

EuroPH CONNECT

BUSINESS • OPPORTUNITIES • PERSPECTIVES

THE BUSINESS DIGEST
OF THE EUROPEAN CHAMBER
OF COMMERCE OF THE PHILIPPINES

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WATER RESILIENCE

*Improving the World's
Water Security*



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Head office:
19/F Philippine AXA Life Centre corner Sen. Gil
Puyat Ave. Tindalo St., Makati City, Philippines
Tel: (02) 845 1324; 759 6680 | Fax: (02) 845 1395;
759 6690 | E-mail: info@eccp.com

Visayas Office:
DOST 7 Baniad S&T Complex, Gov. M. Cuenco Ave.,
Baniad, 6000 Cebu City, Philippines
Tel: (032) 253 3389; 254 3765; 254 3767
Fax: (032) 253 3389 | E-mail: visayas@eccp.com

Mindanao Office:
2 F. DCCCII Bldg., J.P. Laurel Avenue, Davao
City, Philippines | Tel: (6382) 271 0635 |
Fax: (6382) 226 4433; 221 4148
E-mail: mindanao@eccp.com

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FLORIAN GOTTEIN
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Editorial



Progress in Harmony

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As another long-standing advocacy that the ECCP has been focusing on, water quality, access, and conservation is something very close to the Chamber’s heart. Water is a valuable and sometimes hard to believe- finite resource. It is no surprise that such a serious matter needs to be addressed.

Last 14th of June, the ECCP lead a productive discussion at the Water Challenge Forum with Senator Legarda and other key stakeholders in the water sector, both public and private. During the forum, dialogues focused on the looming water crisis and the Philippines’ degenerating water quality. It was during this event that we emphasized the need to enforce wastewater management, improved flood control, as well as promote water-sensitive urban planning. More importantly, the ECCP along with some of its member companies were given the opportunity to highlight innovative solutions through the Water Technology Exhibition, which was held simultaneously. It was a great way to highlight the challenges currently facing the water sector but also be productive about the discussion and put forward viable solutions to the issues discussed.

The ECCP, along with the Joint Foreign Chambers, have also actively pushed for the creation of a Department of Water, through several policy dialogues with relevant stakeholders and the production of policy briefs. One of the troubling things that we’ve found is that there are roughly 30 governmental agencies for water, including the DENR, DILG, DOH, and the DPWH among others. These

agencies have varying scopes and limited jurisdictions, overlapping in terms of roles in the water sector making the nature of regulation and policies fragmented and confusing, increasing chances of dissuading new entrants to the industry. Given this, we believe that the creation of a Department of Water will put an end to this institutional fragmentation and positively move forward in the direction of water security Philippines.

“Water is a finite resource and that there are ways and technologies readily available which could be implemented here in the country to guarantee clean and stable water supply in years to come.”

In this issue of the EuroPH Connect, we seek to shed further light on the challenges surrounding the water industry in order to work towards putting in place actionable solutions that may eventually lead to a broader understanding that water is a finite resource and that there are ways and technologies readily available which could be implemented here in the country to guarantee clean and stable water supply in years to come. We at the ECCP continue to work hard in addressing issues that matter to our members and, as always, we thank you for your continuing support, which allows us to do so.■

Notes from the IPR SME Helpdesk

IP Protection Strategies for European SMEs Active in the Philippines' Water Management Sector

For a country surrounded by the ocean, it comes as no surprise that water is a priority sector in the Philippines. A large majority of its 7,000 islands directly deals with water management challenges: while some islands have water-sources still left unexplored, others are actively searching for solutions in light of a decreased water-quality. The quality of the Pasig River flowing through Manila is notorious even for international standards, especially as progress to revive its water-quality has been slow and without considerable success. This is further enhanced in light of ongoing trends related to climate change, where a combination of rising sea-levels and an ever-present risk for natural disasters – like 2013's Super Typhoon Haiyan – continuously shapes how people live and engage with water.

The range of solutions needed in the Philippines is not limited to just more traditional approaches of dikes or hydro-dams. Its geographical set-up in combination with local livelihoods highly dependent on water forces European companies providing water-related services to often look for case-specific and dynamic solutions. From electricity-generation, to water-sanitation, waste-water management

or disaster risk reduction, this often results in a quite complex and innovative solution where European technology can play a central role. As European companies start to tap into this promising market, they should not neglect protecting their IP rights in the Philippines a good IP strategy can make the difference between succeeding or failing in the Philippines' market, while counterfeiting and other IP violations are still relatively commonplace in the country.

PROTECT YOUR TECHNOLOGY WITH PATENTS AND UTILITY MODELS

Patent protection is perhaps the most common form of IP protection used by companies active in the water management industry since many water treatment solutions rely on innovative technologies. Patents confer the exclusive right to restrain, prohibit and prevent any unauthorized person or entity from making, using, offering for sale, selling or importing the patented product, thus protecting technological inventions and thereby increasing the competitiveness of companies. It is therefore crucial to obtain ownership of their patents in the Philippines in order to enjoy those exclusive rights.

Similarly to patent requirements of European countries, invention subject of the patent has to be new (not disclosed to the public), inventive and industrially applicable to be granted a patent in the Philippines. The Philippines adopts a 'first-to-file' patent system, meaning that the first person to file a patent in the jurisdiction of the Philippines will own that right within the country once the application is granted.

Utility model registrations for inventions with lesser degree of inventiveness are also allowed in the Philippines and this would be an important tool for EU SMEs to protect their inventions in the country. The water management sector often relies on the improvements of existing technologies through incremental innovation and a convergence of existing solutions. It is important to recognise that such new technologies, even though being less inventive, can still be protected with a utility model patent if not an invention patent, and should not be overlooked by development teams. It is worth knowing that the process for obtaining a utility model is shorter, however, there is a reduced term of protection – in the Philippines patents are protected for 20 years after

filing whilst utility models are only protected for 10 years after filing.

Domestic patent applications in the Philippines are registered with the Intellectual Property Office of the Philippines (IPHOL) and the cost of the application fee is based on whether the applicant is considered a small-medium or large entity. Entities with assets worth PHP 20 Million (approximately EUR 385,000) or less are considered small entities while entities with assets exceeding the said amount are considered large entities. Foreign companies able to prove the quantitate requirement regarding their assets will be qualified and charged accordingly. In order to qualify as a small entity, a foreign company must submit an affidavit including the statement. Application fees starts from approx. EUR 70.

Water treatment companies wishing to make their patent protection more far-reaching covering also other countries in the South-East Asia region, may opt to file for a patent through the Patent Cooperation Treaty (PCT) route which allows for patent protection in PCT multiple member states by filling out just one patent application. The PCT application route also gives applicants an extra 18 months to assess the commercial viability of the invention and the likely market.

As practical tip, EU SMEs are recommended to always indicate the wording "Philippines Patent No." or "Philippines Patent Pending" on all patented products commercialized in the country. This is to establish the presumption that infringers had known of the existence of the patent and therefore the intentional motive to commit an infringement. According to the local laws, damages may not be recovered for acts of infringement if the infringer shows that he/she has not known, or had no reasonable grounds to know of the existence of the patent, says Valentina Salmoiraghi, IP Business Advisor.

SOME THINGS ARE BETTER TO BE KEPT AS TRADE SECRETS

The importance of trade secret

protection cannot be overemphasized in technology intensive companies. By protecting trade secrets, most businesses can take advantage of the lead time, meaning the ability to commercialize the innovation well ahead of competitors, so that substantial revenue can already be captured before copycats are introduced in the market. This is especially true in case of smart water technology solutions like smart water meters, advanced sewage treatment systems or mobile workforce platforms taking advantage of ITC technologies and other smart technologies. Additionally maintaining technology and know-how as trade secrets is a helpful approach for companies with products that are expected to have a short life cycles, provided that proper measures are in place.

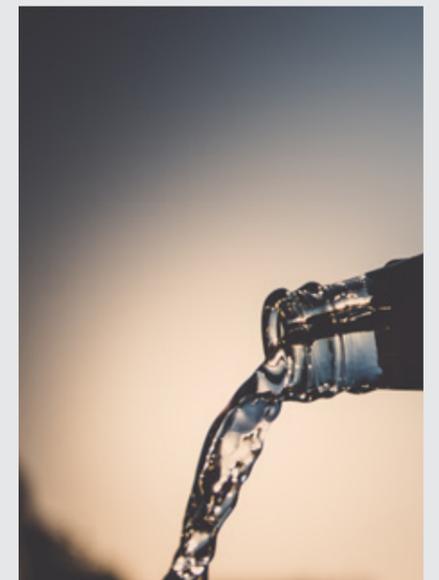
While there is no trade secret law in the Philippines, this can be protected under Article 40(e) of RA 7394 or the Consumer Protection Act and Article 292 of the Revised Penal Code. However, given the lack of provisions for legal protection of trade secrets, SMEs should take practical steps to protect them; this includes inserting confidentiality provisions into employee contracts, internally restricting access to sensitive information and ensuring that confidential information is revealed on a need-to-know basis only and under Non-Disclosure Agreements or relevant clauses. This would enable SMEs to still achieve sufficient protection using contractual clauses.

Companies should include confidentiality clauses within employee contracts covering not only the duration of employment, but even after the employee has left. It should also be of paramount importance to ensure that confidentiality agreements are signed with business partners whenever disclosing confidential information. Furthermore, companies wishing to get compensation for trade secrets revealed in the Philippines should stipulate contractual obligations to all parties involved and, resort to civil action for breach of contract and damages in the case of any violations.

DON'T FORGET TO PROTECT YOUR BRAND

Last, but not least, SMEs engaged in water management sector should pay close attention to brand protection as part of their business strategy in the Philippines. Protecting the company name is a must as it could be potentially damaging to SME's reputation if someone would use a similar or an identical sign to provide substandard services and it could directly translate into loss of clients' confidence in the original service provider, continues Valentina Salmoiraghi.

SMEs planning to enter the Philippines water management market should register their trade mark in the country well in advance, ideally before even starting their business there since the Philippines applies a 'first-to-file' trade mark registration system, meaning that the first person or entity to register a trade mark owns that mark in the country, regardless of the first use. It is particularly important to register trade marks in the Philippines because 'bad-faith' registrations is still a major problem in the country. Bad-faith registrations exist where a third party (not the legitimate owner of the mark) first registers the mark in the Philippines, thereby preventing the legitimate owner from registering it in the country. These unscrupulous companies would normally try to resell the trade mark back to its legitimate owner at an inflated price.



European SMEs should keep in mind that according to the Trade Mark Law of the Philippines, in order to maintain the registration of a mark, a Declaration of Actual Use of the mark together with the proof of use of the mark must be filed after 3 years from the application date of the mark and then again within 1 year from the 5th anniversary of the registration. This is required to prove that the mark is in use, and that it is used consistently without substantial modifications as well as to try prevent a construed and obstructing system of trade mark cancellations.

In addition to direct national filing, EU SMEs may also seek to protect their marks in the Philippines as part of an international registration under the Madrid Protocol, subject to compliance to local requirements, (particularly with the filing of the Declaration of Actual Use).■

Helika Jurgenson and Mitchel Smolders

South-East Asia IPR SME Helpdesk

SOUTH-EAST ASIA IPR SME HELPDESK

The South-East Asia IPR SME Helpdesk supports small and medium sized enterprises (SMEs) from European Union (EU) member states to protect and enforce their Intellectual Property Rights (IPR) in or relating to South-East Asian countries, through the provision of free information and services. The Helpdesk provides jargon-free, first-line, confidential advice on intellectual property and related issues, along with training events, materials and online resources. Individual SMEs and SME intermediaries can submit their IPR queries via email (question@southeastasia-iprhelpdesk.eu) and gain access to a panel of experts, in order to receive free and confidential first-line advice within 3 working days.

The South-East Asia IPR SME Helpdesk is co-funded by the European Union.

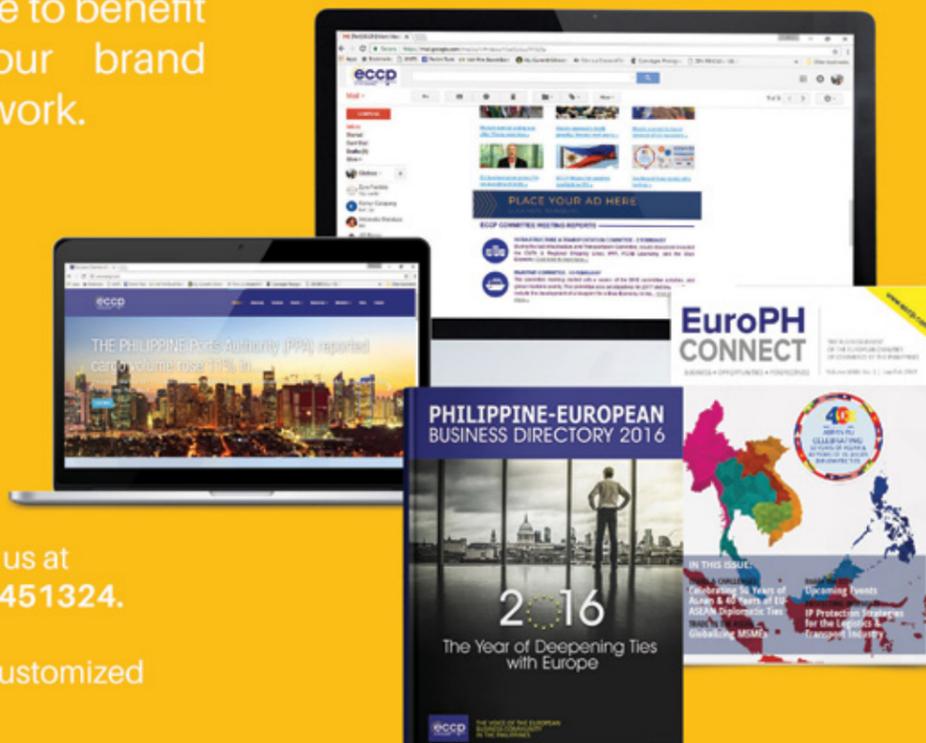
To learn more about the South-East Asia IPR SME Helpdesk and any aspect of intellectual property rights in South-East Asia, please visit our online portal at <http://www.ipr-hub.eu/>

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NWRB AND THE WATER SECTOR IN THE PHILIPPINES

BY THE OFFICE OF THE NATIONAL WATER RESOURCES BOARD

The Philippines given its geography and geographic location, has abundant freshwater resources obtained from three major sources: rainfall, surface water (rivers, lakes and reservoirs) and groundwater. Annually, the country gets an average of 2,400 millimeters of rainfall. Our country has a total of 146 billion cubic meters of water resources.

True to the saying, “when it rains, it pours,” our country is flooded with so much water when it rains. On the extreme contrary, our water often drains during dry season. This situation is caused by several varying factors like geographic locations and rainfall distribution. Around 59% is already allocated based on the water permit issued by the National Water Resources Board (NWRB). This number accounts for the registered water users but, admittedly, there is an immense number of illegal water users throughout the country which is quite difficult to account particularly the domestic or household users.



National Water Resources Board is the primary government agency mandated to manage the country's water resources by regulating its utilization, exploitation, development, conservation and protection.

Based on a water study conducted in 1998 by NWRB, together with Japan International Cooperation Agency (JICA), Philippines will experience water issues by 2025. It also identified nine water-stressed areas that time – the cities of Baguio, Angeles, Bacolod, Davao, Zamboanga, Cagayan de Oro, Metro Cebu, Metro Iloilo and Metro Manila. Back then, climate change was not a factor considered in the study. We all know how this phenomenon greatly affected the natural course of life including the water cycle. And the nine water-critical cities could have increased.

The Philippines water sector is faced with critical challenges brought by natural and man-made elements.

Among these are rapid urbanization, overpopulation and industrialization. Indiscriminate land use and development, increasing volume of solid wastes, pollutants and hazardous wastes also affect our water. Climate change is one major component contributing to the issues faced in the water sector. These factors effect to the deterioration of water quality and availability.

The natural factors causing water issues are inevitable and we can only do so much about it. But the human-induced causes are what NWRB is focusing on today. Aside from strengthening our monitoring and enforcement through adding deputized agents in different DENR regional offices, the works for NWRB Visayas and Mindanao extension hubs are in place.

These offices, once established in 2018, will adversely help in managing the Philippines' water resources. It will bring convenience, access and ease to water permit applicants outside Luzon because their application can be fully processed in NWRB's extension offices. Monitoring water users will likewise be easier for NWRB staff as they no longer need to travel from Metro Manila to their destinations in Vis-Min.

NWRB, together with our partners from the private sector, academe and national government agencies, is crafting a Water Security National Roadmap which focuses on a national framework to address the imminent water crisis in the Philippines and adoption of gathered recommendations during a series of pre-summits in Bohol, Davao, Pampanga and Metro Manila. Among the recommended actions are establishment of an apex body for water, adoption of Integrated Water Resources Management through river basin approach, intensified practice of rainwater harvesting to increase and optimize water resources, reforestation and improved science-based data management. These will be presented in a planned National Water Summit graced by the President of the Philippines.

The National Water Resources Board is committed to improve its services incessantly considering the vast changes in our society. We will be in the forefront to secure the country's water resources for sustainable development.

What we are asking to all water users is kindly do their share in keeping our waters flowing.■

THE WORLD NEEDS LEADERS IN TRADE:

EU presents "A Progressive Trade Policy to Harness Globalisation"¹

BY WALTER VAN HATTUM



During the EU Philippines Business Summit I mentioned some of the trade initiatives announced by President Jean-Claude Juncker in his annual State of the Union address. With GDP reaching 2.4%; unemployment dropping to a historic (since 2008) low of 7.6%; and budget deficits to 1%, reforms in Europe are working. This is a lot thanks to our open trade and investment policy and today, evidence is there of strong sentiments of industry (production up by 3.9%); and consumers (air travellers almost a billion) – indicating a potential stronger growth in the near future. It's the same open trade policy that benefits partners like the Philippines whose majority share of reported investments (29%) and exports (over 15% of total) were European (PSA figures).

But trade policy today is challenged: there is a rising threat of protectionism and weakened commitment of large players to global trade governance; a stronger criticism or scepticism with regard to the benefits of free trade; and a stronger call for trade to benefit smaller players, and tackle some of the world's problems like sustainable development. While globalisation has helped lift hundreds of millions of people out of poverty and enabled poorer countries to catch up, we must make sure globalisation works for all, so that free trade becomes fair trade: transparent, equitable and sustainable; and remains firmly anchored in a rules-based system. Therefore,

- We propose a Permanent multilateral investment court that is fair and impartial. Such a court system will enable us to get balance between interests of states and investors and necessary democratic legitimacy by ensuring independence, accountability and transparency. It would be another step towards a more transparent, coherent and fair approach to deal with company complaints under investment protection agreements. We also propose the creation of a European screening framework to ensure that foreign direct investment does not compromise the EU's strategic interests;
- We aim for the highest level of transparency: We publish recommendations for negotiating directives for trade agreements which will be made available to the general public such as done recently for our mandates to open up talks with Australia and New Zealand. This should allow for a wide and inclusive debate on the

planned agreements from the start.

- We include stakeholders to make trade policy even more transparent and inclusive: The creation of an Advisory Group on EU trade agreements will allow the Commission to engage with civil society and gather different perspectives and insights from a wide and balanced group of stakeholders, ranging from trade unions, employers' organisations, consumer groups and other non-governmental organisations.
- We aim to safeguard high standards of environmental, consumer, social and labour protection as well as fundamental rights without compromise. The EU seeks to use trade policy instruments to promote those standards around the world in line with Sustainable Development Goals. This is for instance done through our GSP+, but also through our FTAs. The EU-Japan Economic Partnership Agreement is the first international trade agreement to explicitly support the Paris climate agreement; while our agreement with Canada delivered ambitious outcomes on labour commitments. Agreements in the region (Singapore and Vietnam) reflect and promote the universal values through its 'Trade and Sustainability' chapters. Meanwhile, they explicitly preserve the right of governments to regulate in the public interest – an important principle for all our negotiations.

The Philippines has ample experience with EU's policies for sustainable development, namely the GSP+ system. It supported Philippines' exports to grow by 36% (PSA), especially in agri-food and thereby supporting MSMEs integration. Initiatives such as done with DTI to use GSP+ as a leverage for strengthening labour standards in the garment and fisheries industries are commendable and show a good cooperation in our GSP+ discussions. Our trade is about creating jobs, but not just any jobs: it's about creating decent jobs.

This agenda is good for business too: companies that respect values can add value to their products and services; they stay in business longer, have more motivated workforce; and as they make trade more values-based and sustainable, support that those left behind - the poor and hungry in the Philippines - benefit too.

Or as Trade Commissioner Cecilia Malmström said: "The world needs leaders in trade. The EU continues to champion free and fair trade... Our proposals show this leadership in action. It also demonstrates our determination to develop EU trade policy in a way that's as open and inclusive as possible.

Do you want to lead with us?

¹ For more details see "A Progressive Trade Policy to Harness Globalisation" – <https://ec.europa.eu/transparency/regdoc/rep/1/2017/EN/COM-2017-492-F1-EN-MAIN-PART-1.PDF>

WATER RESILIENCE: Improving the World's Water Security

BY CHRISTOPHER POUNTNEY, CENG MCIBSE SUSTAINABILITY, BUILDINGS + PLACES

A new global report explores the water management risks experienced by cities and companies, and how future water resilience lies in taking collaborative action, writes sustainability specialist Christopher Pountney.

Almost two thirds of cities around the world believe that climate change will negatively affect their water resilience. And large numbers of companies are concerned about business risks related to water supplies. These are among the findings in the latest global survey compiled by AECOM with CDP, the international environmental reporting and data non-profit, and published to coincide with World Water Week (27 Aug – 1 September, 2017).

Titled 'Who's tackling urban water challenges?' the survey is based on information gathered from 569 cities and 1,432 companies. Against the backdrop of growing global urbanization and climate change, the study focused on four big risks – water scarcity, flooding, declining water quality and untreated waste water – and how we can take steps to improve water resilience.

Some of the measures being taken on the way forward include investment in water supply infrastructure, education programs for conservation awareness, technology investment to improve water efficiency and better management of stormwater.

The report also proposes three key actions to increase water security –

Action 1 – Set ambitious water targets and goals: Some 54% of companies disclosing to CDP have set targets and goals to better manage water resources.

Action 2 – Capitalize opportunities to recycle and reuse water: 310 companies disclosed that they were working on reuse and recycling projects in 2016.

Action 3 – Invest in water management projects: In 80 U.S. cities alone, there were 89 water management projects worth a total of \$9.5 billion, seeking investment of \$8.2 billion.

Commenting on the report's findings AECOM's City Resilience Lead Claire Bonham-Carter said, "From our work with more than 30 cities in the 100 Resilient Cities network, water resilience has consistently come up as a key challenge that cities face. Many of them, regardless of size – from Mexico City, Mexico, to Berkeley, California – are addressing both long-term water supply issues as well as chronic urban flooding."

Morgan Gillespy, head of CDP's Water Program, said, "Our report shows just how crucial water management is becoming to our cities. Our vision is to achieve a secure and sustainable water supply by 2030, but to get here we need a sharp U-turn in how we manage our natural resources. Water must be recognised as a critical asset at city and board level."

At a glance survey findings:

The cities most concerned about their water supply lie in Asia and Oceania (84%), with serious risks also identified in Africa (80%) and Latin America (75%).

Some 63% of North American cities deem climate change a risk to water supply, with fewer cities concerned in Europe (34%). 196 cities reported risks of water stress and scarcity; 132 a risk of declining water quality and 103 a risk of flooding.

Water investment opportunities are greatest in Latin America (US\$6.7bn), where Quito, Ecuador, is looking for US\$800 million to manage its water supply. The city aims to build three hydropower stations and address the contamination of 246km of Quito's rivers and streams. Development in Latin America is followed by North America (US\$2.7bn), Asia and Oceania (US\$27.4m), Europe (US\$22.3m) and Africa (US\$6.19m).■

This article was written by Christopher Pountney, CEng MCIBSE Sustainability, Buildings + Places for AECOM and can also be found at www.aecom.com/without-limits

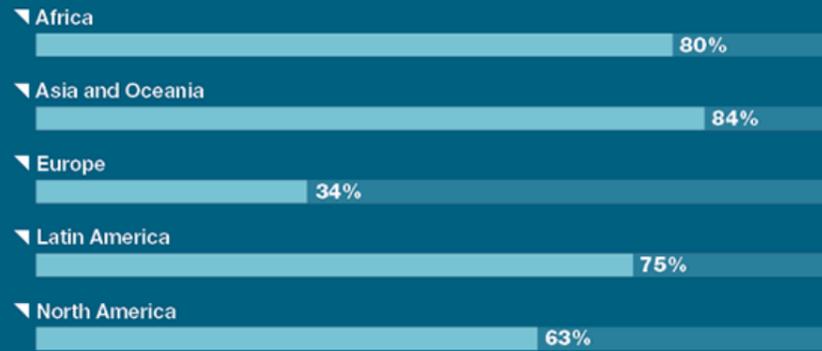
Water is a growing risk for cities and companies.



CITIES



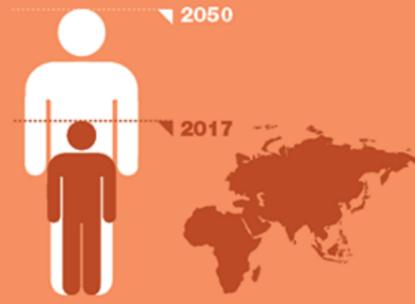
of cities disclosing in 2017 foresee a risk to their water supply from climate change



CLIMATE CHANGE



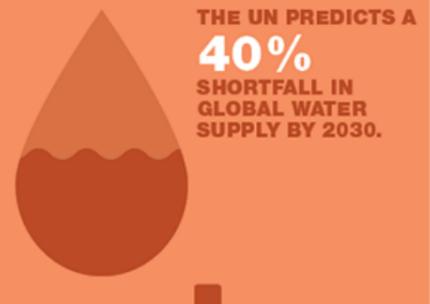
RISING POPULATION



2.5bn MORE PEOPLE WILL LIVE IN URBAN AREAS BY 2050.
90% OF THE INCREASE WILL BE CONCENTRATED IN ASIA AND AFRICA.



DECREASE IN SUPPLY



THE UN PREDICTS A **40%** SHORTFALL IN GLOBAL WATER SUPPLY BY 2030.



RISING DEMAND

GLOBAL WATER DEMAND IS PROJECTED TO INCREASE BY **55%** DUE TO GROWING DEMAND FROM MANUFACTURING, THERMAL ELECTRICITY GENERATION AND DOMESTIC USE.

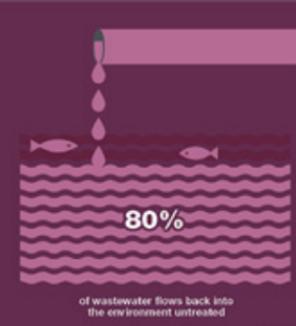


GROWING PRESSURE

The top three water risks are identified as:



DECLINING WATER QUALITY



INCREASED WATER STRESS AND SCARCITY

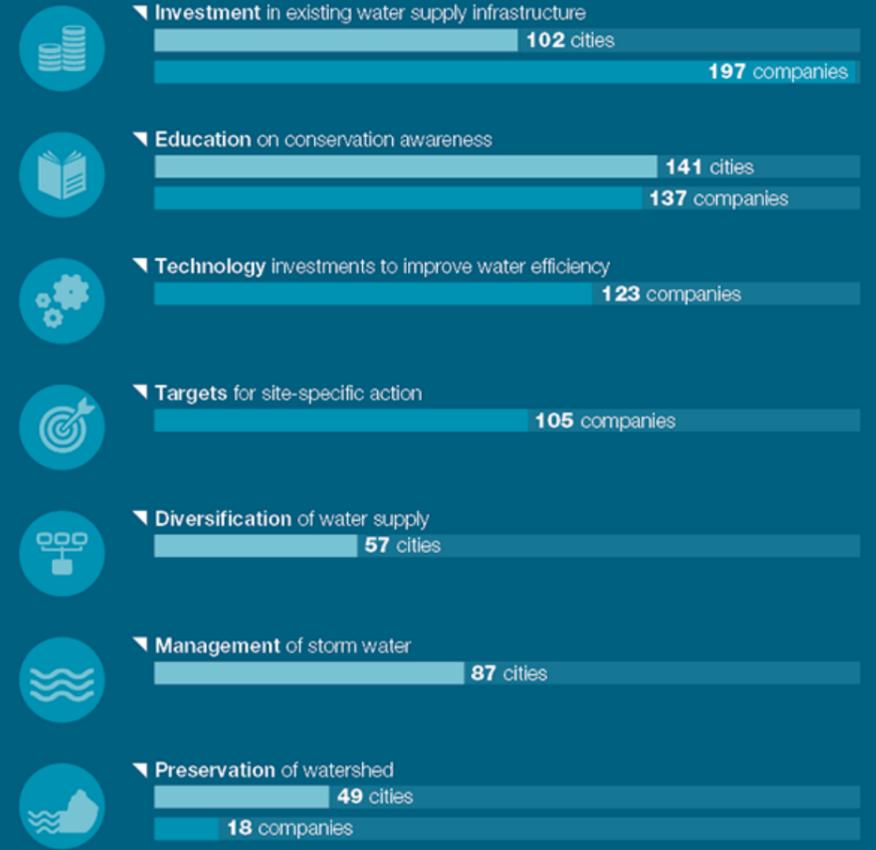


FLOODING



THE WAY FORWARD

Cities and companies are taking action to reduce the impacts of water risks



ACTIONS BEING TAKEN

WHO'S TACKLING URBAN WATER CHALLENGES? INFOGRAPHIC REPORT WAS PRODUCED BY CDP IN PARTNERSHIP WITH AECOM AND FUNDED BY BLOOMBERG PHILANTHROPIES.

THE FULL REPORT IS AVAILABLE ON THEIR WEBSITE: [HTTP://OW.LY/KQDP30FG19H](http://ow.ly/kQDP30FG19H)

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Website: www.mayniladwater.com.ph

Out-of-the-box thinking needed to ensure water security

MAYNILAD Water Services, Inc., the country's largest water concessionaire in terms of customer base, is turning to innovation as a means to ensure steady supply of water to its more than 9 million customers.

In a speech delivered during the ECCP's Water Challenge Forum last June, Maynilad Chief Operating Officer Randolph T. Estrellado related that when the current shareholders – Metro Pacific Investments Corp. and DMCI Holdings Inc. – took over the West Zone concession in 1997, they came face to face with a pipe network that has been around since the Spanish era.

As a result, as much as two-thirds of the water in the distribution networks was lost because of physical leaks or inaccurate meter readings. Also, most of the concessionaire's customers did not have 24-hour water service and suffered from insufficient water pressure.

While investing significant amounts to improving its pipe network, Estrellado related that Maynilad also focused on reducing its non-revenue water (NRW) level.

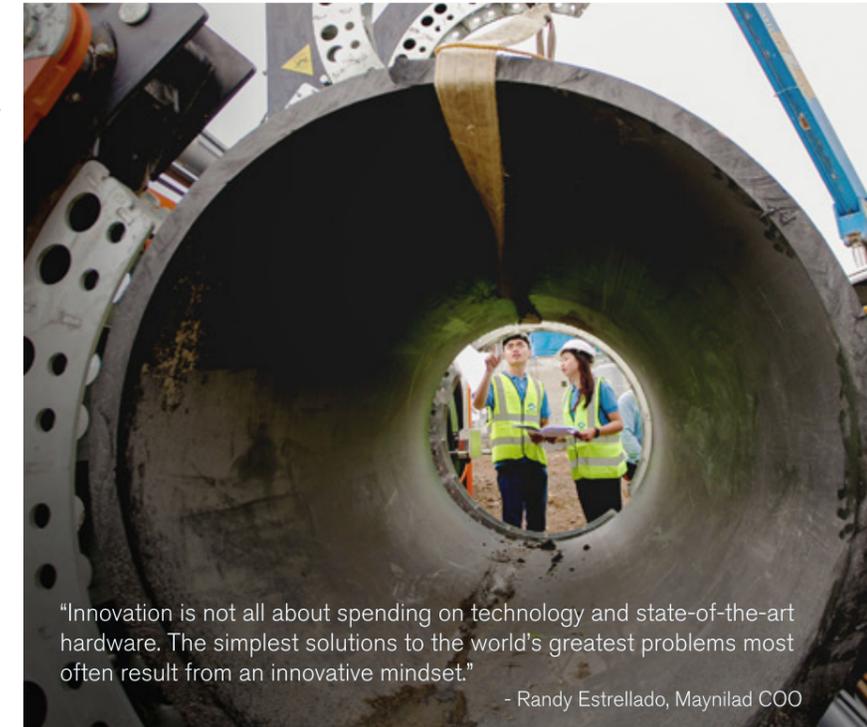
"This focus on non-revenue water was, in itself, an innovation in perspective. It was a creative way of looking at the supply problem, and it was definitely more cost-effective than capital projects, which were traditionally the focus of investments. Back then, we decided that non-revenue water was a major liability that we could turn into an asset," he said.

Maynilad then established a Central Non-Revenue Water Division, whose only task was to bring down water losses. Investments were also made on high-tech leak detection equipment, including technology that can conduct audio and visual inspection inside pipes without implementing a service interruption.

A decade later, Maynilad's NRW has been reduced to less than 30 percent, allowing the company to serve more customers within its network.

Innovative approaches are also being practiced in the operation of the company's facilities, from its various plants down to its valves.

"We rely heavily on automation technology to improve our operational efficiency, reduce turnaround time, and get real-time access to accurate data for decision-making purposes," Estrellado said. "We also invested in GIS (geographic information system) technology.



"Innovation is not all about spending on technology and state-of-the-art hardware. The simplest solutions to the world's greatest problems most often result from an innovative mindset."

- Randy Estrellado, Maynilad COO

"All current projects and assets are geo-tagged. We have a Maynilad webmap that is accessible via desktop computer and mobile app, (allowing) employees to access information on projects and assets from their devices. As a result of these investments, much of the traditional field work is now accomplished in the head office, specifically in our Central Control Room," he added.

Apart from the usual investments in technology and capital projects, Maynilad also gives its employees an avenue to have their innovative ideas come to life. Through the Think Maynilad Innofest program, employees come up with projects that can help Maynilad improve operational efficiencies. Winners not only get prizes, but also get a chance to see their projects implemented in the company.

Some of the winners have even moved on to found their own start-ups, using their Innofest entries.

The company likewise has a comprehensive corporate social responsibility strategy that aims to help safeguard the environment, so as to ensure sustainability of its water sources. This also includes taking care of various Maynilad stakeholders through water education programs, social enterprise ventures, and water and sanitation infrastructure.

"Improving water security is a daunting task. It's too big for Maynilad. As such, it is also a priority for us to get our stakeholders, partners, and the public on board," Estrellado said.





Our Track Record

- The JLL Project Leasing team has handled 80 building appointments since 2008, translating to 1.7 million Square Meters.

- The team has a strong relationship with several property developers such as the Net Group, Ayala Land Offices, SM BPO Management Group, Vista Land and Lifescapes Inc., Wilcon group, Cityland Corporation, and Alphaland Makati Tower Inc.

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47,143.37 SQM
October 2017
PEZA - Under Application

Bank of Makati Building
9,007.51 SQM
Ready for Occupancy

Taguig City

Vista Campus Tower 1
22,180.59 SQM
October 2017
PEZA - Under Application

Ortigas Center

Marco Polo Manila
7,600 SQM
Ready for Occupancy

Mandaluyong City

Citynet Central
37,868.81 SQM
Ready for Occupancy
PEZA Registered

Global Link Center
9,324.06 SQM
1Q 2018
PEZA - Under Application

Manila City

ETY Building
8,681.82 SQM
Ready for Occupancy

Paranaque City

Nissan Sucat Centrum
10,405 SQM
4Q 2017
PEZA - Under Application

Cavite

VistaHub Molino
13,900 SQM
Ready for Occupancy
PEZA - Under Application

Cebu City

HM Tower
11,772.75 SQM
3Q 2018
PEZA Registered

Mabalacat City

Skytech IT Park Building A
14,058.13 SQM
1Q 2018
PEZA - Under Application

Established in the Philippines in 1997, **JLL** is a financial and professional services firm that specializes in commercial real estate services and investment management. We're in business to create and deliver real value through commercial real estate for clients, shareholders and our own people. In a complex world that is constantly changing, JLL is committed to helping you understand and navigate the intricacies of commercial real estate—whether you're an investor or occupier of space.



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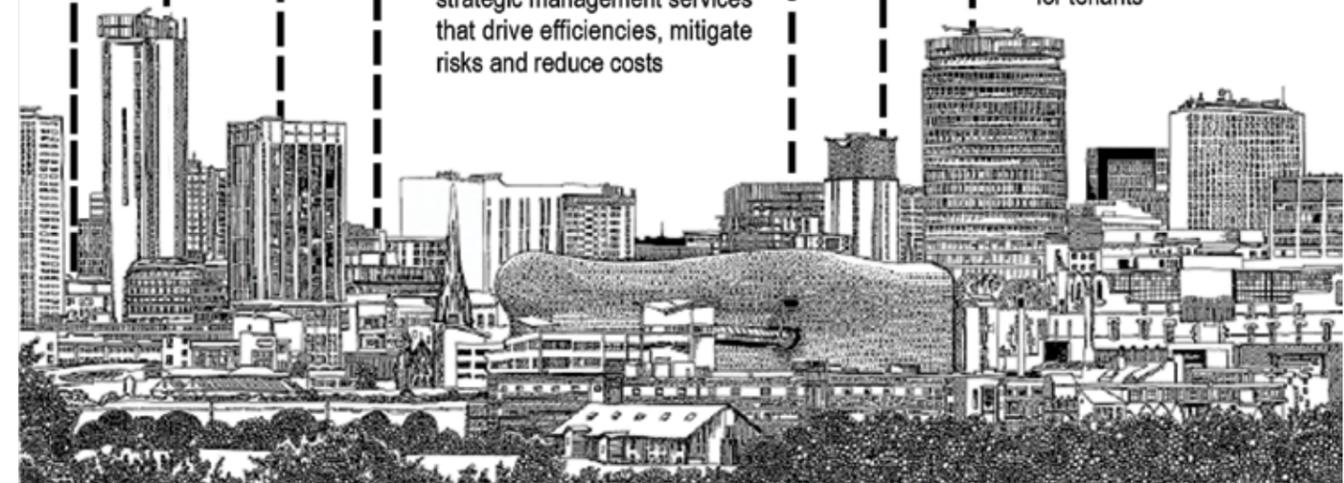
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For more information:

SHEILA LOBIEN
+63 920 982 5824
Sheila.Lobien@ap.jll.com

JERICO LINAO
+63 928 501 2533
Jericho.Linao@ap.jll.com

STEPH CO - NG
+63 917 581 4330
Steph.Co@ap.jll.com



Sheila Lobien
Regional Director, Head of Project Leasing
+63 920 982 5824
Sheila.Lobien@ap.jll.com



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LISTAHANG TUBIG

A National Water Survey

Listahang Tubig is the first national survey of water service providers in the Philippines. With a participation rate of 88% from cities and municipalities nationwide, the survey generated a robust database of water service providers' directory, profiles and service levels; and benchmarked performance of utilities providing piped household connections. The database is cloud-based thus readily accessible to stakeholders and organized so that geographic aggregation or disaggregation of data is possible. Moreover, data entry by service providers is set up in a user friendly manner, easing self-reporting of primary and updated data. The partners in this undertaking are: the National Water Resources Board as lead, the National Economic and Development Authority, Department of the Interior and Local Government, Local Water Utilities Administration, Philippine Association of Water Districts, the World Bank and the United States Agency for International Development.



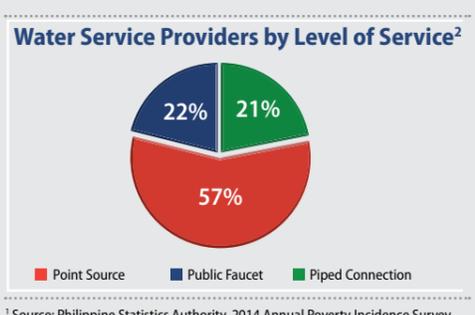
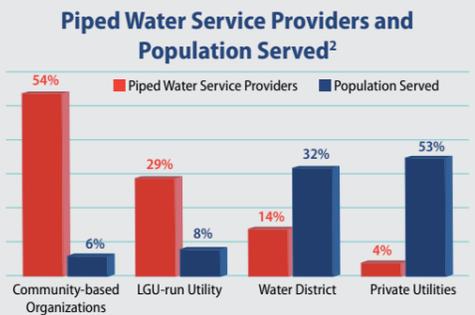
85.5%
total population served¹

22,000+
water service providers nationwide²

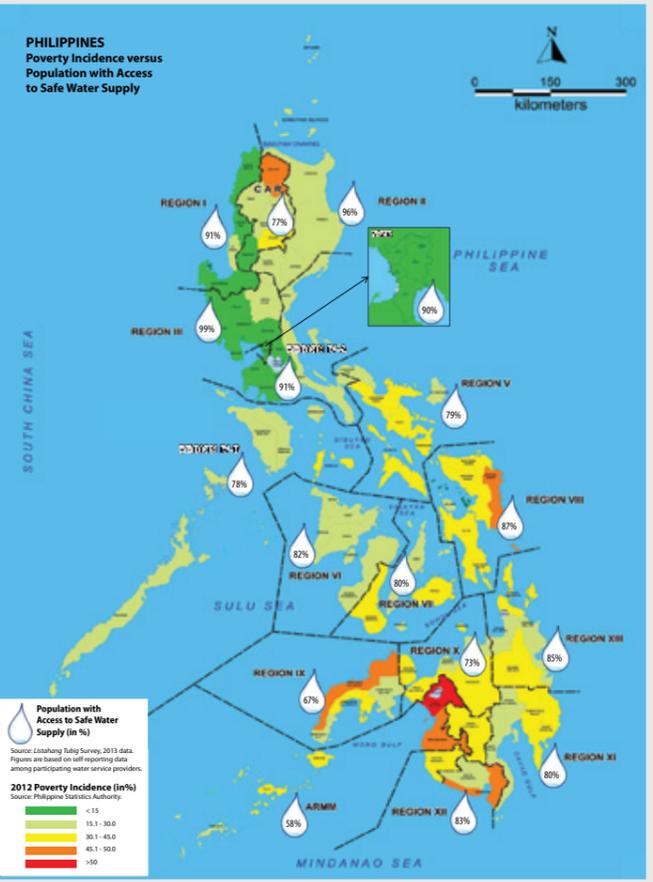
4,700+
piped water supply service providers²

79%
unregulated water utilities²

Utilities that are regulated and have corporate governance structures, such as water districts and some private utilities, show better performance.



¹ Source: Philippine Statistics Authority, 2014 Annual Poverty Incidence Survey
² Source: Listahang Tubig Survey, 2013 Data



Highlights of Information from Listahang Tubig

Organized at Regional, Provincial or Municipal Level

- Directory of the 22,844 water utilities nationwide classified according to location, level of service and management type
- Water service providers by management type, by level of service and households served
- Water sources by management type, condition of sources and average daily volume extracted
- Key performance indicators of piped connection service providers, providing a basis to compare performances by management type

EXAMPLES OF USE OF INFORMATION FROM THE LISTAHANG TUBIG

Stakeholder	Purpose	Data Information Needs
National Water Resources Board (NWRB)	<ul style="list-style-type: none"> Economic regulation Water resource regulation 	<ul style="list-style-type: none"> Location of water utilities Water utilities with/without Certificate of Public Convenience (CPC) Water utilities conducting potability tests Compliance with economic regulation standards Water resources by province — in map, in print Water sources with production meters
Department of the Interior and Local Government (DILG)	<ul style="list-style-type: none"> Planning and monitoring the improvement of LGU water service delivery Integrating data in existing project planning and monitoring system (PPMS) Grant targeting, enhancing capacity development interventions 	<ul style="list-style-type: none"> Service coverage Water utilities: national to barangay level; management type and all service levels to be seen in dashboard, printable; spatial data presented in table, bar chart, pie chart
Local Water Utilities Administration (LWUA)	<ul style="list-style-type: none"> Expanding coverage/service area Identifying water source Prioritizing improvement of capacity of water districts 	<ul style="list-style-type: none"> Map showing coverage of each water district and other providers; identifying barangays with service coverage and nearby barangays with no coverage yet Sources of water of the water districts Need for source expansion can be indicated by the number of hours of operations per water source
National Economic and Development Authority (NEDA)	<ul style="list-style-type: none"> Policy formulation and sector planning 	<ul style="list-style-type: none"> Service coverage Compliance with economic regulations Key performance indicators
Water Service Providers	<ul style="list-style-type: none"> Improvement of operations 	<ul style="list-style-type: none"> Identification of competition Benchmarking of utility performance <ul style="list-style-type: none"> Time-lined utility performance Comparison of utility with peer performance
Water Consumers	<ul style="list-style-type: none"> Information on service 	<ul style="list-style-type: none"> Benchmarking of performance of consumers' respective service providers with other utilities; empowerment of constituency to demand better service

INSTITUTIONALIZING LISTAHANG TUBIG

- Listahang Tubig executing partners will disseminate Listahang Tubig information
- Policy makers and stakeholders are encouraged to use Listahang Tubig information for policy formulation and call for action in areas where service is lagging
- NWRB will sustain performance benchmarking as a tool for light handed regulation
- NWRB will allocate budget for the continuation of Listahang Tubig

THE POWER OF INFORMATION

The Listahang Tubig information can serve development efforts in the sector consistent with principles of inclusive growth and ensuring sustainability and improvement of services.

- Support evidence-based policy making, strategic planning and targeting of interventions to get the best socio-economic value for investments on facilities, institutional strengthening and capacity building programs of the government; as well as inform the implementing guidelines of the water supply sector's unified financing framework (UFF). The UFF aims to rationalize allocation of grants and subsidies, commercial and equity financing through PPP arrangements.
- Promote value of economic regulation among the utilities outside of the State regulatory mantle and inform regulatory reforms appropriate for current state of utilities, in particular, establishing light handed regulatory (LHR) guidelines to cope with the highly disaggregated ownership structure of utilities; LHR simplifies the process of securing licenses to operate and set tariffs and will use the power of benchmarking to encourage utilities to improve coverage and performance.
- Compel action through investments or institutional strengthening or both among decision makers of communities lagging in adequacy, level of service—in particular upgrading to piped water supply, and quality of water supply services.

KEY PERFORMANCE INDICATORS²

Indicator	Water Districts	LGU-run Utilities	Community-Based Organizations	Private Utilities	All Average
Water Availability (hours)	22	19	19	18	19
Consumption per Capita per Day (lpcd)	108	99	85	131	98
% Non-Revenue Water	25%	23%	19%	25%	22%
Operating Ratio	0.72	0.93	0.85	0.71	0.83
Collection Period (months)	2.06	1.73	2.29	1.76	2.00
Average Tariff (Php/m ³)	26	12	14	23	18
Staff/1,000 Connections	8	34	54	18	40
% Production Metering	85%	24%	34%	54%	45%
% With Potability Tests	86%	21%	23%	54%	29%

HOW TO REGISTER AND UPDATE INFORMATION

Who May Register?	Registration of Encoders	Registration of Endorsers	2014 and 2015 Data Years Now Open for Encoding
<ol style="list-style-type: none"> Water service provider encoder—the appointed water utility staff who will encode the water utility data into the website LGU Encoder—the appointed LGU staff who will encode the data of water utilities that do not have access to the internet Endorser—the appointed person who will clear all water utility data for inclusion in the Listahang Tubig database. Normally, this is the General Manager of the water utility or his/her designated official. For LGU-run utilities and utilities whose data are encoded by the LGU Encoder, the Endorser is the Municipal Planning and Development Coordinator. 	<ol style="list-style-type: none"> Go to the Listahang Tubig website and log-in. Click "Sign up now" and fill out all the required fields. Click "Sign Up" to proceed to create the password through the email address given at the "Sign In" stage. Log in to the given email address. Click the link in the email to create your password. In the pop-up window, enter your new password for Listahang Tubig and confirm it. Click "OK". The Encoder's account is activated. Click "here" to proceed with encoding of the survey form. 	<ol style="list-style-type: none"> The General Manager of the water utility or the Municipal Planning and Development Coordinator nominates himself or a designated official or staff to be the Endorser by submitting through email a Nomination Letter to NWRB. NWRB will confirm the acceptance of the nomination by email. Endorser proceeds to register using the same steps as an Encoder. 	<p>Water service providers may now encode their 2014 and 2015 data.</p> <p>The Listahang Tubig survey form may be downloaded from the website. After completely filling out the form, the Encoder may encode the form on line. The Endorser has to endorse the form in the website to signify that data encoded are final.</p>

Listahang Tubig Help Desk
National Water Resources Board

TeleFax: (02) 920 2714
Email Address: listahangtubig@nwr.gov.ph
Website: http://listahangtubig.cloudapp.net

INSIDE THE ECCP MANILA: EVENTS

Sustainable Agriculture Forum 2017

The Sustainable Agriculture Forum was held last September 27, 2017 from 8AM-5PM at the SMX Convention Center, SM Aura, Taguig City. Key members from the private and public sector came together and discussed issues regarding Philippine Agriculture as well as proposed solutions to further the country's agricultural agenda. Innovations such as adaptation to technology for ease of use and the promotion of newly developed products from seaweed were mentioned. These innovative solutions are believed to enhance productivity and present the Philippines as a strong agricultural competitor in the ASEAN. The goal of the forum was to support the current administration in developing policies, plans, and programs to promote inclusive growth in agriculture. The Sustainable Agriculture Forum 2017 was organized by the the ECCP, co-organized by the EU-Philippines Business Network and Co-funded by the European Union in the Philippines. The Forum was Co-Presented by Syngenta and supported by Platinum

Sponsors CropLife, DMI, Nestlé, and Yara, Gold Sponsors Bayer, EastWest Seed, and Metos, and Silver Sponsors Enviro, Jollibee Group Foundation, and Melspring. For more information regarding upcoming ECCP events such as these, e-mail info@eccp.com. ■



ECCP & EPBN Host Euro-PH Advocacy Forum on Public Services

BY MIKEE CORPUZ

The Euro-PH Advocacy Forum on Public Services was held on September 21, 2017 in the Santan Room at EDSA Shangri-La Hotel Manila. The forum tackled the concept of “public” utilities as presented in the original Public Service Act (PSA) of 1936 and amended in the newly proposed House Bill 5828, which provides a statutory definition of public utility. Given the limited choices of the public when it comes to basic and public services, the bill proposes to lift foreign restrictions to pave the way for greater economic competition in e-commerce, telecommunications, transport, and energy without changing the constitution. The bill also aims to improve public services which can greatly impact the quality of the lives of Filipinos as well as encourage and facilitate innovation in the public and private sector.

Opening Speaker Walter van Hattum, Head of Economic and Trade Section of the European Union Delegation in Manila, shares “Filipino consumers are now more critical of the products they get as well as the quality and prices.”

Through the House Bill 5258, a high level growth would encourage a clearer distribution of public utilities without compromising the prices of services offered. Currently, 70% of the Philippines’ GDP and the country’s workforce are dependent on public services where 5% of the workforce are in the public service sector. With an ambiguous definition of ‘public utility’ under the Commonwealth Act, various growth opportunities are restricted including investments from foreign organizations. However, the European Union remains the largest source of investment in the Philippines with 25% of all new investments.

Welcoming remarks were delivered by Florian Gottein, Executive Director of the European Chamber of Commerce of the Philippines. Present at the forum were Congressman Arthur Yap, DoTr Asec Leah Merida-Quiambao, Foundation for Economic Freedom President Calixto Chikiamco, Smart Inc. Head of Regulatory Affairs and Sun Cellular Head of Legal and Regulatory Affairs Atty. Roy Ibay, UP College of Law Professor Dr. Joseph Angeles, and Independent Journalist James Deakin. The Forum was moderated by Abad Alcantara and Associates Partner and Bloomberg Anchor, Atty. Tony Abad.

The forum stressed that taking the initiative to start screening incoming investments would create more jobs and develop existing technology for Philippine economic growth. Although, it is also important to consider imposing and regulating environmental standards while ensuring economic growth.

For more information on upcoming Euro-PH Advocacy Fora, e-mail info@eccp.com. ■



INSIDE THE ECCP MANILA: EVENTS

ECCP Networking Socials

The ECCP Networking Socials is an avenue for its members to discover and develop business ventures, meet the newest members and catch up with the old ones. Last September 26th, at the hush-hush speakeasy Alcohol by Volume (ABV) in Makati, various business executives, a sundry mix of both members and non-members, gathered for drinks, great music, and good company. ECCP newcomer Marcventures Holdings Inc., and premium member Diageo were event partner and beverage sponsor, respectively.

Among the 100 or so people present were Isidro Alcantara, Marcventures Holdings Inc.'s President and Vice Chairman; and Vanessa Gosiengfiao, Diageo's General Manager. Many representatives from ECCP's growing roster of members attended the event as well. Other notable members in attendance were the influx of people from Rockwell Land Corporation, HMR Auctions, Quisumbing Torres Law Firm, Trends & Concepts, as well as friends and partners from the European-Philippine Business Summit.

Amidst the noise coming from over a dozen different conversations in the room, from fruitful business discussions to the loud voices competing to get the bartender at the open bar's attention, Diageo took the time to showcase their new malt products to everyone in attendance.

The night ended on an auspicious note, with many members and non-members walking out of the venue with new names on their phone's contact list, new business collaboration ideas, and zero calling cards.

Now this is the kind of networking event you'd want to be a part of.

This event would not have been possible without the ABV Makati, Marcventures Holdings, Inc., and Diageo. ■



ECCP Coffee Mornings

Normally, wiring the brain with complex thoughts and abstract ideas first thing in the morning isn't on anyone's to-do list. Usually, thoughts flood in once caffeine, whether in the form of coffee or tea, makes its way to our bloodstreams. But rumor has it, wrapping our heads around big ideas makes prosperity in the business. One of this month's Coffee Mornings session, in partnership with topnotch European Coffee, Illy, and Rockwell Land Corporations, provided that boost for companies to re-strategize and strengthen their respective organization culture.

This session deals with a new way of thinking, or a new philosophy of sorts. Phil Smithson of the On-Off Group, presented the idea of design thinking--and no, it has nothing to do with the arts. Design thinking involves a framework heavily reliant on empathy, which Smithson believes to be a very powerful tool. Empathy is the way to narrow down needs and see the root causes of human problems. From there, it'll be easy to identify the bottom of the iceberg.

A big lecture early in the morning called for a pick-me-up, and a topic focusing on a brand new perspective required a fun way to learn. The session was filled with partner exercises and group reflections aimed to exemplify

the design thinking framework. Productive noise filled the room, with representatives from different companies establishing newfound friendships with their seatmates.

With ECCP members having the privilege to have one representative attend this session for free, a bulk of those in attendance were ECCP members Quisumbing Torres, All Transport Network, First Gen Corporation, and Joratech Corporation. Other mentionable attendees were those from Asian Eye Institute and InterCommerce Network Services, Inc.

The session was fruitful, with attendees slowly starting to adapt to the idea of the design thinking framework--conjuring some follow up questions to ask the speaker, or even mentioning their own office environment so Smithson could give them advice.

One of the best habits to acquire in your career is getting the mind working early in the morning. If you'd like to start that habit, or even start it again after breaking it in the past, the ECCP's Coffee Mornings is a good place to start. What with coffee, an opportunity to meet new people, and learn something new sure can't be beat. ■



INSIDE THE ECCP MANILA: EVENTS

Healthcare For All Forum

The Healthcare for All Forum happened last October 10 at the Makati Diamond Residences. The forum addressed the current healthcare landscape in the Philippines and proposed solutions to improve access of poor Filipinos to quality healthcare. The speakers stressed the importance of universal health coverage as a realistic vision for Philippine Healthcare to lift the country from poverty. Also, the forum emphasizes the European Union (EU) and the Philippines work together to promote quality healthcare for Filipinos with strong support in new healthcare technologies. To learn more about this forum visit <http://epbn.ph>.



Luncheon with BSP Governor Nestor Espenilla Jr.

The European Chamber of Commerce of the Philippines held a Luncheon Meeting with Governor Nestor Espenilla Jr., Chief of the Bangko Sentral ng Pilipinas last October 25, 2017 at the Makati Shangri-la Hotel. Gov. Espenilla talked about the current financial system in the Philippines and the reforms that the BSP aims to achieve within this term. He also emphasized the BSP's goal in establishing a conducive business climate and creating sustainable economic growth. For more information on the upcoming ECCP Luncheon meetings, visit our website at eccp.com or e-mail us at info@eccp.com.



INSIDE THE ECCP MANILA: EVENTS

Energy Smart Philippines

The Energy Smart Philippines took place last October 27, 2017 at the Grand Ballroom of Shangri-la at the Fort.

Energy Smart Philippines 2017 featured key players in the energy industry and foreign sector who addressed the current power generation capacity of the country. Currently, the Philippines has a heavy reliance on coal. Through Energy Smart, the EU and government sector hopes to encourage policy and development in renewable energy solutions to lessen dependence on coal imports and to keep up with increasing consumer demands. The summit also provided updates on EU funded programs specifically geared towards improving the energy situation in the Philippines.

This event was organized by the ECCP in partnership with the EU-Philippines Business Network, and co-funded by the European Union in the Philippines. This event is supported by Platinum Sponsor ABB, Advocacy Partner, Quisumbing

Torres Law Office, Gold Sponsor Delta Dore, Silver Sponsors KPMG Philippines and Solenergy Systems Inc..

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To learn more visit <http://energysmart.com.ph>. ■



Luncheon Meeting with Senator Sherwin 'Win' Gatchalian

On 22 September 2017, the ECCP had a Luncheon Meeting with Senator Sherwin "Win" Gatchalian, in his capacity as the Senate Energy Affairs Committee Chair.

The audience received a presentation from the Senator on the Philippine Natural Gas Outlook, which highlighted the milestone that the Malampaya Power Plants have become, which has displaced expensive fuels, and doubled coal consumption for the past 16 years; and the quarter share of Natural Gas in the Energy Mix.

With the consideration that the Malampaya Power Plants will start depleting by 2024, the Senator presented 3 options:

Business as Usual. Let market forces play as usual and decide the path or actions in addressing energy supply. With coal's inherent cheapness, it may come naturally in the Energy Mix (at current, is at 43 percent). While its use may lead to cheaper electricity rates, coal is not the cleanest energy source, and this situation will increase dependence on imported coal.

LNG Terminal Option Onshore Terminal or FSRU. The Senator reported that the Government has been doing feasibility analyses on the possibility of the creation of such terminals in the Philippines. Although LNG is more volatile than coal and would give higher risks for investors, the increase in use of such will lower carbon footprint, in compliance with the country's international environmental agreements.

Aggressive Promotion of Indigenous Resources. From 2016-2030, the Government projects new additional capacity in Hydro and Geothermal energy, with 4752 MW and 1165 MW respectively. In addition to this, wind, biomass, solar, and ocean resources are also looked into for higher energy capacity in the next years. With these sources being highly available in our the country, increase in use will strengthen energy and independence, and lowers carbon footprint, however the Senator also recognizes that developing hydro and geothermal resources is high-risk and will require subsidies and support.

With reference to the above presentation, the following Policy Considerations were identified: (1) Energy Security, (2) Public Sector Risk, (3) Commitments: COP21, (4) Retail Prices, and (5) Stranded Cost. ■



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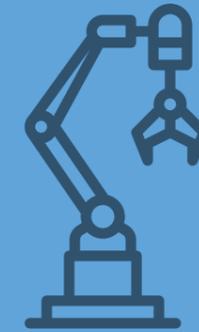
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INSIDE THE ECCP CEBU

EU Delegation Strengthens Links to the Visayas

Since December 2014, the Philippines has become a beneficiary to the European Union (EU) Generalized Scheme of Preferences (GSP+) which allows the country to export 6,274 products to EU with 66 percent tariff removal. The country's export to Europe as of June 2017 hit \$4.6 billion making EU as the second largest export partner of the Philippines, while investments coming from EU countries reached to P10.3 billion making EU as the largest foreign investor of the Philippines.

In its efforts to intensify EU- PH linkage, the European Chamber of Commerce of the Philippines (ECCP) in partnership with EU-Philippines Business Network (EPBN) slated a biz-networking cocktails night last September 19, 2017 at Golden Prince Hotel and Suites.

Doing Business with Europe intends to explore more business opportunities for Visayas based companies and communicate EU support to Cebuano-European business. The GSP+ supports economic growth of developing countries by allowing them to access EU market with duty-free exports. EU Ambassador to the Philippines, H.E Franz Jessen, opened the doors for Visayas based companies to take advantage of the 510 million consumers in EU.

"Europe is indeed rich and we have the resources to be generous. And we are generous," said Jessen during the event while explaining the developmental funds from EU to the Philippines. ■



Materials Innovation Centre - Cebu's Creative Hub

As the creative industry of Cebu continues to evolve, the need for innovation centres that follows through with sustainable production also increases. During the Tech-Driven Solutions focus group discussion organized by the European Chamber of Commerce of the Philippines (ECCP) in partnership with Department of Science and Technology Region 7 last October 11, 2017, challenges for Cebu's creative industry were tackled with the intention of taking further steps into providing solutions.

Kicked-off by with a launch of Design Technology Fusion Expanded (DeTech Fusion Ex), a collaborative project by ECCP and DOST 7, the discussion which was facilitated by Provincial Director Engr. Tristan Abanto. This discussed issues on providing tangible support for the creative industry by creating a link between government, academe and industry.

During the event, DOST 7 communicated its services which covers technological transfer, laboratory testing, packaging and labeling, trainings, consultation, and information services. Many of these services have yet to be maximized by micro, small and medium enterprises, hence the aim of DOST and ECCP is to expand the reach of these services.

One of the centres that these enterprises can easily access is the Materials Innovation Centre (MATIC) which holds information resources, and a collection of innovative materials. MATIC is set to transform from being a library to a facility for research, and relevant industry applications.

The focus group discussion was attended by members of the creative industry who openly expressed their willingness to work with the government and academe in identifying the areas for development in terms of materials manipulation, upscaling technology, distribution and promotion of products. This is in line with the industry's goal to cultivate Cebu City's creative industry and make it more sustainable for the benefit of the micro, small and medium enterprises.

Located at DOST 7 S&T Complex in Banilad, Cebu City, MATIC serves as a hub where government and academe can bridge gaps, and collaborate to come up with more industry-responsive programs that will further fuel the creative industry of Cebu. For more information, please contact ECCP Cebu at 253 3387 / 255 3389, or email matic@eccp.com. ■



INSIDE THE ECCP CAGAYAN DE ORO

EUROPEAN FIRMS ACTIVELY PARTICIPATE IN 26TH MINBIZCON

BY ANTONETTE MENDOZA

European companies and business associations actively participated at the 26th Mindanao Business Conference (MinBizCon) held at the Xavier Sports and Country Club in Cagayan de Oro recently.

Among the Euro firms and groups who joined the 3-day conference were the European Chamber of Commerce of the Philippines (ECCP), the EU-Philippines Business Network (EPBN), DB Schenker, Italpinas Development Corporation, Primavera Residences, and Tropical Food Machinery (Italy).

Besides their active role in the two-day conference's various activities, EPBN, a European Union co-funded project, also organized the European Pavilion at this year's MinBizCon Exhibit.

Pavilion participants included Seda Centrio, DB Schenker, Tropical Food Machinery (Italy), and Italpinas Development Corporation.

The EU events were graced by European Chamber of Commerce of the Philippines (ECCP) Executive Director Florian Gottein and Italian Chamber of Commerce in the Philippines (ICCPI) Executive Director Lorens Ziller.

The ECCP and ICCPI are both partner chambers of the EPBN, a consortium of eight (8) European bilateral chambers in the Philippines.

The ICCPI also hosted the second edition of Aperitivo Italiano on September 8 at Seda Centrio (which co-hosted) as a side event to the 2017 MinBizCon to complement the activities of the EPBN. The first was held 2015 during the OroBest Expo in partnership with Oro Chamber and was also a great success during its first instance.



The Mindanao Business Conference (MinBizCon) is the largest annual gathering of business leaders, policy makers, stakeholders and professionals from government and private sectors in Mindanao. It aims to advocate policy issues and concerns through consultations and adoption of resolutions affecting business in Mindanao.

Held at a different Mindanao venue every year, this year's event was hosted by the Cagayan de Oro Chamber of Commerce and Industry Foundation, Inc. (Oro Chamber).

The Mindanao Development Authority (MinDA) served as the co-convenor of the two-day business event in its role as the lead agency in coordinating and integrating development efforts to accelerate the socio-economic development of Mindanao.

President Rodrigo R. Duterte served as the keynote speaker for this year's MinBizCon. ■



INSIDE THE ECCP DAVAO

DAVAO LIGHT HOSTED ECCP DAVAO'S POWER SITUATION BRIEFING

BY IVY RUFIN

Dubbed as Kuryentalks, a word play for Kuryente or electricity and Talks, Davao Light and Power Company hosted a Power Situation Briefing for the ECCP Davao members and guests last September 7, 2017, at the Davao Light Admin Building in C. Bangoy Sr. Street, Davao City.

Davao light EVP and COO Engr. Rodger S. Velasco discussed the factors affecting the electricity bill; the current situation of the electricity supply within Davao Light franchise; and gave tips on energy conservation and safety, while ECCP President Guenter Taus presented the ECCP's advocacy on Energy Efficiency and initiatives for the energy sector.

Also present during the briefing is ECCP Executive Director Florian Gottein. ■



RECORDS MANAGEMENT WORKSHOP HELD IN DAVAO

BY IVY RUFIN

In partnership with ACF Consultancy, a team of consultants specializing on quality management systems, through its Senior Consultant Engineer Gerry Antonio, a records management workshop was organized by ECCP Davao to help members create a system for paper files storage and retrieval.

The first ECCP workshop for the region was held last September 15, 2017 at Park Inn by Radisson Hotel, Davao City. ■



3RD THE ROUND TABLE SESSION HIGHLIGHTS IMPORTANCE OF HUMAN CAPITAL

BY IVY RUFIN

Why do good employees leave? As an employer, are you igniting a culture of good performance or unknowingly putting off the fire? What is the best way to invest in your best asset: your people? These questions were addressed during The Round Table: Importance of Human Capital that was held last September 28, 2017, at the Marco Polo Hotel, Davao City.

It was a full house session attended by company Presidents, Managers, HR Practitioners, and leaders in the organization.

The concept of Employer Branding, Architecture of Developing Future Leaders, and Building your Dream Team, were also discussed during the session. ■

The resource person, Mr. Hany Constantin is a seasoned go-to person in capital investment and project development, manufacturing and project integrity management, and organization development and effectiveness. He held several regional management positions in global petroleum giant Exxon Mobil and Tyco International, a security systems company. He is the Director of Constant Integrated Project Development Corp, a consultancy firm based in Davao which is specializing on engineering and construction.



INSIDE THE ECCP ADVOCACY UPDATES

September



Food and Beverage Committee Meeting

The committee meeting revolved around a discussion of the different regulations from the Bureau of Customs and Food and Drug Administration. First, Mr. Antonio Pascual, the resource speaker from the Bureau of Customs presented the thrust of the Bureau of Customs under Commissioner Lapena. The Bureau of Customs is set to prioritize trade facilitation, border control and border protection and revenue generation under the leadership of the new commissioner, Mr. Pascual underscored the steps taken by the Bureau to facilitate these goals. Mr. Pascual then spoke about the process of receiving imported goods from classification to delivery. Goods are classified as either red (high-risk goods subject to physical examination) or yellow (low-risk goods subject to document examination only) under the Bureau of Customs then this classification is logged electronically. The BOC representative then stated that common causes in delays in releasing goods are the malfunctions in the electronic system or the delays in the arrastre. To finish his presentation, Mr. Pascual then gave several updates from the BOC, most notably that as per the most recent CMTI, if you do not have all the documents, the lodging of Provisional Goods Declaration is allowed as long as you can submit your documents within 45 days. The Bureau also has a website called "BOC Cares" which lists the full set of documents needed for registration.

Apart from the Bureau of Customs presentation, the new Food Additives regulations were also briefly touched upon along with a possible revival of the FDA Technical Working Groups.

October



ICT Committee Meeting

The committee meeting discussed several initiatives from the government that are set to affect the ICT-BPM-KPM-Creatives Industry. First, Committee Chairperson Erik Nielsen gave feedback regarding the BOI Delegation in the Investment Promotion Roadshow. Although the BOI Delegation was useful in order to introduce the Philippine ICT-BPM-KPM-Creatives industry to Europe, more targeted trips to meet with certain sectors would produce better results for the next Delegation.

After the discussion on the BOI Delegation, the second agenda point dealt with SB 1592 (TRAIN). Updates in the progression of the bill were discussed along with key differences between the Senate and House versions of TRAIN. Part of the action steps for this agenda is to continuously coordinate with legislators in both the Senate and the House and to provide them with position papers for a better understanding of the industry.

Third, the committee members discussed the implementation of the Data Privacy Act and the nuances in compliance of the ICT-BPM-KPM industry. One difficulty in compliance the members identified was the lack of information regarding the depth and breadth of compliance required by the National Privacy Commission. ■

BUSINESS OPPORTUNITIES

THE PHILIPPINE BOARD OF INVESTMENTS HAS LISTED THE FOLLOWING PROJECTS FOR JOINT VENTURES:

Food Processing Plant
Passi City, Iloilo

Fruit Processing Plant
Passi City, Iloilo

Muscovado Sugar Mill Project
Passi City, Iloilo

Property Development Project
Passi City, Iloilo

Sports Academy Project
Passi City, Iloilo

Convention Center Project
Legazpi City, Albay

Reclamation Project
Legazpi City, Albay

Retirement Village cum Business Resort
Legazpi City, Albay

Redevelopment of Gen San City Central Public Market
General Santos City

Integrated Food Terminal with Abattoirs
General Santos City

Designs and Innovation Center
Freeport Area of Bataan
Bataan Province

Construction / Operation of a Barging System / Service
Freeport Area of Bataan,
Bataan Province

Fabric / Accessories Park
Freeport Area of Bataan,
Bataan Province

FAB Manufacturing Estate
Freeport Area of Bataan,
Bataan Province

Electronic Components Manufacturing / High Value Product Manufacturing
Subic Bay Freeport Zone,
Zambales

Industrial Estate Development
Redondo Peninsula
Subic Bay Freeport Zone,
Zambales

Ship Repair Facility
Redondo Peninsula
Subic Bay Freeport Zone,
Zambales

Manufacturing, Electronics / Semiconductor, ICT/BPO
Clark Development Corporation
Clarkfield, Pampanga

Coconut Water Production Facility
Zamboanga City Special
Economic Zone Authority,
Zamboanga City

Halal Chicken Processing
Zamboanga City Special
Economic Zone Authority,
Zamboanga City

Mango Processing Plant Facility
Zamboanga City Special
Economic Zone Authority,
Zamboanga City

Cassava Processing Facility
Zamboanga City Special
Economic Zone Authority,
Zamboanga City

A German company is currently looking for Distributors for the following products:

- Rotho storage items
- Uponor Pex A pipe & AC
- Nolte kitchens & furnitures
- Isal LED yard & street light systems
- Le feld fixing & hanger systems
- Mepa pre wall bathroom systems
- Paderborn Brewery German beer

A Swedish Company is looking for local manufacturers of:

- Natural Fibre – rattan, water hyacinth, bamboo, abaca, sea grass, willow
- Matrass
- Sofa
- Home Textile

Should you be interested in any of the opportunities listed above or for more information, contact Argena Anaquita at publications@eccp.com

REMEMBERING WASHINGTON SYCIP



The European Chamber of Commerce of the Philippines expresses our deepest condolences to the friends and family of Mr. Washington Sycip, who passed away last October 07, 2017..

Washington Sycip was a leading business icon and a visionary leader. He devoted his life to the development of Philippine business and management; not only was he committed in molding the business sector but he was also dedicated to creating and providing high quality education.

Mr. Sycip is the founder of SGV and Company, one of the top accounting firms in the Philippines, and the Asian Institute of Management, one of the region's most sought after business management schools. He had a fundamental role in the development of the business industry and his ideas and contributions were vital to the country's economic growth.

As a visionary leader and a charitable figure, he influenced key business actors into promoting sustainable and inclusive economic growth. Throughout his life and career, he stressed the importance of education in the eradication of poverty. His advocacy for education and social welfare led him to become involved with Synergeia, a foundation

and a non-government organization that aims to provide good basic education to children to ensure that they practice their right to education.

As he once said, "If you work hard, you must be willing to work hard for some objective, and you must have an interest in what you are doing. That's what you call passion. But passion doesn't mean you just think about doing something. You have to do it. So that's hard work. I wish I didn't have to be involved in so many problems of a developing nation. But if you have a conscience, you cannot help but want to try to do something to improve the lives of the less privileged." Truly, Mr. Sycip was an inspiration and the prime example of a successful business man in the private sector helping the nation to better itself. May his work and deeds serve as an example and encouragement to others to do the same or better, to create and achieve something bigger for the country.

Mr. Sycip was a man of wisdom and passion. The country may have lost an exemplary figure but his achievements and contributions will never be forgotten and he will always remain as a symbol of excellence. He will be sincerely missed.■

NEW MEMBERS CORNER



Health Maintenance Organization (HMO) engaged in the delivery of managed healthcare services via comprehensive, systematic, and prevention-oriented health maintenance programs or plans. Its mission is to lead, innovate, and trailblaze a holistic approach to healthcare management by consistently providing top-quality, highly-personalized healthcare services that are easily available, accessible, and affordable



Cheska Freight International Corp. is a freight forwarding company and a licensed customs brokerage firm in the Philippines. With two decades of industry experience, our brokerage and forwarding solutions are a valuable asset to any business.



Airbus Helicopters is a joint venture with Philippines Aerospace Development for 20 years



Am-Phil Food Concepts Inc. was established in 1995 and in just a year, acquired the franchising rights for american brand Chilli's Grill & Bar, paving the way to include the Philippines in the 32 countries Chilli's is located.



Sita or Societé Internationale De Télécommunications Aéronautiques is the leading information, communication, and technology company of the air transport industry operating in 200 countries and territories globally.



The Tandem Language & Training offers profession-specific language and technical courses for Filipinos to be employed overseas.



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Superbrands is the world's largest independent arbiter of branding. Superbrands pays tribute to the strongest and most valuable brands in the world through its publications and national marketing programs.



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