

# EuroPH CONNECT

BUSINESS • OPPORTUNITIES • PERSPECTIVES

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

Issue on Energy

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- *Country in Focus: Romania*
- *Interview with the Romanian Ambassador to the Philippines H.E. Răduța Dana Matache*
- *Interview with the Department of Energy Secretary Hon. Raphael P.M. Lotilla*
- *REPH100 Initiative in Support of The Green Energy Option Program*



# SWITCH TO RESPONSIBLE ENERGY

SN Aboitiz Power Group (SNAP) is the country's leading renewable energy (RE) supplier offering 100% clean energy harnessed from the flowing water of four hydroelectric power plants in Magat and Benguet.

The combined technical expertise, stakeholder experience, and local and global best practices of our partners, Scatec of Norway and AboitizPower, make SNAP the ideal partner for growing businesses.

With SNAP, customers are guaranteed with responsibly-produced energy that is **Renewable, Reasonable, and Reliable.**



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# Editorial

Dear reader,

We are now well into the last quarter and approaching the end of yet another fruitful year. In this issue, we highlight one of the many sectors close to the Chamber – renewable energy and energy efficiency.

With the current global energy crisis, the energy industry is looking to provide possible solutions and alternatives to address these growing concerns. In the local energy sector, despite the disruptions caused by the COVID-19 pandemic, initiatives and policies are at the forefront with respective government agencies and the private sector working together to tackle these problems.

For ECCP, among the initiatives in the energy sector is the REPH100 Initiative. Inspired by the global RE100 initiative, the REPH100 movement was launched together with the National Renewable Energy Board in 2021. In this private-sector driven effort, we welcome companies and organizations alike that advocate for clean and renewable energy and for them to share their best business practices on energy efficiency. To know more about this initiative, read about it on page 17.

In this latest EuroPH Connect issue, we invite you to read about the different challenges and opportunities in the energy sector. Take a look at page 8 where we feature the Embassy of Romania and Ambassador Răduța Dana Matache as she shares her thoughts on the business relations between Romania and the Philippines. Further, Ambassador Matache gives insights on the energy sector in Europe and efforts that can be applied in the ASEAN.

We also put the spotlight on the Department of Energy Secretary, Raphael P.M. Lotilla as he shares the department’s initiatives, priority programs, and targets for the Philippine energy sector as well as the trends that energy stakeholders should consider when it comes to implementation and development of policies and innovative practices in the energy sector. Find out more about this story on page 12.

For our ECCP members, we congratulate our Corporate Partner, ING in celebrating 32 years in the country with their renewed commitment to sustainable finance. Read this story on page 26. KPMG talks about its decarbonization journey and the corresponding 5 pillars to achieving net-zero. On the other hand, Holcim Philippines shares its partnership with municipalities on waste management.

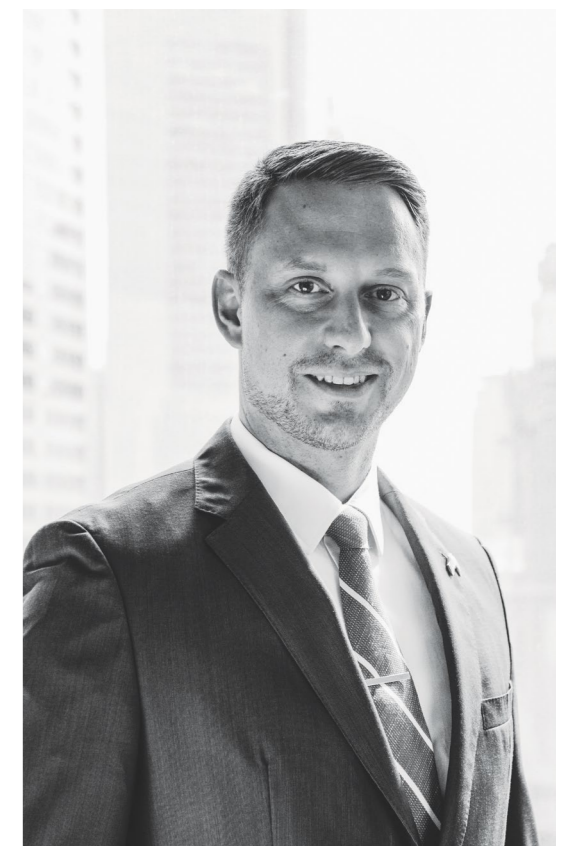
This edition likewise features sustainability-related efforts of several ECCP members and partners. On page 18, Vantage Energy celebrates its fifth year as one of the fastest-growing Retail Electricity Suppliers in the country. SM Prime shares its efforts in sustainable cities and green buildings as well as expansion of their sustainable investments portfolio while for SN Aboitiz they share their sustainability initiatives.

Last September and October, we continued to launch ECCP events such as the Promoting Renewable Energy Access forum in Mindanao, the Pathways to Employability and Entrepreneurship in the New Normal, a Luncheon Meeting with DOTr Secretary Jaime Bautista, and the Future Cities Forum 2022 together with the Embassy of Finland, to name a few. You may take a look at the ITF Calendar and Events Calendar found on pages 49 and 50-52 to see our upcoming events, or follow our social media channels or visit our website to get the latest updates.

Read more about our Advocacy Corner on page 40 where we share details about the meetings held with key government representatives and discuss developments on policies and initiatives. On page 44, we welcome our new ECCP members and we hope to see them in future activities as well as maximize their membership with us.

Meanwhile, updates on Chamber activities over the past two months spanning its branches in Manila, Cebu, Davao, Cagayan De Oro, Clark, and Iloilo are all available on page 27. Keep yourself updated with the latest business opportunities on page 47.

I hope you enjoy this issue of the EuroPH Connect and, as always, thank you for your continued partnership with your chamber of choice.



**Florian Gottein**  
ECCP Executive Director

## building sustainable and innovative spaces for your business



TwoE-com Center  
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South Towers  
Las Pinas City



North Towers  
Quezon City



Mega Tower  
Mandaluyong City



CDO Downtown Tower  
Cagayan De Oro





European Country in Focus

# Romania



  
**238,397**  
square kilometers

  
POPULATION  
**18.9 M**  
approximately

  
CAPITAL  
**Bucharest**

## ROMANIAN TRADE AND INDUSTRY

For more than a decade, Bucharest has been the top FDI destination in the nation. But there is interest in other areas as well, especially the western portion of Romania, where cities like Cluj-Napoca, Timisoara, and Oradea are luring a sizable amount of investment. Additionally, Romania is strategically located in the vicinity of several large markets. The setting of the Ukrainian conflict made it clear that the globe needed its gas resources in order to be independent of Russian supplies. Among the EU member states, Romania has the highest level of energy independence. Therefore, foreign investors' interest in Romania increased.

Romania's economy is a high-income mixed economy with a skilled labor force and a very high Human Development Index; it is ranked 10th in the European Union by nominal total GDP and 7th when adjusted for purchasing power parity. For foreign direct investment, Romania ranks first in Central and Eastern Europe. They are also the biggest producer of electronics in Central and Eastern Europe. They have developed over the past 20 years into a significant hub for research into associated hardware, information security, and mobile technologies. In industries like IT and auto manufacturing, the nation dominates the region. One of the major economic and industrial hubs in Eastern Europe is Bucharest. Vehicles, machinery, chemical products, electronics, electrical equipment, pharmaceuticals, transport equipment, basic metals, food items, rubber, and plastics are Romania's top 10 exports.

In the first quarter of 2022, Romania's GDP expanded by 6.5 percent year over year, picking up speed from the previous quarter's rise of 2.4 percent. A preliminary assessment indicates that despite lowering COVID-19 measures and weak base effects from the previous year, it was the fourth consecutive quarter of GDP growth. The economy expanded by 5.2 percent on a quarterly basis, the fastest rate since the fourth quarter of 2020, following a revised 1% expansion in the fourth quarter of 2021.

**Geographical Location:** Romania is located in Southeastern Europe. The country is bordered to the north by Ukraine, Moldova to the northeast, the Black Sea to the southeast, Bulgaria to the south, Serbia to the southwest, and Hungary to the west.

**Climate:** Romania's climate is transitional between temperate and continental, meaning the four seasons are present. It experiences hot summers, cool, dry autumns, cold winters, with snow and fog and mild springs.

**Official Language:** Romanian

**Government Type:** Romania is a semi-presidential republic with a bicameral parliamentary system.

**Standard of Living:** Romania's Human Development Index (HDI) as of 2019 is 0.828, positioning it at 49 out of 189 countries and territories.

**Organizations:**

- World Health Organization (since 1948)
- United Nations (since 1955)
- United Nations Educational, Scientific and Cultural Organization (since 1956)
- World Bank (since 1972)
- International Monetary Fund (since 1972)
- World Trade Organization (Founding Member, since 1995)
- International Criminal Court (since 1999)
- North Atlantic Treaty Organization (since 2004)
- International Holocaust Remembrance Alliance (since 2004)
- European Union (since 2007)

## FINANCIAL DISTRICT

Romania's financial district is located in the heart of the historic district of the capital of Romania. As foreign investment decreased in the 1990s, the initial enthusiasm following the revolution in 1989 diminished. At different points during this time, Romania's financial stability was in danger from high inflation. The Romanian leu was evaluated in 2005 in an effort to reduce the inflation rate. The National Bank of Romania, established in 1880, administers the Ministry of Finance's monetary policy by issuing currency and managing budgetary cash resources. In 1995, the Bucharest Stock Exchange opened and began trading hundreds of businesses by 1999. In 1998, Romania had a large number of banks, including international, national, and joint-owned companies.

Today, 34 commercial banks are now operating in Romania, with significant foreign ownership. Non-residents possess more than 70% of the assets in the whole banking sector. Around 90% of the assets in the banking industry are held by commercial banks, which are primarily privately owned. The banking industry in Romania is competitive, with the biggest bank having less than 20% of assets and the next three holding only 40%. A competitive market structure and low level of concentration are shown by the HHI index of concentration's low value of 9%.

## TOP 3 TOURISM DESTINATIONS



TRANSYLVANIA

Transylvania is widely known as the land of vampires and wolves. It is one of Romania's three major historical regions. Geographically, Transylvania only refers to the Transylvanian plateau, which is surrounded by the Carpathian Mountains. People around the world travel to Transylvania because of its ties with the legend of Dracula as it is one of the most fascinating fusions of history and fiction. It is believed that Bram Stoker, the author of the novel Dracula, based his character on Prince Vlad III of Wallachia or Vlad the Impaler.



THE BLACK SEA COAST

One of Romania's natural borders is the Black Sea, which is also a significant tourist destination and the busiest and most well-liked summer vacation spot for Romanians. In the seventh century BC, the Greeks were the first to seize the opportunity to settle this land, which was soon followed by the Roman Empire. The Black Sea coast is inextricably linked to Dobrogea, which had a strategic location on the ancient map of Europe. It was the main commercial route that connected the Black Sea and the Northern Sea, as well as the Mediterranean ports and the eastern part of the continent.



THE PAINTED MONASTERIES OF BUCOVINA

There are 8 Painted Churches that were built between 1487 and 1583. All 8 churches have been listed as a UNESCO World Heritage Site since 1993. Stephen the Great built the first monastery in the region of Bucovina. He built approximately 40 churches, many of which were dedicated to commemorating his victories over the Ottoman Empire. The idea for painting the monasteries was his son's, Petru Rares. The Painted Monasteries of Bucovina are the center of Romanian orthodox life. It is regarded as a genuine masterpiece of Byzantine art. Voronet is unquestionably the most stunning of Bucovina's Painted Monasteries.



## INTERESTING FACTS

- Romania is derived from the Latin word 'Romanus' which means 'Citizen of the Roman Empire.' Before rumân was interchangeable with roman, rumân was later defined as 'bondsman.'
- There are legends surrounding the origins of Romania's capital, Bucharest. According to one of these legends, a young woman by the name of Dambovită turned down the love of a prince in order to live with a shepherd by the name of Bucur in a place known as Bucaresti. Bucharest was first mentioned in a document signed by Vlad IV dated September 20, 1459. It was an order to build a fortress as a defense against the Turks and conserve a trade route between Brasov and Danubio. Thus, Vlad IV is regarded as the founder of Bucharest.
- Cărturești Carusel is translated as the 'Carousel of Light.' It is a 19th-century architecture in the heart of Bucharest, Old Town. The building was originally built as a bank headquarters for the Chrissoveloni family in the early 20th century. However, it was abandoned when communism collapsed in the 80s. It was then reclaimed by Jean Chrissoveloni in the early 1990s. He invested over one million euros to renovate the former bank to its former glory. It was then leased to Romania's largest bookstore chain, Cărturești. The bookstore opened to the public in 2015, housing almost ten thousand books and a bistro. It is a unique piece of history that became a beacon attracting readers from around the world.



Interview with the Ambassador of Romania to the Philippines

# H.E. Răduța Dana Matache



**Since first arriving in the Philippines to take up your post as Romanian Ambassador, how have you observed the relations between Romania and the Philippines develop and progress?**

My arrival to Manila, in December 2021, was the expression of the decision by the Romanian authorities to upgrade the Embassy, by appointing an Ambassador and expanding the Embassy staff. It was also a recognition that the importance of the Philippines is increasing, regionally and internationally. The fact that my arrival fortunately coincided with a lifting of the strict lockdown was just a bonus.

Part of the Embassy's main mandate was to contribute to the celebration of 50 years of diplomatic relations, in 2022. Indeed, on 28 February 1972, the Philippines and Romania established diplomatic relations, the first time Manila opened relations with a country in the then Communist bloc, across the Iron Curtain of the time.

In this anniversary year, I have noticed a lot of Romania's friends and former business partners come to the fore and express their openness to launching new cooperation projects, benefitting from the experience that they have in dealing with Romania. Also, there is renewed interest in Romania in finding Filipino partners and launching new partnerships.

My conclusion is that there is clearly a momentum for the bilateral relations to flourish again, to the benefit of each of our citizens. We, at the Embassy, are doing our utmost to make sure that we use this momentum to the full.

“

***For a long time, the Philippines has carved for itself the profile of a dependable member of the international community, a pillar of many multilateral institutions, a defender of the rules-based international order and a country with excellent diplomats.***

”

**What do you find is the Philippines' greatest strength that would serve it best when doing business with Europe? What about its ASEAN neighbors?**

In many ways, the Philippines is “the most European” of our Asian partners. We have known each other for a very long time, we think alike in many respects, we share values and aspirations. For a long time, the Philippines has carved for itself the profile of a dependable member of the international community, a pillar of many multilateral institutions, a defender of the rules-based international order and a country with excellent diplomats. The EU

and the Philippines support each other in multilateral institutions and join forces in promoting joint projects. The good diplomacy that the Philippines has is definitely an asset for the country.

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The Philippines has many assets to speak of: the amazing resilience of its people, their youth, character and determination, the OFWs acting as ambassadors for their country abroad, the beauty of the country's natural environment and the list could go on and on. Therefore it is important how the administration creates the framework in which all the many assets the Philippines has are able to act in unity and coordination to develop the country.

On a personal note, I deeply appreciate the amazing richness of the Filipino people: its celebrated diversity, its multilingualism, its rich cultural heritage, the tolerance, and its unity in diversity.

As far as ASEAN is concerned, the organisation is an old EU partner. This December we shall celebrate 45 years of EU-ASEAN dialogue and cooperation. Both the EU and ASEAN have enlarged and changed in the last 45 years, so we can say that we grew together and have learnt to face new challenges together. The EU-ASEAN dialogue now encompasses all areas of cooperation, including security. It is a dialogue we value, one of the pillars of the EU's Indo-Pacific Strategy. The Philippines, a founding member of ASEAN, currently coordinates the EU-ASEAN dialogue. The EU counts on the Philippines' coordination and facilitation skills, in order to ensure the success of the EU-ASEAN Summit later this year.

**What do Romanian businesses find most attractive about doing business with the Philippines? How do you think both partners can work better together to achieve this vision?**

Romanian businesses and people alike appreciate working with the Filipinos. Romanians and Filipinos have a similar outlook on life and a shared sense of humour. They are hardworking and value their first support network, the family. Doing business with the Philippines is increasingly attractive, given the legislation already passed or being passed by the Parliament. Lately, the Philippines has really sent, loud and clear, the message that “we are open for business”.

**What measures did Romania take in order to cope with the COVID-19 pandemic? How do you build business resiliency?**

The Romanian government, supported by the EU, put in place a safety net for businesses during the pandemic, making sure that they have the tools and especially access



to financing allowing them to survive and thrive in a new environment. Production at some of the best Romanian medicine companies was increased virtually overnight. The Government, supported by the Parliament, quickly put in place legislation to provide for work-from-home whenever this was deemed necessary and possible.

While the first lockdown in Romania was very strict, afterwards the Government showed great flexibility in order to prevent the economy from getting into a standstill. The economy survived COVID-19 and in 2021, production was already back to pre-pandemic levels.

At the same time, like everywhere, businesses made sacrifices, when they had the room of manoeuvre.

One of the reasons why I appreciate the work of the European Chamber of Commerce of the Philippines is precisely the fact that ECCP is a wonderful forum helping us to learn from each other how to build business resilience. If there is a universal recipe for building business resilience I do not know it but I am sure that we can learn from each other, cooperate more and discover the answer.

“

*The EU and the Philippines support each other in multilateral institutions and join forces in promoting joint projects.*

”

**How did the pandemic affect trade relations between Romania and the Philippines?**

Bilateral trade relations were affected all over the world. Trade between Romania and the Philippines before the pandemic was on a very encouraging upward trajectory. Actually, 2019 was the very best year in our commercial exchanges ever. Bilateral trade declined sharply in 2020 and began to recover in 2021 and we estimate it will surpass pre-pandemic levels in 2022. Luckily, the trade in services was not affected. We hope that 2022 will set a new record, as business exchanges have accelerated.

**What was the biggest hurdle of the embassy during the pandemic, and how was it addressed?**

The Romanian embassy, like any other embassy in Manila, went through the motions of getting used to the new normal, of having travel curtailed, of meeting virtually with friends and partners. The pandemic effects' revolutionized the way we work, because work we must. Digitalisation, already under way, took great strides. A challenge for us was the evacuation of tourists but, in this respect, I understand that cooperation both with the Philippines authorities and among EU member-states was exemplary.

**How did the COVID-19 pandemic affect the energy industry? What plans does the EU undertake to move forward in reaching the post-pandemic world? How does Romania expect to expedite its decarbonisation**

**gas from its former target? What are the challenges that you foresee? How will it impact Romania's energy transformation?**

According to our assessments, the pandemic affected less the energy industry than the Russian aggression against Ukraine. The pandemic, at least in countries like mine, allowed for some energy savings. It also led to the disruption of navigation routes, which impeded transport of fossil fuels. However, Romania, like the whole of the EU, has begun a transition towards green and renewable energy long before the pandemic. Over 20% of Romania's energy consumption comes from hydroelectric power plants. They were not affected by the pandemic. Also, over 18% of Romania's energy is generated by our CANDU technology nuclear plant at Cernavodă. This was also not affected by the pandemic. We have our own gas production on-shore and this year the off-shore exploitation of gas in the Black Sea began, with perspectives of further developing in the next years. Romania is the second largest gas producing country in the EU.

So, we were shielded to some extent by the effects of the pandemic on energy. All the while, we have continued our investment in the internal production of energy, especially solar and wind-generated, in order to reach our goal of 30,7% of renewable energy in our energy mix by 2030. We are also developing a national Hydrogen strategy, part of our efforts to achieve the decarbonisation objectives.

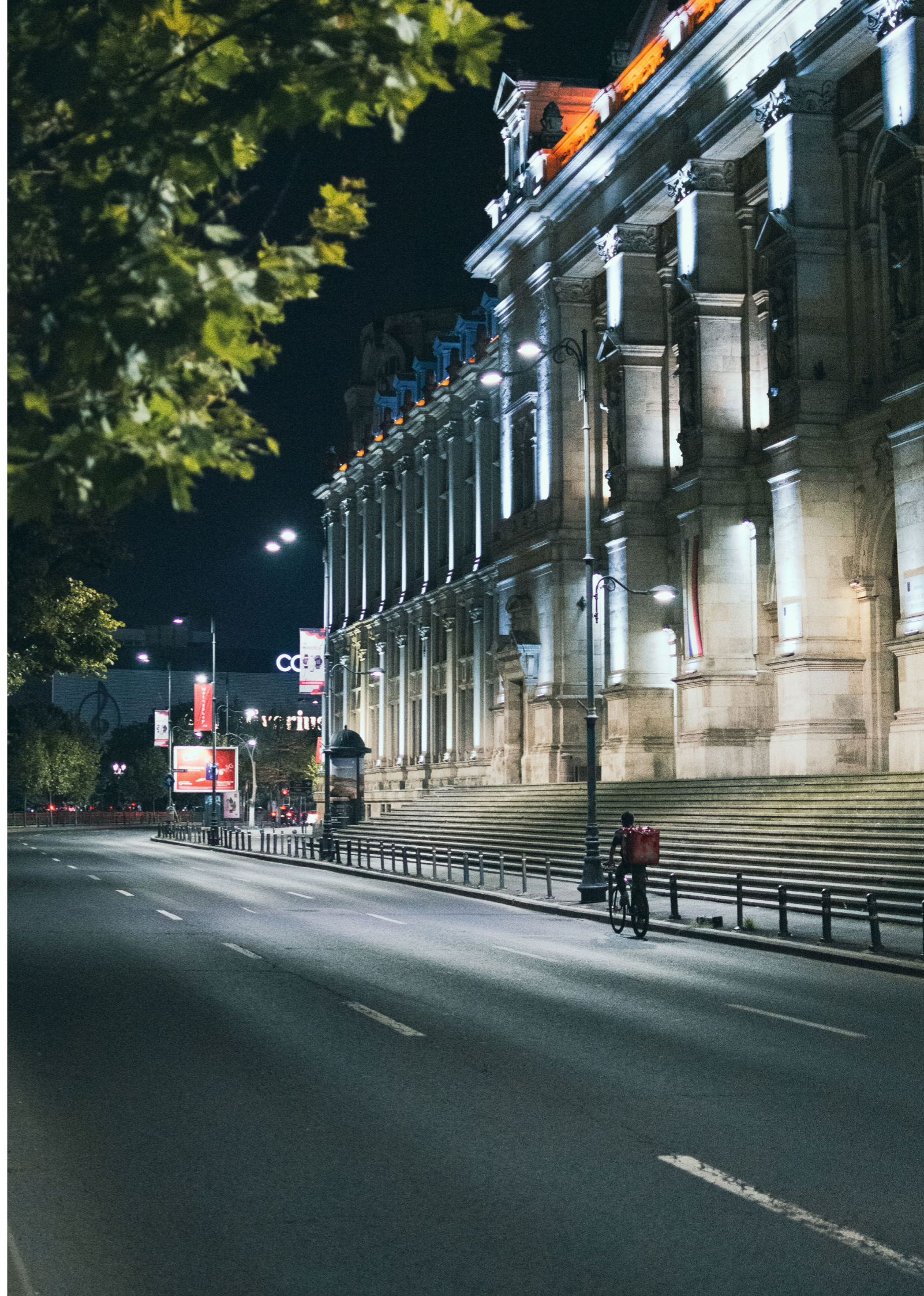
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*Trade between Romania and the Philippines before the pandemic was on a very encouraging upward trajectory.*

”

**The European Union has long been committed to transitioning to secure, sustainable, competitive, and affordable energy. Are there efforts concluded by the EU possible in being applied to ASEAN countries?**

I am sure that our efforts at the EU level can be a source of inspiration for the ASEAN countries. I am convinced that we, too, can learn from the experience of the ASEAN countries and can offer them partnerships as our common challenges can only be faced together. The EU-Philippines Summit this year will celebrate our joint achievements in the past 45 years of dialogue and cooperation but will also look at new ways of working together and finding solutions to challenges, including in the energy sector.





# Hon. Raphael P.M. Lotilla



## **What is the current state of, and the Department's priority programs, initiatives, and targets for the Philippine energy sector?**

The attainment of long-term energy security is the primary concern of the Marcos Jr. administration. While the government has been adopting the technology-neutral approach in pursuit of energy supply security and stability, efforts have been exerted toward the attainment of a more sustainable and gradual transition to a cleaner energy future.

As such, the Department of Energy (DOE) has formulated a roadmap towards clean energy and a low-carbon future as presented in the latest Philippine Energy Plan (PEP) 2020-2040. Under the Plan, the Clean Energy Scenario (CES) takes the lead in establishing transformational plans, policies, and targets on renewable energy, natural gas, alternative fuels, and energy-efficient technologies.

Meanwhile, as a short-term measure, the DOE is also preparing action plans for 2022-2024 focusing on eight (8) priority areas to ensure supply security and stability. These are (1) codification of upstream energy policies, (2) accelerated renewable energy development, (3) development of the liquefied natural gas industry as a transition fuel, (4) implementation of energy efficiency and conservation, (5) development and utilization of electric vehicles, (6) digitization of energy services i.e., Energy Virtual One Stop Shop System (EVOSS), price monitoring, smart homes, and smart grid, (7) research and development on other energy technologies, and (8) review of relevant energy policies.

## **What are the trends (on energy, technology, sustainability, etc.) that energy stakeholders should now consider in implementing and developing policies and innovations in the energy sector?**

The country continues to utilize a significant amount of fossil fuels such as coal, oil, and natural gas. This accounts for 77.2 percent of the total energy supply with coal making up the largest portion at 37.1 percent, followed by imported oil at 34.6 percent, and natural gas at 5.5 percent. The aggregate share of renewables accounts for 22.8 percent with contributions mainly coming from wind, solar, and biomass energy at 16.5 percent and 4.5 percent from hydro.

The on-grid power generating capacity of the country meanwhile recorded at 27,044 MW as of June 2022. Coal power plants and renewable-based power plants remain a significant part of the country's power-generating supply. Dependable capacity on the other hand totaled 24,112 MW for the same period. In terms of power generation, more than half, or 58 percent was supplied by coal. Renewables followed contributing 22 percent to the total generation.

Considering the current energy sources to meet the required supply, there remains a need to further diversify our sources as this is critical in ensuring energy supply security in the long term. Recognizing that supply security will assist countryside development, the Department is working on other supply options that include nuclear, offshore wind, and the development of domestic natural gas supply.

Additionally, the move towards a low-carbon future entails transitioning from gas to hydrogen and from Highly Efficient and Low Emission (HEE) coal into ammonia or a co-firing fuel as another possible supply source. With the Philippines having 178 gigawatts (GW) of potential from offshore wind, there is also the possibility of producing green hydrogen in the future.

Based on the study initiated by the World Bank, the Philippines has a total technical potential of 178 GW of offshore wind energy within 200 kilometers of the shoreline. The excellent areas for floating-type wind turbine generators are north of Luzon, off the coast of north and south Mindoro Island, and the Manila area which is near the demand area. The Guimaras Strait is found suitable for fixed-foundation wind turbine generators.

In fact, the Philippines launched its offshore wind roadmap on 22 April 2022 which lays down the framework for future offshore wind development in the country. It also provides a strategic analysis of the offshore wind development potential in the Philippines, covering the assessment of a wide range of environmental, social, and technical constraints to identify six (6) potential offshore wind development zones with lower environmental and social impacts associated with the development of offshore wind within these zones.

The DOE, through the issuance of Department Circular No DC2019-08-0012 also recognized the advantages of Energy Storage Systems (ESS) as an emerging technology in enhancing the electric power system and in keeping with the goal of assuring the quality, reliability, security, and affordability of electricity supply.

In terms of nuclear energy, the DOE continues to explore its feasibility in supporting the country's sustainable growth by collaborating with various stakeholders to address the requirements of the International Atomic Energy Agency (IAEA).

Along this line, the DOE is re-examining the government's strategy towards building nuclear power plants and exploring the possibility of developing small-scale modular nuclear power plants or their derivatives, subject to compliance with safety standards and regulations of IAEA. As Chair of the Nuclear Energy Program Inter-Agency Committee (NEPIAC), the DOE will convene the Inter-Agency Committee to develop an updated roadmap on using nuclear energy for power generation, covering both conventional and small modular reactor (SMR).

## **The COVID-19 pandemic and the Russia-Ukraine crisis, among other recent global phenomena have recently affected world economies and industries. How have such scenarios and how will other current trends shape the future of the energy sector?**

In the power sector, while the pandemic has greatly impacted the construction of generation and transmission projects, related activities to put up these projects have resumed. However, the original target schedule for the completion and commissioning dates was adjusted, consequently affecting the supply target. Moreover, efforts to expand electricity access continued in response to the country's total electrification goal.



At the onset of the COVID-19 pandemic, the daily operations in the energy sector were affected. Some energy programs and projects were halted or delayed due to strict lockdowns and movement restrictions, supply chain disruptions, and manpower issues. Amidst these challenges, the DOE remained steadfast in assisting in the government's mitigation and response efforts while maintaining reliable and sufficient energy services to the public. Primarily, the DOE has issued pertinent policies and advisories to ensure the continuous delivery of energy goods and services and protect energy consumers.

To ensure continuous operations, the DOE has also prepared its Public Service Continuity Plan (PSCP), which provides operational actions and protocols to be undertaken in response to the COVID-19 pandemic and any related incidents.

Meanwhile, the development of indigenous energy resources, maintaining supply security and overseeing and administering the processing of all contracts, permits, certifications, and endorsements for the upstream, downstream, and renewable energy sectors have not been affected.

Likewise, the DOE continued to scale up the promotion and implementation of energy efficiency and conservation through the roll-out of necessary guidelines, and policies as required by law.

To date, as the country transition to a "new normal" of treating the virus as endemic, like the ordinary flu, the energy sector is also returning to its pre-pandemic level of operations. And while it continues to perform its mandate without undermining the risks and threats posed by the pandemic, construction, operations, and implementation of programs and projects must move forward to help our economy bounce back and grow quickly.

**An opinion released by the Department of Justice states that the renewable sector should be open to full participation by foreign players. How does the DOE view this development and are there measures that will be in place to further attract RE players in the Philippines?**

The DOE is pleased with the recent Opinion issued by the Department of Justice that the exploration, development, and utilization of inexhaustible renewable energy sources are not subject to the 60:40 foreign equity limitation as provided under Section 2, Article XII of the Constitution. This means the foreign ownership restrictions that hamper the flow of investments in the renewable energy sector in the country may now be relaxed. However, the DOE must first amend the Implementing Rules and Regulations (IRR) of Republic Act No. 9513 or the Renewable Energy Act of 2008 (RE Act) to conform to the Opinion. We just concluded our virtual consultations for the amendment of the IRR and are now in the process of preparing its draft.

In line with this, we requested from the National Economic Development Authority (NEDA) the exclusion of RE development from the Foreign Investment Negative List.

Meanwhile, to encourage more investors and end-users to develop and utilize domestic energy sources, the DOE has increased the percentage of the utilization of RE for on-grid areas from 1% to 2.52% beginning in 2023. As of June,

this year, the DOE has awarded a total of 998 RE contracts with a total installed capacity of 5,460.59 megawatts (MW) and a potential capacity of 61,613.81 MW. Around P270.8 million of investments have flowed into the RE so far with solar investments accounted for nearly half of the total amount at P130.4 million, wind with P52.9 million followed by hydropower with P38.7 million, biomass with P38.2 million, and geothermal with P10.5 million.

The DOE has also granted all generating units utilizing RE resources preferential dispatch in the Wholesale Electricity Spot Market (WESM). This will aid the government in accelerating the development and utilization of indigenous RE resources and reduce the dependence on imported conventional energy sources. This will also minimize the country's exposure to price fluctuations in the global market, making the supply and delivery of electric power more stable and secure from international geopolitical conflicts.

In addition to the implementation of the fiscal and non-fiscal incentives as provided in the RE Act, the DOE also recently conducted the Green Energy Auction for around 2,000 MW capacity to be online starting 2023. The DOE is also directing the transmission network provider to prepare the transmission network for more entry of renewables, such as the Competitive Renewable Energy Zone (CREZ) Program.

**The country's energy efficiency sector has progressed since the implementation of the Energy Efficiency and Conservation (EEC) Act in 2019. What is the Agency's next step in advancing EEC efforts in business, government offices, and even households?**

Indeed, the country is making progress in scaling up clean and sustainable energy through the implementation of the EEC Act and its Implementing Rules and Regulations (IRR). This Act boasts the initiatives to institutionalize energy efficiency and conservation as a way of life for all Filipinos.

Following this, the DOE created an Inter-Agency Energy Efficiency and Conservation Committee (IAEEC) to evaluate and approve government energy efficiency projects and provide strategic direction in the implementation of the Government Energy Management Program (GEMP). The GEMP outlines EEC practices enforced in all government offices including local government units (LGUs) to meet the 10 percent reduction in monthly consumption of electricity and petroleum products. As of July 2022, GEMP compliance stands at 56.4 percent, translating to savings of 263 GWh and 113,758 liters in combined diesel and gasoline.

Accordingly, in its effort to lead the way in implementing energy efficiency, the DOE is seeking bids for the conduct of energy efficiency and conservation research and policy study for its existing facilities and infrastructure. The purpose of the technical study is to assess its existing facilities to be in line with the guidelines on the energy conservation design of the building. It also covers the penetration level of energy-efficient technologies in a building under review, including energy conservation measures and best practices adopted and the use of renewable energy technologies intended to manage electricity consumption purchased from the grid.







## REPH100 Initiative in Support of the Green Energy Option Program

Inspired by the global RE100 initiative, the REPH100 movement is a private sector-driven effort aimed to support the Green Energy Option Program implemented by the Department of Energy. It adopts a whole-of-society approach to fueling the Philippine energy transition for more inclusive economic recovery.

It enjoins the public and private sectors, including policymakers, renewable energy developers and end-users in encouraging and supporting stakeholders to shift to 100% renewable energy.

The REPH100 Initiative was launched by the ECCP and the National Renewable Energy Board in February 2021. The said virtual gathering was also attended by the Department of Energy and the Energy Regulatory Commission, as well as supporters from the private sector composed of renewable energy suppliers and ECCP members whose global operations have joined the RE100 movement.

### What is the Green Energy Option Program (GEOP)?

- GEOP is a voluntary policy mechanism that provides electricity end-users with 100kW and above demand the option to choose RE resources as their source of energy.
- GEOP is a non-regulated activity.
- It provides options to end-users to contribute in the development and utilization of RE resources in a least-cost and sustainable manner.
- RE Suppliers must secure an Operating Permit from the DOE.

Source: Department of Energy

The REPH100 Initiative has the following focus areas:

- Policy Advocacy with focus on supporting the GEOP and energy transition
- Partnership among the Philippine government, renewable energy suppliers, and end-users
- Business Promotion and Support by providing a platform for businesses' good practices and support for energy transition

With these focus areas in mind, the upcoming REPH100 activities will be geared towards presenting updates on and the benefits of the Department of Energy's Green Energy Option Program, advancing knowledge-sharing mechanisms to support companies reach their renewable energy targets, providing a platform for business sector discussions on attaining the renewable energy agenda, and promoting multi-stakeholder collaboration in efforts towards energy transition.

To know more about the ECCP REPH100 Initiative, email [advocacy@eccp.com](mailto:advocacy@eccp.com).





## Vantage Energy Celebrates its 5<sup>th</sup> Year of Retail Excellence

In the span of only five years, Vantage Energy has become one of the leading and fast-growing Retail Electricity Suppliers in the country, having been identified as the sixth largest market share holder in the Competitive Retail Market.

To date, Vantage Energy has supplied more than 815 Gigawatt hours (GWh), equivalent to powering over 363,000 households, from various industries including retail, manufacturing, real estate, telecommunications, and fast-moving consumer goods, all over Luzon and Visayas.



The company also takes pride in its capacity to render stable, reliable, and competitively priced power through its balanced supply portfolio comprising of conventional and renewable sources located across the country. Vantage Energy's partners also gain access to One Meralco's wide network of affiliates and services such as load side management, fiber connectivity, and technical trainings among others.

Beyond its commitment to deliver excellent service to its customers, Vantage Energy also takes part in community building through its various corporate social responsibility programs centered on education and environment stewardship.

When the pandemic struck in 2020, Vantage Energy conducted a Back-to-School Donation Drive to provide aid and support to schools greatly affected by the restrictions brought about by the pandemic. Through the generosity and collaboration from its partner customers, Vantage Energy provided school supplies and personal protective equipment to help the school beneficiaries adapt to the new modes of learning.

Vantage Energy also helps in fighting off global warming through environmental stewardship. The company takes part in CommuniTrees, an annual tree planting activity initiated by MPower and One Meralco Foundation (OMF) in 2015.

Vantage Energy remains steadfast to its commitment to continuously enhance consumer experience and contribute to the greater good by advocating for sustainability through power sourcing and various nation building initiatives.



# Celebrating purpose and partnership



# 5 YEARS

## Here's to continuously giving you the adVantage you deserve.

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Binangonan Mayor Cesar Ynares (fourth from left) and Geocycle Account Officer Dia Cruz (fifth) during the signing ceremony for the waste management partnership with the municipality on Aug. 31

## Holcim supports three Rizal municipalities in waste management

Leading cement maker Holcim Philippines, Inc. and its waste management unit Geocycle will help the municipalities of Binangonan, Cainta, and Taytay in Rizal sustainably manage their municipal wastes by converting these materials to low-carbon fuels in making cement.

Holcim Philippines sealed the partnership with the leaders of the municipal governments on different dates in August. The three municipalities will send to Holcim's Bulacan plant non-hazardous and non-recyclable residual wastes such as plastics, laminates, textiles, and rubber for pre- and co-processing. Holcim will receive up to 650 tons of such materials annually.

The Company will also extend technical assistance and training on waste segregation to the municipalities to ensure a sustainable solution to their waste management woes. The partnership will help the municipalities reduce the wastes sent to landfills and expenses related to this.

Holcim Philippines supports 28 municipalities and cities throughout the Philippines in waste management with 18 added this year. In 2021, the Company co-processed sorted municipal solid waste equivalent to the annual output of 17,500 households, helping local governments divert these away from landfills.

Holcim Philippines Head of Geocycle Jon Alan Cuyno: "We are thankful to the local governments of Binangonan, Cainta, and Taytay, for their trust in our ability to provide a safe and environmentally-sound waste management solution. We need more innovative and solutions-driven local executives who want to convert their increasing waste management challenges into opportunities for a greener community. We need them to rethink waste and replace conventional waste management practices with newer, more sustainable ones."

Co-processing is a government-approved and globally-recognized waste management technology that repurposes non-recyclable qualified discarded materials from various industries into alternative low-carbon fuels and raw materials used in cement kilns. Among the environmental advantages of co-processing are the extremely high temperatures of kiln and longer treatment time materials that prevent formation of harmful gasses. There are also no residues to be landfilled.

Holcim Philippines is increasing its use of low-carbon fuels in cement manufacturing to reduce carbon emissions, cut use of virgin raw materials and contribute to managing wastes in the country in a sustainable manner.



## SM Offices forges a sustainable business environment in the Philippines

SM Prime Holdings, Inc. (SM Prime), one of Southeast Asia's leading integrated property developers, has been at the forefront of developing innovative integrated lifestyle cities by building sustainable mall developments, office buildings, and residences throughout the Philippines.

SM Offices, SM Prime's Commercial Properties Group, builds master planned leasable spaces in strategic locations in key cities in the country that benefit its tenant-partners, promote employee well-being, and support both traditional and business processing companies. In support of SM Prime's efforts on sustainability and green engineering, some of SM Offices' newest properties are LEED certified.

LEED or Leadership in Energy and Environmental Design is a global certification program for green design and construction of buildings. It is administered and awarded by the U.S. Green Building Council. LEED works as a merit system: the more points a building earns, the higher its rating. Acquiring the maximum LEED points surely requires additional work and spending, but its benefits far outweigh the efforts and costs in the long run.

LEED certification is achieved by adhering to several strict criteria that are essential in keeping businesses running while minimizing the impact on our environment. The integration of these holistic strategies begins with the building's construction, by using low volatile organic compound (VOC) adhesives and paint, along with material recyclable concrete, among others. Equipment and facilities include the availability of N+1 redundancy generators to ensure business operation continuity in the event of power outages, while the allocation of parking spaces reserved for low-emission vehicles and installation of shower rooms and bike racks in SM Offices buildings encourage a lower carbon footprint lifestyle from its employees.

### Sustainable lifestyle cities and green buildings

Over the years, SM Offices has redefined how office spaces should be designed and constructed. Among these include SM Aura Premiere Mall, the first LEED-certified mall in the Philippines conferred in 2014, and the LEED gold-certified Conrad Hotel which opened to the public in 2016.

Its E-com buildings in the vibrant SM Mall of Asia Complex (MOA Complex) are all PEZA-accredited buildings, which feature green open spaces and communal plazas that contribute to the inspiring working environments of its tenant-partners.

Among the MOA Complex's LEED-certified buildings are the ThreeE-Com Center and FourE-Com Center. ThreeE-Com Center is the first LEED Gold-certified office building in the SM MOA Complex.

SM Offices' newest commercial building, the 50-storey SM Mega Tower, recently achieved LEED Gold certification for adopting measures that reduce its negative impact to the environment and promote resource management efficiency in its innovative mega structure. Apart from being the gateway to the thriving Ortigas Central Business District, the Mega Tower is a model for future Grade A premium office developments.

In terms of energy consumption, SM Offices ensure that its buildings utilize structurally incorporated approaches such as double-glazed windows to reduce heat conduction, carefully planned space designs allow ample natural light to permeate, and water recycling facilities that reuse tons of cubic meters of water for restrooms, irrigation, and grounds maintenance that mitigate the effects to the environment. The use of energy-efficient LED lighting and water-saving fixtures and aerators also contribute to the over-all efficient resource management practices of its building operations.

### Delivering healthier work-life spaces

SM Offices sets a high bar for a flourishing office market that is becoming more discerning of the type of ESG-sensitive spaces that are being brought to market. Conforming to strict standards, such as a superior LEED certification, validates SM Prime's commitment of introducing office buildings that are efficient, cost-effective, and enhanced to deliver healthier working spaces for its occupants and the environment.

SM Offices' E-com buildings promote healthier living by providing unique outdoor environments via an expansive green podium courtyard in its office developments. These "sky gardens" serve multiple purposes, whether as collaborative spaces or an open space for tenants and employees to take in nature to be reinvigorated.

"At the heart of SM Prime's commitments to our various stakeholders is our approach to building sustainable cities with world-class amenities and innovative commercial spaces that inspire millions of Filipinos," said Alexis Ortiga, Business Unit Head of SM Commercial Properties Group.

SM Prime also bolstered its investments in renewable energy to realize its goal of increasing its renewable energy portfolio to more than 50%. This is in support of the Department of the Energy's program of moving up the renewable energy supply component of the country to 35% by year 2030. Through this program, SM Prime properties, including malls, leisure homes, offices, hotels, and other establishments will be powered by renewable energy. These strategic moves are SM Prime's conscious efforts and proactive role in pushing for a more sustainable future for more Filipinos.





## SNAP Powers a Sustainable Future for Filipinos

Sustainability will always be at the core of SN Aboitiz Power's (SNAP) operations. As one of the country's leading renewable energy providers, SNAP ensures that every Filipino household has access to responsible, sustainable, and modern energy.

But for SNAP, sustainability is more than just corporate social responsibility. It is a long-term commitment to people, the planet, and its partners. And by integrating it into the company's core strategies, SNAP makes sustainability its way of life.

In 2021, SNAP hydropower plants generated a total of 1,470 GWh, ensuring the continuous generation of clean energy to support the country's current need for reliable and responsibly produced supply. As an RE producer, the GHG emission from the company's generation is 99.97% lower than the current GHG emission in the Luzon-Visayas grid. From 2019 to 2021, the company's GHG emission factor is just 0.03% of the spot market's emission factor.

In addition to operating hydropower plants, SNAP is expanding to solar, proactively promoting the transition to renewable energy. It is working on the expansion of the 200-kilowatt Magat floating solar, its first non-hydro renewable project. Phase one will be for 67 MW, with plans to expand up to 150 MW.

On the retail electricity side, SNAP offers renewable, reasonable, and reliable energy solutions to its customers and supports government policies and programs that promote the use of renewable energy. Likewise, SNAP continues to foster meaningful partnerships with the goal of promoting.

Apart from these, SNAP continues caring for their communities and the environment with CSR efforts designed largely around community needs and development. These range from environmental and education projects to capacity-building programs on governance and development management.

SNAP's partnership with its communities in Benguet, Isabela, Ifugao, and Nueva Vizcaya has been stronger than ever. Last year alone, the company deployed PHP30 million for 56 projects on infrastructure, education, livelihood, indigenous culture, governance,

health, and the environment in partnership with local government units, host communities, and indigenous peoples' organizations. And beyond providing funds and resources, SNAP continues to empower its communities through its SUCCEED- a capacity-building program that offers a series of intensive training sessions for host LGUs and communities.

In terms of contribution to climate change mitigation and carbon sequestration, approximately 186 hectares of forest and denuded grasslands are rehabilitated and maintained under SNAP's flagship watershed management program, PUNLA ("seedling"), and the Aboitiz Group's nationwide reforestation initiative called the Aboitiz Passion on Agroforest and Reforest to Keep (APARK) program, to which SNAP contributes.

On the education front, BRIGHTS (Bridging Gaps in Higher Education through Tertiary Scholarships) which is SNAP's flagship program for deserving students from the company's immediate host communities kept going. The program aims to provide financial support to students and develop future leaders by encouraging scholars to participate in community and environmental outreach programs and leadership seminars. Since 2018, a total of 79 college scholars have received educational assistance through the program. For the school year 2021-2022, BRIGHTS has graduated 17 students, with nine receiving Latin honors – one magna cum laude and eight cum laude.

SNAP also takes pride in creating a workplace that inspires meaningful and rewarding work. With safety as a core value, SNAP adheres to the principle that safety is everyone's responsibility; its combined year-to-date record of 8 million Lost Time Injury-Free man-hours is a testament to a strong safety culture. SNAP has also provided significant value in terms of local employment, generating over 5,500 jobs in its communities since 2008.

For the past decade and a half, SNAP has kept its commitment to sustainability. And with its employees and stakeholders, SNAP will continue to hold true to its promise of powering a sustainable future.

# GO GLOBAL WITH US.

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## The decarbonization journey: Five pillars to achieving net-zero

KPMG

The call to action on climate change has advanced over recent years with companies facing more pressure than ever to develop and execute a meaningful net-zero strategy. In a world of concerned stakeholders, organizations that fail to mitigate their emissions face the likelihood of reputation damage.

At the center of the net-zero imperative are five pillars of action.

### 1. Decarbonize with strategic foresight

Key steps toward low-carbon and net-zero operations include:

Ensure decarbonization aligns with your overall business strategy;

- Define the reporting strategy for internal and external stakeholders, including public disclosures;
- Align executive compensation with environmental performance;
- Demonstrate provable progress through targeted emissions- reduction initiatives that support broader business goals.

### 2. Operationalize sustainable behavior

The fundamental shift that needs to happen when an organization seeks to decarbonize can only be achieved if the people and cultural psychology of that organization have fundamentally shifted as well. This is not something that can be easily

compartmentalized. It has to infiltrate every part of an organization so that climate risk and opportunity become instinctive parts of business thinking at every level.

### 3. Gain regulatory agility

Without the mechanism in place to reliably report emissions reductions, many organizations risk getting caught flat-footed as regulations and standards tighten.

### 4. Accelerate climate-focused partnerships

It is becoming increasingly common for leading companies to pursue their agendas in partnership with industry peers, industry groups, NGOs, and suppliers that can help leaders hone their strategies.

By looking outward for partners and alliances across sectors, organizations can collaborate on action, spark innovation, and accelerate broader progress toward larger societal goals.

### 5. Build trust and prove results

Demonstrating provable progress is critical when it comes to capitalizing on the strides made through decarbonization programs. Customers, investors, lenders, and stakeholders are looking for transparent and high-fidelity data to support claims of progress, i.e., reputational and financial benefits.



R.G. Manabat & Co.



# Translating insights into actions



To know more about the Energy Sector in the Philippines, you may talk to Michael Arcatomy H. Guarin, KPMG in the Philippines Deal Advisory Head and Energy Sector Head. He is the 2022 President of the Financial Executives Institute of the Philippines (FINEX)

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## ING 32 in '22 – stepping up sustainable finance to support growth ambition

As ING celebrates 32 years in the Philippines, the Dutch financial institution looks back on decades' worth of work supporting its wholesale banking clients' growth strategies and the country's economic development.

Themed "ING 32 in '22: Navigating and Growing the Future", the bank held its anniversary cocktail event last October 27 at Manila Polo Club to celebrate the joint successes with its clients and partners, and renew ING's commitment to support growth and sustainability in the country.

Having identified the region as a high-growth market with a history and continued potential of revenue diversification, ING will continue to invest in growing its wholesale banking business and strengthen its position in the country by taking advantage of its leading position in M&A advisory, capital markets and the growth prospects in various sectors like renewable energy, technology, media & telecommunications, infrastructure, and financial institutions.

In his welcome address, Mr. Jun Palanca, head of ING Wholesale Banking Philippines, said: "We remain optimistic about the country and region's potential, especially in areas where ING can make a difference."

With its 'glocal approach' – global reach with local experts – ING offers Philippine corporates relevant financial solutions tailored to their business needs and sector opportunities.

However, ING emphasized that one of the biggest challenges the world faces today is the climate change crisis. As a bank, ING recognizes that its biggest impact is via financing and advisory activities.

Globally, ING has invested billions of euros in wind farms, solar energy, and geothermal power production. It remains on track to steer its loan book towards meeting the Paris Agreement's climate goal by focusing on the nine sectors with highest greenhouse gas emissions. ING also launched the world's first sustainability-linked loan with Philips in 2017.

The message on Sustainability was further reinforced with the speech from BSP Governor Felipe Medalla, who said that "BSP will continue to provide an enabling environment for banks to espouse Sustainability. We hope that industry players will be like ING, increasingly placing sustainability at the core of their operations. We look forward to more contributions from ING."

"There's a growing sense of urgency on climate change. It is clear that governments, businesses and individuals have to all step in and help address it," said Mr. Hans Sicat, country head of ING in the Philippines, in his closing remarks.

"Across the world, we have been working together with our clients on their ESG goals. We have closed several first-of-their-kind deals and many of our green financing deals were the first done by our clients. In the Philippines, we are proud to advise our clients on their sustainable finance framework; to be their 'go-to' bank for the issuance of their first green bond; and provide financing for sustainable projects that would support their transition to a sustainable and low-carbon economy," Mr. Sicat added.

Looking forward, ING plans to increase its focus on sustainable finance and support to its clients in this area through advisory as well as sharing its global and regional experience with Philippine corporates who now have better appreciation on the topic and are charting their paths to meet ESG goals.

Mr. Sicat said: "Our local team is equipped to engage clients and partners in discussions on ESG best practices and we are supported by ING's regional sustainable finance team in Singapore to help our clients kick-start their sustainability journey."

In collaboration with Modeka Gallery, an independent, artist-led contemporary art gallery based in Makati, ING's 32nd anniversary cocktail event also showcased an exhibition inspired by sustainability. The chosen artists explore various mediums such as recycled paper, reclaimed wood, found objects, and painted themes focused on diversity and the climate.

# Inside ECCP: Manila

## Promoting Renewable Energy Access in Mindanao 8 September 2022

Last September 8, 2022, the ECCP organized its hybrid advocacy event "Promoting Renewable Energy Access in Mindanao" in partnership with Nestlé Philippines, and with the support of Aboitiz Power Corporation, Platinum Sponsor, and Galerio Environmental Consultancy Inc., Gold Sponsor.

Held at Acacia Hotel Davao, the forum gathered policymakers, leaders, experts and stakeholders from the energy and private sector to give updates on the Philippine renewable energy market, and discuss key steps to improving renewable energy access and service delivery in Mindanao.

The dialogue on renewable energy access in the country was only further reinforced with the participation and messages of the following speakers: Hon. Mylene Capongcol, Department of Energy Philippines (DOE) Assistant Secretary; Sen. Sherwin Gatchalian, Senate Energy Committee Vice Chairperson; Commissioner Rachel Anne Herrera, Climate Change Commission (CCC); Asec. Romeo Montenegro, Mindanao Development Authority (MINDA); Mr. Edgar Allan Fronda, National Grid Corporation of the Philippines (NGCP) Mindanao System Operations Network Operations Senior Manager; Engr. Robin Descanzo, Independent Electricity Market Operator of the Philippines, Inc. (IEMOP) Chief Operating Officer; Kais Marzouki, Nestlé Philippines Chairman & CEO; Mr. Joey Uy, Nestlé Philippines Corporate Affairs Head; Mr. David Mikel Aboitiz, Aboitiz Renewables Inc. Vice President for Commercial Strategy, Sales and Engagement; Mr. Adrian M. Baarde, Galerio Environmental Consultancy Incorporated; Engr. Philline Donggay, Greenergy Solar PH Co-Founder; and Ruth Yu-Owen, ECCP Renewable Energy and Energy Efficiency Committee Chairperson.





## This is How to Go Beyond Counseling: Workplace Mental Health Program that Works

9 September

“Workplace productivity starts when everyone’s mental health is taken care of.”

This was the core of the ECCP Competency Hub’s e-learning session “This is How to Go Beyond Counseling: Workplace Mental Health Program that Works” last September 9, 2022.

With the help of mental health experts from our partners at Infnit Care, attendees learned how to start an effective workplace mental health program by gaining a deeper understanding of mental health today and leveraging technology for better health outcomes.

Participants were also introduced to other care options beyond counseling such as implementing mental health breaks and engaging leaders in capacity-building programs to help drive cultural change in the workplace.

The two-hour online session was facilitated by the following experts: Ms. Anne Ordoña, General Manager, Infnit Care and Ms. Shyne Mangulabnan, M.A., RGC, Mental Health Advisor, Infnit Care.



## HR Management Series

29 September, 18 October 2022

The 5-part HR Management Series is in full swing!

Last September 29 and October 18, the ECCP Competency Hub concluded the first two sessions of the HR Management Series together with professional management consultant, Ma. Lourdes Tan-Tuazon.

The sessions were both equally fun and informative as we tackled the topics of Manpower and Planning and Performance Management: Making Proper Appraisals. Some key subjects discussed were Sourcing, Applicant Attraction Strategies, Managing Customer Expectations and Tools on How to Win Your Customers.



## 17th JFC Networking Night

12 October 2022

The Joint Foreign Chambers held the 17th JFC Networking Night last October 12, 2022 at Dusit Thani Manila.

Celebrating both new and old business relations – the evening filled with good food and wine and even greater company saw industry professionals and business communities happily mingling, reconnecting, and building new contacts.



## Pathways to Employability and Entrepreneurship in the New Normal

14 October 2022

Last October 14, 2022, the PATHWAY National Event, “Pathways to Employability and Entrepreneurship in the New Normal”, was held at Dusit Thani Manila.

Organized by the ECCP together with the PATHWAY Project and co-funded by the Erasmus+ Programme of the European Union, the event brought together key speakers and important stakeholders from the academe and private and public sectors to highlight the opportunities for higher education graduates to improve their employability and entrepreneurial skills.

Moreover, discussions centered on challenges stemming from the pandemic and ways to move forward through policy reforms and areas of collaboration were also highlighted.

The event would not have been a success without the support of the following partners: Ateneo De Manila University, Benguet State University, Lyceum of the Philippines University - Batangas, Polytechnic University of the Philippines, St. Paul University Philippines, University of Alicante, University of Montpellier, Commission on Higher Education, and Suyu Mano.

We would also like to acknowledge the many guests who attended the event and to our esteemed officials from the different sectors who took the time to share their messages of support in our shared goal of bridging our country’s graduates to quality employment opportunities!





**ECCP Luncheon Meeting with DOTr Secretary Jaime J. Bautista**  
19 October 2022

To hear firsthand the upcoming plans and priorities of the Marcos administration in the transportation sector, the ECCP in partnership with Bosch Philippines, Grab Philippines and Asticom Technology Incorporated held a Luncheon Meeting with Department of Transportation Secretary Jaime J. Bautista.

Organized last October 19, 2022 at Dusit Thani Manila, we were joined by more than a hundred guests on-site and online from various sectors, foreign embassies and companies to further hear the Philippines' standing in terms of smart mobility and road safety, as well as to see and discuss potential areas of collaboration with the government.

Also present was guest panelist Mr. Paolo Duarte, Managing Director of Bosch Philippines, and host and moderator Atty. Marvin Masangkay, partner at Quisumbing Torres Law Firm.

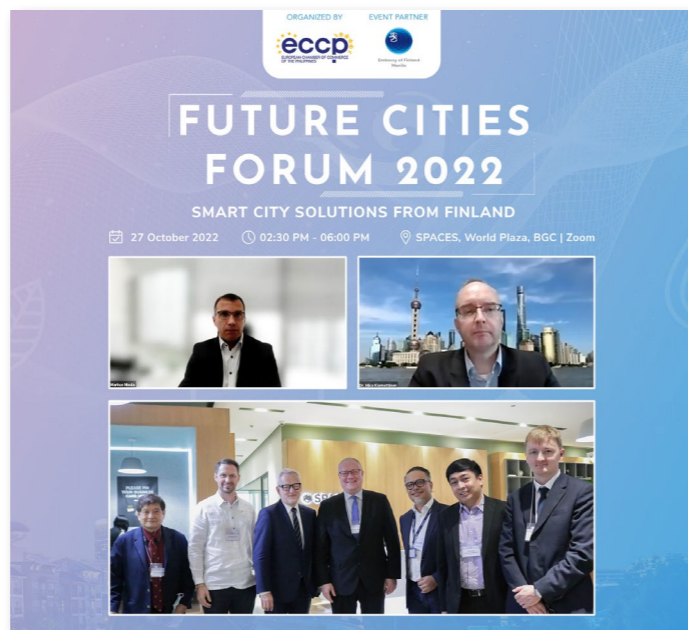


**Future Cities Forum 2022 "Smart City Solutions from Finland"**  
27 October 2022

The ECCP in partnership with the Finnish Embassy in Manila held the Future Cities Forum 2022 centered on the topic of "Smart City Solutions from Finland" last October 27, 2022 at SPACES, World Plaza, BGC and online via ZOOM.

With over 100 attendees online and on-site from Luzon, Visayas and Mindanao, the session and panel discussion tackled the best practices and solutions in smart city developments and the important role of LGUs in initiating smart city initiatives with the following speakers and presentations: Dr. Mika Klemettinen, Head of Business Finland Shanghai Office "Finnish Excellence in Smart City Solutions"; Mr. Anthony Mejilla, Nokia Enterprise Philippines "Intelligent Urban Assets"; Mr. Markus Nisula, KONE Philippines "Smart City Solutions"; Architect Jun Palafox, Palafox Associates "Designing Future Cities: Accessing Smart Technologies"; and Mr. Fernando Gerard Espero III, BIODEV Inc. "Engaging LGUs on Smart City Initiatives".

Moreover, the event commenced with welcoming and opening remarks from ECCP President Lars Wittig and Ambassador Juha Markus Pyykkö of the Embassy of Finland, with ECCP Director for Events, Projects and Training Gerry Constantino serving as host and moderator.



# Inside ECCP: Cebu

**Transfer Pricing: Recent Developments on Compliance and Audit**  
1 September 2022

It was an informative afternoon last September 1, 2022 as we took a deep dive into the topic of "Transfer Pricing: Recent Developments on Compliance and Audit" together with our partner, SGV & Co.

Led by our guest speaker Atty. Ana Katrina C. De Jesus, Tax Principal at SGV and Company, and moderated by Atty. Marie Angelica C. Esperitu, Associate Director at SGV and Company, the online webinar discussed important key concepts of transfer pricing in the Philippines.

Moreover, other valuable insights on related party transactions, procedures for submission of required forms, transfer pricing documentation, and other related matters were also tackled.



**3rd Cebu Business Council Meeting**  
2 September 2022

Last September 2 in Sunburst Baseline Center Cebu City, several business leaders attended the 3rd Cebu Business Council Meeting organized by ECCP Cebu with their venue partner Citadines.



**Vis-Min Property Market Briefing: Opportunities in New Growth Areas**  
14 September 2022

The ECCP partnered with Colliers Philippines in organizing the "Vis-Min Property Market Briefing" held at Seda Ayala Center Cebu last September 14 which was attended by over 90 guests.





**The Deputy Head of the EU Delegation to The Philippines Visits Cebu**  
14-16 September 2022

Dr. Ana Isabel Sánchez Ruiz, Deputy Head of the EU Delegation to the Philippines, had her official travel to Cebu last September 14 - 16. Dr. Ruiz's main agenda was to formally open the Cine Europa film festival at the SM Seaside, Cebu City organized by the European Union Delegation every year.



During the official travel, Dr. Ruiz also visited the University of San Carlos and met with President Fr. Narciso Cellan SVD of the USC to discuss the university's EU Programmes. She conducted a lecture on EU-Philippine relations to students and faculty of the departments of Arts and Sciences, Political Science, and Economics.



Dr. Ana Isabel Sánchez Ruiz was briefed by the European Chamber of Commerce of the Philippines - Cebu and Cebu Chamber of Commerce and Industry on the economic situation and business environment in the Visayas.



**Visayas Foreign Chambers Mixer**  
7 October 2022

The Joint Foreign Chambers of Commerce Visayas Chapter Offices held the Visayas Foreign Chambers Mixer at Yello Hotel, Cebu City.

Together with professionals and guests from various industries, private and public sectors, and other foreign chambers – the event was a celebration of new partnerships and the strengthening of professional relations in the region.

This event was made possible by our Platinum Sponsors Eastern Communications and Oakridge Realty Development Corporation; Silver Sponsors Converge ICT Solutions Inc., Shangri-La Mactan, Cebu, and RISE; Bronze Sponsors Trends And Concepts and Vantage Energy; Raffle Sponsor Jpark Island Resort & Waterpark Cebu, The Bellevue Resort and Yello Hotel Cebu, and Beer Sponsor LT Group Inc.



**Courtesy Meeting with the Embassy of Sweden in Manila Ambassador H.E. Annika Thunborg**  
18 October 2022

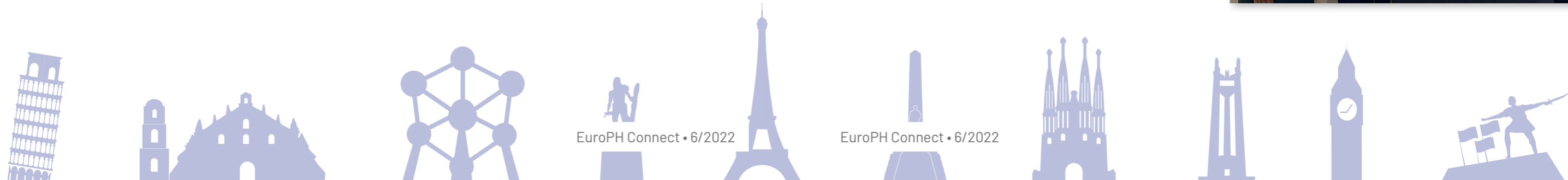
Last October 18, H.E. Ambassador Annika Thunborg of the Embassy of Sweden in Manila and the ECCP held a courtesy meeting with the ECCP Cebu Business Council members at the Marco Polo Hotel Plaza.



**Courtesy Meeting with Dr. David Klebs**  
20 October 2022

The visit allowed for a fruitful discussion on the process of doing business in the Philippines, internet connectivity, transportation, and the business relations between Germany and the Philippines especially here in Cebu.

[From L-R] ECCP Cebu Branch Officer Ms. Jillian Sitchon, Dr. David Klebs, Ms. Ma Gina Palen Regus Area Sales Manager, and ECCP Cebu Assistant Branch Office Ms. Patricia Salve





**Dinner Reception with Dr. David Klebs**  
21 October 2022

Last October 21, a dinner reception was held at Marco Polo Plaza Cebu where ECCP Cebu, Economic Counsellor of the Embassy of the Federal Republic of Germany Dr. David Klebs, and representatives from different economic sectors discussed the current challenges and business relations between Europe, Germany, and the Philippines.



**ECCP Luncheon Meeting with H.E. Alain Gaschen**  
21 October 2022

An ECCP Luncheon Meeting was held last October 21 at Bai Hotel Cebu with H.E. Alain Gaschen, Ambassador of Switzerland to the Philippines as the keynote speaker highlighting the European Free Trade Association (EFTA) for pandemic recovery.



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**Inside ECCP: CDO**

**ECCP NMBC Conducts its 3<sup>rd</sup> Business Council Meeting**  
12 October 2022

Last October 12, 2022, the ECCP CDO - Northern Mindanao Business Chapter held its 3<sup>rd</sup> Business Council Meeting together with ECCP Executive Director Mr. Florian Gottein and CDO Members: SLERS Industries, Inc., HSI Technologies, USTP, Highland Fresh, J3 Trainers and Consultants, Inc., STEAG State Power Inc, Phividec IA, Converge ICT Solutions Inc. and Cagayan Electric Power & Light Co., Inc. (Cepalco).

The Business Council Meeting agenda includes the Executive Director's advocacy updates of the chamber where the council had an interesting exchange on the topic of Nutrition of which ECCP had an event on called the Building a Healthier Philippines: Strengthening Partnership and Policies for Nutrition last August 31, 2022. The meeting went on with the recent activities and workshops organized by the CDO - Northern Mindanao chapter. The members also presented their respective industry updates along with their new opportunities, challenges and concerns.

The venue for the meeting was hosted by CEPALCO. Other members of the council also had the opportunity to have a facility and office tour of the highly-secured office of the company.



L-R: Phividec Industrial Authority Ms. Hyessa Suegay, J3 Trainers and Consultants Inc. General Manager Ms. Josephine Ortiz, ECCP Executive Director Mr. Florian Gottein, USTP International Affairs Director Dr. Noelyn Dano, STEAG State Power Community Relations Officer Ms. Elnie Cagas, J3 Trainers and Consultants Inc. Training Manager Ms. Lodie Cadiz, and on his seat, CEPALCO Executive Vice President Mr. Ralph Paguio



## ECCP CDO Pays a Courtesy Visit to the New City Mayor

12 October 2022

The ECCP Cagayan de Oro - Northern Mindanao Business Council w/ ECCP Executive Director Mr. Florian Gottein, ECCP NMBC Chairman/SIERS Managing Director Ms. Mercedes Mejia and ECCP NM Branch Officer Ms. Joanne Natindim paid a courtesy visit to city's New Mayor, Hon. Rolando "Klaxex" Uy, last 12 October 2022.

Among the topics discussed were the priorities and focus of the LGU in his term and in the coming years which was on welcoming more investment opportunities in the city and in addressing the constant challenge for traffic solutions which led the business council of ECCP CDO to be introduced and discuss with the City Planning and Development Office for future consultations in the city's Master Transportation Management Plan, Flood Control and even Urban Planning, given Europe's best practices in modes of transportation.

The chamber is looking forward to a closer collaboration with the CDO-LGU for the coming years with the warm support of the Mayor for ECCP's vision to be one of the best foreign investment destinations in the country.



## Business Jive After Five

12 October 2022

Last October 12, 2022, ECCP Cagayan de Oro successfully held the "Business Jive After Five: A Networking Social Event" at the Seda Centrio Hotel. Attended by over 30 people, the event served as an avenue for various business figures and industry professionals to meet and interact, build partnerships, and find new business opportunities.

The event was opened by ECCP Executive Director Mr. Florian Gottein as he welcomed all members and other stakeholders who attended the night. After his short welcome address, the event's Platinum Sponsor, Converge ICT Solutions, took over the spotlight as Ms. Christine Llagan-Gohetia, Regional Sales Head for Visayas and Mindanao, presented the background and services of Converge ICT Solutions.

This event would not have been as successful without the support of Platinum Sponsor Converge ICT Solutions Inc., Silver Sponsors Steag State Power Inc. & University of Science and Technology of Southern Philippines, Bronze Sponsors DENKI Electric Corporation, Cagayan Electric Power & Light Co., Inc. - Cepalco, and Hyperstacks Inc., and Raffle Sponsors Dahilayan Adventure Park, Seven Seas Waterpark & Resort and Greenergy Solar.



ECCP Business Council w/ USTP-CDO, a member of ECCP CDO since November 2021

## ECCP Attends the Inauguration of the Honorary Consul of Finland in Davao City

13 October 2022

October 13, 2022 - The Official Inauguration of the Honorary Consulate of Finland in Davao City was graced by the presence of Finnish Ambassador H.E. Juha Markus Pyykko with the Consul of Finland to the Philippines Consul Herbert Nyqvist. The new consul, Mr. Antonio Peralta, also sits as the ECCP Southern Mindanao Business Council Chairman which opened more opportunities for Davao and the region to engage with potential foreign investors and more local partners over the years. Consul Peralta have made relevant contributions to the chamber since his chairmanship by organizing industry-relevant events and conferences.

The event was also a good opportunity for networking; ECCP NMBC meeting some members of the ECCP SMBC like the Bank of Commerce and team, ECCP Premium Member Bureau Veritas' Account Executive and other stakeholders both from the public and private sectors.

The inauguration was held in Dusit Thani Residences in Davao City.

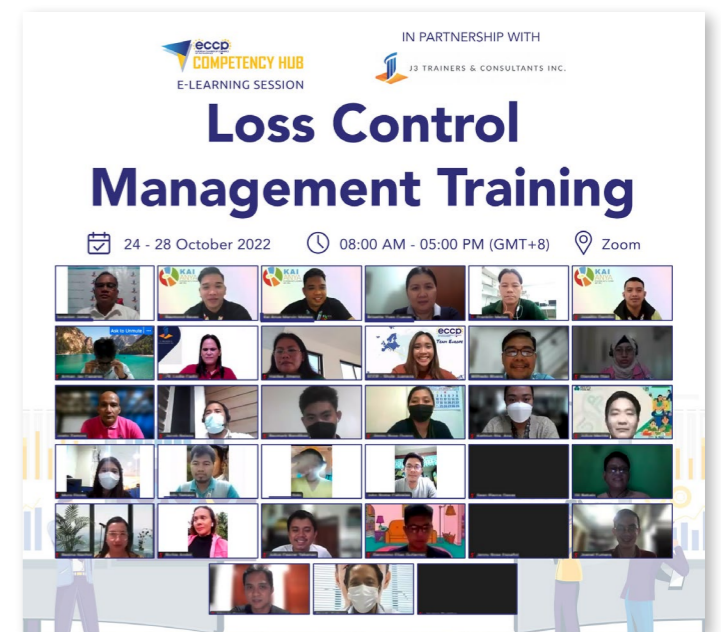


## Loss Control Management Training

24-28 October 2022

The ECCP Cagayan de Oro - Northern Mindanao Branch consistently conducts its public runs of Competency Hub trainings since 2020. This time, the e-learning session is in partnership with J3 Trainers and Consultants Inc., an ECCP CDO associate member since March 2022. The Loss Control Management Training is an advanced OSH course which aims to train the participants to do a deliberate intention of the management to control losses by managing pure or non-speculative risks to improve the performance of the organization. The 40-hour course is being ran for 5 days, from 8:00 AM-5:00 PM.

ECCP CDO in partnership with J3 Trainers and Consultants Inc. is looking forward to another e-learning session on January 2023 on Behaviour-Based Safety Training.





# Inside ECCP: Davao

## Sorghum Investment Opportunity 2 September 2022

Last September 2, 2022, the ECCP organized a virtual forum on the topic of Sorghum and its budding investment opportunities in the Philippines.

The “Sorghum Investment Opportunity” webinar introduced the wonder crop that is Sorghum and explained the production and the food and biofuel opportunities of the grain. Moreover, the invited pool of agriculture speakers and experts discussed policies and strategies that would increase and support the growth of the sorghum industry and the effects of such growth on other industries such as food production and animal production.

Sharing their knowledge and expertise were the following speakers: Dr. Myer G. Mula, Ph.D., OIC-Executive Director, Department of Agriculture - Philippines; RD. Leomides R. Villareal, CARAGA Regional Director, Department of Agrarian Reform, Philippines; Ms. Tijani B. Auxtero, Senior Research Specialist, Department of Agriculture - Caraga; Mr. Erwin Gamao, Group Sales Manager, Sagrex Corporation; and Engr. Claire B. Pablo-Ilagan, Agricultural Engineer, Department of Agriculture - Regional Field Office XIII.



## The Philippine Economy: Navigating a Challenging Economic Recovery 16 September 2022

Last September 16, the ECCP in partnership with Bank of Commerce concluded a virtual conference entitled, “The Philippine Economy: Navigating a Challenging Economic Recovery”, with the participation of the following high-level panelists and economic experts from the government, academe, and private sector: Hon. Arsenio Balisacan, Secretary of the National Economic and Development Authority (NEDA); Mr. Aleem Siddiqui Guiapal, Group Manager of the Promotions and Public Relations of the Philippine Economic Zone Authority (PEZA); Mr. Renato Reside Jr., PhD, Professor of the UP School of Economics; and Dr. Victor Abola, Program Director of the Strategic Business Economics Program at the University of Asia and the Pacific.

Hosted and moderated by ECCP Southern Mindanao Business Council Chairperson Mr. Tony Peralta, the webinar raised and discussed important insights on how to build the economic resilience of the Philippines and help the country stay viable in the global marketplace.



## Launching of World Bank Group's Disruptive Technologies for Development (DT4D) project

20 September 2022 | Park Inn by Radisson Davao

Last September 20, 2022, the World Bank in partnership with ECCP-SMBC and PBGEA, held the launching of World Bank Group's Disruptive Technologies for Development (DT4D) project.

The event was led by World Bank Team Leader Stamatis Kotouzas, lead in technology and innovation Jinhee Park, Paul Adolfo for Social Risk, Mr. Tony Peralta for responsible business, and Mr. Fercy Cavan for business operations. It was also supported by government sectors - Department of Agriculture (DA) Regional Director James Monteagudo and Mindanao Development Authority (MinDA) Deputy Chief Engr. Makmod S. Pasawilan. The launch was also participated by the members of Pilipino Banana Growers and Exporters Association (PBGEA).

During the speakers' presentations and panel discussion, pilot technology such as the use of ESA satellite imagery, social risk assessment, and performance dashboard development using data analytics for the use of Banana Industry Players was discussed.

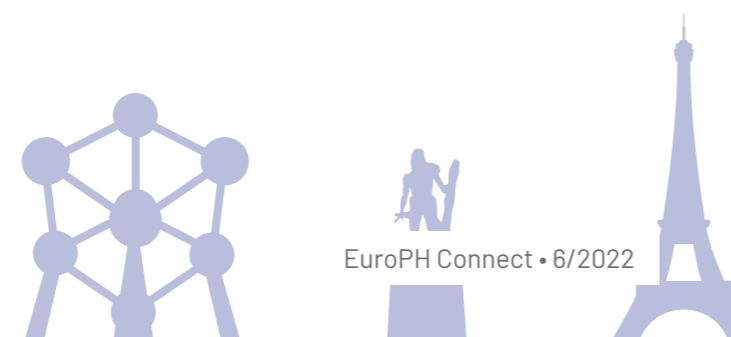


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# Advocacy Corner

## ECCP Courtesy Call with the Office of Senator Loren Legarda and Climate Change Commission

5 September 2022

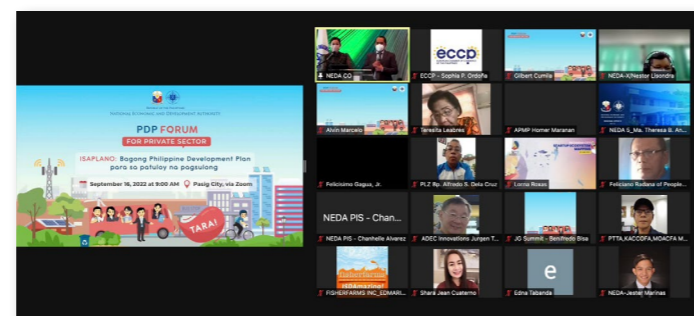
The ECCP and its Advocacy Committees on Water and Environment and Food and Beverage had a courtesy call with Atty Paula Aberasturi of the Office of Senator Legarda and Commissioner Rachel Herrera of the Climate Change Commission last 05 September via Zoom. The Chamber introduced its advocacies, such as the Implementation of the Extended Producer Responsibility Act of 2022, creation of an apex body for the water sector, and other relevant environmental reforms. Withal, the Office of Senator Legarda and the Climate Change Commission also shared their Office's advocacies, plans, and priorities.



## PDP Forum with the Private Sector

16 September 2022

The ECCP virtually participated in the Philippine Development Plan (PDP) Forum with the Private Sector last 16 September. The hybrid forum aims to gather the insights and views of the private sector as the National Economic and Development Authority (NEDA) formulates the new PDP 2023-2028 gearing toward realizing AmBisyon Natin 2040. Such inputs will be considered by the country's socioeconomic arm in crafting strategies, policies, and programs that are more responsive to stakeholders' needs, preferences, and aspirations.

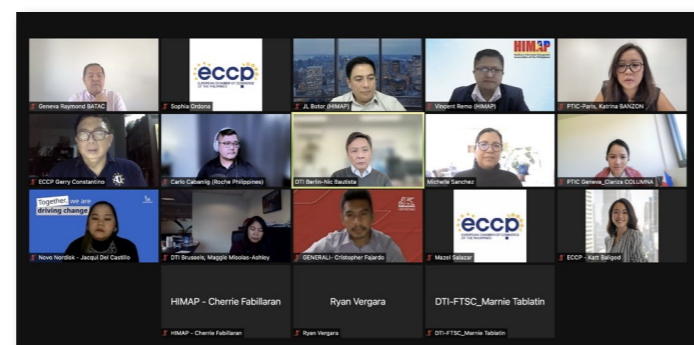


## Consultative Meeting with PTICs

19 September 2022

The ECCP, together with the Philippine Trade and Investment Centers (PTICs) in Europe and the Healthcare Information Management Association of the Philippines (HIMAP), hosted a consultative meeting last 19 September with ECCP member companies engaged in the healthcare sector. This is in line with the goal to strengthen European-Philippine business partnerships in the Healthcare Information Management Services (HIMS) sector. During the meeting, the group shared feedback and insights on the relevance of HIMS to their companies, as well as opportunities and roadblocks in promoting the Philippine HIMS to the European market.

The meeting was attended by HIMAP officers, Officers of PTICs based in Berlin, Brussels, Geneva, Paris, and London, key ECCP officers, and ECCP member companies such as AstraZeneca, Boehringer Ingelheim, Generali Life Assurance Philippines Inc., Novo Nordisk, Roche, and Sanofi.



## Advocating Mentorship to Accelerate Your Career

21 September 2022 | IKEA Pasay City

The ECCP, through its Young Professionals Committee, organized its first session of its Mentorship Series entitled Advocating Mentorship to Accelerate Your Career. Over a cup of coffee and pastries, the event provided a physical platform for young professionals to get up close with mentors and mentees and get to learn their journey as professionals as well as how mentorship has helped shape who they are today.

This session featured Mr. Georg Platzer of IKEA who shared best practices and his personal experience as a mentor and mentee. Before the event proper, IKEA hosted an exclusive IKEA tour for a limited number of attendees for ECCP and a few of its members to see the ins and outs of their business process.



## JFC Courtesy Meeting with Department of Energy Secretary Raphael "Popo" Lotilla

3 October 2022

Last 03 October, the ECCP, together with its partners from the Joint Foreign Chambers of the Philippines (JFC), had a courtesy meeting with Energy Secretary Raphael Lotilla to discuss the government and the business group's energy priorities, as well as explore areas where the public and private sectors can further collaborate. Mr. Paulo Duarte, ECCP Vice President, and Ms. Ruth Yu-Owen, ECCP Renewable Energy and Energy Efficiency Chairperson, talked about the Chamber's advocacies on the development of e-vehicle industry, as well as relaxation of the foreign equity limitations in the renewable energy sector. Undersecretaries Sharon Garin and Felix Fuentesbella, Assistant Secretary Mario Marasigan, and Director Patrick Aquino, were also present at the said dialogue.



## JFC Meeting with Department of Transportation Secretary Jaime Bautista

10 October 2022

ECCP President Lars Wittig, together with fellow representatives of the Joint Foreign Chambers (JFC) of the Philippines' members, met with Department of Transportation (DOTr) Secretary Jaime Bautista last 10 October at the Civil Aviation Authority of the Philippines (CAAP) building in Pasay City. At the session, the JFC representatives and the DOTr Chief discussed the creation of the Philippine Transportation Safety Board (PTSB), CAAP law amendments, the establishment of the Philippine Airports Authority, and issues and advocacies on public transportation, among others.





## ECCP Courtesy Call to DENR Sec. Yulo-Loyzaga

12 October 2022

The ECCP and its Environment and Water Committee met with the Secretary of the Department of Environment and Natural Resources (DENR) Hon. Maria Antonia Yulo-Loyzaga last 12 October at the DENR Office in Quezon City. The Secretary was also joined by Undersecretaries Atty. Jonas Leones, CESO I; Atty. Juan Miguel Cuna, CESO I; and Atty. Analiza Rebuelta-Teh.

During the session, the Chamber introduced its advocacies related to environment and water including the implementation of the Extended Producers' Responsibility Act of 2022 and the creation of an apex body for the water sector. The Secretary also shared the Department's plans and priorities for the next years including food security, water security, and waste management among others. Possible areas for collaboration between the DENR and the ECCP were also discussed during the meeting.

Present at the courtesy visit were ECCP President Lars Wittig, Director and Treasurer Helen Grace Baisa; Board Member and Republic Cement CEO Roman Menz; Environment and Water Committee Chairperson and Nestlé Philippines Sustainability Lead Christine Ponce-Garcia; and Infrastructure Committee Co-Chair and CeMAP President John Reinier Dizon.

The team was also joined by Nestlé Philippines Senior Vice President and Head of Corporate Affairs Joey Uy III; EcoLoop Director Atty. Angela Edralin-Valencia; Holcim Philippines Sustainability Manager Stephanie Anne Frogoso; Geocycle OIC, Head Riyann Romualdo Moster; and Manila Water's Enterprise Regulatory Affairs Group for the East Zone Head Atty. Kaye Celera and Public Policy Manager Aya Suzuki-Salvador.



## RE&EE and REPH100 Meeting with DOE Assistant Secretary Mylene Capongcol

20 October 2022

Last 20 October, the ECCP organized a hybrid meeting with Department of Energy Assistant Secretary Mylene Capongcol. The group talked about various policy developments in the energy sector, with focus on the renewable energy scenario in the Philippines. As a focus area of the Chamber's REPH100 initiative, the attendees also provided their insights and bottlenecks in transitioning to increased use of renewable energy in their operations. Among those represented at the meeting were companies from the energy, manufacturing, and water sectors, as well as Embassies. The meeting was also attended by Directors Marissa Cerezo and Michael Sinocruz.



## Virtual Public Consultation on the Draft Circular Prescribing Amendments to Section 19 of Department Circular No. 2009-05-008

24 October 2022

The ECCP was represented at the DOE Virtual Public Consultation on the Draft Circular prescribing amendments to the Implementing Rules and Regulations of the Renewable Energy Act of 2008. The draft circular seeks to lift the foreign participation limitation in the extraction, distribution, and utilization of solar, wind, and ocean renewable energy sources. The ECCP, together with the Joint Foreign Chambers of the Philippines (JFC), have advocated for the relaxation of foreign equity limitations in the renewable energy sector in various engagements with policymakers and industry players. The ECCP welcomes this development as we strongly believe that opening up the RE sector will maximize the Philippines' potential to attract more foreign players, and support the country's energy transition and sustainability goals.



## ECCP Automotive Committee Meeting with DOE Director Patrick Aquino

14 October 2022

The ECCP Automotive Committee met with Department of Energy (DOE) Director Patrick Aquino last 14 October at the Energy Utilization Management Bureau (EUMB) meeting room, DOE Main Office, in Taguig City. During the session, Atty. Aquino discussed the updates on the electric vehicle industry in the Philippines and the Comprehensive Roadmap for the Electric Vehicle Industry (CREVI). The participants of the meeting also explored potential areas of collaboration with the ECCP for the formulation of the CREVI.

Present at the meeting were ECCP Vice President and Automotive Committee Co-Chairperson Paulo Duarte, Autohub Group AVP for Aftersales Support Jesus R. Boces Jr. representing Automotive Committee Co-Chairperson Willy Tee Ten, Robert Bosch Inc. Business Development and Corporate Communications Lead Karla Ravida, and ECCP Advocacy Officer and Automotive Committee Coordinator Chin Nethercott.



## ECCP Courtesy Meeting with BSP Governor Felipe Medalla

28 October 2022

Last 28 October, the ECCP had a Courtesy Meeting with BSP Governor Felipe Medalla, as well as Deputy Governors Chuchi Fonacier, Mamerto Tangonan, and Assistant Governor Edna Villa, at the BSP Office. During the said meeting, the group received updates on BSP's policy measures and priorities. The ECCP likewise introduced its key advocacies in the banking and financial services sectors, including amending the Bank Secrecy Law, promotion of digital transformation, as well as open finance and financial inclusion.

Present at the meeting were Mr. Lars Wittig, ECCP President; Atty. Maria Concepcion Simundac-Delos Santos, ECCP TFS Committee Co-Chair and ING Bank N.V. Philippines Legal Counsel; Mr. John Januszczyk, ECCP SCOFFI Chair and UBX President & CEO; Mr. Michael Chua, Deutsche Bank AG Chief Country Officer; Ms. Mimi Concha, HSBC Philippines Senior Vice President and Head of Wholesale Banking; Ms. Maricel Estavillo, Pru Life UK Vice President for Government Relations; and Ms. Anne Louise Yosuco, UBX Chief Product Officer.





# New Members Corner

## Premium Members



### Cebu Landmasters

Cebu Landmasters, Inc. (CLI) is a home-grown real estate development company in Cebu that operates and engages in the development of residential, office, hotel, mixed-use, and township enterprises. The CLI conglomerate was established in 2003 in the Queen City of the South by a true-blooded Cebuano entrepreneur. Having sincere family values, genuine real estate passion, and unrelenting faith as their precepts, CLI is highly committed to its customers and community.



### The Studio Bridge

Bridging unique and tailored-fit solutions for its clients, 'The Studio Bridge' is a digital marketing, digital art production, and design studio based in Manila and UK that accommodates both local and international clientele.

The company, founded in 2020, through the leadership of Simon Campbell and Jonas Persson, now operates with nearly 30 employees in the Philippines and is currently headquartered in the business district of Ortigas, Pasig.

We listen, learn and adapt, and do things seamlessly. Every project scope is unique. The Studio Bridge enables brands to get connected with the right team and the right solutions.

The Studio Bridge connects international businesses to the finest artists, designers, animators, technicians, marketing experts, and project managers.



### Edson & Co. Inc

Founded in 2000, Edson has built a solid reputation for market excellence, drawing on quality, safety and timely delivery of projects. Today, Edson is a proud strategic partner of national and local government units for infrastructure development.



ILOILO

### ParkInn by Radisson Iloilo

The Park Inn by Radisson Iloilo offers the perfect city retreat: our hotel is connected to the Southpoint section of the SM City Iloilo mall complex and close to sites like the Iloilo Convention Center. Our city-center location, just 20 minutes from Iloilo International Airport (ILO), places you near the region's best attractions, including Jaro Cathedral and Iloilo Business Park.



BACOLOD

### ParkInn by Radisson Bacolod

Situated in Bacolod's burgeoning urban district, the Park Inn by Radisson Bacolod places you in the heart of the City of Smiles. Our hotel is connected to the SM City Bacolod shopping complex and the SMX Convention Center Bacolod, ideal for enjoying a shopping spree or walking to your conference. You can also stroll to Bacolod Public Plaza and the lovely San Sebastian Cathedral.

## Regular Members



### Jpark Island Resort

Jpark Island Resort & Waterpark Mactan, Cebu is a 5-star family destination where the elusive mix of fun and luxury is made possible.

If it's water fun you're after on holidays, it's hard to go past Jpark Island Resort & Waterpark, Cebu in Mactan, Philippines. Within its 16.5-hectare expanse, you'll find 568 rooms, villas and suites, 6 themed pools, 10 dining outlets, a casino, an activity zone, a dive shop, and a private beach. The highlights of the sprawling water complex include 3 towering waterslides, a lazy river pool, and a pool with a beach-like shoreline.

Simply put, the perfect way to keep cool under the sun is here. Catch a wave at Jpark Cebu and realize that summer never ends in the country's premier waterpark.



### YMP

YMP is a leading southeast Asia-focused distributed renewable energy company spurring telecom operators, tower companies, commercial & industrial companies, and homeowners along the energy transition path to decarbonize and build a sustainable future for all.

## Associate Members



### Assumption College of Nabunturan

We are a catholic educational institution that provides educational opportunities to equip individuals with competence and character toward excellence.

We live a life rooted in the gospel values and guided by the examples of Mary to be able to manifest God in every person and experience.

We are responsible stewards who extend services for the benefit of our clientele, more particularly the less privileged.

We will undertake our functions and responsibility to ensure institutional viability, sustainability, and growth.



### Hyperstacks Inc.

Hyperstacks Inc. started in 2016 and have been growing steady ever since. They provide technical support and development services from startups to large enterprises across different industries. HSI Technologies is on a mission to boost financial inclusion in Asia starting with the Philippines by working with established financial institutions in the countryside and empowering them with the right technology to deliver innovative banking experiences and services to their customers.





### Jacob's Gourmet Foods

The pioneer in the Philippines in manufacturing organic and healthy gourmet foods in a jar. Food innovation is our DNA.



### Kombat Sports Kalayaan

The gymnasium offers a variety of classes such as but not limited to boxing, muay thai, yoga, circuit training, body weights training, calisthenics, and MMA classes. All classes will include a variety of bag work, shadow boxing and footwork. Students will also go through a variety of core, cardio and strength exercises. Group classes and private classes are both offered.



### NexGen Asia

Our company is one of the leading System Integrator here in the Philippines, with the mission of bringing international security and fire safety standards and IT products to local companies, in order to help them become globally competitive in their protection systems. By forming a team with members coming from diverse industries, NGA Safetech is able to apply expertise in various fields and ensure a well-coordinated and efficient installation and delivery of security and fire protection systems. One of our major clients are DMCI, Makati Development Corporation, Nestle Philippines, Filinvest Land Corporation, H&M, Uniqlo, San Miguel, etc.



### NRI

NRI's mission is to realize growth based on a consistent philosophy, keeping the following in mind:

- For society: Discern new social paradigms and implement them.
- For clients: Build client trust and establish relationships of mutual growth.

This mission is the foundation of our approach to work. We have newly defined NRI Group's 3 Social Values to aim for management that can contribute to the creation of a sustainable future society under the Medium-Term Plan 2022, which was formulated to realize "Vision2022". Through all of our businesses, we are promoting sustainable growth across the Group and the creation of a sustainable future society.



# Business Opportunities



### Finnish sporting goods company is looking for a technical sports bras local manufacturer

A Finnish company is in search of a technical sports bras local manufacturer. The factory must be able to manufacture bra cup molds and have the experience and machinery for producing that. Materials should be durable and of top export quality (Lycra/Polyamide/Polyester/Elastane fabrics).



### Sri Lankan Manufacturer is looking for Distributors and Retailers for high quality plastic durables.

A leading Sri Lankan Manufacturer is looking to appoint Distributors and Retailers in the Philippines Market for high quality plastic durables ranging from Household articles, Furniture, Storage & Organization, Crates & Pallets, Toothbrushes, and Rigid packaging for commercial requirements.



### Filipino companies looking for a European Pharmaceutical company for joint venture partnership.

Two major Filipino companies are looking for a European Pharmaceutical company for a potential joint venture partnership to establish a pharmaceutical manufacturing facility in the Davao region.



### British Vitamin Company seeks a Distributor / Partner for award-winning ethical products.

A British Vitamin Company seeks a Distributor / Partner for award-winning products including vitamins, minerals, herbs, nutritional oils, speciality supplements, tinctures and balms. They are looking for Philippine pharmaceutical companies or green, organic speciality stores that are open to distributing and retailing organic supplements produced from green business practices.

If interested in becoming a partner, we would love to talk to you. Please send us an email to [catherine.lee@eccp.com](mailto:catherine.lee@eccp.com) or visit [www.eccp.com](http://www.eccp.com) for more information. We are looking forward to hearing from you.



# KNOW MORE ABOUT OUR MEMBERSHIP PERKS.

## ECCP MEMBERSHIP

Meet with some 2000 local and foreign senior business leaders across more than 700 companies in the European-Philippine business community.

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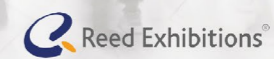
# 2022 INTERNATIONAL TRADE FAIRS

Month	Fair Name	Topic	Dates	Location
JAN	<b>ISPO MUNICH</b>	Sports	21-26	Hybrid   Munich, Germany
	<b>THE TIRE COLOGNE</b>	Mobility	24-26	Hybrid   Cologne, Germany
FEB	<b>SPRING FAIR</b>	Home and Living, Giftware	06-10	Birmingham, United Kingdom
	<b>F.R.E.E</b>	Leisure and Travel	16-20	Munich, Germany
MARCH	<b>INTERNATIONALE HANDWERKSMESSE</b>	Construction, Renovation, Refurbishment	09-13	Munich, Germany
	<b>HANDWERK &amp; DESIGN</b>	Arts and Design	09-13	Munich, Germany
APRIL	<b>IFAT AFRICA</b>	Water, Sewage, Recycling, Refuse		Johannesburg, South Africa
	<b>INHORGENTA MUNICH</b>	Jewelry, Watches, Gemstones	08-11	Munich, Germany
MAY	<b>ANALYTICA ANACON INDIA AND INDIA LAB EXPO</b>	Technology	20-21	Mumbai, India
	<b>IE EXPO CHINA</b>	Environmental Technology	20-22	Shanghai, China
JUNE	<b>ANUGA FOODTEC</b>	Food Technology	26-29	Hybrid Exhibition Cologne, Germany
	<b>LASER WORLD OF PHOTONICS</b>	Technology	26-29	Munich, Germany
JULY	<b>PERFORMANCE DAYS@</b>	Fabric	27-28	Hybrid Exhibition Munich, Germany
	<b>ELECTRONICA CHINA</b>	Electronics	06-08	Shanghai, China
AUG	<b>OPTI</b>	Optics and Design	13-15	Munich, Germany
	<b>MAISON SHANGHAI</b>	Design and Lifestyle	12-15	Shanghai, China
SEPTEMBER	<b>DRINKTEC</b>	Beverage and Liquid Food	12-16	Munich, Germany
	<b>OILS+FATS</b>	Food Innovation and Technology	12-16	Munich, Germany
OCTOBER	<b>BAUMA CTT RUSSIA</b>	Technology and Construction	24-27	Moscow, Russia
	<b>DIGITALBAU</b>	Technology	31-02 Jun	Cologne, Germany
NOVEMBER	<b>IFAT</b>	Water, Sewage, Waste, and Raw Materials	30 May - 3 June	Munich, Germany
	<b>AIR CARGO CHINA</b>	Air Cargo and Logistics	15-17	Shanghai, China
DECEMBER	<b>TRANSPORT LOGISTIC CHINA</b>	Logistics, Mobility, IT, and Supply Chain Management	15-17	Shanghai, China
	<b>CERAMITEC</b>	Ceramics and Technology	21-24	Munich, Germany
JAN	<b>AUTOMATICA</b>	Automation and Robotics	21-24	Munich, Germany
	<b>JAPAN FOOD EXPO</b>	Home Decoration, Additives, Bakery, Dairy Products, Meat, Sweets, Food Processing	22-24	Chiba, Japan
FEB	<b>GARTEN MÜNCHEN</b>	Garden Design and Garden Culture	06-10	Munich, Germany
	<b>PRODUCTRONICA CHINA</b>	Electronics	13-15	Shanghai, China
MARCH	<b>M&amp;T EXPO</b>	Construction and Mining Machinery	30 Aug - 2 Sep	São Paulo, Brazil
	<b>EXPO REAL</b>	Property and Investment	04-06	Munich, Germany
APRIL	<b>CHINA BREW CHINA BEVERAGE</b>	Food and Beverage	12-15	Shanghai, China
	<b>BAUMA</b>	Construction, Machines, Mining, and Automotive	24-30	Munich, Germany
MAY	<b>GLASSTECH ASIA</b>	Glass	28-29	Marina Bay Sands, Singapore
	<b>HEIM+HANDWERK 2022</b>	Handicrafts	30 Nov - 4 Dec	Munich, Germany
JUNE	<b>FOOD &amp; LIFE 2022</b>	Food and Lifestyle	30 Nov - 4 Dec	Munich, Germany
	<b>AIR CARGO FORUM MIAMI</b>	Air Cargo, Transportation, Logistics	08-10	Miami, Florida, USA
JULY	<b>TRANSPORT LOGISTIC AMERICAS</b>	Logistics, Mobility, IT and Supply Chain Management	08-10	Miami, Florida, USA
	<b>ELECTRONICA</b>	Electronics	15-18	Munich, Germany
AUG	<b>BAUMA CHINA</b>	Construction, Machines, Mining, and Automotive	22-25	Shanghai, China
	<b>DRINK TECHNOLOGY INDIA 2022</b>	Beverage & Liquid Food	07-09	Bombay Exhibition Centre, Mumbai, India
SEPTEMBER	<b>LASER WORLD OF PHOTONICS INDIA 2022</b>	Industrial Solutions	07-09	Mumbai, India
	<b>FURNITURE CHINA 2022</b>	Furniture	13-17	Shanghai, China

For more information, contact us at (632) 8845-1324 or [dawn.cabigon@eccp.com](mailto:dawn.cabigon@eccp.com)

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# NOVEMBER

**3**

01:00 PM - 05:00 PM  
via ZOOM

e-Learning

**HR Management Series Module 3:  
Learning and Development**

**4**

02:00 PM - 03:30 PM  
via ZOOM

Online

**The Future of Tourism:  
Exploring the Glamour of Samal Island**

**7**

02:00 PM - 04:00 PM  
via ZOOM

Online

**WCFS 2022 Forum 1:  
A Deep Dive into the Philippine Water Sector**

**7**

10:00 AM - 11:00 AM  
via ZOOM

Online

**Stress Management Resiliency Training:  
Creating an Adaptive Perspective**

**8**

09:00 AM - 11:00 AM  
Seda Ayala Center Cebu

Physical

**Inventi Talks: Innovative Green Buildings  
& Sustainable Developments**

**8,9**

01:30 PM - 04:30 PM  
via ZOOM

e-Learning

**Coaching through Meaningful Conversations:  
How to handle performers and non-performers**

**14**

09:00 AM - 12:00 NN  
via ZOOM

e-Learning

**Effective Business Writing**

**14**

02:00 PM - 04:00 PM  
via ZOOM

Online

**Mindanao Talks: Revisiting the Struggling  
Salt Industry in the Philippines**

**14**

02:30 PM - 05:30 PM  
Ascott Makati | ZOOM

Hybrid

**2022 European-Philippine Business Dialogue**

**15**

02:00 PM - 05:30 PM  
via ZOOM

Online

**2022 Waste Management Forum**

**17**

01:00 PM - 05:00 PM  
via ZOOM

e-Learning

**HR Management Series Module 4:  
Compensation Administration**

**17**

03:00 PM - 04:30 PM  
via ZOOM

Online

**Social Innovation:  
Capitalizing on Human-Centered Solutions**

**17**

04:00 PM - 07:00 PM  
Xavier Sports & Country  
Club, CDO

Physical

**ECCP CDO - Northern Mindanao  
Induction of New Members & Networking Socials**

**22**

10:00 AM - 12:00 NN  
via ZOOM

Online

**2023 Philippine Economic Outlook**

**23**

09:00 PM - 05:00 PM  
Somerset Central  
Salcedo Makati | Airmeeet

Hybrid

**Net Zero Carbon Events Philippines**

**24**

10:00 AM - 12:00 NN  
Raffles Makati | ZOOM

Hybrid

**E-Residency: Launchpad towards European  
business opportunities**

**24**

01:00 PM - 04:00 PM  
via ZOOM

e-Learning

**Negotiated Collections Workshop  
Batch 4**

**25**

12:00 NN - 02:00 PM  
TBA | ZOOM

Hybrid

Luncheon Meeting

**Luncheon Meeting with DICT  
Secretary Ivan John Uy**

**29**

06:00 PM - 09:00 PM  
Cebu

Physical

**European Festive Socials**



# DECEMBER



1

01:00 PM - 05:00 PM  
via ZOOM

e-Learning

**HR Management Series Module 5:  
Succession Planning and  
Management Development**

2

03:00 PM - 04:30 PM  
via ZOOM

Online

**Building Blocks to the Future:  
An Introduction to Blockchain**

6,7,13,14

01:00 PM - 05:00 PM  
via ZOOM

e-Learning

**Project Management Fundamentals**

7

02:00 PM - 04:00 PM  
via ZOOM

Online

**Water Challenge Forum Series 2:  
Living with Water Solutions to Reduce  
and Mitigate Water-related Disasters**

8,9

01:00 PM - 05:00 PM  
via ZOOM

e-Learning

**Data Analytics Basics for Business**

12

12:00 NN - 02:00 PM  
TBA | ZOOM

Hybrid

Luncheon Meeting

**Luncheon Meeting with DOE  
Secretary Raphael Lotilla**

