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Volume XXXII No. 3 | April - May 2016

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**Published by**  
European Chamber of Commerce  
of the Philippines (ECCP)

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Subscriptions from non-members are also  
accepted: in the Philippines: PHP 1,500  
(6 issues); Individual copies may be  
purchased locally at PHP 220 (members) and  
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outside the Philippines at US\$25.00.

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# Universal Health Care: pro-poor; pro-Filipino

By Florian Gottein



Florian Gottein is the new ECCP Executive Director. He is also the New Project Director of European-Philippine Business Network (EPBN). He can be reached at [florian.gottein@eccp.com](mailto:florian.gottein@eccp.com).

Universal healthcare is a human right as basic to human dignity as the right to life and equality before the law. This is an accepted tenet in the European Union with its cradle-to-grave medical care for all the citizens of its 28 Member States.

The Philippines has long realized this truth and Philippine Presidents have sought to deliver to the Filipino nation – especially the poor – healthcare that is effective and, more important, affordable. But was the progress achieved in promoting affordable and effective healthcare by the administration of President Benigno Simeon Aquino III an unmatched success story?

The attainment of truly inclusive Universal Health Care (UHC) or "Pangkalusugan Pangkalahatan" has achieved great strides under the Aquino administration. It is a success the former president can justifiably be proud of. It is also a success that benefits more of the Filipino nation at large.

More Filipinos have enrolled in PhilHealth during the six-year term of Mr. Aquino that compared to of his predecessors. The records show 83% of Filipinos have registered in the UHC system as of early 2014, a jump of 100% compared to 2008. Equally important, PhilHealth now covers some 93 million Filipinos compared to 47 million in 2010 when Mr. Aquino took office.

The successful expansion of UHC's reach has been a quiet achievement that is also an outstanding example of cooperation between the public and private sectors. The European Union working quietly with the Department of Health and other healthcare stakeholders has embarked

on projects that support universal healthcare in the Philippines.

One of these vital projects is EU technical support for updating the Philippine National Formulary or PNDF, a list of essential drugs for diseases prevalent in the Philippines. The PNDF is the guidebook used by government doctors, public health facilities and agencies in selecting which medicines they buy.

The EU has also issued a PhP1.8 billion grant to support government initiatives that develop the health sector. This grant has increased the total support of the EU to the Philippines' health sector to about Php7.2 billion between 2006 and 2018.

The challenge facing the next administration of President Rodrigo Duterte is protecting and institutionalizing the gains in providing affordable healthcare to Filipinos. Institutionalizing these successes and adding to them will lead to lasting healthcare reform for decades to come.

It was welcome news when President Duterte announced his intention to continue many of the laudable programs, including the macroeconomic policies, begun by Mr. Aquino. While President Duterte's camp is still short on details (as can be expected at this early stage), we are quite hopeful the new president will continue the good work done by UHC.

Simply because of the reason that the UHC is an unabashedly pro-poor program. And President Duterte, who has always been pro-poor, might want to ally himself more closely with this program.



AMBASSADE DE FRANCE  
AUX PHILIPPINES

# French group Sanofi pioneers world's first dengue vaccine

Last April 4, French pharmaceutical group Sanofi launched a public vaccination program against dengue in the Philippines. This is the first use of the "Dengvaxia" vaccine in the world after over 20 years of research and more than 1.5 billion euros of investment.

According to the World Health Organization, more than 400 million new cases of dengue are reported annually. 50 years ago, the disease was present in only a handful of countries, and has since then become endemic to 128 countries with a population of nearly 4 billion people.

Sanofi Pasteur, the subsidiary of the French group specializing in vaccines, noted that Asia "represents 70 percent of the global burden of this disease." It is estimated that dengue is contracted by 67 million in Asia each year and leads to direct and indirect costs of around \$6.5 billion. The Philippines, where dengue affects an average of more than 200 persons each day, has spent more than P16 billion to fight this disease between the period of 2011 and 2015.

In this context, the approval of the "Dengvaxia" vaccine in the Philippines last December 2015 by the Food and Drug administration is "a major step in the prevention of dengue and for public health," according to Sanofi Pasteur. This vaccine, the first in the world to combat this tropical disease, requires three injections, allowing it to prevent eight out of ten confinements and more than 90 percent of severe cases of dengue, including fatal hemorrhaging.

Following its success in developing ways to combat dengue, Sanofi Pasteur has launched a research program on the Zika virus, a virus belonging to the same family as the dengue disease and has widely spread, especially in South America, Central America and the Caribbean.



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## The UK Approach

# Transforming Healthcare Through Innovation & Reform



From disruptive mobile applications to 3D printing technology, innovation is transforming our lives. Healthcare is one of the most dynamic sectors where innovation and R&D result in revolutionary technologies and solutions to improve people's health. The UK has a long history of medical research and breakthroughs that tackled some of the world's worst diseases. Sir Alexander Fleming discovered Penicillin; Sir Ronald Ross received the Nobel Prize in 1902 for his work on malaria; James Parkinson discovered Parkinson's disease; Francis Crick and James Watson discovered the structure of DNA and our understanding of life was changed forever.

The UK is a powerhouse in life sciences. The sector contributes £56bn to the UK economy and ranks first in Europe in attracting foreign investments. There are around 380 pharmaceutical

companies based in the UK, employing nearly 70,000 people, with an annual turnover of £30bn. Of the 20 biggest pharmaceutical companies in the world, 17 have R&D and manufacturing operations in the UK. In addition, the medical technology and biotechnology sectors together employ over 96,000 people with a combined annual turnover of around £20bn.

Underpinning this strong performance is the UK's world class science base. An integrated healthcare economy wherein universities, industry and the National Health Service (NHS) work together accelerates healthcare innovation. It is notable that life science businesses comprise the highest number of spin outs from UK universities.

Both industry and government continue investments in R&D, innovation, productivity and skills development. Specific areas include projects to revolutionise the speed at which 21st century innovations in medicines, medical technologies and digital products get to NHS patients; and digital health initiatives focusing on data analytics, mobile technology and personalised medicine to improve the patient experience while saving healthcare costs.

All these initiatives are geared towards providing universal healthcare – something that the Philippine government is also working towards. The British Embassy in the Philippines supports advocacies aimed at preserving the gains of the Philippine Universal Healthcare agenda, including initiatives to promote transpar-

ency and ethics in healthcare industry practices. The Embassy also supports, and shares experience, on specific policy reforms to improve access to quality healthcare, including medicines and vaccines, among Filipino patients.

Through the Newton Fund, the UK collaborates with the Philippines on advance research and innovation. In March 2015, top UK research institutions visited Manila to explore with top Filipino researchers ways to diagnose diseases faster and discover new drugs for emerging infections. Several UK institutions were involved, e.g. the University of Cambridge, London School of Hygiene and Tropical Medicine, Liverpool School of Tropical Medicine, University of Nottingham, MRC-University of Glasgow, University of Bristol, and St. George's University of London.

The UK is always open to collaboration with Philippine public institutions and private businesses in developing the local healthcare industry especially in new medical technologies, quality medicines and vaccines, hospital infrastructure design and innovative digital healthcare solutions. We already have some great British healthcare companies operating in the Philippines including GlaxoSmithKline, AstraZeneca, GE Healthcare and Smiths Medical.

Healthcare is a top priority for all. Better healthcare equals better lives for us and for our children. Better lives equals better productivity and economies for our nations. The UK has much to offer and share.

# EU and PH: Partners in Universal Healthcare

By Art Villasanta

*The Philippine health sector has seen great improvement over the last few decades, thanks to programs established by the government through the DOH. Both the EU and the Philippines continue working together to minimize disparities in health care delivery and to solve the problem of access to quality healthcare by the poor*

While not loudly ballyhooed, the inclusiveness of Philippine healthcare has improved – perhaps significantly – under the six-year term of President Benigno Simeon Aquino III. Also not that well known is the quiet role the European Union (EU) has played, and continues to play, in assisting the government deliver truly inclusive Universal Health Care (UHC), otherwise known as “PangkalusuganPangkalahatan”, to the Filipino masses.

A number of laws such as Republic Act 10606 or the National Health Insurance Act of 2013 signed into law on June 19, 2013 and Republic Act 10645 signed on Nov. 5, 2014 that provides mandatory PhilHealth coverage for senior citizens intend to deliver more affordable healthcare to a population where some 53% of all healthcare costs are now borne by the patients themselves.

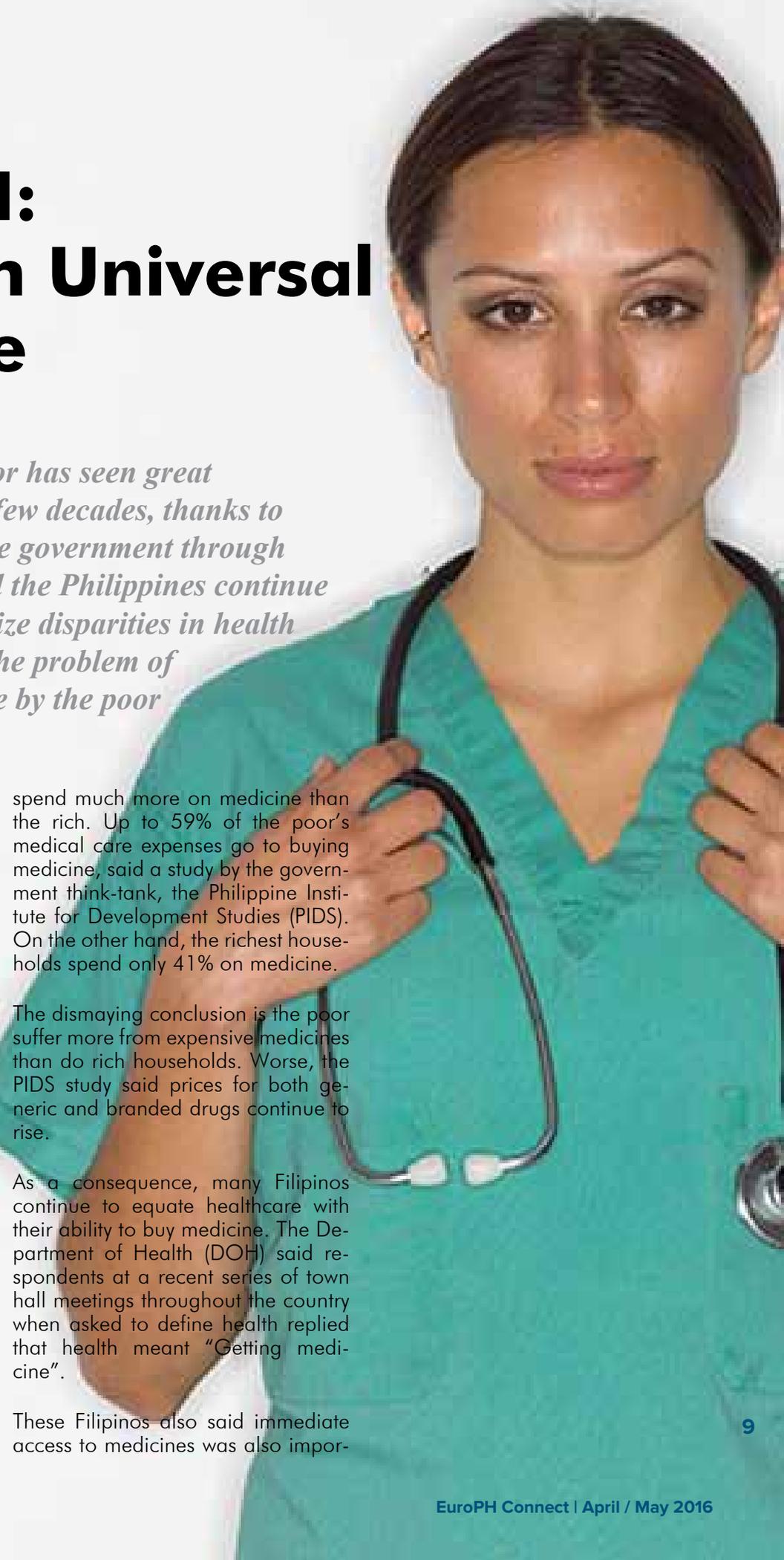
About 40% of these healthcare expenses go to buying medicine. On average, the poorest households

spend much more on medicine than the rich. Up to 59% of the poor’s medical care expenses go to buying medicine, said a study by the government think-tank, the Philippine Institute for Development Studies (PIDS). On the other hand, the richest households spend only 41% on medicine.

The dismaying conclusion is the poor suffer more from expensive medicines than do rich households. Worse, the PIDS study said prices for both generic and branded drugs continue to rise.

As a consequence, many Filipinos continue to equate healthcare with their ability to buy medicine. The Department of Health (DOH) said respondents at a recent series of town hall meetings throughout the country when asked to define health replied that health meant “Getting medicine”.

These Filipinos also said immediate access to medicines was also impor-



tant. More tellingly and unsurprisingly, these people said money was absolutely vital to buying medicine -- and to being well-treated by doctors.

Money remains key because some branded medicines sold in the Philippines are up to 30 times more expensive than similar brands sold in India and Pakistan, according to PIDS. Generic medicines either imported or made in the Philippines are also more expensive than they should be.

True generics account for a mere 3% of pharmaceutical sales in the Philippines, said PIDS. The bulk of pharmaceutical sales are medicines sold under the oxymoronic phrase, "branded generics," which are more expensive than true generics. The study expressed surprise at the high cost of local generics since many essential medicines needed in the Philippines are already off-patent and should be cheaper.

The importance of UHC in the face of these complaints is to ensure Filipinos get equitable access to high-quality, cost-effective medicine without patients "suffering financial hardship when paying for them".

UHC intends to mitigate these challenges, however. Its goal is the "provision to every Filipino of the highest possible quality of health care that is accessible, efficient, equitably distributed, adequately funded, fairly financed and appropriately used by an informed and empowered public".

It is a government mandate that involves providing patients with three resources: health financing, health human resources and health facilities. Three strategic thrusts are being pursued to attain UHC: financial risk protection through expansion in enrollment and benefit delivery of the National Health Insurance Program

(NHIP); improved access to quality hospitals and healthcare facilities and the attainment of health-related Millennium Development Goals, especially those on maternal and child health.

UHC plans to protect patients from the financial impacts of healthcare by making any Filipino eligible to enroll. Filipinos are also expected to know their entitlements and responsibilities; avail of health services and be reimbursed by PhilHealth for their healthcare expenditures. PhilHealth is redirecting its operations towards enhancing the national and regional health insurance system by expanding NHIP enrollment.

The efforts to boost UHC enrolment saw some 83% of Filipinos register in the UHC system in early 2014, an increase of 100% compared to 2008. On the other hand, PhilHealth covered 93 million persons in 2015 compared to 47 million in 2010 when President Aquino took office.

It must be remembered the government intends to achieve Universal Healthcare through the massive expansion of PhilHealth coverage to all Filipinos, including marginalized sectors of society such as the poor. Through PhilHealth, UHC aims to limit out-of-pocket expenses to prevent poor Filipinos from incurring heavy debts in times of illness.

PhilHealth President and CEO Dr. Eduardo Banzon noted the introduction of the No Balance Billing (NBB) Policy to sponsored program members is remarkable proof PhilHealth is sincere in its mandate to ensure all Filipinos receive quality healthcare. He said PhilHealth is doing everything necessary to make its benefits more responsive, and to ensure its members "will no longer spend a single centavo when they get hospitalized".

He pointed out that the NBB Policy will ensure that contracted hospitals and doctors don't charge more than the agreed case rate amounts. NBB is now being implemented in government hospitals and will soon be offered to private hospitals.

UHC also improved the access and quality of health services based on an increase in births at health facilities to 74% in 2012 from 38% in 2008. UHC also saw the deployment of some 31,000 registered nurses to various localities, especially poor communities. UHC is also credited with a drop in under-five mortality to 30 deaths per 1,000 live births in 2011 from 58 deaths per 1,000 live births in 1998.

## Cementing success

These gains, however, might be eroded over time and the challenge facing the next administration will be to institutionalize UHC's successes gained since 2010. The EU-Philippine Business Network (EPBN) in its series of advocacy papers issued in 2015 said institutionalizing the gains of UHC "to ensure that it reaches the lowest levels of society is a complex, time-consuming effort—one that will require sustained, inter-departmental cooperation among various agencies of the government".

EPBN recommended that for UHC to gain even better traction in the last days of President Aquino's term, the President should appoint a dedicated UHC lead who will bring together an inter-agency task force.

The mandate of this person will be to develop the necessary policy, budget and operational recommendations aimed at the strategic strengthening of institutions and processes to address the structural areas that impede faster progress of UHC.

*EU has earmarked a PhP1.8 billion grant to support the Philippine government's initiatives that develop the health sector. The signing of the agreement for this amount increases the total support of the EU to the Philippines' health sector to some PhP7.2 billion (€118 million) between 2006 and 2018.*

*Designed by Pressfoto - Freepik.com*

EPBN noted the private sector is prepared to work with this inter-agency task force, and in the spirit of private-public partnership create a health-care council that can provide inputs to this system-wide healthcare reform.

Institutionalizing UHC and effectively implementing a multi-stakeholder approach means the landmark achievements of UHC will also translate into lasting healthcare reform by strengthening the institutions that will safeguard achievements already made, and preserve them for this generation and for many more that will come after it.

EPBN is a project co-funded by the EU and implemented by a consortium of European chambers of commerce based in the Philippines led by the European Chamber of Commerce of the Philippines (ECCP).

## EU support

An important component of UHC is sustainable and equitable access to safe, quality, cost-effective essential medicines. This goal is reflected in RA 10606, which basically reforms the pharmaceutical sector to extend UHC's reach to all Filipinos by providing affordable medicines.

For long-term success, however, UHC relies on a joint and sustained partnership between the national and local governments and other stakeholders. One of the partners in ensuring the success of the UHC is the European Union.

The Philippines assisted by the EU have together made laudable strides in the ongoing campaign to institutionalize UHC so this program benefits the greater number of Filipinos.

For its part, the EU has earmarked a PhP1.8 billion grant to support the Philippine government's initiatives that develop the health sector. The signing of the agreement for this amount increases the total support of the EU to the Philippines' health sector to some PhP7.2 billion (€118 million) between 2006 and 2018.

The EU has contributed substantially to the Philippines' Health Sector Reform Agenda via three Health Sector Policy Support Programs. The first Health Sector Policy Support Program (HSPSP-I) supported 16 provinces and was launched in 2006. The second health sector budget support program (HSPSP-II), launched in 2010, supported the nationwide roll-out of health sector reforms.

The third health sector budget support program called the Philippine

Health Sector Reform Contract was launched in 2014. It consolidates achievements of the previous programs and will be complemented by technical assistance. The third sector budget comes to €30 million.

The DOH and the EU have agreed as to what has to be achieved by implementing a continuous policy dialogue based on partnership and mutual responsibility. A Performance Assessment Framework assures that health sector results are measured and progress reported.

There is also an EU Technical Assistance team working on the Philippine Health Sector Reform program to optimize the country's capacity to implement key outcomes in line with DOH priority areas.

The EU admits the Philippine health sector has seen great improvement over the last few decades, thanks to programs established by the government through the DOH. Both the EU and the Philippines continue working together to minimize disparities in health care delivery and to solve the problem of access to quality health-care by the poor.

The EU has also lent unstinting support to DOH programs that have

achieved remarkable progress over the past years. Among these successes are the welcome decline in child mortality and the increase in health insurance coverage among Filipinos. In addition, 27 provinces are now malaria free while the proportion of Filipinos infected with HIV and AIDS has remained below 1% of the population. Data showing a rise in HIV and AIDS infections, however, means the programs to control these maladies must continue.

## PNDF updating

A major area of cooperation between the Philippines and the EU is updating the Philippine National Formulary (PNDF), a list of drugs most essential for the diseases and conditions encountered in the Philippines. The PNDF also describes the appropriate use of these essential drugs.

PNDF is a vital component of the Philippine National Drug Policy aimed at making available and accessible essential medicines of proven efficacy, safety and quality at affordable cost. PNDF is mandated by RA 6675 or the Generics Act of 1988. More important, PNDF serves as a guidebook for public health facilities and agencies in choosing the medicines they buy.

In September 2015, DOH announced it was updating the list of essential drugs in the PNDF in the 8th edition of the PNDF. This process is now close to the end stage and DOH is now finalizing the draft for the new PNDF with technical assistance from the EU.

## Good friends

The EU has been one of the Philippines' major development partners over the past four decades and today strongly contributes to the Philippines' Health Sector Reform Agenda.

DOH Secretary Enrique Ona noted the DOH has always worked to strengthen national and local health systems by rationalizing and improving the quality of health services and ensuring better access to these services by the Filipinos, especially the poor and the disadvantaged.

*"The partnership of the Philippines and the European Union provided the much needed boost to further the health sector reforms towards the achievement of Universal Health Care for the Filipinos,"* he noted.

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## REGISTERED PROFESSIONALS

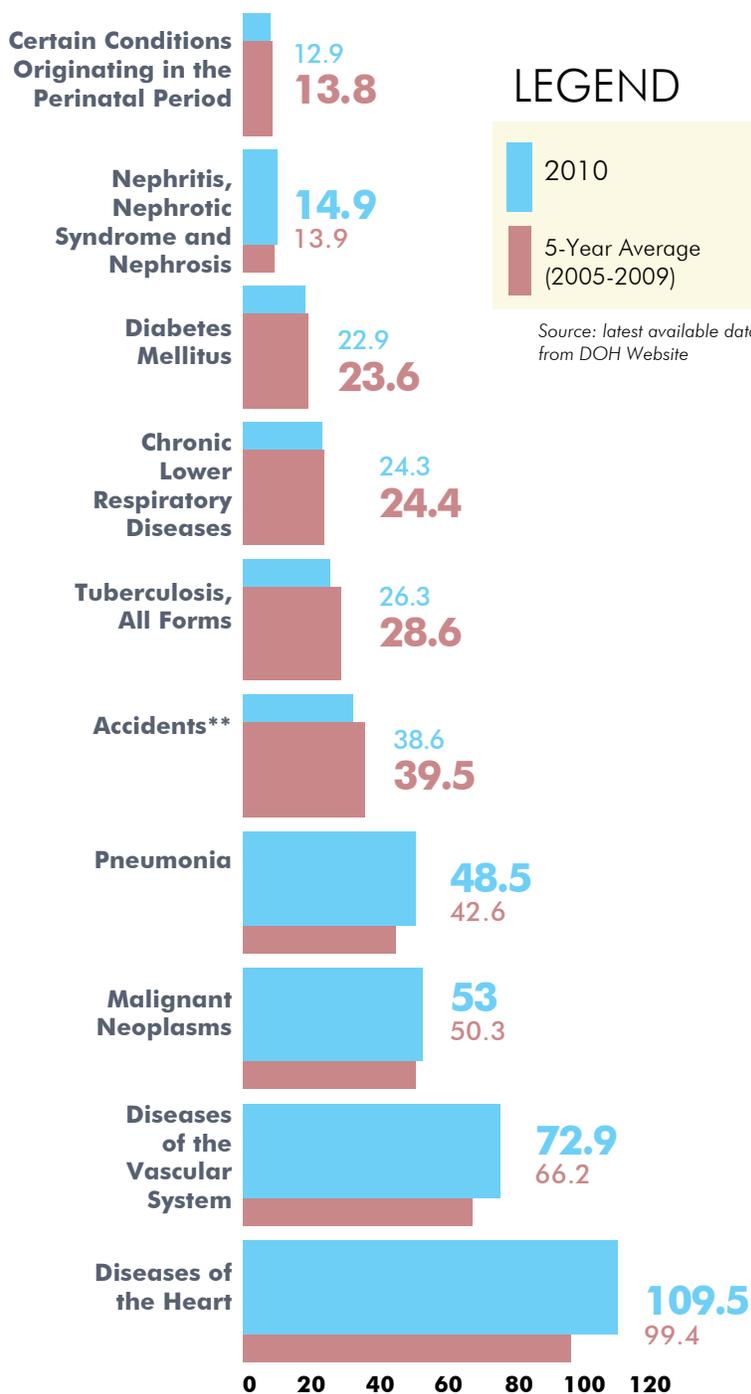
	2014	2015	2016 as of February
<b>Dentist</b>			
 52,448	52,448	52,999	53,417
<b>Medical Technologist</b>			
 66,200	66,200	71,255	71,686
<b>Nurse</b>			
 844,356	844,356	869,740	877,975
<b>Nutritionist Dietitian</b>			
 16,349	16,349	17,001	17,067
<b>Pharmacist</b>			
 65,857	65,857	69,074	70,383
<b>Physician</b>			
 120,988	120,988	124,073	124,073
<b>Physical Therapist</b>			
 26,256	26,256	27,230	27,639
<b>Registered Psychometrician</b>			
 2,059	2,059	5,154	5,255
<b>Registered Psychology</b>			
 571	571	894	903
<b>Respiratory Therapist</b>			
 1,194	1,194	1,720	1,737

Other List of Registered Professional

REGISTERED PROFESSIONALS	CY 2014	CY 2015	as of Feb 2016
Dental Hygienist	190	222	222
Dental Technologist	1,000	1,017	1,025
Medical Laboratory Technician	4,526	4,630	4,649
Midwife	176,647	178,988	179,122
Optometrist	11,035	11,142	11,143
Occupational Therapist	3,069	3,237	3,281
Radiologic Technologist	13,377	14,701	14,705
Xray Technologist	9,180	9,236	9,236

Source: Professional Regulation Commission

## MORTALITY: TEN (10) LEADING CAUSES



Population	2013	2014	2015	2016 as of June
(in millions)	98.2	99.9	101.6	102.5
Annual % change	1.7	1.7	1.7	0.89

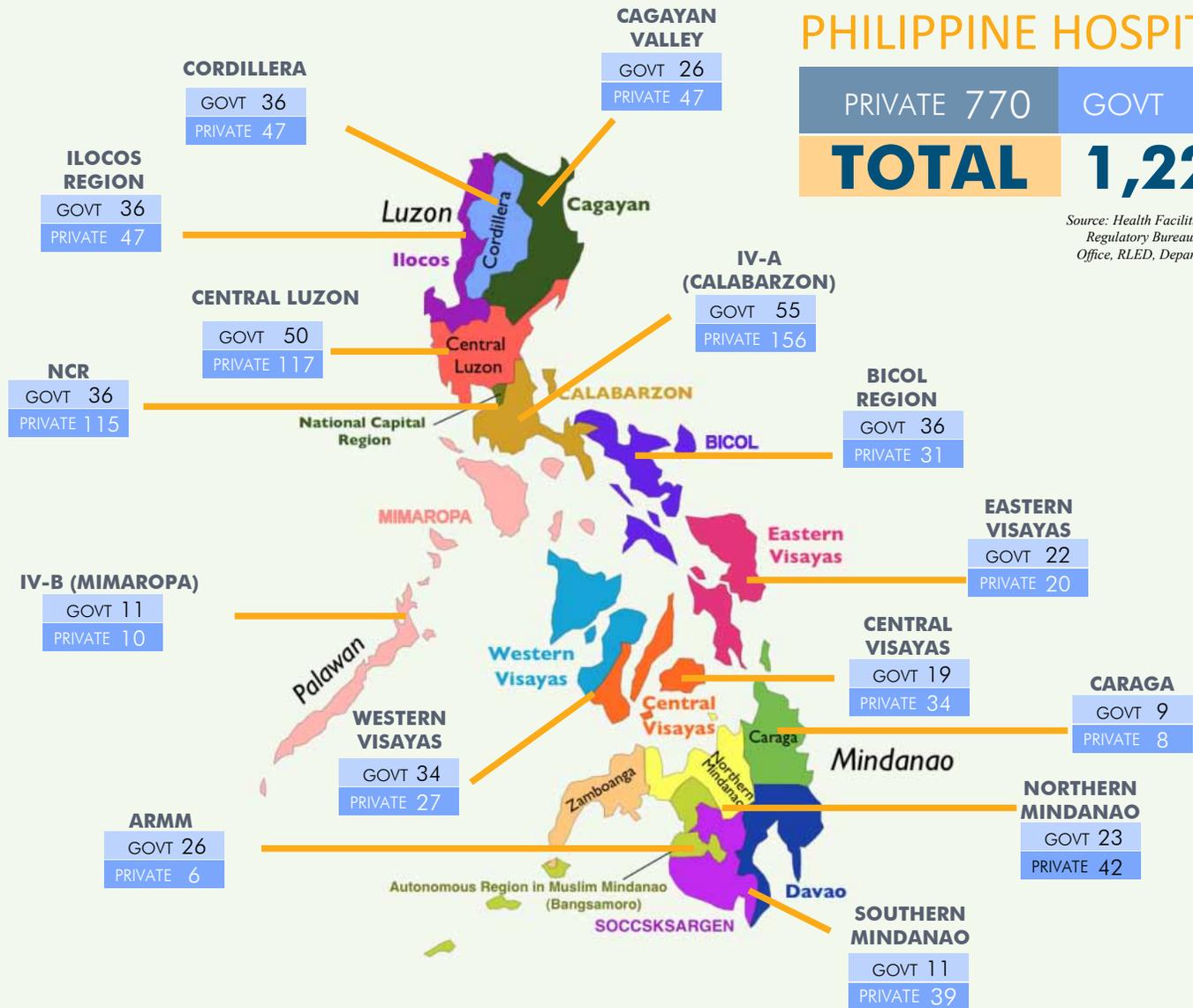
Source: <http://www.bsp.gov.ph/statistics/keystat/sefi.pdf>

# PHILIPPINE HEALTHCARE ACCOMMODATIONS

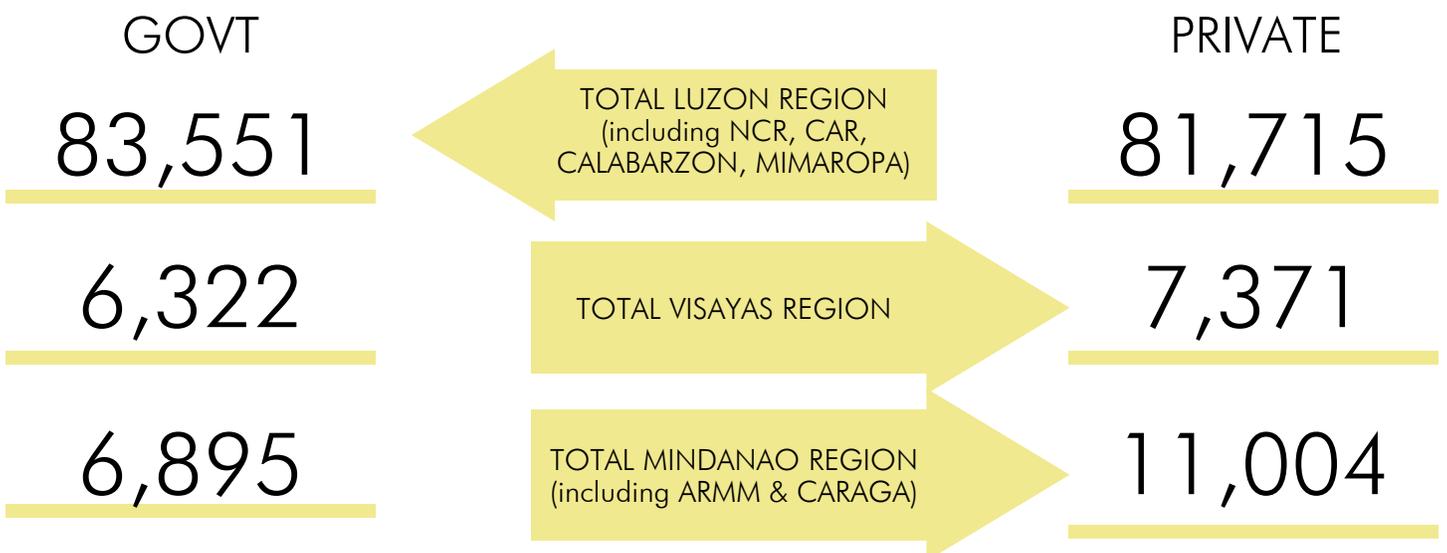
## PHILIPPINE HOSPITALS



Source: Health Facilities and Services Regulatory Bureau/DOH-Regional Office, RLED, Department of Health



## AUTHORIZED HOSPITAL BED CAPACITY IN THE PHILIPPINES



# Manager of CHANGE

uenter

aus

*Change feeds in the new blood --  
the young people -- that ensure the  
future growth of any enterprise.  
Change also sparks the creation of  
new ideas that trigger innovation.*

Guenter Taus, President of the European Chamber of Commerce of the Philippines (ECCP), has wholeheartedly embraced the management of change as a necessary condition to be effective as a leader. A condition as necessary as the oxygen he breathes while diving hundreds of feet below the surface of the Oceans of this Planet.

Taus realizes change, especially managing change, is vital to the future success of any organization with a history of success such as ECCP and Jardine Engineering Corporation, Inc. (JEC), where he is Managing Director.

Change feeds in the new blood -- the young people -- that ensure the future growth of any enterprise. Change also sparks the creation of new ideas that trigger innovation. Without change, organizations would continue looking the same and be stagnant, hence change is needed.

Taus has been enthusiastic, take-charge) in advancing healthy change in ECCP since being elected President in 2015. Taus manages change by turning to his "no fuss, no frills" management style and his aptitude for motivating people.

Taus said his working day as the boss at both ECCP and JEC can extend up to 18 hours. The only way he can be an effective executive and get the right things done is to trust his employees, delegate responsibilities to them and build efficient teams.

"You can't get everything done by yourself," he emphasized. "For me, building an efficient team around you is the key to success."

Because these efficient teams exist, Taus said he has more time for his job as ECCP President. These efficient teams are also empowered, and Taus prizes this quality.

## The future of ECCP

A major concern of both ECCP and Taus is ensuring the future vitality and dynamism of the Chamber over the next decades. The Chamber's solution to this is organizing the Young Professionals Committee (YPC) whose members will one day change the leadership of ECCP.

Launched by ECCP in 2014, YPC brings young professionals and entrepreneurs together in an organization conducive to their development as leaders. Highlight of YPC are the "networking nights" and other cooperative activities that allow YPC members to mingle, discuss issues with their peers and get to know one another in more relaxed settings.

YPC is also a forum that encourages constructive dialogue between the chamber's senior executives and the next generation of business leaders. Membership in YPC is a great way for young professionals to network with other young professionals and entrepreneurs; exchange ideas and information and keep tabs on key trends and developments.

"YPC is very important to ECCP because they're the next generation," Taus pointed out. "YPC is our key to survival over the next 30 years."

"It's nice to work with young people. They're energetic. They have new ideas and that's what you need in an organization. We need to be a lot more dynamic."

Taus, 56, also believes responsible leaders should also make sure succession planning is part of their strategic plans.

"I will soon have outlived my purpose so I need to make sure somebody takes over when I go or retire," he noted wryly.

The Chamber has also manifested its support for change with the hiring of Florian Gotten, 34, who is now the Chamber's young Executive Director in charge of a host of vital activities. Taus has also brought change to the Chamber's three-decades' old magazine, the ECCP Business Review.

You can see the results of this complete change in this issue of the magazine that was once called the Business Review but now sports the new name of EuroPH Connect. Besides this new masthead, the content and layout of the Chamber's magazine for its exclusive membership has also been enhanced and modernized.

This focus on change emphasizes the importance of the youth to this country.

"The only hope we have for this country is if we culture and nurture our young people," Taus explained. "That's why education, education, education is very, very, very important because that's where mindsets start to change."

Hand-in-hand with this support for change is the need to build effective teams that carry out the new directions revealed by change, and the need to cultivate trust.

"Without trust, you can't work. I believe in empowering people as such elevates people to the next level. It makes them the leaders you need for a functioning business."

Aligning with the 21st century

## And why his penchant for change?

"We need to be dynamic. We have to modernize. We need to rejuvenate," he replied. "We need to bring in young blood to communicate with the young in a more effective way using means of communication like

Facebook, Twitter, etc. This will align us with the 21st century in the way we do business.”

ECCP is adapting to the digital demands of the 21st century with its management of change, Taus noted. What’s more, the business environment in which the Chamber operates is completely different from that in which its leaders once thrived in.

He explained the traditional concept of a chamber of commerce that existed 10 years or 30 years ago is no longer viable. The traditional concept of a chamber of commerce has also been redefined.

Taus believes the Chamber “has stood out one way or the other” vis-à-vis the other chambers in the country and that Henry Schumacher is the reason for this.

“Henry has been the driving force and has done a phenomenal job to bring ECCP to the level where it is,” he said.

He feels ECCP’s lofty stature will be an advantage when it starts working with the incoming administration of President-elect Rodrigo Duterte. “We have always stood out for our advocacies. We have always stood out for our agenda. We have aligned ourselves with all the other chambers.

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***Without trust, you can’t work. I believe in empowering people as such elevates people to the next level. It makes them the leaders you need for a functioning business.***

*I think we do have the ear of the Government”* said Taus.

### Close to his heart

Taus said the Chamber’s many advocacies are close to his heart, but there’s always been a special place in his heart for agriculture, K-12 education, tourism and infrastructure. Taus sees these as the drivers of long-term and inclusive economic growth.

Equally important, these sectors of the economy will deliver a lot of the jobs that lead to prosperity. Jobs are the real key to attaining the nationwide peace and order sought by everyone.

“You combat crime by getting to the root of the problem,” said Taus. “That root is unemployment.”

Taus is passionate about the need to bring home most of the 10 million Filipino Overseas Workers (OFWs) making a living in practically all countries of the world. The only continent without a Filipino OFW is said to be Antarctica.

“I believe it’s time to bring back our OFWs as we need them with their vast experience and expertise as we have an absolute need for 10 million Filipinos abroad to work while we have an absolute need for those talents here. We need to create opportunities for them here; otherwise we will lose them to markets abroad.”

Many of the jobs for these OFWs are to be found in agriculture, K-12 education, tourism and infrastructure. Taus observes that each of the Philippines’ three geographical divisions (Luzon, Visayas and Mindanao) seems to have evolved into locations where certain types of jobs predominate.

Taus sees Mindanao as the rice bowl of the Philippines because of the

immense expanse of land in that troubled island. Luzon is, and will remain, the industrial and political hub of the Philippines. The many exotic islands in the Visayas are tourist havens and tourism seems to be what the Visayas is very good at and is justly famous for.

### JEC is for the young

His focus on the young is also apparent at JEC where he has been Managing Director for the past eight years. He revealed that what makes his job as boss of ECCP and JEC enjoyable is the joy he gets from creating things and working with people.

“I always like to change things and create things and it’s something I can do at JEC.”

A leader in its industry, JEC provides electrical, mechanical and building technologies, as well as the contracting expertise to deliver large-scale installations. It’s well known locally as a trusted provider of a wide range of engineering services. These include electrical and mechanical (E&M) facilities management; ventilation and air-conditioning (HVAC) to major turnkey projects in wastewater and bulk water infrastructure.

Of course, people make mistakes and mistakes are expected to occur, he noted. He judges these mistakes by his own personal standard.

“My motto is I allow myself a mistake once. I’m pretty upset if I make the same mistake twice. If I make the same mistake three times, I’ll shoot myself,” he said with a laugh. It goes without saying he hasn’t made the same mistake thrice.

### A father to Chosen Children

The same management principles centered on empowerment guide him

in his humanitarian role as President of Chosen Children Village Foundation, Inc., a home for 83 mentally and physically severely challenged children located in Silang, Cavite ([www.chosenchildrenfoundation.com](http://www.chosenchildrenfoundation.com)).

Chosen Children Village is a unique concept in the care of challenged children. The village was founded by Maria Angeles "Lita" Peypoch Fullerton in 1989. Her vision focused on a home environment in caring for physically and mentally challenged children within a family setting.

Because of their advancing age, Lita and her husband Ron (*both in their late 70s*) asked Taus and his wife, Otilia, to take over management of the home. The Taus' accepted.

The foundation needed younger blood so Taus recruited younger members for its board of directors.

Chosen Children Village is today the main corporate social responsibility commitment for JEC. The company, however, also supports other orphanages, old people's homes and other humanitarian endeavors nationwide.

### Tranquility beneath the waves

For Taus, getting away from it all means a plunge into the ocean somewhere in the Philippines or elsewhere in the world. Himself a Dive Instructor and avid technical diver, Taus loves to dive deep and has done so countless times. He also authored two scuba diving books about the Philippines and one about diving in Palau.

It was scuba diving that led the young Guenter Taus to the Philippines in March 1980 to dive off Moalboal, Cebu. He settled down here in 1986 and has since made the Philippines his home.

He noted he's spent most of his life in the Philippines and only 10 years in his native Austria. He narrated that his mother once asked him over the phone when he was coming home...

Taus replied, "I am home, mother."

"I like the Philippines for its people, its culture and most of what the Philippines stands for," Taus confessed.

"I am passionate about the Philippines and will certainly retire here."

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# The Rise of Functional Medicine and Systems-Based Healing in the Philippines



With more and more people frustrated with the impersonal and short-term approach of local traditional healthcare, it's no wonder that people have moved on to searching for better, more thorough approaches to healing. Swiftly gaining attention is functional medicine, a clinical approach that offers personalized medical care and searches for the root cause of a person's health concern and not only treats the illness and its symptoms but also what caused it. For the past five years, functional medicine practitioners have seen a surge in interest and clientele despite being around for the last 25 years.

To be clear, functional medicine is not alternative medicine or holistic medicine. It is a unique and innovative approach that allows physicians to spend time with their patients, listening to their histories, mapping their personal timelines, and looking at the interactions among genetic, environmental, and lifestyle factors that can influence long-term health

and help manage and even cure complex chronic diseases such as diabetes, heart disease, asthma, and even cancer. This approach reduces instances wherein patients experience being examined by doctors, going through a battery of tests that come back normal, and yet both the patient and the doctor know that something is definitely wrong. Functional medicine is predictive, personalized, proactive, and preventive and looks at the human body as an entire system, a whole organism instead of a collection of organs, and treats the causes and not only the symptoms.

By changing the disease-centered focus of medical practice to this patient-centered approach, physicians will now be able to support the healing process by viewing health and illness as part of a cycle in which all components of the human body interact dynamically with the environment. It is through this process that medical practitioners are now able to seek and identify genetic,

lifestyle, and environmental factors that may shift a person's health from illness and wellbeing.

Dr. Oyie Balburias, Senior Medical Consultant at the LifeScience Center for Health and Wellness located in BGC, is an advocate of functional medicine and one of the pioneering doctors in the Philippines. "A lot of doctors from different fields of specialization are showing interest, wanting to learn how they can apply it to their own practices," Dr. Balburias says. "What makes the approach even more effective is if it is coupled with a program created specifically to address the client's health goals or concerns in order to make sure that no stone is left unturned on the road to optimizing their health and to assure long-term results."

For more information on systems-based healing and functional medicine, call LifeScience at 828-LIFE today.

# HARVARD STUDY CONFIRMS BENEFITS FROM ENERGY EFFICIENCY, RE-USE

A Harvard University study has monetized the social health, environmental and climate benefits from the efficient use of energy and from using renewable energy sources as replacement fuel for fossil-fired power plants and arrived at an estimate of US\$5.7 million to US\$210 million a year. On a per megawatt-hour basis, these figures translated to US\$14 to US\$170, depending on the extent of use of traditional fossil fuel or renewable energy in the study areas.

The study, which was undertaken by a group, led by Dr. Jonathan Buonocore (Sc.D.) of Harvard's Center for Health and the Global Environment, used a complex set of simulations and models to quantify and monetize the benefits in the U.S. from energy efficiency and from the displacement of fossil fuel with renewable energy sources to run power plants.

In the forum held on March 10, 2016, organized and sponsored by the European Chamber of Commerce in the Philippines (ECCP) and the National Renewable Energy Board (NREB), Buonocore explains that, "This study focused on public health benefits of reductions in SO<sub>2</sub> [sulphur dioxide] and NO<sub>x</sub> [mono-nitrogen oxide] emissions, in terms of reduced mortality. But the public health benefits of improved air quality also included reductions in asthma attacks, heart attacks, hospital admissions for respiratory and cardiovascular disease, missed days of school and work, and others."

He also added that Climate benefits, on the other hand, included the economic gains from reduced disruption in farming, fishing and forestry activities due to adverse impact associated with climate change. Simulation for climate benefits also factored in "climate-sensitive diseases" like dengue.

The reduced SO<sub>2</sub> and NO<sub>x</sub> estimates were fed into the public health benefits model to quantify the public health benefits of these emissions reductions, while the estimates for CO<sub>2</sub> emissions reductions were fed into the climate benefits model to calculate the climate benefits of reduced CO<sub>2</sub> emissions.

Buonocore explained the range in benefits from using energy efficiency (EE) and renewable energy (RE).

*"The benefits of each EE/RE project varied, depending on the type of EE/RE and on the different locations of the projects. This is largely due to the relationship between the type and location of the EE/RE project and the power plants that had displaced generations, their fuel types, their emissions, and the populations downwind,"* he said.

According to him, "EE/RE facilities with high benefits tended to displace a set of fossil-fuel plants with higher emissions (usually coal-fired) and near population centers. Power plants with low benefits tended to displace power facilities with lower emissions and far from population centers."

He observed that "the projects with higher benefits tended to displace power generation from higher-emitting power plants that usually use coal, as well as plants with higher populations downwind. This research also shows that the public health and climate benefits can be a substantial player in health impact assessments and full benefit-cost analyses of EE/RE projects. The EE/RE facilities that tend to have higher benefits are those that displace high emitting sources, such as coal plants; and those that displace emissions occurring near population centers."

Buonocore also expressed willingness to help conduct a similar study for the Philippines.

"While the study is specific to the U.S., it does highlight important drivers for benefits of EE/RE that should apply everywhere. EE/RE projects can have substantial benefits to both public health and the climate.

The Philippines' location and social situation makes it one of the most vulnerable countries to the effects of climate change. To contribute to the global task of managing climate change, there has been a strong call for more investments in renewable energy.

*"Our concern is climate change, since the Philippines is the fifth most affected, therefore it is very important for us to address this issue... If we try to make our commitment of 70 percent reduction of carbon emissions by 2020, or have at least 35 percent of renewables (in the energy mix) by 2030, we need to encourage investments in RE,"* says NREB vice chairman Ernesto Pantangco.

During the ECCP forum, Dr. Minerva Calimag, president of the Philippine Medical Association, reinforced the impact of coal on health. "Coal-driven electricity generation results in a wide range of diseases, mostly affecting the lungs and the heart, while renewable energy options such as solar and wind power have virtually no adverse health effects," said Dr. Calimag.

In response to the study, Atty. Josefina Patricia M. Asirit, member of the Philippine Energy Regulatory Commission and one of the reactors in the ECCP forum said, "We invite the health sector to submit a proposal on how we can incorporate the health costs into the price of coal and other energy sources."

# IMPROVING ACCESS TO QUALITY ESSENTIAL MEDICINES THROUGH PRICE TRANSPARENCY

Access to medicines poses a huge challenge in the Philippines, mainly due to their availability and affordability. According to the World Health Organization (WHO), medicines account for a major proportion on health expenditures in developing countries. While the Philippines is continuously addressing access to essential medicines, the enactment of the Republic Act No. 9502, otherwise known as the “Universally Accessible Cheaper and Quality Medicines Act of 2008,” has enabled the government to bring down the cost of medicines through mechanisms that include price regulation and monitoring. Moreover, the advocacy on generics has influenced the public in preferring low priced quality generic alternatives over the innovator drugs.

By virtue of the Cheaper Medicines Act, the Department of Health - Pharmaceutical Division was created to oversee its implementation. Price monitoring and regulation is one of the functions of the Pharmaceutical Division with the goal of institutionalizing transparency and good governance in the pricing and procurement of medicines, which is also embodied in the pillars of the Philippine Medicines Policy in pursuing universal access to medicines.

As a brief background, the Philippine Medicines Policy (PMP) refers to the framework that provides the directions in improving access to essential medicines by all Filipinos in all levels of health care at all times. It identifies the five key pillars for targeted and sustained action by the health and relevant sectors, namely: 1) *Safety, Efficacy and Quality (SEQ) of medicines*; 2) *Affordability and availability*; 3) *Rational Drug Use*; 4) *Accountability, transparency and Good Governance*; and 5) *Health Systems Support*. *These pillars show the principles that must be adopted by all stakeholders with transparency in achieving the health system goals, engaging the pharmaceutical industry in combating diseases of public health importance.* This year ends its five-year strategy (2011-2016) for the government in meeting its obligation to protect public health through continuous access to medicines.

RA 9502 warranted the establishment of an electronic price monitoring and regulation system for medicines. The Electronic Drug Price Monitoring System (EDPMS) is a system on data collection on prices of selected essential medicines which aims to address the information asymmetry and to empower patients and consumers in exercising their choices when purchasing medicines from both the public and private retail outlets. Moreover, it serves as a vital

reference of the DOH in formulating pricing policies for essential medicines in ensuring its availability and affordability.

In 2015, the DOH launched the Drug Price Watch (DPW) project which gives the consumers online access to the database enabling consumers to compare prices of essential medicines and tips on getting the best value for money. Through the price information obtained from the electronic monitoring system, the DOH is now able to publish information on the price range of medicines in both the public and private hospitals, and major drugstore chains across the country.

The Drug Price Watch (DPW) website exhibits comparative drug price information for essential medicines across major drugstore chains nationwide. This enables the consumers to locate the cheapest generic medicine online. It displays the actual location of the consumer, list and address of the retail outlets selling the medicine, and the price and brand name of the medicine. At present, the DPW website covers a selection of primary health care medicines most commonly prescribed to consumers, and the prices of these medicines are quarterly validated and updated.

Source: DOH Office of Health Regulations

For more information on the Cheaper Medicines and drug pricing, the following websites can be visited:

<http://www.ncpam.doh.gov.ph>; <http://dpri.doh.gov.ph>; <http://www.dpw.doh.gov.ph>.

## A Guide for Patients

# How to review your hospitals in Hospital Advisor

Hospital Advisor is a new innovation from the Department of Health which is a Facebook for Hospitals. It is one of the strategies used by the Department of Health to improve and strengthen the quality of health care service in the country. Hospitals can create their own profile featuring their location, service offered and events. While the patients, can post comments, review, questions and give recommendations to hospital's profiles. Just like Facebook, Hospital Advisor is a way for the hospitals to respond to the people's comments and queries directly.

Rating a health care facility is one of the key features of Hospital Advisor. This allows patients to rate the hospital from one star to five stars based on their satisfaction with the hospital's services. We have developed a simple guide on how you will rate a hospital. We have chosen five criteria representing the five stars.

The 1st star for a **GOOD HEALTH FACILITY**. Safety and comfort of the patients should always be a priority of a 5-star health care facility. Part of promoting safety is ensuring that a quality environment is provided to our patients. Cleanliness, properly working equipment, adequate water source, sufficient lighting, and well ventilation are some of the points to consider.

The 2nd star for **EFFICIENT AND COMPASSIONATE HEALTH PROFESSIONALS**. Licensed and competent health care professionals are one of the few must haves of a quality health care facility. Genuine

concern to his/her patient is one of the qualities of an effective health care professional. Aside from the caring hands and competency in performing procedures, one of the crucial tasks of our health care professionals is to empower our patients by providing the patients and their family enough knowledge and options to guide them in making informed choices.

The 3rd star for **AVAILABILITY AND QUALITY OF SERVICES**. If the hospital can provide you all the services that you need during your stay in the hospital, then the hospital surely deserves this star. A hospital with adequate services will surely save you from the trouble from going to one clinic to another, from one laboratory to another just to look for the needed diagnostic procedures. The quality and availability of equipment and materials should also be considered.

The 4th star for **VALUE FOR MONEY**. Reasonable and equitable fees for professional services and hospital services is the next criteria in rating a hospital. Services that are easily made available for the people truly deserves a good rating but the cost of these should be reasonable and within our means. We should also factor in if the hospital encourages the use of PhilHealth and other health insurance.

The 5th star for **GENUINE AND HOLISTIC CARE**. Of course, as health consumers, we only want the best for our family and loved ones. Genuine care or aka tender loving care to patients should always be one of the things to consider. If the hospital was able to attend to your



needs and concerns immediately without any judgment or bias, if the hospital was able to promote and respect your rights as a patient, and protect your dignity and privacy, then that hospital surely deserves the last star.

If the hospital met the requirements of the five criteria then it definitely deserves a 5-star review from you!

Hospital Advisor aims to promote collaboration between the people, hospitals, health care facilities, and DOH in improving the health services and delivery of care in our country. This innovation

also aims to empower the people to make informed and better choices for their health therefore improving the quality of life of every Filipino.

And lastly, Hospital Advisor aims to empower the Filipino through transparency and innovation and at the same time, give the hospitals an avenue to promote and showcase their medical expertise. The patients should always consider that each medical condition is unique, and the outcome of procedures and treatment may vary from one person to the other, and our health professionals and hospitals are doing all they can so that we may be able to receive the best care we need. Hospital Advisor is a social media platform to unite the Department of Health, the hospitals, the health professionals, and the patients to achieve better health outcomes for all Filipinos.

Source: DOH Office of Health Regulations

# 11<sup>TH</sup> ECCP FOOTBALL BEATS THE HEAT!

On its 11th year of providing a fun filled team building experience and networking opportunity, the ECCP Football Cup successfully kicked off last 16 April 2016, Saturday, at the Nuvali Football Field, Sta. Rosa, Laguna.

The one-day tourney was organized by the European Chamber of Commerce of the Philippines (ECCP), largest foreign chamber in the country. Over thirty five corporate teams with six hundred participants, composed of top level management to staff, vouched to win the fun cup in a 7-aside, two-division format --Mixed and Men's Divisions. In the end, Mizuno and KMC-Savills were heralded champions for the Mixed and Men's Divisions

respectively. In second place were Nutrigenics Asia (Mixed) and Royal Cargo Team A (Men's) followed by Accenture Galacticos (Mixed) and Maersk FC (Men's) in third place. Most Valuable Player award was given to Steve of KMC-Savills for Men's Division and Gerard Inocencio of Mizuno for Mixed Division.

*"The ECCP Football Cup strengthened relationships among participating companies and individuals. Win or lose, what was common among the football participants is their love of the game"*—Erik Nielsen, ECCP Football Chairman. Staying committed to its objective, ECCP will continue to bring Football, a European sport, closer to the Filipinos

as more fun and excitement awaits next year's edition of the ECCP Football Cup.

The event is made possible through the support of Ayala Malls Solenad & Nuvali as Official Venue Partner; Lifeline Support as Official Ambulance Partner; Mizuno, One Stop Distribution, Royal Cargo as Gold Sponsors; Blackbird, Buerkli Pharma, David's Salon, Dusit Thani Manila, Fairmont Makati, French Baker, Gardenia, HMR Philippines, Fly Ace Corporation, Rustan Supercenters, Inc., Reyes Barbecue, San Miguel Purefoods, Splash Corporation, Sun Life Financial Philippines, Viajero Rent-A-Car, Unilever Philippines, Willi Hahn Enterprises, and Light 'N Up Marketing as Event Supporters; Gatorade, Federated Distributors, Inc. as Drink Partners; Media partners include Business World, Philippine Daily Inquirer, Expat Magazine, Travelife Magazine, ClickTheCity.com, WHENINMANILA.COM, 1Digimedia Audiovisuals Inc., Aktivshow.com, and Pye.ph.



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# Czech Architectural Cubism



*It was launched by Czech Ambassador Jaroslav Olša, jr. (left) and NCCA Chairman Hon. Felipe M. de Leon, Jr. (right)*

The story of Czech Cubist architecture, the most interesting offshoot of the popular art style best known for Pablo Picasso's paintings into the field of architecture, is on display at the National

Commission for Culture and the Arts Gallery. An exhibition of this unique trend, which was born in Czech capital Prague a century ago, is jointly organized by the Czech Embassy in Manila and the National Commission for Culture and the Arts, in cooperation with the Jaroslav Frágner Gallery in Prague and the Ministry of Culture of the Czech Republic.

Cubism is popularly known as one of the exciting new artistic styles of the 20th century, merited to Picasso in France, but spread shortly to countries including Bohemia and Moravia. Soon after its beginnings as an artistic style, Cubism gained ground in

architecture and design as well, because of Czech architect Pavel Janák, who formulated the theoretical basis of so-called Architectural Cubism. He and a few others designed buildings and interiors, furniture and craft objects in this style in the 1910s and 1920s. Though short-lived, it made a real important mark in the history of European architecture.

The exhibit, which will take place last 7-29 April 2016, aims to highlight important buildings built during this period, including those that no longer exist, and also the most important figures of this short but very interesting epoch of modern architecture.

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# Dashboard@MATIC: CRAFT+25

By Patricia Kyle Mendoza

In the Materials Innovation Centre's next exhibition: CRAFT+25@dashboard, an indispensable contrast is showcased to visualize the interplay of inspiration between traditional crafts and digital media.

MATIC's dashboard transforms into a display of crafts from creative destinations around the Philippines and Asia. Artisan-made and hand-crafted items from Cebu, Bohol, Damyang, Chiangmai and Hanoi are featured beside digital presentations.

A display of crafts captures the importance of tangible expressions of heritage, history, and culture as these elements unify to form a city or country's identity. Essentially, to carry home craftwork from specific destinations could

translate into bringing a portion of their identity.

Similarly, the digital media displays were developed and executed by the rich creative community of Cebu City; illustrators ranging from students, the academe, industry and idea generators. These artworks, illustrations and animations communicate their vision of ECCP Visayas' direction and ethos as it springs forward into the next 25 years. Not only do they reflect the present identity of Cebu's creative landscape but also their future aspirations.

CRAFT+25@dashboard opens this May 31, 2016, 10:30AM and is set to run until September 2016 at MATIC.

craft

+25

## Workshop Series

# Organizational Development

By Patricia Kyle Mendoza

Continuing ECCP Cebu and DTI Bohol's existing partnership with the Tubigon Loomweavers Multi-Purpose Cooperative (TLMPC), the cooperative is set to undergo organizational development with Orlando Abelgas as Organizational Development Consultant. These organizational development workshops seek to educate MSMEs, and lay before them their entire operational universe, present realities, and what their future potentials could be.

These organizational development workshops run in tandem with the existing Product Development Project being implemented in TLMPC with Debbie Palao as the consultant. As the weaving community



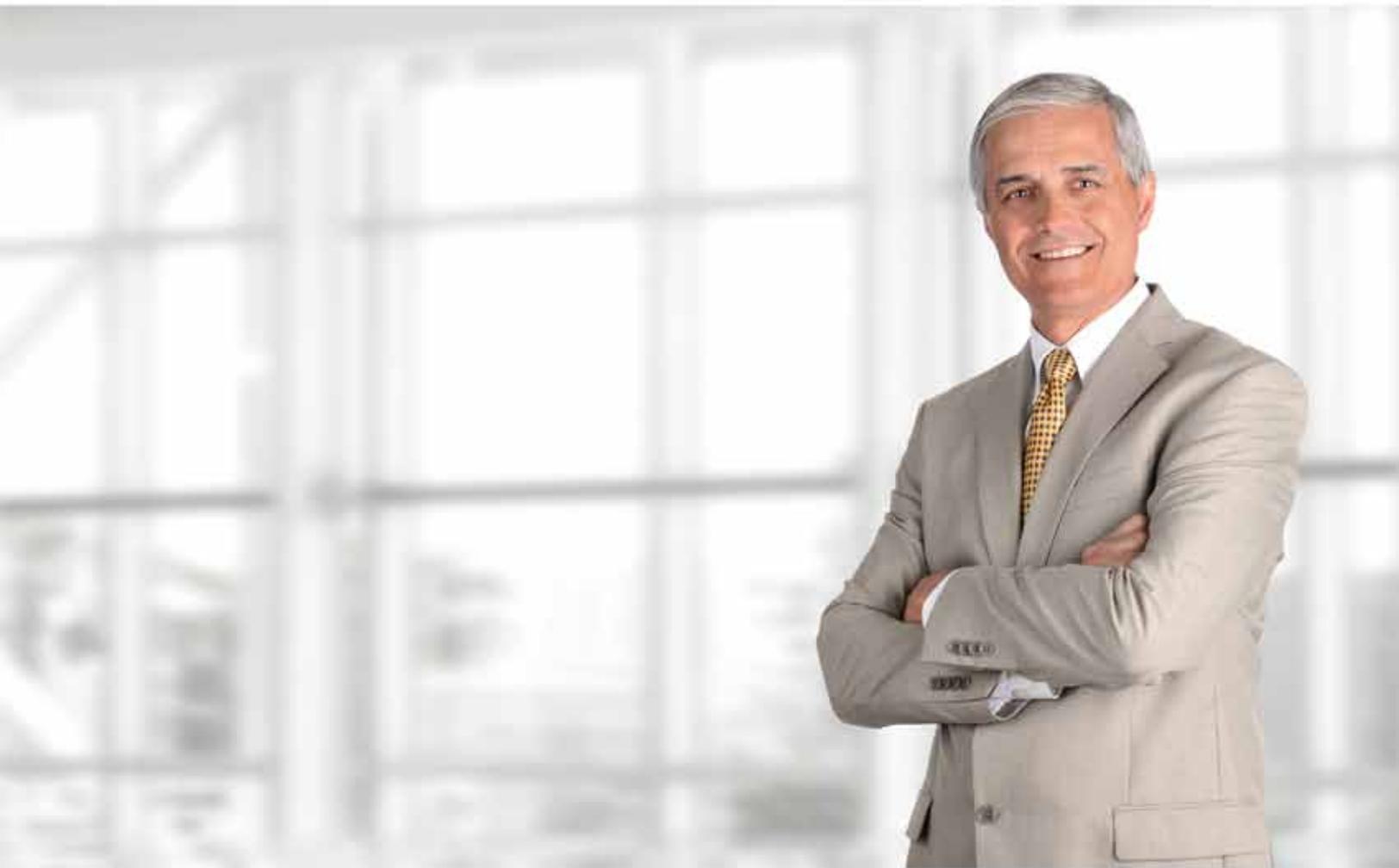
continues its production of mixed media textiles for Cebu Interlace which, in turn, exports these products to clients from all over the world, the back-end of organizational development is nurtured to make sure that the weaving community can professionally respond to clients, manage their suppliers while simultaneously grooming a fresh set of weavers to take over operations in the cooperative once the senior members go into retirement.

The Tubigon Loomweavers Multi-Purpose Cooperative (TLMPC) underwent a Pre-strat Plan Development Seminar Workshop last April 12-13, 2016. This seminar workshop was held at the loomweaving facility in Tubigon, Bohol.

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- BUSINESS PROMOTION** – Promote your business to a targeted audience of senior business executives through the introduction of potential business partners, sponsorship of high-profile events, and promotion through the chamber's publications and websites.
- TRADE FAIR PARTICIPATION** – through its affiliate fairs&more, the chamber offers a wide range of trade fair services, from booth / pavilion design to stand construction, from marketing collaterals to pavilion management, from product selection to design support – in Asia, Europe, the Middle East and the United States.
- SOCIAL & COMMUNITY ACTIVITIES** – Enjoy high-quality social and sports events, organized and managed by the chamber, for members and third parties, including golf events, soccer tournaments, fashion shows or wine tasting.
- CORPORATE SOCIAL RESPONSIBILITY** – Be part of the chamber's CSR activities, 'Retirement & Healthcare'; promotion of creative industries; energy efficiency; etc.
- EUROPEAN CHAMBER NETWORK** – Tap into the expertise and experience of European Chambers and European Business Organizations in surrounding markets and around the world.
- SPECIAL MEMBER SERVICES** – Make use of our special services in visa and work permit support through our close working relationship with the Bureau of Immigration.
- CONSULTING SERVICES** – Consult with experts for advice concerning the selection of partners and on handling specific business issues vis-à-vis the government.



**We Make it Happen, We Make It Work**

## SERVICES

**EX-WORKS CARGO SERVICES, INC.,** is an acknowledged leader which has developed reputation in providing benchmark services in the realm of logistics, shipping, consolidation and NVOCC. Our main office is strategically located in R 319 First United Building, Escolta St, Binondo, Manila City, Philippines.

Our company offers interesting services wherein you will be able to cut the costs by up to fifty (50%) percent. Similar to what we've done to our customers and would like to spread this message across all our potential clients. We will help you in cutting down your manpower costs over customs formalities for both inbound and outbound shipments. We will also help you in transferring and processing all your documentations in order for you to save time and lessen the pressure over deadlines without the extra cost. This will save you and your company time and money. We cover all aspects of shipping activities in Asia, Africa, Australia, Europe and America. Since our company started, we persist in devoting to our work and keep learning all the time. We are grateful for everything that the world gives us and we act in right ways. We move forward and always remember to look back. We also think of the interests of others and not only for ourselves. We build up and believe in our own philosophy of Power that is to meet the customers' needs and make much more contribution to our society through greater efforts than anyone else does.

Ex-works has earned a well-deserved reputation as a successful freight forwarder whose activities are managed by experienced, dedicated, well trained and highly motivated qualified personnel. Our international and local customers nominate and appoint us on shipment of all sizes with major imported / exported commodities in the region. We provide a full range of forwarding and logistics solutions through hard work, professionalism, innovation and profound care for our customers. We have built a standing that is now associated with reliability, precision and personal touch and have established ourselves as one respected and renowned foundation. At Ex-works we believe in providing continuous innovation, highest quality of service and competitive logistic solutions to our global stakeholders that is evidenced by our vast portfolio.

Our services portfolio includes:  
 - Sea / Air Freight Forwarding and NVOCC - Import and Export  
 Customs Clearance - Door to Door deliveries - Packing and Crating  
 - Exhibition Cargo - Warehousing - Chartering - Moving



2016 Annual Assembly, Belgium

The CEO's of 30 new offices of Ex-works Cargo Services, Inc., located in 5 continents.



### Air Freight

The fastest means of transport to any domestic/foreign destination designed for time sensitive and perishable articles. Ex-works experienced and knowledgeable staff ensures a timely, well organized, cost effective deliveries for whatever air shipment you need to transport. It's a fast, efficient air freight service you can truly rely on.



### Domestic Freight

Ex-works Cargo Services offers full spectrum of domestic transport services from chartering carriers, securing heavy equipment and barge transport. We offer full truck load and flatbed transport as well as less than truckload and heavy haul services throughtout Philippines. Ex-works domestic freight services perfectly complement our international transport options by allowing us to pick-up from or deliver to any places in the Philippines, our customer's international cargo needs to go, using whatever equipment is necessary.



### Customs Clearance

Ex-works Cargo Services will ensure your import, shipping to Philippines and export is cleared in timely and correct manner. Our Board Topnotchers Licensed Customs Brokers, can save you time, money and any hassle associated with Customs, Quarantine clearances, compliance and supply logistics.

### Professional Customs Clearance

Ex-works team currently includes Board Topnotchers Licensed Customs Brokers amongst our highly trained professionals to give you expert advice and service in relation to your import and export requirements. Ex-works is able to provide efficient Customs Clearance for export and import Logistics.



### Sea Freight

The cheapest means of transport to any foreign destination for articles which not in hurry. By offering a complete range of Ocean Services that includes FCL (Full Container Load), LCL (Less Container Load), OOG (Out of Gauge and RoRo (Roll on Roll off), complimented by a keenly priced tariff of Freight rates/ ancillary inland charges, Ex-works beomes your obvious choice for sea freight service.



### Door Delivery

Ex-works offers a wide range of urgent on-demand door-to-door shipment solutions for clients of all sizes and needs. We provide priority delivery services within cities, between cities and between countries. On demand shipments often include high security, bio-medical samples, confidential materials, fragile, high value goods, emergency repair parts for aircraft and critical equipment and systems. We serve our growing roster of clients by being a reliable single source for fast, competitively priced same-day delivery.

Ex-works continuously evolving with a focus to encompass the whole world with its services.

Therefore we have proudly developed a substantial and widespread exclusive network that enable us to literally cover every part of the globe. We have good relationship with carriers, authorities which give us access to all useful information, best, rates, ensuring rapid reliable results.

Should you require any information, clarifications please do not hesitate to contact us at :

Tel: (632)310 70 99 | (632) 514 54 64; or  
 Email us at [info@ex-worksph.com](mailto:info@ex-worksph.com) or  
 Visit our website: [www.ex-worksph.com](http://www.ex-worksph.com)



Exclusive Partners

## Business Opportunities Section:

### We are searching for distributors Agents:

A Hungarian Company is looking for distributors of Veterinary Products

### Looking for buyers/importers/distributors/agents:

1. "A French Company is looking for partners to offer innovative payment solutions to improve business"
2. A German Company is looking for clients for hardware equipment/tools
3. An Italian company is looking for clients for Cold Rolling lines & related spooler for the production of reproducing steel
4. An Italian company is looking for clients for Italian wines
5. A Dutch Company is looking for clients for flowerbulbs, for farms that would plant Gladiolas

For more information and inquiries email [erynne.bulaon@eccp.com](mailto:erynne.bulaon@eccp.com)

# DOING BUSINESS IN EUROPE FORUM

By: Fem Garcia

Attended by a total of 98 participants, the European Chamber of Commerce of the Philippines in partnership with the Department of Trade & Industry's Export Bureau Marketing hails the success of the "Doing Business in Europe Forum" last April 4, 2016 at the Park Inn by Radisson, Davao City. The event was sponsored by Dusit Thani Residence, Agro-Industrial Cable Transport Inc., BPI, and Bureau Veritas. Mr. Gerry Constantino, the Director of the ECCP welcomed the participants and presented Strategies to EU Market Entry and the Role of Trade Fairs. Mr. Ferdinand Marañon, President of PhilExport XI presented the business interest of exporters to the EU Market. The forum was not only in terms of participation a great success, but especially through our high level experts presenting on the EU Generalised Scheme Plus, the like of Mr. Walter Van-Hattum, Head of Trade of EU Delegation to the Philippines, Mr. Senen Perlada, DTI-EMB Director, and its chances and opportunities the attendees were able to learn more about how entering the European market and grow their respective business through doing so. And to close the activity, Dir. Belenda Ambi of DTI XI was there to give her closing remarks. The participants are looking forward to more informative activities like this.

## British School Manila Board of Governors Nominations



Following the announcement by Mr. Simon Bewlay of his intention to retire as Chair of the British School Manila Board of Governors after fourteen years of dedicated service, the School's Council of Trustees (CoT) has initiated the process to recruit his successor.

The British School Manila invites you to contribute to the process through the nomination of suitable candidates for the position. If you would like

to suggest a candidate for the position, please email [nominations@britishschoolmanila.org](mailto:nominations@britishschoolmanila.org). In your email, include the name and contact details for the person you are nominating along with a short reason why you think this person might be suitable for the position.

Should you have any questions, please feel free to email [nominations@britishschoolmanila.org](mailto:nominations@britishschoolmanila.org) and one of the search committee will contact you.

We are building a better future.  
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