviews or the potential of the renewable energy sector in the Philippines. Building on numerous workshops, events and an intensive exchange of experts in the last years, GPCCI will further promote the bilateral cooperation with the view to develop showcases for power solutions and energy efficiency.

Currently, we are confronted with unprecedented challenges of the Corona pandemic – not only with regard to the way we used to live and work but also with regard to our economies as well as thousands of livelihoods and businesses. Here as well, GPCCI has proven its responsibility and competence in supporting companies by providing information and guidance.

In addition, GPCCI was among the first and fastest ones to take upon virtual formats, and its webinars and podcasts that provide an overview and transparency on new regulations and guidelines, a platform for exchanging information and best practice, as well as mediation for maneuvering through the crisis, have quickly drawn many followers.

Congratulations to the German-Philippine Chamber on these achievements in another productive year. I would like to thank GPCCI for being a reliable and indispensable partner for promoting Germany and German-Filipino business cooperation. I look forward to continuing this fruitful cooperation and partnership and wish GPCCI all the best for the years to come.



H.E. Ambassador Anke Reiffenstuel
German Embassy Manila



Embassy
of the Federal Republic of Germany
Manila

Annual Review 2019-2020

Message from the Philippine Embassy

The Philippine Embassy in Germany extends its congratulations to the German-Philippine Chamber of Commerce and Industry (GPCCI) on another successful year marked by close and effective collaboration towards more robust Philippine-German economic engagement.

Indeed, 2019 was a banner year for Philippine-German economic relations with several significant accomplishments.

After several years in the making, our two countries signed the Joint Declaration of Intent Establishing the Philippines-Germany Joint Economic Commission (JEC) which, hopefully, will be able to convene its first formal meeting sometime this year. There will be much needed re-building of economic activities in the coming months and the JEC provides an invaluable platform to contribute to getting our economic footing back on track in the face of the current pandemic challenges.

While the Philippines and the rest of the world map out strategies to face the economic impact of the pandemic, we are confident that the Philippine economy will eventually emerge from this ever more resilient.

In line with this, we are committed now, more than ever, to accelerate economic relations and provide an business atmosphere where engagement can continue to grow. We are inspired by the results of the 2019 AHK World Business Outlook survey where German companies expressed overall positive views on our trade and investment environment.

In 2019 alone we had several senior Trade and Investment officials conduct economic missions in Germany, manifesting the high value we accord our relationship. In 2019 Germany was the Philippines' biggest European export market with USD 2.5 Billion. Germany likewise ranked 9th moving up from 18th place in terms of approved investments in the Philippines.

As I mark a first eventful year as Philippine Ambassador to Germany, I look forward to even more active engagement with our partners in the Philippines and Germany. There are several sectors such as automotive, machinery/equipment, aerospace, IT and innovation, agriculture, labor, renewable energie, and bio industries, to name a few, where further collaboration and cooperation can be undertaken.

As always, the long-standing friendship and understanding between our countries and our common commitment to our people will be our guiding light in this momentous task.

I wish everyone a productive year ahead.



H.E. Ambassador Theresa Dizon-De Vega
Embassy of the Republic of the Philippines - Berlin



Review of the Year

President's Message

The German-Philippine Chamber of Commerce and Industry (GPCCI) remains to be at the forefront of bilateral trade relations between the Philippines and Germany, even in challenging times as we have been experiencing the Great Lockdown due to the COVID-19 pandemic. We look back on an exceptional, innovative, and challenging year for GPCCI and its business community. It is my honor and privilege to report the Chamber's milestones:

During the last business year, the Chamber had 140 events and meetings with 4,900 event attendees. The Chamber also supported around 60 market entry projects and 7 business missions of which three were outbound, four inbound, and one virtual. GPCCI implemented three industry conferences and five trainings and workshops among others.

Just after last year's AGM, we saw the comeback of our tradeshow Mabuhay Germany™ themed New Heights. The festival amassed over 10,000 visitors who were immersed in German culture, innovation, and of course- German food and beer. 2019 was also the year in which we organized again, in close cooperation with the German Embassy, the GPCCI's German Ambassador Golf tournament with 100 players and many more attendees at the evening's awarding ceremony.

We also established our Government Affairs department in May 2019 to strengthen the Chamber's endeavor to voice the concerns of our membership. In its debut year, we have already seen a staggering amount of development, especially in bolstering our relationship with the government. This progress ensures that we can rally better for the interests of our members and the German-Philippine business community as a whole.

Only during last year, we have also seen the increase in the visibility of the Chamber with about 100 press mentions from esteemed media, four major publications and a regular high profile on ANC's Market Edge on television. This development demonstrates the role of GPCCI as an established forerunner in the economic bilateral relations of the Philippines and Germany and beyond.

With the know-how of our experts, we have pioneered a diverse training portfolio offering industry-driven formats. From getting the knack of how to do business with Germans, to learning the industry essentials of green finance, the Chamber laid the groundwork for trainings that are abreast with future-orientated and didactic knowledge.

There are more milestones worth celebrating: Our team grew further with the increasing activities and services. Besides this, we added a training room to accommodate the increasing number of workshops, committee meetings and events. The office space was extended for our Office-in-Office clients.

On behalf of the Board of Directors, I would like to say thank you to all our partners in the

Philippine and German government and administration, particularly the German Federal Ministry for Economic Affairs and Energy as well as the Philippine Department of Trade and Industry, to the German Embassy in Manila and the Philippine Embassy in Berlin, to the Association of German Chambers of Industry and Commerce (DIHK), to the Philippine business associations and to the foreign chambers.

Furthermore, on behalf of the whole Board, I would like to express my sincere gratitude to all the valued members of GPCCI for their contributions, ideas and feedback. We encourage and invite you all to engage even more with our committee work and events. Thank you very much for the unceasing support and trust in what we do. A particular thank you to the premium sponsors of last year.

I would like to continue by saying a big “thank you” to the GPCCI Team for the hard work, teamwork and dedication in order to sustain the success of plans and programs of the Chamber, especially at these tough times.

Addressed to my Fellow Board Members, let me express my widest gratitude for their strong support, forward looking guidance and collective efforts to further develop German-Philippine business relations. This includes my best greetings to Bodo Goerlich who left the Board last fall before returning to Germany. Leaving the Board as well after this year’s election are two long-serving members: Atty. Max Cruz, who has also been chairing the Maritime Committee, has done an outstanding work to establish this GPCCI Committee as a key platform for all maritime issues and to voice the sector’s concern. Marc von Grabowski has very successfully been heading our Membership Committee and has strongly supported the Chamber’s efforts in strengthening vocational training in the Philippines. Thank you very much to Atty. Max Cruz and Marc von Grabowski for their great contributions.

I am convinced that the new Board will also state: GPCCI remains committed to its efforts in supporting its members, offering fitting services and strengthening German-Philippine bilateral relations in this time of change as well as afterwards.

Maraming Salamat!

Tristan Arwen “Bobbie” Loveres
President of the German-Philippine
Chamber of Commerce and Industry



Outlook

Executive Director's Message

Before looking forward, let me shortly look backwards to a year that passed by so quickly and traced so immensely the months to come. I just would like to say thank you to our members, partners and clients for the great cooperation. The Chamber received a lot of support throughout the year for our events, particularly from our Premium Partners, and we are very grateful for this.

Looking forward it has been discussed largely that things will be different. However, not everything will be different and not totally either. In many fields, COVID-19 has reinforced trends that have already been appearing. It proved very positive that GPCCI had already invested in the IT-infrastructure, video conference system, and cloud-based solutions. All GPCCI employees including the interns were fully operational for remote working even before the ECQ was imposed. Also, the Government Affairs department which was set-up in May 2019 has been a strong add-on in these trying times. It has been engaged in many individual requests of members, has timely informed about official developments and has voiced our members' concerns in the current situation. Finally, as part of the international AHK-network with 140 Chambers in 92 countries globally, we enhanced our cooperation, particularly with the AHKs in Asia, and were able to share experience and learn from each other. GPCCI will continue to build on these three advantages.

Operationally, we expect to continue with remote events. We will link them with on-site gatherings as soon as this becomes possible. We think that conference formats will be more hybrid in the future, even after physical meetings will again be allowed without restrictions. We see these mixed formats as a chance for attracting business to the Philippines as the long travel was often named as a reason by German companies to focus first on other countries when looking for opportunities in ASEAN. We are already implementing the new form: In the week of our AGM, we are hosting the first virtual German delegation with conference parts and B2B meetings.

We are convinced that there are many new business fields and formats that GPCCI will be able to use to create added value for our members and clients.

We also plan to focus even more on the Committee work as a platform for exchange and a forum to prepare GPCCI's positions. GPCCI's Maritime Committee has become a very reputable stakeholder in its field of competence and we thank Atty. Max Cruz for his vigorous engagement. GPCCI's Committee on Vocational Training has been working for years on this "very German" topic which is so relevant for many companies in the Philippines. The Committee started strong into the year 2020 under the new chairperson Daniela Gasper. We set up a regular Energy Round Table with a focus on renewable energies. We would be delighted to increase the number of members involved in this regular work and invite all members to participate. We will be glad to take up proposals and set up regular meetings for other fields of interest as well.

And certainly, the newly elected Board will define more key areas of activity for the coming months and share them with the members after its first meetings.

Finally, I would like to stress the GPCCI team's gratitude to the Board for the excellent co-operation and support in the past 15 months. We thank President Tristan Arwen "Bobbit" Loveres for his strong commitment and leadership and we say thanks and all the best to our former Maritime Committee Chairman Atty. Max Cruz and our Membership Committee Chairman Marc von Grabowski as both do not run for the Board again.

The Chamber has a challenging year ahead. With our strong membership, the new Board and our longtime partners we will make it another successful year.

Maraming Salamat!

Thank you!

Danke!

Dr. Martin Henkelmann
Executive Director of the German-Philippine
Chamber of Commerce and Industry



2019-2020 Board of Directors

President



Tristan Arwen Loveres
Managing Director,
TÜV Rheinland Philippines

Vice President



Dr. iur. Marian Majer
Executive Director,
Rödl & Partner Philippines

Vice President *Since Oct 2019* Director *until Sep 2019*



Stefan Schmitz
Chief Executive Officer
Antrak Philippines Transport
Solutions Corporation

Treasurer



Marie Antoniette Mariano
Vice President/Head -Europe
Desk, IBG International Desk,
Banco de Oro

Vice President *until Oct 2019*



Dr. Bodo Goerlich
President until Oct 2019,
STEAG State Power

Director



Atty. Maximino Cruz
General Manager,
Association of International
Shipping Lines

Director



Marc von Grabowski
President,
MHE-Demag (Philippines), Inc.

Director *since Oct 2019*



Ronald Mercado
Managing Director,
BASF Philippines, Inc.

Director



Jorel Nuyda
President & CEO,
Siemens Inc. Philippines

Director



Constantin Robertz
President,
Entrego Fulfillment
Solutions, Inc.

Director



Klaus Dieter Schadewald
Chief Operating Officer,
Volkswagen Philippines

Director



Dr. Martin Henkelmann
Executive Director,
German-Philippine Chamber
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2020 Chamber Team

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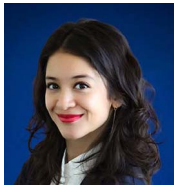
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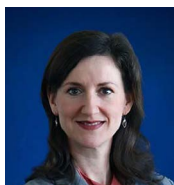
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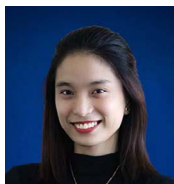
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Liaison Assistant



Michelle Carmona
Service Support Staff

2019-2020

GPCCI IN NUMBERS

SINCE
2008

AROUND
300
MEMBERS

140
EVENTS AND MEETINGS
27 OF WHICH ARE WEBINARS

4,900
EVENT ATTENDEES
WITH **2,200** VIRTUAL PARTICIPANTS

AROUND
10,000
MABUHAY GERMANY™ ATTENDEES



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

AROUND
60 MARKET
ENTRY
PROJECTS

7 BUSINESS MISSIONS
2 OUTBOUND
4 INBOUND
1 VIRTUAL

3 INDUSTRY
CONFERENCES

4 MAJOR
PUBLICATIONS

5 TRAININGS AND
WORKSHOPS

AROUND
100
MEDIA MENTIONS

3 PODCAST
EPISODES

26 ECQ WRAP-UPS AND
ADVISORIES

MORE THAN
100
SPECIFIC INQUIRIES DURING LOCKDOWN

GPCCI's response to the Great Lockdown

New Formats to stay connected

Starting on the 16th of March 2020, the Philippines was placed under Community Quarantine to control the spread of COVID-19 in the country. With announcements and regulatory changes being published almost on a daily basis, GPCCI kept its network informed with the special weekly "WRAP-UP". This comprehensive [collation of updates](#), general information, and FAQs helped the business community navigate the fast changing quarantine regulations.

If the going gets tough, the tough get going: A new reality sparked innovation to continuously stay connected and offer support to the business community. New formats arose out of need. Formats that will be continued.



GPCCI Webinar Series: Keeping the Network informed from a Distance

From [cybersecurity](#) to [government responses](#) - the Chamber established a new channel, bringing its business community virtual information events. In preparation for the new normal, the Chamber has additionally organized webinars that focused on "doing business": Providing updates on the new tax deadlines and how to maximize e-commerce as a new sales channel. Also, regular reports on the status quo and forecasts of several markets, such as the [aviation](#), [education](#), [real estate](#), [logistics industry](#) and more, were provided.

26

WRAP-UPS AND ADVISORIES

27

WEBINARS

3

PODCASTS

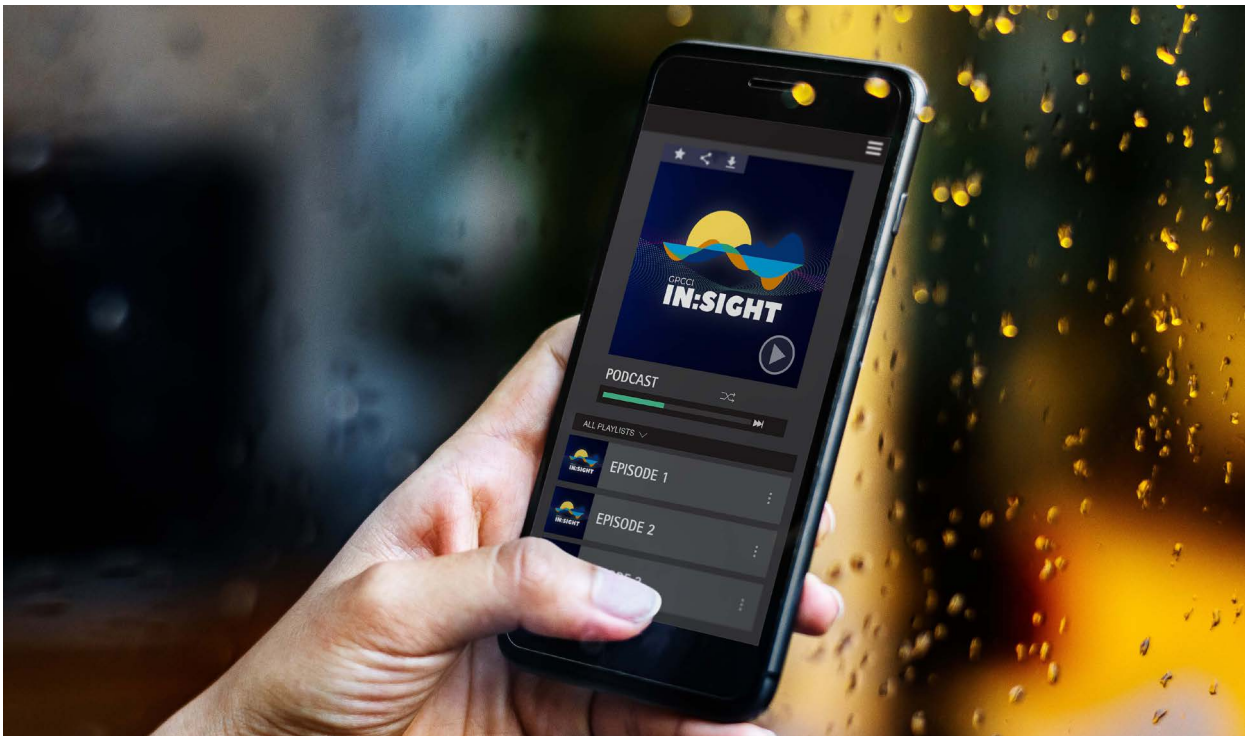
2,200

VIRTUAL ATTENDEES

MORE THAN

100

**SPECIFIC INQUIRIES
DURING LOCKDOWN**



▲ Launch of Podcast: GPCCI In:Sight

To shed light on what moves different sectors in GPCCI's membership and beyond, as well as giving the industries not only a voice but also let them share their experiences and inform others that might be on the same boat, GPCCI introduced its podcast [GPCCI In:Sight](#).

Being at the forefront of bilateral trade, GPCCI wants to offer value to its community by connecting businesses, providing information, and sharing experiences – continuing the format beyond the pandemic.

Listen to our podcast!



Worldwide AHK updates

In the face of adversity, GPCCI was able to respond promptly thanks to the Chamber's strong global network of German Chambers Abroad. The network effect allows GPCCI to take advantage of the vast experience of 140 Chambers in 92 countries as we share with and learn from each other – especially in challenging times.

[A global overview](#) - updated weekly by the Chambers of Commerce Abroad - is categorized by region and country, containing information on regulations, support measures, and travel restrictions related to the COVID-19 pandemic.





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We find ways[®]

We offer a Platform



2019-2020 MEMBERSHIP Event Highlights



25.05.2019. GPCCI Directors together with DTI Undersecretary Rafaelita Aldaba, Ambassador Gordon Kricke and Ambassador Franz Jessen raised their mugs at the Opening Ceremony of [Mabuhay Germany™ 2019](#).

30.05.2019. - 01.06.2019.

Members of GPCCI participated in the 16th Philippine Semiconductor and Electronics Convention and Exhibition (PSECE) 2019 held at the World Trade Center Manila.



10.09.2019. Participants of the [6th Speed Networking Night](#) were given pre-determined seating arrangements based on which industry they were interested in and pitch their professional backgrounds and business goals to the entire table.





15.10.2019. The [GPCCI's German Ambassador's Cup](#) brought together close to 100 golfers at the golf tournament organized by the Chamber together with the German Embassy Manila in honor of Ambassador Anke Reiffens-tuel at the Wack Wack Golf and Country Club.

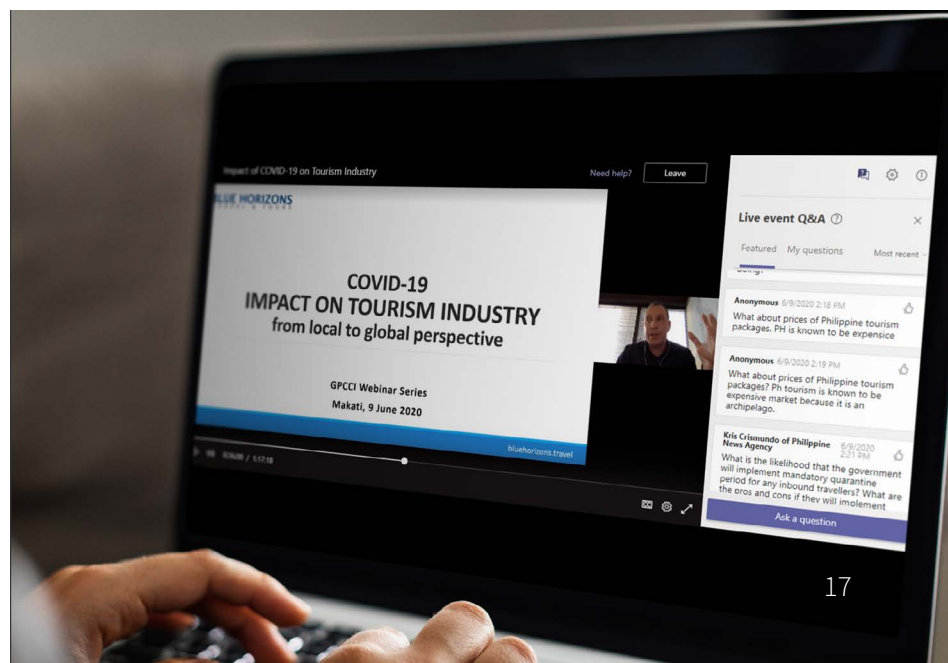


06.11.2019. Stakeholders of the maritime industry gathered at the [Maritime Forum](#) to get updates from industry leaders on issues affecting the industry.



20.02.2020. Morgan Mcgilvray of Santos Knight Frank discussed in an [Economic Forum](#) the offshore gaming industry which is proliferating in the Philippines.

06.06.2020. One of the many webinars hosted by the Chamber during the community quarantine in the Philippines was led by Mr. Gregor Zajc of Blue Horizon Travel and Tours as he discussed the impact of COVID-19 on the tourism industry.



2019-2020 TRADE PROMOTION Event Highlights



01-05.04.2019. GPCCI Executive Director Dr. Martin Henkelmann with representatives from the Philippines were present at Hannover Messe 2019. Mr. Elmer Lapena of Testech Inc., a member of the Chamber, discussed Industry 4.0 at the event.

Hannover Messe is the world's leading trade fair for industrial technology and the Home of Industrial Pioneers.



07.05.2019. Energy Efficiency was the topic of the conference, where ten German experts presented their business solutions in the field of energy efficiency for the industry to the Philippine market.



05.05.2019. Sharing his experience in the dynamic region with attendees of the 4th German-Asian Business Dialogue, Mr. Constantin Robertz, President of Entrego Fulfillment Solutions and GPCCI Director, was part of the panel on "Diversified Economic Growth – Business Opportunities in the Asia-Pacific Region after the boom-years in China".



13.08.2019. A [roundtable on Recruitment of Philippine Nurses](#) to Germany was organized by the Chamber in close cooperation with the German Embassy Manila in honor of the German Federal Ministry of Health Parliamentary State Secretary Weiss' visit to the Philippines.

22.10.2019. During the [conference on Consumer Market - Infant, Child, and Family products](#), seven German companies presented their consumer products and business solutions to the Philippine market.



27.11.2019. During GPCCI's [energy roundtable](#), Department of Energy Assistant Director Irma Exconde presented the government's plans and policies for the Philippine energy sector in the coming years.

Keep up with the Chamber through GPCCI on the Move!

This monthly e-newsletter is emailed to subscribers in English. It provides an overview of news from politics, business, and finance in the Philippines and Germany. In addition, readers will be informed about the upcoming events and current offers of the Chamber and receive news about other GPCCI members.

Subscribe now!



We connect

German and Philippine Businesses

Be part of our network!

GPCCI represents around **300 German and Philippine businesses** and provides a platform for exchange on current business topics and trends. It also provides information, market access, business support, and connects you with the right partners or experts to make your business endeavors a success.

Member Benefits

- Networking and Informational Events
- Advertising & Sponsorship Opportunities
- Event Management
- Government & Chamber Relations
- Visa Support
- HR Support
- General Inquiries & Contact
- Member-to-Member Benefits Program

[*Click here to learn more about GPCCI member benefits*](#)

Apply now!





▲ Member-to-Member Benefits Program

Take advantage of special offers and discounts on products and services extended by members, for members.

What is the Member-to-Member benefits program?

A program exclusively designed for members of GPCCI. It is a marketing service offered to member companies that wish to promote their products and services to other members.

Membership Card

The 1st and 2nd representatives of each member company in good standing will receive their own membership card, a concrete and portable proof of membership. By presenting your membership card and a valid I.D. at branches and outlets of participating companies, you will be able to take advantage of special offers and discounts on products and services from fellow members.

Why join the Member-to-Member benefits program as a benefit partner?

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

Are you a member of GPCCI and want to apply as a benefit partner?

Email the accomplished application form attached in the button below to [Ms. Leslie Balagtas](mailto:leslie.balagtas@gpcci.org).

Apply now!



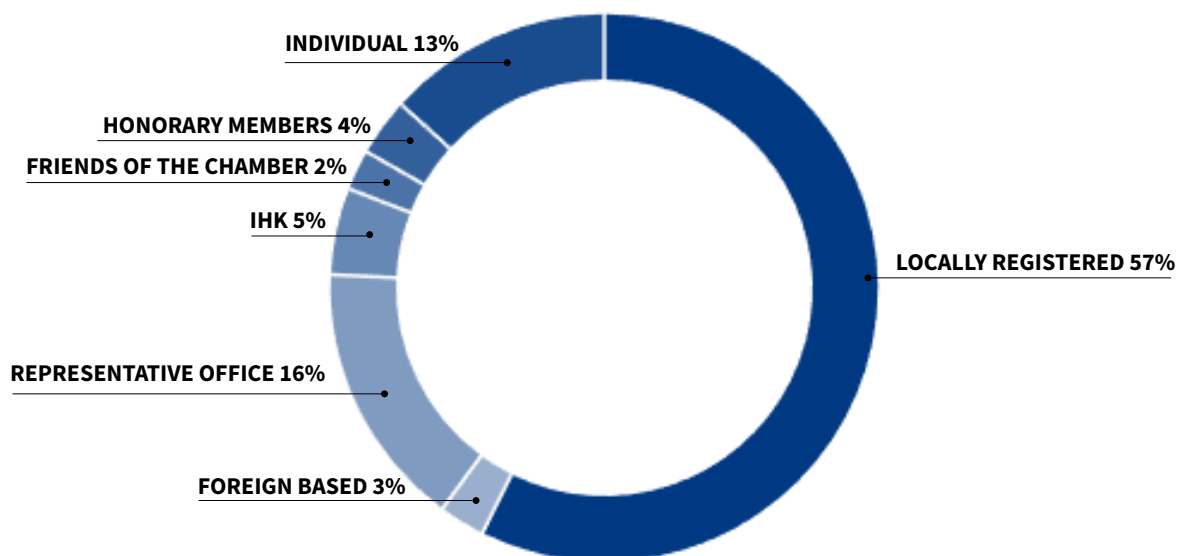
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2019-2020

Membership Data

MEMBERSHIP BY CATEGORY



MEMBERSHIP BY INDUSTRY

Accounting, Audit & Tax Consulting	2%	Government & Public Administration	1%
Airlines & Aviation Industry	3%	Health	2%
Architecture & Interior Design	1%	HR & Recruitment	1%
Automotive	5%	Industrial	2%
Business Consulting & Training	8%	Information Technology	2%
Chemicals, Coatings, Paints	3%	Legal Consulting & Collection Services	4%
Construction	3%	Machinery	5%
Consumer Goods	14%	Maritime Industry	7%
Education	2%	Printing & Stationery	1%
Electricity, Gas, & Water	2%	Real Estate	1%
Electronics	4%	Social Clubs, NGO, Not-for-Profit	5%
Energy, Renewable Energy, Utilities	4%	Telecommunications	1%
Finance & Insurance	2%	Tourism & Hotels	5%
Freight Forwarding & Transport	8%	Translation and Language Services	2%

2019-2020 New Members

CORPORATE MEMBERS



INDIVIDUAL MEMBERS

Miraflor Cagas
Jan Tomas Gierke
Thorsten Juchem
Roland Odenthal
Ralf Wagenfuehr

BUILD YOUR BUSINESS ADVANTAGE WITH US

Eastern Communications is a Philippine based Telco and ICT Solutions company providing an extensive portfolio of services that include Data, Internet, Voice, Managed Services, Data Center and Cloud Services, and Cyber Defense Services. We are the first communications service provider in the Philippines, when we were commissioned by the Spanish government to provide the country's first telegraphic services. Over 140 years later, we have evolved into a full-service provider of world-class telecommunications services. We continue to be the solutions partner of choice for the biggest industry players in the country.

We are champions of High Tech, High Touch.

As pioneers in the industry, we deem it our duty to raise the clarion call, "it's time to bring back the human connection in the business of communications technology". In this we seek to differentiate ourselves with the other industry players: that on top of solid and reliable technology, we delight the customer with our brand of personalized service because the human connections are equally important.

We take pride in being the first Philippine telecommunications company to receive the ISO 9001 mark for our business operations and CE 2.0 certified for our Ethernet Services. These recognitions show our ability to deliver cutting-edge products with service that's unwavering, unflagging, and undeniably strong.

DATA SERVICES

INTERNET SERVICES

VOICE SERVICES

MANAGED SERVICES

DATA CENTER & CLOUD SERVICES

CYBER DEFENSE SERVICES



We are a Service Provider



Connecting Businesses

GPCCI assists and supports companies with their market-entry and expansion plans in the Philippines and Germany. In close cooperation with our clients, we develop custom-tailored solutions and professionally guide you throughout the process.



SOLUTION-ORIENTED
MARKET KNOWLEDGE
SALES EXPERTISE
PROCESS EFFICIENCY
TRILINGUAL
CUSTOMER FOCUS
STRONG NETWORK
CULTURAL AWARENESS



“ The goals for our business mission were to receive a better understanding about country, people, market requirements, how to initiate business cooperation and widen our international network. Thanks to the support of AHK Philippinen [GPCCI], I am happy to state that all these goals were achieved.”

Christian Vollmer
 Sales & Marketing Director of Fehn GmbH & Co. KG

“ Accountability, Community and Trust – these are our core values towards our Business Partners. GPCCI shares this Mindset and helps us to find a local Partner that works for our Business Values. We are looking forward to further increasing our Sales in Southeast Asia.”

Andreas Lang
 Area Sales Manager Southeast Asia of Krauss Maffei Group

“ AHK Philippinen [GPCCI] is solution driven and flexible. They handle business relations with utmost care and sincerity. With the chambers support we have successfully set foot in the Philippines.”

Thorsten Kiefer
 Executive Director of DeFa

SALES ACCELERATOR CLIENTS

Physical market presence remains important to sustain customer relations and trust. An own employee in the Philippines becomes even more essential as international travel will continue to face limitations and restrictions for the months ahead. **GPCCI's Sales Accelerator** is the answer for international companies to ensure business in the Philippine market.



Charlotte Bandelow
 Head of Trade Promotion
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CONFERENCE IMPRESSIONS



Watch now!

commitment, Integrity are our Expectations. We are connected to our Business Partners. We are looking forward to further growth in Southeast Asia."

“ I am a supporter of AHK Philippinen [GPCCI]. They provide not only professional services but also a depth of market insights that would help open abundant opportunities for our business. I am very satisfied with their performance and engagement.”

Dewi Dalina Kreysa
Country Manager Japan and New Countries of Weleda AG



“ Our SCNO Summary Report is a great publication. Communication with the AHK team was always proactive, timely and reliable. GIZ as well as our project partners are more than pleased with this very beautiful output.”

Matthias Radek
Chief Advisor for Partnership Projects in Agriculture of GIZ Philippines

60
MARKET ENTRY
PROJECTS

6
BUSINESS
MISSIONS

1
VIRTUAL
DELEGATION

255
CONFERENCE
ATTENDEES

24
GERMAN
DELEGATES

7
MARKET
ANALYSIS

DUAL TRAINING AND EDUCATION

New Frontiers: Launch of the GPCCI Training Portfolio

With four home-grown formats based on industry experience and feedback from members, the Chamber tailored workshops hitting current challenges. 2019 marks the birth of intercultural workshops, addressing the challenges when working in a [Filipino-German environment](#), as well as ensuring readiness for Filipino companies when doing business with Germans in the “Selling to Germans” series. Bringing in the Chamber’s experience in the field of renewable energy collected over the last years, the “Green Finance Bootcamp” series was born in partnership with the Friedrich Naumann Foundation and Banco de Oro, equipping the industry with the knowledge and tools needed to access green finance opportunities from project readiness, bankability, and new implemented laws and government initiatives.

GPCCI exclusively offered the DIHK/AHK-certified “Train the Trainer – International Basic Edition” to Porsche AG technicians from the ASEAN region, paving the way of becoming the regional training hub for the automotive company in the future.

The Chamber has additionally found reliable and qualified partners for co-offering further competences with Data Protection Officer & Data Privacy Protection Auditor trainings with TÜV Rheinland and improving soft skills in courses for Communication & Teamworking, as well as Taking the Lead on Leadership with the European Training and Competence Centre (ETCC).



► Selling to Germans 101: German Business Culture

First piloted in October of 2019 and revamped based on the feedback of the participants, the reboot of German Business Culture was met with strong demand. A total of 20 representatives from CEOs, HR, and middle management alike from all sectors worked together to understand cultural differences in business and beyond.



“I am more confident to market our company to German prospective clients. The workshop was fantastic and I have gained new ideas. The pace was good, covered a lot of relevant content and more importantly it was fun, informative and useful.”

Raoul “Bong” Ramos

Recruitment & Training Manager at Döhle Seafront Crewing (Manila), Inc.



◀ Green Finance Bootcamp

Executing energy projects require an excellent understanding of the regulatory and the technical side. Many of the participants already had experiences or were stuck on certain project stages. Others sought out a better understanding of new rules and regulations - along with a clearer definition of what Green Financing is. Conceptualized by GPCCI and facilitated by certified Green Finance Specialist Marlon Apanada, the Green Finance Bootcamp Series continued in 2020, with its second installment executed digitally.

“Unlike other courses and trainings I underwent, this one was extremely useful as it was locally applied, taking the regulations of the Philippines into account.”

James Buskowitz

CEO/Founder of Buskowitz Group

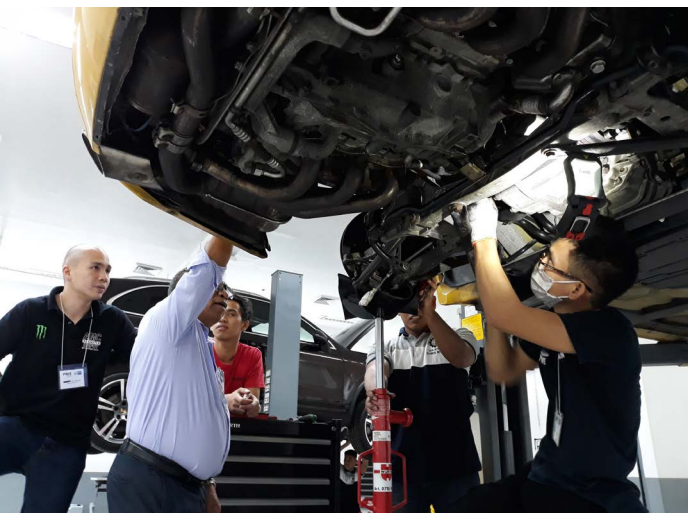
DUAL TRAINING AND EDUCATION

Continuing the Success Story: Quality Assurance and Partnership in Vocational Training

Company consultation, public stakeholder exchange and advocacy work has brought the Chamber closer to making dual training modelled after German standard a reality – based on industry demand. In 2019, GPCCI has reached further milestones in its partnership with the Porsche Training and Recruitment Centre Asia (PTRCA), executing the Porsche Aftersales Vocational Education (PAVE) program not only locally, but also bringing it to the next level with its [first international knowledge transfer to South Africa in May 2019.](#)

The growth of Porsche AG's dual training program internationally and the Chamber's key role in its development starting with the "flagship" in the Philippines has brought the local program to a quality level that is now ready to roll-out under the DIHK B-Certification. GPCCI will additionally serve as the official transfer hub for other chambers internationally. In 2019, GPCCI has certified 50 PAVE trainees during their final examination who will be deployed in Porsche workshops.

As an objective 3rd party, the Chamber has shown that quality assurance is furthermore possible and needed for in-company training. This is proven by the on-going certification of professional industrial cleaners for the member company German Excellence Solution (GES), [with eight employees being GPCCI-certified in 2019](#)



PAVE Knowledge Transfer and GPCCI becoming Expertise Hub

With the support of GPCCI, the PAVE Dual Training Program is now ready for the DIHK B-Certification – reflecting a level of implementation not only with aspects of German dual training standards, but modelled after the German system with adjustments serving the local demand. Being close to said accreditation for 2020, GPCCI established itself to be the hub for the international implementation of PAVE, coordinating with respective German Chambers from the worldwide network and setting the standard.

“The unique expertise and experience built-up over the past years have proven to be competencies of GPCCI that are successfully transferrable to other markets”

Torsten Klavs

Manager of Qualification Concepts Service Training of Porsche AG



GPCCI-Certified In-Company-Training: German Excellence Solution

Quality assurance and objective assessments with professional feedback are not only possible on a large scale. The first batch of graduates who underwent the 240-hour advanced course on Industrial Cleaning with GPCCI member company GES received their certificates after six months of on-the-job-training in the company. They have successfully passed a written and practical examination. Daniela Gasper, the newly appointed Chairwoman of GPCCI's Vocational Training Committee shared her personal experiences in the Dual Training process with the graduates.

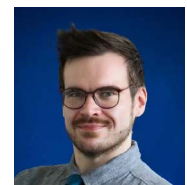
“Admittedly, it is challenging for the trainees to undergo the training and for the company to set-up a meaningful system but when successfully implemented, it pays off - the graduate can be proud and holds a certification while the company increases its competitiveness.”

Daniela Gasper

Chairperson of the Vocational Training Committee

 **PartnerInTraining**

Tobias Petersen
 Director of Dual
 Training & Education
tobias.petersen@gpcci.org



TÜV Rheinland Academy

Empowering Technical Competence

DEVELOP YOUR TECHNICAL EXPERTISE! WITH PRECISELY THE RIGHT EXPERTS.

A world without technical professionals is unimaginable. Without technical specialists, you couldn't open the website that you are looking at now. There wouldn't be the Internet connection that enables you to browse at this time, nor the computer that enables you to do your daily work. We would simply have to forgo many other things that make life more comfortable, exciting and secure.

The business world is undergoing very dynamic change. Traditional jobs are disappearing and new ones are emerging. The need for technical know-how and well-educated professionals is greater than ever before and continues to increase worldwide.

That is why TÜV Rheinland Academy is at your side: as a leading competence companion for excellence in technical qualification. With innovative learning solutions for technical know-how and decades of experience. Putting you on course to success.

LEARN FROM OUR TECHNICAL EXPERTS – FIND YOUR RIGHT TRAINING CATEGORY.

Become a technical professional with our trainings. We offer you professional trainings in a variety of subject areas, with which you can expand your skills. Select a suitable topic to see all available offers.

CUSTOMIZED IN-HOUSE SEMINARS

Benefit from our in-house seminars on a variety of topics and the precise fit of what we can offer. You create the requirements, we customize the seminar content to your company's individual needs – both in individual training sessions, seminars and group training courses. Our top trainers support you in designing precisely the right training.

PERSONNEL CERTIFICATION

Technical competences are demanded to master the fast pace of progress in an ever more complex world. It is essential to have assurance as to what know-how and skills these qualifications actually entail. Because ultimately, this scope is crucial to the quality outcomes of services or products that customers can expect from companies and organizations can expect from individuals.

Knowledge is verifiable – by PersCert TÜV experts from the independent, interdisciplinary and cross-industry TÜV Rheinland personnel certification body, with presence all around the world.

EFFECTIVE ADVANCED TRAINING CONCEPTS FOR WORKING WORLD 4.0

Skilled employees are the most important productivity factor in today's knowledge-based society for success in private enterprises and public administration. In Working World 4.0, however, knowledge proliferates and loses value even faster than ever before, resulting in the extremely dynamic shifts in processes and working worlds. To stay prepared for the future, organizations cannot avoid an even stronger focus on the matter of training than in the past.

Professional (advanced) training concepts should take conventional and innovative learning formats into account and define the learning strategy as well as individual measures to the specific needs of the organization. Designated experts from TÜV Rheinland Academy are conversant in all available learning formats and are happy to guide you in developing the best-fitting strategy to create appropriate learning solutions for your target group. We also can support you on request to implement your (advanced) training concept. Benefit from our more than 20 years of experience in the training market.

TÜV Rheinland Philippines Inc.
G/F La Fuerza Bldg. 1
Don Chino Roces Ave.
Makati City, Philippines

www.tuv.com/academy

 **TÜVRheinland®**
Precisely Right.

We advocate for the Economy



Trade Policies and Government Affairs

Engaging with the right stakeholder, agency, or any other entity is crucial in advancing one's business interests. The Government Affairs department of GPCCI, from its inception, has participated in numerous government consultations to serve as its members' policy engagement platform.

Through this department, GPCCI has been involved in key economic reforms in the Philippines to improve the investment climate such as: the impending changes of corporate taxation and fiscal incentives rationalization – Corporate Recovery and Tax Incentives for Enterprises Act (CREATE); lowering capital requirements in investing on the retail trade sector – Retail Trade Liberalization Act amendments; redefinition of public utilities to promote foreign direct investments – Amendments to the Public Service Act; among others.

GPCCI's Government Affairs department is committed to serve as a dynamic entity of advocacy for German businesses in the Philippines in ensuring a stable and predictable business environment and to provide a platform in connecting GPCCI's membership to the Philippine government.



Events in Line with our Advocacies

Notable events that were organized involved high-level public officials such as the [Breakfast Briefing](#) with Department of Trade and Industry Secretary Ramon Lopez, and German Ambassador to the Philippines Her Excellency Anke Reiffenstuel. In 2019, the Board of Directors of the Chamber also [met Anti-Red Tape Authority Director General Atty. Jeremiah Belgica](#) and discussed partnerships with the agency in terms of improving ease of doing business of the Philippines.



Yves Aguilos
Head of Government Affairs
yves.aguilos@gpcci.org



Keeping our Members' Best Interest in the Forefront

The voice of GPCCI's members has always been an important edge of the AHK network for policy dialogue. Through the Government Affairs department, the Chamber has initiated several surveys that largely impact the German-Philippine business community, such as: the biannual [AHK World Business Outlook Surveys](#) and, more recently, the [EU-Philippine Free Trade Agreement survey](#) that captured the potential of blooming trade relations between Germany and the Philippines.



Enhanced Visibility on ANC's Market Edge

Media and public affairs also play an important role for GPCCI. The Chamber continues to be involved every month on ABS-CBN News Channel's Market Edge Segment ["Outside Looking In"](#).

Supporting Members in Challenging Times

GPCCI's committees, such as the Maritime committee, open up opportunities for members to play an active part in the Chamber to exchange on current issues and to voice out the members' interest.

Recently, GPCCI has also been supporting companies during the challenging times of the COVID-19 pandemic by [keeping members abreast](#) on issuances from the government on quarantine related measures. The Chamber has also committed itself to maintain a strong network with key government officials so GPCCI can serve its members better as they face a *new normal* in business operations.

“Despite the overwhelming odds - such as the high yard utilization of Manila terminals in Q1 of 2019, the uncertainty hounding the future of the Filipino seafarers and most recently the supply chain disruption due to the coronavirus pandemic - the GPCCI Maritime Committee remains committed to seeking concrete solutions on these matters by regularly conducting meetings and actively partnering with the public and private sector to relentlessly pursue its advocacy towards advancing the interest of its members.”

Atty. Maximino Cruz

Chairperson of the Maritime Committee



SPECIAL PROJECTS

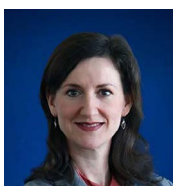


K to 12 PLUS Project

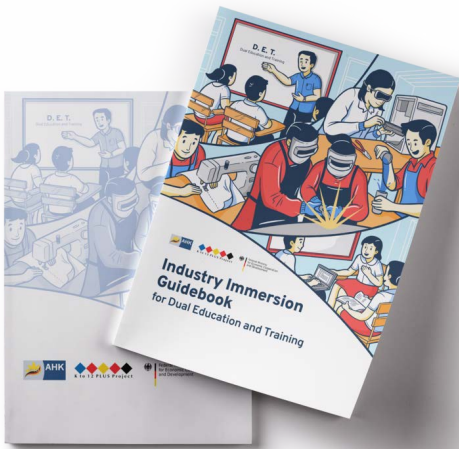
The K to 12 PLUS Project was launched in September 2013 to support the Enhanced Basic Education Act of 2013 in the Philippines. GPCCI, together with five other German implementing partners, joint forces to pilot elements of Dual Education and Training (DET) in the work immersion subject of the Technical Vocational Livelihood track of Senior High Schools. GPCCI partnered with representatives of the metalworking industry and a local Senior High School in 2015. Throughout the following four years, 71 students of the Metalworking Technology track experienced a unique learning model that incorporates elements of German DET. While metalworking theory and basic machine training was delivered at school, exposure to the real work environment took place in various companies, improving learners' work-readiness and chance for employment after graduation.

Capacity Building for Sustainability

Based on the school's experiences and through a close dialogue with other GPCCI member companies active in DET, **success factors** for the dual approach were identified. Industry-enhanced curricula, trained in-company trainers, the development of in-company training plans aligned with curricular learning objectives, and the use of logbooks are some of the replicable elements that can easily be localized into the K-12 framework in the Philippines. GPCCI trained more than 100 teachers to identify opportunities in their respective academic tracks and specializations to better engage companies to define industry-demanded skills and to achieve students' learning objectives during work immersion.



Jana Everett
K to 12 PLUS
Project Director
jana.everett@gpcci.org



Access to Information for Nation-wide Replication

GPCCI initiated the development of the [Industry Immersion Guidebook \(IIG\)](#), detailing the responsibilities of teachers, students, and companies during work immersion in 11th and 12th grade. The IIG is one of the knowledge products that will be part of the DET Toolbox website, an online repository for stakeholders in DET, whose development GPCCI is also spearheading. Access to information online will allow chambers and associations in the Philippines to replicate and potentially up-scale the DET approach piloted under the project nationwide.

Support from the German Embassy Manila

Under the theme Localizing Dual Education and Training in Senior High School in Region 4-A, GPCCI, together with the Philippine Chamber's Human Resources Development Foundation, recognized the milestones of the K to 12 PLUS Project through an [Appreciation Event](#) on September 27, 2019. In her message to a hundred graduates and representatives from academia and industry, the German Ambassador, H.E. Reiffenstuel, applauded the efforts to localize elements of the complex system of German DET. Germany has a long history of supporting technical vocational and skills training in the Philippines and will continue to do so in the future.



MORE THAN A MARKET

Business and Society

GPCCI is convinced that a social market economy leads to more employment and prosperity, and ultimately to an inclusive economic growth. Centuries ago, the [Honorable Merchant](#) was introduced in Europe and has shown its positive impact since. It is applicable even today as companies refer to Corporate Social Responsibility (CSR), corporate citizenship, responsible business conduct or stakeholder management. In the best case, corporate social responsibility measures are aligned to the core business of a company and make a valuable contribution to society.

The Chamber provides a platform for a lively discussion on challenges and solutions on how to conduct business responsibly while maintaining a healthy financial bottom line. GPCCI presents the guiding principles of its work and wishes to encourage its engaged membership to communicate and share actively their programs and projects with the network. Our members curious about a potential strategic alignment may approach the Chamber any time.

United Nations Global Compact



GPCCI advocates the ten principles of the [UN Global Compact](#) and has joined the initiative. The UN Global Compact provides a universal language for corporate responsibility and provides a framework to guide all businesses regardless of size, complexity or location.

By incorporating the Ten Principles of the UN Global Compact into strategies, policies, and procedures, and establishing a culture of integrity, companies are not only upholding their basic responsibilities to people and planet, but also setting the stage for long-term success.

The UN Global Compact Principles

Human Rights

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

Labor

- 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.

Environment

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

Anti-Corruption

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



▲ German Chambers ASEAN Business Council

There are seven AHKs in the ASEAN region: In Indonesia, Malaysia, Myanmar, the Philippines, Singapore, Thailand, and in Vietnam. Together they cooperate as 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.

▼ ASEAN Snapshot 2020

The GCABC published the [ASEAN Snapshot 2020](#). This publication presents an overview of the business developments of selected 7-ASEAN nations, ranging from economics, demographics, trade and investment as well as German-ASEAN business relations.



Finance



Annual Review 2019-2020

Financial Report

The Chamber closes year 2019 once again with a positive bottom-line. Underpinning the Chamber's growth is our objective to continue to provide unparalleled services and value-added activities to our members and clients.

Recognizing the Chamber's role in helping drive the German-Philippine relations, we have implemented innovative services to cater the diverse needs of our members and clients: GPCCI continuously creates partnerships between German and Philippine companies. The Chamber organized delegations and business matching events, established a regular Renewable Energy Round Table, strengthened its advocacy endeavors and built a Training Department with a wide offer for members and clients. GPCCI enhanced its outreach to the international trade fair community, a strategic step with a promising perspective. In 2019, we have celebrated again our flagship event - "Mabuhay Germany™" - showcasing not only business but German culture as well. The street festival attracted more than 10.000 visitors alongside more than 40 exhibiting companies and concessionaires.

As the Chamber enhances and expands its services and activities, it continues to streamline internal processes as well as enlarge its international reach, we will continue to look at more ways for your membership fees to work at your advantage.

From the organizational side, the Chamber successfully registered as a Value Added Tax (VAT) entity in 2019 and electronic accounting and dunning processes were further strengthened.

GPCCI expanded its office space by 90 sqm in the beginning of 2020 to accommodate the growing team and increasing demand for meeting and seminar rooms. The Chamber is engaged in the field of securing health-care professionals for Germany by supporting its member companies and clients. GPCCI's partnerships in dual education have been enhanced with new projects in the pipeline creating even more milestones in 2020. The Chamber is positively looking forward to the year 2020, although the impact of the Coronavirus cannot be fully evaluated while this Annual Report goes into printing. We will remain steadfast to our commitment to you, our members.

Together with the auditors Sycip Gorres Velayo & Co, the financial statements of the Chamber for 2019 have been successfully audited and released. The result of the audit showed no significant deviations. The recommendations of the Audit report are implemented and will further strengthen the financial reporting process of the Chamber.

All this had not been possible without the financial support of members and sponsoring partners. We wholeheartedly thank our partners of 2019 and we welcome our sponsoring partners of 2020 with a delighted heart and deep gratitude.

Together we can make the year 2020 another significant year for the Philippine-German business relations, notwithstanding the challenges that we have encountered so far.

We are all in this together...

Salamat. Dankeschön.



Marie Antoniette Mariano
Treasurer

4 go more. SCHOOL

Modernes Deutschlernen für philippinische Pflegefachkräfte



Kontakt:

Ralf Bultschnieder: rb@go4more.school
go4more.School Language Training Center

<https://ph.go4more.school/de>

Network



THE AHK NETWORK



SINCE
1894

OVER
50,000
MEMBERSHIPS

140
LOCATIONS

92 COUNTRIES



AROUND

2,000

EMPLOYEES WORLDWIDE

127 YEARS



2019-2020

Our Members

Locally Registered

- 2SL Logistics and Trucking Services, Inc.
- Alfa Personnel Care Language Tutorial Inc.
- All Transport Network, Inc. (ATN)
- Alster International Shipping Services Inc.
- Antrak Philippines Transport Solutions Corporation
- apm medical services GmbH
- AJ Haylex Consultancy Inc.
- Asia Society for Social Improvement and Sustainable Transformation (ASSIST)
- Association of International Shipping Lines (AISL)
- Auto Nation Group, Inc.
- Automobile Central Enterprise, Inc. (Volkswagen)
- Avior Marine, Inc.
- B. Braun Medical Supplies, Inc.
- Banco de Oro (BDO)
- BASF Philippines, Inc.
- Bayan Academy for Social Entrepreneurship and Human Resource Development, Inc.
- Ben Line Agencies Philippines, Inc.
- Betonbau Phil., Inc
- Bhagi's International Trading Corporation (BITC)
- Blue Horizons Travel & Tours, Inc.
- Booze Online Inc.
- Bosselmann- International Trading
- Bridgewater, Inc.
- Brotzeit Phils. (Fame Dish Inc.)
- Brumms Quality Wines Inc.
- BSM Crew Service Centre Philippines, Inc. (Bernhard Schulte Shipmanagement)
- Business Expert's Academy for German Language Education Inc
- Buskowitz Finance Inc.
- C. Melchers GmbH & Co. Phil. Branch
- Castillo, Laman, Tan Pantaleon & San Jose
- Center For International Trade Expositions and Missions (CITEM)
- Clarkton Hotels Inc.
- Comfort Sole Phil Inc.
- Commercial Freight Services, Inc.
- Community Welfare Service Lotus Foundation, Inc
- CS Garment, Inc.
- Datronicsoft Inc.
- Deutsche Motorgeraete, Inc.
- Dexterton Corporation
- Doehle Seafront Crewing (Manila), Inc.
- Donato & Zarate
- DR. KLIPPE Philippines Corp.
- Dusit Thani Manila
- Eastern Telecommunications Philippines, Inc.
- Energisto Philippines Renewable Energy Development Corporation
- Entrego Fulfillment Solutions 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.
- Frey-Fil Corporation
- Friedrich Naumann Foundation for Freedom (FNF) Philippine Office
- German Club Manila
- German Entrepreneurship Asia Pte. Ltd.
- German European School Manila (GESM)
- German Excellence Solutions, Inc.
- Goethe Institut Manila
- go4more.School Language Training Center
- Hamburg Trading Corp.
- Harle Philippines Inc.
- Hartmann Crew Philippines (HCP), formerly Associated Ship Management (ASM)
- Hellenic Power Philippines Corp.
- I am Filipina, Inc.
- Ibarra Bio Med Int'l Trading Corp. (IBMITC)
- Ingo Manufacturing Philippines Inc.
- Inpolchem, Inc.
- Integrated Micro-Electronics, Inc.
- International Container Terminal Services, Inc.
- Isla Lipana & Co.
- JGH Import Beverages and Delicacies
- JM Far East Inc.
- Judphilan Food Corporation
- K.D. Feddersen Ueberseegesellschaft mbH
- Kapwa Travel & Tours Inc.



- Kirschner Travel Manila, Inc.
- KVAR Corporation
- Leechiu Property Consultant 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 Corporation
- Magsaysay Global Services
- MAN Automotive Concessionaires Corporation
- Makati Diamond Residences
- Manly Plastics, Inc.
- Masagana Gas Corporation
- Maschinen & Technik, Inc. (MATEC)
- Mechanical Handling Equipment Comp. Inc. (MHECO)
- Mesco Inc.
- MetPower Venture Partners Holdings Inc.
- Modulplus System Corporation
- Mondial Tours Lufthansa City Center
- Mondo Ventures, Inc.
- Mondovino-Schild Boutique Wine
- MR Traveler Services Inc.
- Nurses Without Borders Foundation Inc.
- Oriental and Motolite Marketing Corporation (Formerly Philippine Batteries Inc.)
- Ortega, Bacorro, Odulio, Calma & Carbonell
- PGA Cars, Inc. (Audi, Porsche)
- Philippine Center for Print Excellence Foundation Inc.
- Philippine Transmarine Carriers, Inc. (PTC)
- Pointwest Technologies Corporation
- PPI Pazifik Power, Inc.
- Printing Images CtC. Inc.
- PV2 Energie Philippines, Inc.
- Raffles and Fairmont Makati
- Railways and Industrial Applications Corporation (RIAC)
- Rechtsanwaltskanzle Menzel
- Rhenus Logistics, Inc.
- Rieckermann Philippines Inc.
- Rischia Import-Export Corporation
- Roedl Philippines, Inc.
- Royal Cargo, Inc.
- Rudolf Lietz Inc.
- SBS Philippines Corporation (Formerly Sytengco Philippines Corporation)
- Scanmar Maritime Services, Inc.
- Sealanes Marine Services Inc.
- Seim & Partner Fiber Networks, Inc.
- Senator Crewing (Manila) Inc.
- Service 101 Plus Consulting, Inc.
- Servoelectric Inc.
- SGV & Co.
- Sidelifter Inc.
- SMC Asia Car Distributors Corporation (formerly Asian Carmakers Corporation BMW Importer)
- Steag State Power Inc.
- Sureste Properties Inc. (Solaire Resort and Casino)
- Tandem Language and Training Center Corporation
- TARGET display Co., Inc.
- Testech, 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
- Villaruz, Villaruz & Co
- Voss Aviation & Motion Technology Philippines Corp.
- Weigand and Partners
- Werdenberg International Corporation
- Wilhelmsen-Smith Bell Shipping Inc. (WSBSI)
- Wong Chu King Holdings, Inc. (formerly Mighty Corporation)
- Zalora Philippines (BF Jade E-Services Philippines Inc.)
- ZMG Ward Howell



2019-2020

Our Members

Foreign Based

- C&C Human Resource Development GmbH
- Dr. Ing. h.c.F. Porsche Aktiengesellschaft (Porsche AG)
- DS Crewing Services GmbH
- Globogate Recruiting GmbH
- Saisy Professionals UG
- SZA Schilling, Zutt & Anschütz Rechtsanwaltsgesellschaft mbH
- WBS Training AG

Representative Office

- a. a. hartrodt Philippines Inc. (formerly abphil)
- Alfa Ship & Crew Management GmbH
- Allianz PNB Life Insurance, Inc.
- AST Shipping Company Manila
- Bayer Philippines Inc.
- Beiersdorf Philippines Inc.
- Boehringer Ingelheim (Philippines) Inc.
- Bosch Service Solutions
- Combtas Ltd
- Continental Temic Electronics Phil. Inc.
- Deutsche Bank AG Manila
- Doehle Shipmanagement Phils. Corp.
- Donau Carbon Philippines Corp.
- ERNI Development Center Philippines Inc.
- Fivestar Cargo Services Inc.
- Fresenius Medical Care Philippines, Inc.
- Friedrich-Ebert-Stiftung
- G DATA AV Lab Inc.
- Grohe Philippines, Inc.
- Guhring Philippines Inc.
- Intership Navigation Training Center, Inc.
- Inensity Inc.
- Kaercher Inc.
- Kalenborn International GmbH & Co. KG
- KHS Asia Pte. Ltd Regional Office
- KKFood Trading Co. Ltd.
- Knauf Gypsum Philippines, Inc.
- Kuehne + Nagel Inc.
- Logwin Air + Ocean Phils. Inc.
- Lufthansa German Airlines (Philippines)
- Lufthansa Technik Philippines
- Mercedes-Benz Group Services Phils., Inc. (formerly Daimler Group Services Philippines, Inc.)
- MHE-Demag (P) Inc.
- Robert Bosch Inc.
- Rohde & Schwarz (Phils.) Inc.
- SAP Philippines Inc.
- SHS Perforated Materials, Inc.
- Siemens, Inc.
- SSI Schaefer Systems Phils. Inc.
- TUV Rheinland Philippines Inc.
- TUV Sud PSB Philippines, Corp.
- Wuerth Philippines, Inc.
- ZAMA Precision Industry Manufacturing Philippines, Inc.
- Zeaborn Marine Services (Philippines) Corp. (formerly E.R. Crew Management (Philippines) Corp.)



Individual

- Allgeier, Reiner Andreas
- Balois, Edgardo
- Bandelow, Friedrich Karl
- Bay, Ludwig
- Beech, Edwina Lema
- Boemers, Heinrich
- Boss, Nadine
- Braun, Dietmar Dan
- Cagas, Miraflor
- Dernbach, Andreas
- Dimayuga-Puno, Maria Cristina
- Estaniel, Michael
- Frensch, Manfred
- Gierke, Jan Tomas
- Gonzales-Tan, John
- Graef, Guntram
- Gundermann, Matthias
- Hebeisen, Urs
- Helbig, Annette
- Huebner, Peter
- Juchem, Thorsten
- Limbo, Ferdinand
- Lorenz, Juergen
- Mueller, Christoph
- Mueller, Klaus
- Neifer, Juergen
- Odenthal, Roland
- Oppermann, Michael
- Palafox, Felino
- Preschle, Klaus
- Pu, Jiang Hong
- Rajan, Raveendranath
- Ruessmann, Martin
- Schestag, Stefan
- Schunder, Manfred
- Wagenfuehr, Ralf

IHK

- IHK Aachen
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