ANNOUNCEMENT

Trade Mission to Manila & Clark Philippines
October 14 – 17 2019

The Filipino American Chamber of Commerce - Hawaii in partnership with the Philippine Consulates General of Chicago and of Hawaii, is spearheading a trade mission to Manila and new Clark City on October 14-17, 2019 (exclusive of travel time).

In the midst of the global economic uncertainties and prevalent trade tensions in the region, the Philippines, the fastest growing economy in Asia, is an attractive and viable country to consider for investment, particularly with the administration’s $160 billion “Build, Build, Build” infrastructure program.

Scheduled site visit to Clark Ecozone is on October 16 and to Manila FAME trade show at the World Trade Center on October 17. For detail, please email Consul Ryan Francis D. Gener (ryan.gener@dfa.gov.ph) or Mr. Joey Erandio (joey.pcg.chicago@gmail.com) or call tel.: 312-583-0621 ext. 122.

This mission will enable the participants to understand investing and operating, importing and exporting, the special economic zone and the services it provides, and other business opportunities that will match their interests.

Costs to attend this mission is $1,790.00 per person, to be borne by participants include; hotel accommodations, ground transportations, trade mission and miscellaneous fees (airfare excluded). Itemized charge is attached for your perusal. Also, please see attached preliminary itinerary and schedule of activities. Thank you.
The 2019 Filipino Chamber of Commerce of Hawaii Joint Trade Mission to the Philippines
In Partnership with the Philippine Consulates General of Honolulu and Chicago and the State of Hawaii
“Advancing Economic Outcomes”
October 14-18, 2019
Manila and Clark

14 OCT/MONDAY Business Conference Day 1

General Conference

7:00 AM  Registration, Exhibits, & Business Networking Breakfast

8:00 AM  Conference Opening Ceremony: Chair, 2019 FCCH Trade Mission

- Welcome Remarks: The Honorable M Secretary of Trade and Industry, Hon. Ramon M. Lopez
- 2019 FCCH Trade Mission Remarks: FCCH President, “Circular Economy” as the Business Model in Doing Trade Missions and Trade Shows

8:30 AM  Keynote Address: Expand trade beyond borders (Possible speaker: Mr. Manny Pangilinan or former SFA Albert del Rosario)

9:30 AM  Break, Exhibits & Networking

Plenary Sessions - Morning

10:00 AM  Invest in the Philippines

- Economic Prospect Briefing (First Metro Securities)
  Briefing on the macroeconomic performance of the Philippine economy. Includes discussion on the country’s competitive advantage, drivers of growth, and sectoral performance. Aimed to encourage participants to establish business in the Philippines, outsource their operations, and/or invest in capital markets and real estate
- Government Priority Programs (DTI/BOI)
  Discussion on priority sectors of government, economic zones, incentives, and available support

11:15 AM  Doing Business in the Philippines

- Establishing operations in the Philippines (DTI/SEC/PCCI)
  Discussion on foreign equity regulations, modes of entry, and types of business ownership
- Business Registration Process (DTI)
  Outline of business registration process, concerned agencies, requirements, government’s effort to improve ease of doing business
- Taxation and Cost of Doing Business (DOF/BIR))
  Discussion on corporate income tax, personal income tax, tax on capital gains, real estate tax, mandatory contributions (SSS, Pag-Ibig, PhilHealth), etc.
- Operating Business in the Philippines (Connext Global Solutions)
Sharing of experience of Connext Global Solutions, a healthcare IT-BPO company owned by someone from Hawaii, operating in the Philippines

12:30 PM  Lunch

Luncheon Speaker: Philippine Chamber of Commerce & Industry: PCCI President, Ma. Allegra Limchioco

Plenary Sessions - Afternoon

1:45 PM  The ABC’s of Franchising in the Philippines or Outside the Philippines

- Introduction to Franchising (PFA)  
  Discussion on concepts about franchising operations, cost, and prospects
- Franchise Brands (PFA)  
  Discussion on global franchises (to be brought to the US) and local franchises (to be operated in the Philippines)

3:00 PM  Break, Exhibits & Networking

I See, I Touch, I Smell, I Taste: Product Sampling and Business Networking

(Booths will be set-up in adjacent room for sampling of Filipino products, processed food, products from franchisors)

4:30 PM  End of Business Day: Go & Get Ready for a Welcome Dinner and Cultural Entertainment

6:00 PM  Welcome Dinner and Cultural Entertainment: Sponsored by Ayala Land or Century Properties

15 OCT/TUESDAY  Business Conference Day 2

General Conference

7:30 AM  Registration, Exhibits, & Business Networking Breakfast

8:00 AM  Keynote Address: Preparing for the 2020 Hawaii Circular Economy Trade Show - Doing Business in Hawaii (Speaker will either be the Governor of Hawaii or the Lieutenant Governor or someone from DBEDT)

9:30 AM  Break, Exhibits & Networking

Plenary Sessions - Morning

10:00 AM  Importing and Exporting in the Philippines

- Exporting products from the Philippines (PhilExport)  
  Discussion on export performance, major companies, competitive advantage, exporting opportunities, finding partners, rules on exporting, requirements, associated costs, MFN and relevant trade agreements
- Importing products to the Philippines (DTI/DOF/BOC)
Discussion on import performance, major companies, importing opportunities, finding partners, rules on importing, customs procedures, tariffs and non-tariff, associated costs, MFN and relevant trade agreements

11:15 AM Investing and Operating in the Philippines

- Opening of Bank Accounts
  Discussion on transfer of money, requirements on bank account opening
- Applying for Credit and Remittance
  Discussion on the requirements and procedures of applying for loans and credit, process and costs of remitting funds to and from Hawaii
- Managing Operations in the Philippines (Dr. Eliseo Aurellado)
  Assessing readiness to do business in the Philippines

12:30 PM Lunch

Luncheon Speaker: Software Development (PSIA) or Build Build Build Program of the Government (DOTC/NEDA/DTI)

Concurrent Sessions A: 1:45 PM - 3:00 PM (Select 1)

Breakout Session 1A – Business Process Outsourcing
- BPO Industry (IBPAP/CCAP)
  Briefing on the performance and growth prospects of the BPO Industry in the Philippines, opportunities and threats, areas of investments
- BPO Operations
  Discussion on how BPO operates, requirements, how to set-up, potential tie-up partners

Breakout Session 1B – Healthcare and Medical Tourism
- Healthcare IT-BPO (HIMAP)
  Briefing on the Philippines’ healthcare IT-BPO capabilities, growth prospects, key players, opportunities
- Medical Tourism (DOT)
  Discussion on medical tourism in the Philippines, competitive advantage, locations, portability of insurance, hospital and medical facilities accreditation, wellness programs and facilities

Breakout Session 1C – Creative Industries
- Digital Economy (IBPAP)
  Discussion on digital trends (virtual assistants, outsourcing creative digital contents) and possibilities for outsourcing creative media needs
- Gaming and Animation (GDAP/ACPI)
  Briefing on the gaming and animation industries, potentials, business opportunities
- Software Development (PSIA)
  Briefing on Philippines software development industry, major players, prospects, and opportunities

3:00 – 3:15 Break

3:15 - 4:30 Startups Demo Day (DICT/SEDP/DTI/QBO Innovation Hub)
PH startups present their products and business models and opportunities for investment
16 OCT/WEDNESDAY  Travel to Clark, Pampanga

Morning

Clark Special Economic Zone
- Special Economic Zones (BCDA/PEZA)
  Discussion on special economic zones, locations of different economic zones, benefits, and incentives, how to set-up operations
- Clark Special Economic Zones (BCDA/PEZA)
  Overview of Clark Development Master Plan, discussion on incentives, locators, comparative advantage vs. other locations

Site Visit to a Locator (Manufacturer) inside Clark Special Economic Zone
- Company Presentation and Site Visit (TBD)
  Possible product presentation, viewing of site location and operation of a manufacturer located within the special economic zone, Q&A with company representatives about benefits of locating inside a special economic zone, business networking with the delegation

Afternoon

Culinary Showcase of Filipino Cuisine at a local restaurant (DOT/DTI)
- Opportunity to promote regional cuisine of the Philippines

Site Visit to a Locator (BPO Company) inside Clark Special Economic Zone
- Company Presentation and Site Visit (Venue TBD)
  Company presentation, viewing of site location and operation of a BPO company located within the special economic zone, Q&A with company representatives about benefits of locating inside a special economic zone, business networking with the delegation

Visit Clark OTOP Center (DTI/BSMED)
- Product Showcase
  Participants have the opportunities to see local Kapampangan goods for possible export

Return to Manila. Overnight in Manila

17 OCT/THURSDAY  Visit to Manila FAME

2019 Manila FAME
- Opening Ceremony
- Trade Expo and Networking Session
  Participants have the opportunities to go around the expo and network with potential suppliers

18 OCT/FRIDAY  Business Matching Session

Business-to-Business Matching Session
- One-on-one meetings between Hawaii and PH-based business (DTI/PCCI/PFA)
  Prior to the Trade Mission, participants will be asked to fill out a Business Needs Assessment Form. Participants are then matched with specific PH company/ies based on needs and interests during the Matching Session.
  Onsite Business Booth (DTI/PCCI/PFA)
Different companies/institutions set-up their own booth in the venue to showcase their business, products, or services. Franchisors are encouraged to bring in their cart/product prototypes. Giving away samples are highly encouraged.

**Business Assistance Services**

- Business Assistance Desk (DTI/PCCI/PFA/IBPAP/PhilExport)
  
  Setting-up of desk where participants can get more information regarding business opportunities and operating business in the Philippines

  One-Stop Shop for those who are ready to establish a business in the Philippines