



# 2018 ANNUAL REPORT

*Trabaho. Negosyo. Konsyumer.*



# About the Cover

The cover highlights the agenda of the Department of Trade and Industry: Trabaho, Negosyo, and Konsumer. 2018 was a year of collaboration for DTI. The string symbolizes our push for synergy to achieve inclusivity and shared prosperity, as envisioned by President Rodrigo Roa Duterte. We rise by lifting others. We shall create an economy where industries are competitive and innovative, quality employment and income opportunities are available to all, and consumers are guaranteed reasonable prices and quality and safety of goods and services. Through our intertwined efforts to sustain economic growth, we shall alleviate poverty and uplift the lives of the Filipinos. We have a bright future ahead.



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## Vision

A more inclusive and prosperous Philippines with employment and income opportunities for all

## Mission

DTI is the main economic catalyst that enables innovative, competitive, job-generating, inclusive business and empowers consumers

## Core Values



PASSION



INTEGRITY



CREATIVITY



COMPETENCE



SYNERGY



LOVE OF COUNTRY





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## Message of the Secretary

In 2018, the Department of Trade and Industry, with its steadfast commitment to the vision of a more inclusive and prosperous Philippines with employment and income opportunities for all, continued to provide various interventions for businesses and consumers. We take pride in our accomplishments in line with our Trabaho, Negosyo, and Konsyumer agenda.

DTI became the main driving force of competitiveness and ease of doing business in the Philippines. We pushed for the signing of the Ease of Doing Business and Efficient Government Service Delivery Act to create a more conducive business environment. The aim of this law is to enhance and speed up the delivery of government services through the simplification of issuance of permits and licenses. With this, transacting with government should be faster and hassle free. Most importantly, transparency is promoted and red tape is cut in the government.

We seek for a deeper connection with other countries. By the end of the year, BOI and PEZA approved investments from local and foreign investors amounting to Php1 trillion. Together with the President, we forged economic agreements and cooperation with other countries, generating around \$16 billion worth of investment pledges. We enhanced market access of local products through an increased utilization of Free Trade Agreements and the Generalized System of Preferences (GSP) with the United States and the GSP+ with the European Union.

DTI cannot piece its vision together without its efforts for the development of micro, small, and medium enterprises (MSMEs). Our economic heroes, the MSMEs, account for 99.56% of business enterprises operating in the country as of 2017. We recognize their contribution to the economy, and aim to make them more globally competitive. This year, we saw the approval of the MSME Development Plan, which directs

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*We believe that the whole is greater than the sum of its parts. We work as a team because in collaboration, we achieve more.*

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concerned government agencies and instruments, including government owned or controlled corporations (GOCC) and local government units (LGU) to adopt and implement the plan. We partnered with banks and micro-finance institutions for our P3 program to make financial assistance more accessible to MSMEs; with the Department of Health to fast track the processing of permits from the Food and Drug Authority (FDA); and with major retail partners to provide mainstream market access to MSME products.

Part of our mission is to empower consumers. In 2018, inflation was a major concern for the consumers. To ensure the protection of their welfare, DTI intensified its monitoring and enforcement activities. Furthermore, we joined forces with the National Food Authority (NFA), Philippine National Police (PNP), National Bureau of Investigation (NBI), and farmer groups, to strengthen the monitoring of rice from ports to the NFA warehouses and retail outlets. We established the Presyong Risonable Dapat (PRD) program with the Department of Agriculture, NFA, and participating retailers, to bring in quality rice at retail points at Php 38 per kilo and below. We established Consumer Care to equip the consumers with knowledge on their rights. We ensured the increased accessibility of consumer redress mechanisms through the Consumer Hotline and Consumer Care email.

We aim to work together. In 2018, we started transitioning our quality management system to ISO 9001:2015, harmonizing our processes among head office and regional operations alike. End-to-end, key frontline services and support processes were enrolled for certification as we strive for excellence and we continue to commit to deliver Serbisyong Higit Pa sa Inaasahan.

We believe that the whole is greater than the sum of its parts. We work as a team because in collaboration, we achieve more. Whether among DTI units or with external stakeholders, we believe that working together works better. Synergy, as one of the core values of our agency, is what we practice to make our vision come to life.

Now, another challenging year has passed and a new journey still awaits for us to face; but with unified hearts and a common goal—better lives for the Filipinos, we can always make greater things happen.

**Sec. Ramon M. Lopez**

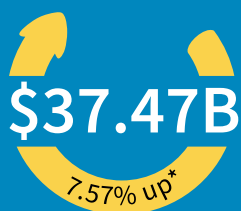
2018

# FACTS & FIGURES

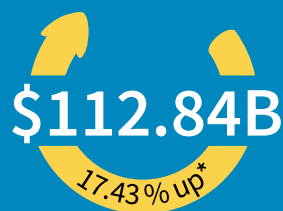
## PH external trade in 2018



**Goods exports**  
\*from last year



**Services exports**



**Goods imports**



**Services imports**



Enhanced market access for PH products through and increased utilization of the Generalized System of Preferences (GSP)

- Exports to US increased from \$1.5B in 2017 to \$1.7B in 2018 through US GSP
- €1.92B or 26% of total exports to the EU under EU GSP+

Ease of doing business



**Ease of Doing Business and Efficient Government Service Delivery Act**  
Signed into Law

## DTI-CB as Temporary Secretariat to the Anti-Red Tape Authority (ARTA)



**16**

Regional Roadshows



**70**

Invitations & Speaking Engagements



**966**

Participants from Executive Sessions / Cluster Agencies



**744**

Participants from IRR Public Consultations



**Draft IRR**

Reviewed by UP Law Center and Submitted to the Office of the President

**Business Name (BN)  
Registration**

BNs Registered

**582,006**

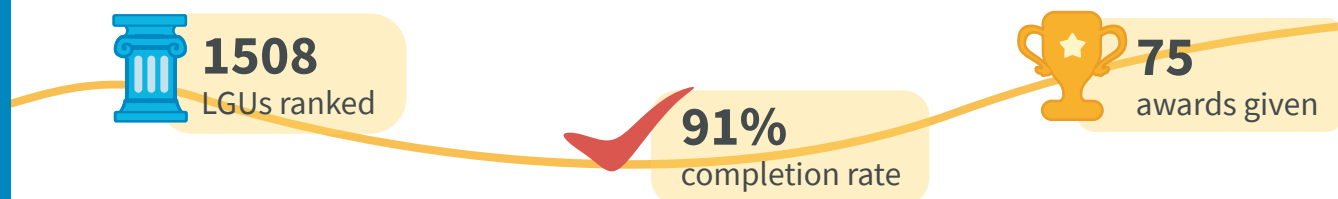
up by 9% from 535,054 last year

# Competitiveness

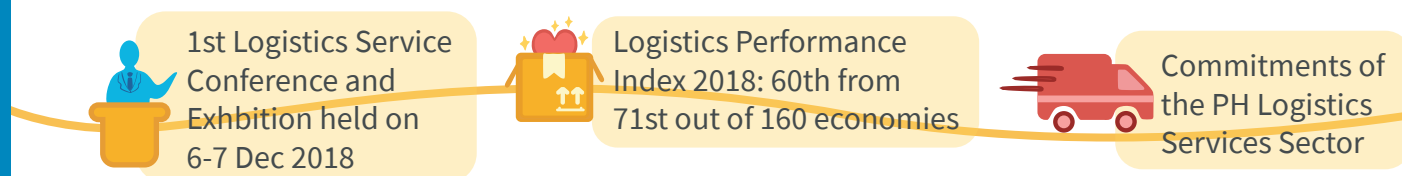
## PH Competitiveness Improved



## Cities and Municipalities Competitiveness Index (CMCI)



## Supply Chain and Logistics Management



# Industry Development



## Investment Promotions

- BOI doubled average investments from P380B (2010-2016) to P766B (2017-2018) capping 2018 with P914.96B on investment approvals from P616.78B (up by 48% yoy)
- FDI net inflows slightly down by 4% from \$10.3B to \$9.8B
- New Strategic Non-BOI Investments (e.g. Catcher, Anthem, etc.)



## Automotive Development

- Focused automotive development programs (investments by Toyota & Mitsubishi; EcoPUV approval by EDC)
- Hyundai Asia Resources Inc.'s (HARI) suspension of registration as MVDP participant in 2016 has been lifted as of June 2018 after proving investment compliance and taxes in the amount of P754,084,895.00 as certified by the Bureau of Customs

# Consumer Protection

## Price stabilization and inflation mitigating strategies implemented



**Presyong Risonable Dapat**  
Launched to provide consumer access to affordable rice and sugar



**Rice** - P38/kg and below



**Sugar** - P50/kg and below



**P2C and Tulong sa Bayan or Market on Wheels Program**

established to provide direct access to agricultural and manufactured BNPCs



**P16.2M** sales generated



Secured a 3-month hold-off on prices of BNPCs to ensure price stability



Assisted DA in setting SRPs and price monitoring of agricultural products



**Institutionalized Consumer Care**



Toll-free hotline for Globe mobile and PLDT landline subscribers in NCR: **1-DTI (1-384)**



**ConsumerCare**  
[@dti.gov.ph](mailto:@dti.gov.ph)



**Approved Philippine National Standards (PNS)**



263 out of 360 promulgated PNS harmonized to International Standards

6 homegrown **Philippine National Standards** developed



3 road vehicles



1 logistics



1 furniture



1 jewelry

# MSME Development

## Models of Negosyo



**1,061**

Negosyo Centers nationwide



**976,124**

services rendered to **876,742** clients assisted



**13,394**

Skills and Managerial/Entrepreneurship Training Programs



**371,086**

Participants

## Mindset, Mastery, Mentoring



**112**

Kapatid Mentor ME batches launched



**9,061**

participants



**2,358**

graduates out of **2,504** selected mentees



**601**

certified mentors available (2017-2018)

## Machine



**2,532**

Shared Service Facilities (SSF) established nationwide



**130,101**

MSME Beneficiaries  
**143,630** other users

## Money



Pondo sa Pagbabago at Pag-asenso (P3)



2.5% monthly interest rate with no collateral requirement



**289** micro-finance institutions in 80 provinces



**P1.8B** loans released nationwide



**61,204** beneficiaries

## Market



**102** Go Lokal Stores Nationwide

**347** registered suppliers

**P78.45M** sales generated

Partnered with Shopinas and

Air21 for **e-commerce platform**



**12** OTOP Hubs established

**7,151** MSMEs assisted

**5,211** products developed

**1.1B** sales generated

# DTI Across the Country

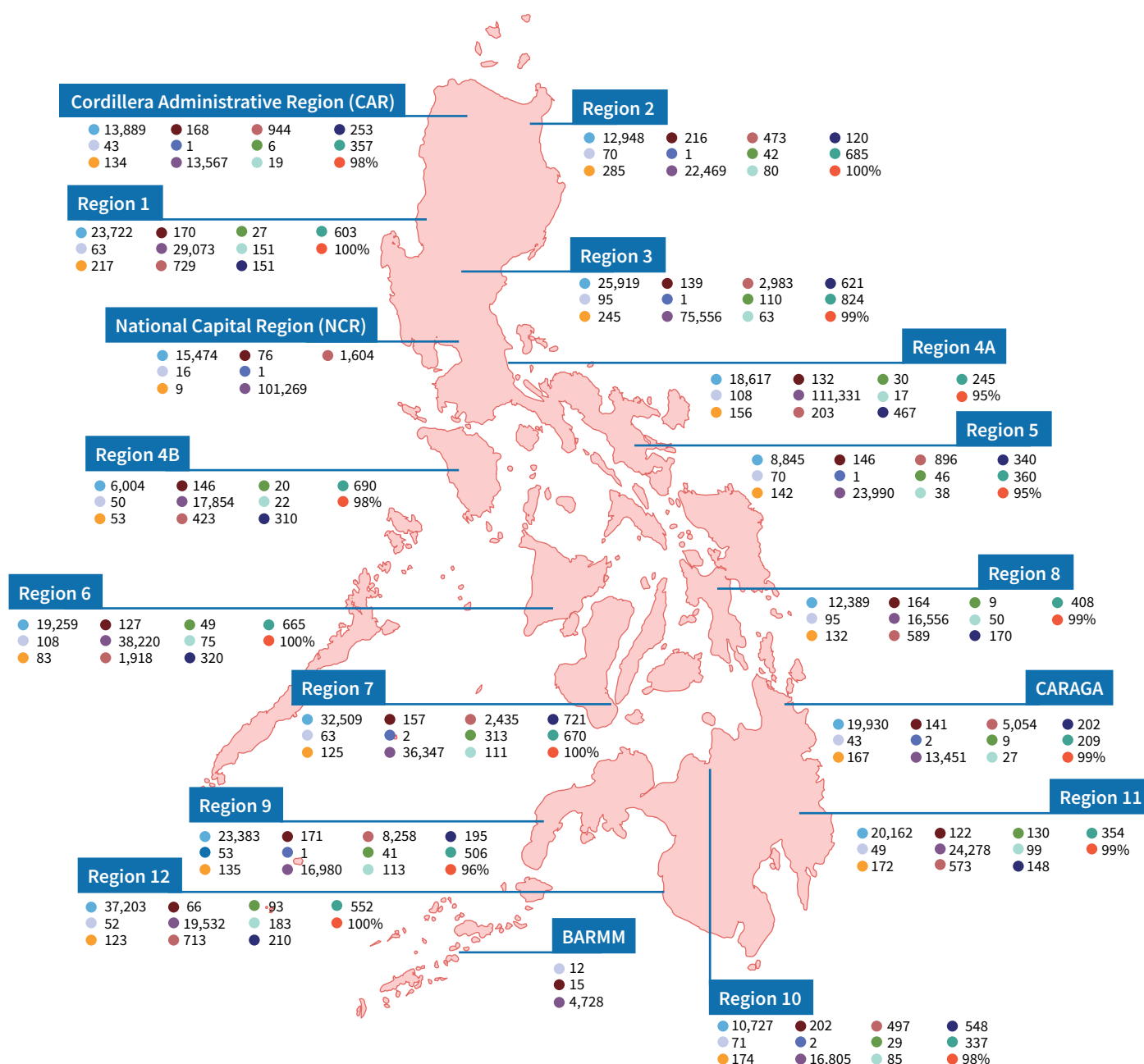
DTI's field offices, composed of 16 regional offices and 81 provincial/city offices, provide services that aim to improve ease of doing business, nurture industries, help MSMEs, generate exports, jobs and investments, as well as ensure the protection and empowerment of consumers in the countryside.

The field offices facilitate registration applications of MSMEs in the Philippine Business Registry (PBR) and Barangay Micro Business Enterprise (BMBE).

In 2018, over 300,000 MSMEs were assisted by the field offices through advisory services for MSMEs tailored according to their needs, which may be in the form of product development, trade promotion, financing facilitation, investment promotion, and SME counseling; the conduct trainings and seminars; and provision of information on markets, suppliers, buyers, government assistance programs. To protect our consuming public, our field offices undertook 7,465 consumer advocacy initiatives, monitored 4,776 firms for price trending, and satisfactorily processed and resolved 98% of consumer complaints.

## Legend

- MSMEs Assisted
- NCs Established
- SSFs Established
- Mentee Graduates
- OTOP.PH Established
- BN Registered
- BMBE Registered
- Exports Assisted
- Investors
- Firms Monitored (Price Trending)
- Consumer Advocacy Initiatives Undertaken
- Consumer Complaints Resolution Rate





# DTI Across the Globe

The Foreign Trade Service Corps (FTSC) advances the Philippines' trade and investment interests by promoting the initiatives of the DTI, including trade and investment promotion and trade policy negotiations. We operate in 28 cities in 21 countries across Asia and the Pacific, Middle East, Africa, Europe, and the Americas, supported by capital-based Coordinating Office.

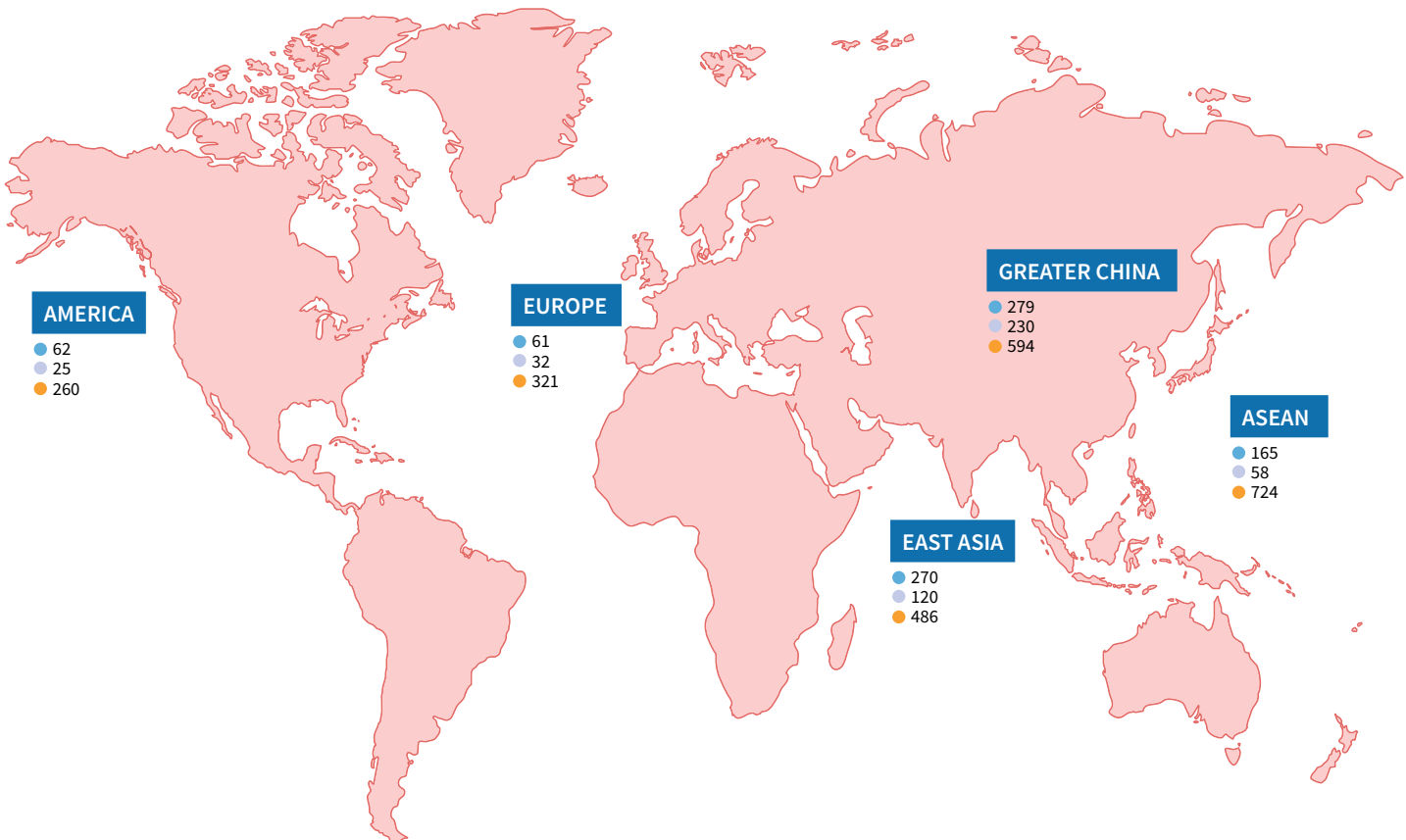
The FTSC works to connect Philippine companies and investors with their counterparts abroad. Special Trade Representatives and Commercial Counselors pursue the Philippines' trade and investment priorities through activities such as trade promotion, investment promotion, commercial intelligence, trade negotiations and services to overseas Filipino investors. Our Posts take an aggressive stance toward encouraging investments from the country's key partner economies. Further to investment promotion, programs on trade promotion and policy negotiations are also initiated to allow entry of Philippine goods and services to both traditional and non-traditional markets.

For the year, assistance was provided to 2,385 Philippine exporters and companies by way of matching with potential importers or supplying information on foreign markets and other similar data. A total of 3,305 investors, both foreign and Filipinos were also assisted by Posts, of which 1,272 were initial inquiries by potential investors, 837 investment leads, 465 inbound investment missions, 117 projects greenlighted, and 614 Overseas Filipino Investors (OFIs). Our overseas offices provide full support from their initial inquiry, country evaluation, due diligence visit, up to the realization of investments in the Philippines.

FTSC also upholds the President's economic objectives expressed in the Philippine Development Plan 2017-2022 by expanding market access and competitiveness of Philippine export products and strengthening investment promotion initiatives. We mainstreamed 30 products, and 19 brands in key cities around the world in 2018. In consideration of the potential of overseas Filipinos as partners for economic growth, DTI reached out to thousands of our fellow Filipinos through the conduct of 37 Trabaho, Negosyo, Kabuhayan (TNK)-related activities.

## Legend

- Investment Leads Generated (Country Evaluation)
- Inbound Investments Mission Organized (Due Diligence visit to PH)
- Exporters Assisted (PH companies)



# Trabaho

Promoting employment opportunities through investment growth, industry development, trade/market access, and competitiveness and innovation

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*But more importantly, we need to change our mindset in order to gain a vision of what we are trying to do: an Efficient, Automated, Seamless, and Economical—or EASE—way of doing business in the country. With EASE, we will have Efficient or streamlined and fast government services that are Automated, or can be accessed electronically anytime and anywhere, making it convenient. What's more, these services will be Seamless, thanks to their inter-connectivity and coordination, and Economical, meaning they will be less costly for the public and businesses.*

*What's more, by ensuring our country's competitiveness and ease of doing business, we can attract more local and foreign investments, and this will create more jobs and employment opportunities for our people.*

*Ultimately, through our collaborative efforts, we can achieve the President's vision of creating inclusive growth and shared prosperity for our countrymen—even as we build a better nation that we can be proud to call our own.*

- Secretary Ramon M. Lopez

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## Exports and Investments

### PH goods exports reach \$69.31B

In 2018, total Philippine goods exports reached \$69.31 billion. Electronics remain as the country's top export commodity, followed by other manufactured goods, fresh bananas, machinery and transport equipment, ignition and other wiring sets used in vehicles, aircraft, and ships. The top destinations of the export products are the USA, Japan, Hong Kong, China, and Singapore.

Despite the slowing of the global economy, the combined exports of goods and services exceeded the 2018 total export target of \$86.2 - \$87.8 billion, which was based on the Philippine Export Development Plan (PEDP) 2018-2022

### BOI-PEZA approved investments up by 23.5%

From its record of P616.8 billion in 2017, approved investments by the Board of Investments (BOI) surged 48.3% to a record-high of P915 billion in 2018. Meanwhile, Philippine Economic Zone Authority (PEZA) approved investments declined slightly to P140.2 billion. Overall, BOI-PEZA approved investment still increased to P1,055.2 billion, up by 23.51% from P854.35 billion the previous year. Majority of the investments were in electricity, gas, steam and air conditioning supply, followed by information and communication, manufacturing, real estate activities, and human health and social work activities. Major foreign investors included the Netherlands, China, Japan, Germany, and the USA. The approved projects are expected to directly generate 171,442 new jobs.

### \$9.8B worth of net FDI inflows received

Foreign direct investment amounted to \$9.8 billion, slightly down (4%) from the \$10.3 billion recorded last year. The net equity capital inflow was mainly driven by an increase in equity capital placements, of which the major sectors included manufacturing, financial and insurance activities, real estate activities, electricity, gas, steam and air conditioning, arts, entertainment, and recreation. The key sources of the placements were Singapore, Hong Kong, Japan, China, and the USA.

### \$16B worth of investment pledges and cooperation between PH and other countries secured from Presidential Trips

DTI secured \$1.25 billion worth of investments from Indian businessmen, which could generate 105,500 jobs in the Philippines. Majority of the investments came from Adani Green Energy, which seeks to build a site for its solar and wind-based power generation project in the Philippines. Indian investors were likewise encouraged to invest in the pharmaceutical industry, so that cheaper medicines might be available for Filipinos, as medicines are manufactured in the country.

In April, nine Letters of Intent (LOIs) were signed in Hongkong, representing potential investments of US\$9.8 billion and potential generation of almost 11,000 jobs. Some of the investment areas covered are land development, agriculture, tourism, pharmaceutical manufacturing, infrastructure, and thermal power supply.

During the Association of Southeast Asian Nations (ASEAN) Summit in Singapore, about \$185.7 million – approximately P9 billion – worth of investment agreements were signed





with Singaporean companies. The six Memoranda of Understanding (MOUs) signed focused on the fields of urban development, renewable energy, aviation, and manufacturing, economic and trade cooperation. These investments are expected to generate around 1,920 job opportunities. The four LOIs were also submitted to the Philippine government.

A total of \$4.8 billion worth of investment pledges and business expansion intentions were signed during the PH-Republic of Korea (ROK) Luncheon and Business Forum. Around 50,800 jobs are expected to be generated from these agreements. Other than the five bilateral agreements on agriculture, economy and trade, energy, science and technology, and transportation, 22 business agreements (6 Memoranda of Understanding and 16 Letters of Intent) were signed. These business agreements cover expansion intentions for operations relating to power infrastructure development, engineering and construction, solar power, electric automobile business operations, wind power plants, dredging and port rehabilitation, freshwater eel production, and real estate development.

Three MOAs, eleven MOUs, and seven letters of intent (LOI) worth \$82.9 million were signed during the presidential visit to Israel, from which about 790 jobs are expected to be generated. Both parties agreed to establish a Joint Economic Committee to help strengthen economic and commercial ties. The agreements cover sectors such as agriculture and urban farming, development projects, housing, military and security operations, and real estate.

In Jordan, \$60.675 million worth of investment in logistics operations, mobile-related service solutions, robotics, and information and communications technology was pledged during the Business Forum organized by DTI. Some 434 jobs will be generated from the business expansion plans.

During the visit to Papua New Guinea, DTI signed an MOU with PNG on the sidelines of the Asia-Pacific Economic Cooperation (APEC) Summit, to establish a Joint Economic and Trade

Committee. The Philippines-Papua New Guinea Business Council (PH-PNGBC), which aims to strengthen ties between the private sectors from both countries, and enable them to work together, was launched. This will help support the growing trade, investment and economic engagement taking place in the sectors of technical skills development, education services, medical services, construction, and agri-tourism. The Memorandum of Agreement on the Joint Rice Development Project was likewise signed by both countries.

### Leyte Ecological Industrial Zone to be established

DTI, through the National Development Company (NDC), laid out the Leyte Ecological Industrial Zone (LEIZ) which aims to establish a zone covering an area of 10 sq. km (about 1,000 hectares) across the cities of Ormoc and Tacloban, and the municipalities of Isabel, Merida, Palompon and Villaba of Leyte Province, that will cater to the copper industry and other manufacturing and service businesses.

LEIZ' vision is to encourage the clustering of copper-related manufacturing activities anchored on the Copper Industry Roadmap (CIR). The clustering is expected to cater to the development of downstream copper industries and the enhancement of the copper industry value chain, such as copper wire rods, bars, sheets, strips, and brass, bronze and other alloys of copper.

NDC, in partnership with Local Government Units and other investors, will either be the owner-developer of strategic component zones or the lead shareholder in specific copper-based manufacturing investments, which are expected to yield hundreds of job opportunities and develop highly technical skills.

### Philippine Halal Export Development and Promotion Road Map Unveiled; UAE to be more accepting of PH Halal products

The Philippine Halal Export Development and Promotion Board, led by the DTI as Chair, launched the Philippine Halal Export Development and Promotion Strategic Road Map in time with the first Philippine National Halal Conference, with the theme – **Toward Making the Philippines a Respectable Player in the Global Halal Ecosystem**. In conjunction with the conference, the Pre-Joint Committee Meeting between the Philippines and Brunei on bilateral cooperation and collaboration in the field of Halal Industry and Halal Export Development and Promotion was also held, identifying priority interests such as trade, technical collaboration (through training, accreditation, etc.), and investments.





Total export sales of \$10.92 million were generated during the country's participation in the Malaysia International Halal Showcase and at the Brunei International Halal Showcase, recording a \$23.6 million investment interest for the manufacturing of tuna, sardines, pineapple, cacao and rubber.

Meanwhile, a Memorandum of Understanding (MOU) was signed between DTI's Philippine Accreditation Bureau (PAB) and the Emirates Authority for Standardization and Metrology of the United Arab Emirates (UAE-ESMA). The MOU aims to ease technical barriers to trade, and enable bilateral trade between the Philippines and the UAE, particularly of Halal products. Through this MOU, the two countries intend to develop technical cooperation in the Halal Accreditation field aligned with both of the countries' rules and regulations, and also compliant with World Trade Organization (WTO) provisions.

### **205 tech-enabled companies assisted through the Global Export Advancement Resource and Strategic Marketing and Promotion of the RIPPLES Plus Program**

DTI has collaboratively undertaken export development and promotion activities focused on the PDP and PEDP. These aimed to address the need for expansion of the Philippine supply base of internationally competitive Philippine export products and services, and to provide intensive, practical assistance geared towards the internationalization of micro, small, and medium enterprises (MSMEs), and expand global export market opportunities for large corporations. In 2018, the program achieved \$153.54 million of negotiated,

potential, and actual sales, from outbound and inbound business matching missions. Some 813 exporting companies were assisted through export facilitation, participation in developmental activities to improve their capabilities, and engagement in strategic marketing and promotional initiatives. The program was able to realize the development of 205 companies, allowing them to expand their export capabilities, achieve higher standards, competitively access various global markets through the utilization of Free Trade Agreements (FTAs), and advocate for market compliance. Over 50 strategic activities were organized, which included one-on-one mentoring and consultation, focus group discussions (FGDs), industry-led technical working groups (TWGs), e-Commerce campaigns, and capacity building in line with certifications and green business. Under the program's Strategic Marketing & Promotions component, it was able to assist the MSMEs to penetrate top trading partners. The sectors in focus are consistent with the priority sectors under the PEDP and visiting buyers from various countries were matched to Philippine exporters as part of the priority component of the program.

### **Startup Ecosystem to be boosted**

The Startup Ecosystem Development Program (SEDP), rebranded as Startup Pilipinas, is an industry cluster program aimed at fostering inter-enterprise linkages among MSMEs and strengthening collaborative networks. In 2018, 43 startup companies were assisted, and 26 were promoted in Singapore, South Korea, Taiwan, and the USA. The DTI also led a Philippine delegation at the ASEAN-Korea Startup Week promoting the information and communications technology (ICT) startup community among the ASEAN member-countries.

The DTI, through Startup Pilipinas, conducted 232 information sessions, consultations, workshops, and conferences attended by 25,039 various participants which covered topics that aimed to help entrepreneurs develop and scale up their startups for the international market. Among the topics covered were digital marketing, SEC registration, tax filing, design thinking, branding, and preparation of pitch decks. 2018 also marked the Philippines' first annual Global Startup Ecosystem Report (GSER) and Consensus Global Startup Ecosystem Development Network by the Startup Genome Project. The global research focused its assessments on three cities/ecosystems – Manila, Cebu, and Davao, with emphasis on sub-sectors' strengths and strategic focus.

The DTI, through the Export Marketing Bureau (EMB), also participated in the 2018 Startup Nations Summit in Surabaya, Indonesia. The conference gathers entrepreneurship policy



shapers from around the world to identify, test, and track innovative policy levers and smart public sector driven programs for startups. They provided DTI new effective policy levers, and found innovative solutions to regulatory conundrums related to entrepreneurial disruption.

In 2018, the DTI also held Startup Ecosystem Mapping sessions in various cities in the country - Manila, Cebu, Tagbilaran, and Naga City. This series of sessions aimed to identify and engage startup communities beyond Metro Manila, and will be continued in 2019.

DTI signed an MOU on Startup Assistance Program 2019-2023 with DOST and DICT. This MOU takes a whole-of-government approach, to create projects, events, and endeavors to promote and assist Philippine startups. The MOU covers the development of the ICT ecosystem in the countryside and of local ICT startup businesses through DICT's seed PH program, financial assistance for technology transfer support and nurturing tech-based startups through DOST's Philippine Council for Industry, Energy and Emerging Technology Research and Development, and scaling up PH startups through DTI's outbound business matching missions (OBMMs) and international pitching competitions.

### SME exports to Mexico with help of PITC

DTI, through its attached agency, the Philippine International Trading Corporation (PITC), exported two Full Container Loads (FCLs) of colored pencils to Mexico from an SME operating in Subic Bay Freeport Zone. Pencil and Stationery Products Manufactures Inc. (PSPMI), a company exporting 80% of their products to the USA and 20% to new buyers, supplied the pencils. At present, they are giving job opportunities to 50 employees (regular) and 80 to 100 workers (seasonal).

### National Export Congress 2018 and First Logistics Services Philippines Exhibition held

With over 700 participants, the National Export Congress (NEC) 2018 with the theme "SPICE Up to Scale Up!: Stimulate. Permeate. Innovate. Connect. Expand." was the highlight of the weeklong celebration of the National Exporter's Week (NEW) 2018. The event was held on December 7, 2018, with various participants from the exporting community. This year's NEC provided a venue for the exporters to be updated with emerging trends, market opportunities, innovative ideas, and technologies. It also featured the introduction of the NEC App, Business Matching Hub, and the 1<sup>st</sup> Logistics Services Philippines (LSPH) Exhibition.

The 1<sup>st</sup> Logistics Services Philippines (LSPH) Exhibition aimed to promote an efficient logistics services sector, helping not just business, but the consumer, and the country in general. Present during the event were 47 Logistics Service Providers, including freight forwarders, truckers, warehouse operators, port operators, 2<sup>nd</sup>-, 3<sup>rd</sup>- and 4<sup>th</sup>-party logistics, and supply chain and logistics services associations.





# Competitiveness and Ease of Doing Business



## EODB/Efficient Government Act of 2018 passed

On 28 May 2018, Republic Act 11032, otherwise known as the Ease of Doing Business and Efficient Government Service Delivery Act of 2018, was signed into law. The law seeks to reduce the requirements and streamline the processes in starting and operating businesses to create a more conducive business environment in the country.

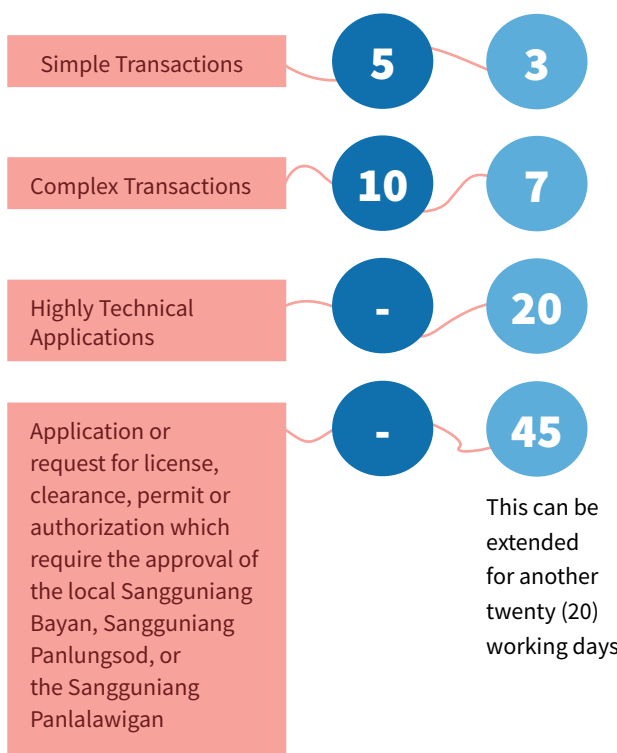
The law called for a unified business application form, the establishment of Business One Stop Shops, and the streamlining of procedures for the issuance of local business licenses, clearances, permits or authorizations. Cities and municipalities are directed to automate their business permit and licensing system within three years. Barangay clearances and permits related to doing business shall be applied, issued, and collected at the city/municipality. At the local government level, the city or municipality business process and licensing office shall not require the same documents already provided by an applicant or requesting party to the local government departments.

The number of signatories in any document shall be limited to a maximum of three signatories. The bill also called for the creation of an Anti-Red Tape Authority, which shall be directly supervised by the Office of the President, and the Ease of Doing Business and Anti-Red Tape Advisory Council, which shall be the policy and advisory body to the Authority.

The draft Implementing Rules and Regulations (IRR) has already been reviewed by UP Law Center and was submitted

to the Office of the President. There were 7,594 participants from the IRR public consultations.

The law also prescribed the processing time depending on the type of application:



### Legend:

#### Prescribed processing time

● Anti-Red Tape Act of 2017

● RA 11032

## PH leaps to 60<sup>th</sup> spot in Logistics Performance Index

In the latest World Bank Logistics Performance Index (LPI) 2018 edition, the Philippines jumped from 71<sup>st</sup> spot in 2016 to 60<sup>th</sup>, among 160 countries ranked according to their trade logistics performance in both domestic and international perspectives.

The Philippines recorded a 2.90 LPI score in 2018, compared with a 2.86 score in 2016. The country posted increases in four out of six indicators:

- **International shipment indicator** - measures the ease of arranging competitively priced international shipment
- **Tracking and tracing** - the ability to track and trace consignments
- **Infrastructure** - evaluates the quality of trade and transport-related infrastructure
- **Logistics** - competence and quality of logistics services

## PH aims to leap to the Top 20% in Doing Business; ranks 56<sup>th</sup> in the 2018 Global Competitiveness Report

The Doing Business Taskforce is aiming to leap into the top 20% of the world rankings in the Doing Business report in 2020. Its plan of action principally involves reducing the time needed to get permits, and streamlining procedures, without much burden on administrative costs. Other initiatives include the removal of the minimum paid-in capital for corporations, a review of the laws on the protection of creditors' legal rights, and a review of the Corporation Code, as well as the need for movables, inventory, and other assets to be used as collateral. A draft bill known as the Secured Transactions Act is up for approval in Congress and in the Senate, to provide the legal basis for this change.

The Philippines rose 12 spots to rank 56<sup>th</sup> in the 2018 Global Competitiveness Report (GCR) by the World Economic Forum (WEF). The report covers 140 economies, representing 99% of global GDP, and 94% of world population. For this year, a new index called the Global Competitiveness Index 4.0 (GCI 4.0) was adopted. The 2017 results were adjusted to provide a reference point, and a 2017 "backcast edition" was released, wherein the Philippines' performance improved, as measured by its overall distance to frontier (DTF) score of 62.1 in the 2018 GCI, versus 59.8 in 2017. The Philippines posted improvements in all pillars, and maintained its good macroeconomic stability performance, with a DTF score of 90.

During the 6<sup>th</sup> Annual Ease of Doing Business Summit,



Secretary Ramon Lopez mentioned that the government has accomplished a total of nineteen reforms across seven out of ten indicators measured by the Doing Business Report of the World Bank – Finance Corporation. These indicators are (1) starting a business, (2) dealing with construction permits, (3) getting electricity, (4) registering property, (5) protecting minority investors, (6) trading across borders, and (7) enforcing contracts.

## Philippine Quality Award Improvement Day held; Exemplary organizations recognized

As DTI encourages organization competitiveness of businesses, the Philippine Quality Award (PQA) is conducted. PQA is a template for competitiveness based on the principles of Total Quality Management (TQM). The Award focuses on results, including customer satisfaction as it recognizes quality management that emanates from continuous improvement in the delivery of products and/or services and responding to the needs and requirements of the clients. On February 13, 2018, the PQA Improvement Day was conducted. This event identified issues and concerns regarding assessment processes, advocacy and promotion, and training programs for assessors and applicants. Some recommendations to address the issues were: (1) researching the impact of the PQA on performance excellence; (2) developing guidelines on assessment, including decisions relating to assessors who will not be able to submit their Independent Review Scorebook on time; and (3) determining the competency requirements or levels of assessors which should be tied up with the incentives and rewards. On October 21, 2018, the Philippine Quality Award, soon to be Kalidad Pilipinas Award, was conducted. There were 12 awardees for 2015, 1 for 2016, and 3 for 2017. The recognized organizations serve as models for other organizations in their journey towards performance excellence.





### 6<sup>th</sup> Regional Competitiveness Summit held; most competitive LGUs recognized

On August 16, 2018, DTI held its 6<sup>th</sup> Regional Competitiveness Summit, to rank cities and municipalities based on the Cities and Municipalities Competitiveness Index (CMCI), and reward the most competitive LGUs. CMCI aims to encourage LGUs to regularly track data, and eventually benchmark performance against other cities in ASEAN, to better manage their regions. 1,508 LGUs (91%) have participated in the ranking. Quezon City remained the overall most competitive Highly Urbanized City (HUC), followed by Manila City and Pasay City. For the overall most competitive Component and Independent Cities, Legazpi City rose to the top ranking, from 5<sup>th</sup> place last year, followed by Naga City and Tagum City, retaining their rankings of 2<sup>nd</sup> and 3<sup>rd</sup> respectively. A total of 75 awards were given.

### Construction Industry Roadmap on the way

The Construction Industry Authority of the Philippines (CIAP) held preliminary activities to develop a Construction Industry Roadmap, which aims to identify critical development goals, policies, programs, strategies and targets, to accelerate the growth of the construction industry until 2030.

Accordingly, CIAP conducted four Regional Planning Conferences in April and May 2018, in Luzon, Cebu, Davao and National Capital Region, to gather suggestions, comments, and recommendations from the stakeholders in drafting the Philippine Construction Industry Roadmap.

On November 8, 2018, the third Philippine Construction Industry Congress discussed relevant issues vital to the growth and sustainability of the Philippine construction industry, such as liberalization, government infrastructure initiatives, infrastructure opportunities and delivery models, training and education, and ease of doing business.



Construction Roadmap

## Process for Construction Permits Streamlined

DTI, with the Department of Interior and Local Government (DILG), Department of Information and Communications Technology (DICT), Department of Public Works and Highway (DPWH), and National Competitiveness Council (NCC), issued a Joint Memorandum Circular that mandates a streamlined process for construction permits. Standards and procedures in the issuance of building permits, certificates of occupancy, and other construction related permits were prescribed. The processing time was reduced to five days for local government units (LGUs), and three days for the Bureau of Fire Protection (BFP).

## Payment of licensing and registration fees for PCAB contractors now available online

In order to promote safety and protect the interests of the general public from the risks of dealing with unqualified and incompetent contractors, CIAP, through the Philippine

Contractors Accreditation Board (PCAB), implemented the E-Filing System, which allows contractors to register and to create their accounts for renewal applications. The system is mandatory for any renewing contractor falling under the categories of Double A (AA), Triple A (AAA) or Quadruple A (AAAA).

On February 12, 2018, DTI signed a Memorandum of Agreement (MOA) with Landbank of the Philippines, to provide an alternative means of payment collection for Philippine Contractors Accreditation Board (PCAB) contractors. Since the end of April 2018, these contractors were allowed to directly transact with the Landbank Payment gateway for online payment to PCAB for payables such as fees and charges relating to licensing and registration application, among other things.

The Landbank Link.BizPortal will allow contractors to pay licensing and registration fees and charges assessed by CIAP-PCAB online or manually. The transaction charges are as follows:

“

*For us to leapfrog to the top 20% by 2020, we can't just do incremental changes. We have to think differently. If in other countries, they are able to register in one day, automated, streamlined – that's the end state we should really be looking at. It's not just cutting steps, signatories, forms.*

”

— Sec. Ramon Lopez in the 6<sup>th</sup> EODB Summit





# Industry Development



## Inclusive Innovation Conference held; Innovation Roadmap to be crafted

DTI, through the Bureau of Trade and Industrial Policy Research, organized the Inclusive Innovation Conference (IIC) 2018, gathering around 300 participants, with key officials from the government, industry associations/business chambers, and other stakeholders (academic/research community, donor agencies) from all over the country.

Together with seven government agencies, DTI forged an MOU on Inclusive Filipinovation and Entrepreneurship to develop the country's innovation and entrepreneurial ecosystem via enhancing the linkages between academe/research community, industry, and government.

The ultimate goal of the roadmap is to activate innovation and entrepreneurship as the main levers to reduce – if not completely eliminate – poverty in the country. One major recommendation of the roadmap is the creation of Regional Inclusive Innovation Centers (RIICs) which would serve as the cornerstone of the i3S and would lie at the heart of our economic transformation. The RIICs would serve as the linchpin of productive collaborations between and among industries, universities, and government agencies. LGUs, startups, MSMEs, R&D laboratories, S&T parks, incubators, FabLabs, and investors, are among the many agents in the ecosystem. Four regions have been identified as pilot areas in the creation of RIICs; Region V (Bicol), Region VII (Cebu), Region X (CDO) and Region XI (Davao).





### Air Services Agreement signed

On November 20, 2018, DTI and Switzerland's Swiss State Secretariat for Economic Affairs (SECO) led the third meeting of the Philippines - Switzerland Joint Economic Commission (JEC), which resulted in the following:

- Signing of the Air Services Agreement, which expands flying rights, and is aimed at increasing air traffic for both countries;
- Conduct of market studies for three sectors of interest to the Philippines, which will help design specific interventions to facilitate private sector access into these sectors; and
- Technical cooperation which aims to help Philippine MSMEs meet quality and standards requirements through the Global Quality Standard Program (GQSP).

### Aeromart Summit held for the first time

With the Philippine aerospace industry being one of the fastest growing industries in the Asia-Pacific Region, the Aeromart Summit Clark Philippines was held on June 4, 2018. Exports from this industry grew by 42% annually from 2012-2016, which translated to a significant 30-place increase in the country's rank in the PWC Aerospace Manufacturing Attractiveness Index of 2017.

The Summit was a platform to create greater awareness about the growing capabilities and potential of the Philippines in aerospace manufacturing, aircraft maintenance, repair and

overhaul (MRO), and aviation training. The country aims to be recognized as a partner in the Asia Pacific for these industries.

### DTI Joins World Accreditation Day



World Accreditation Day, jointly established by the International Accreditation Forum (IAF) and the International Laboratory Accreditation Cooperation (ILAC), was joined by the DTI. A forum on Food Safety and Accreditation was conducted, which 82 participants, including regulators, conformity assessment bodies (CABs), regulators, and food manufacturers attended. The following topics were also discussed during the forum: Importance of Accreditation in the Delivery of Safe Food and Clean Drinking Water, Overview of ISO 22000-Food Safety Management System and Accreditation of FSMS Certification based on ISO/TS 220003, Food Safety Act of 2013, Current Good Manufacturing Practices, and Ensuring Safe Food and Clean Drinking Water.





### DTI, DA signs commitment for the PH Rubber Industry Roadmap

DTI and DA led the signing of the Joint Statement of Commitment for the Philippine Rubber Industry Roadmap 2017-2022, to continue supporting the development of the Philippine rubber industry.

The joint statement solidifies the roles of the government and private sector in developing the country's rubber industry. The inter-agency cluster aims to strengthen the entire rubber production chain, from assisting rubber farmers, to finding local and international markets for their goods. These initiatives will improve the lives of Filipino rubber farmers, the majority of whom are from Mindanao.

### Over 76,000 in need of PH trade information benefit from PNTR

The Philippine National Trade Repository (PNTR) serves as a single source of comprehensive, accurate, and current information on all trade-related matters. It is a trade facilitation initiative geared towards transparency and ease of doing business, providing businesses easier access to information and helps facilitate their compliance with prescribed regulations.

The complete inventory of Non-Tariff Measures (NTMs) for both imports and exports, including the legal basis for each item, and mapped to the different ASEAN Harmonized Tariff Nomenclature (AHTN) codes is available through the PNTR. To further improve the experience of exporters, importers, and others, the following enhancements and upgrades to the PNTR were made:

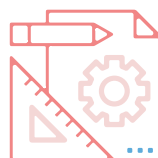
- Built-in AHTN mapping table at the top of each commodity was added to the commodity search engine;
- Under National Trade Laws, every law was linked to the actual PDF file;
- FAQs were added and a new logo for PNTR was designed; and
- Mobile device viewing improvements were made, especially on the data from the Tariff Commission.

The PNTR is now ranking first in Google search for “trade requirements in the Philippines”, and fourth for “trade procedures in the Philippines”. In 2018, the site had 76,029 unique visitors, and received 1,795,875 hits.

### ROLL-IT Program pushed forward

DTI, together with DPWH, launched its second Roads Leveraging Linkages of Industry and Trade – or ROLL IT – Program covering accomplishments for the past year and discussions to further improve the criteria in the approval and implementation of local road projects.

For 2018, ROLL IT has 229 approved projects nationwide, totaling an estimated 502.1 km, and amounting to P12.5 billion. The improved road infrastructure is expected to connect industries. The ROLL IT program will facilitate balanced development, by dispersing the concentration of industries from urban areas to rural areas, and creating more



# 229

Approved projects nationwide

job and income opportunities for Filipinos.

# Negosyo

Promoting income opportunities through the 7Ms of MSME development

“

*By accelerating the 7Ms framework, we will achieve our goal set by President Duterte in his socio-economic agenda: to create inclusive growth and shared prosperity for all Filipinos. And through this, we can empower our countrymen to uplift the quality of their lives for a better tomorrow.*

”





National MSME Summit 2018



National MSME Summit 2018



### Six-year MSME Development Plan approved

On April 4, 2018, Executive Order No. 50, approving the MSME Development Plan 2017-2022, was signed to serve as the blueprint for integration and collaboration of relevant government and private sector institutions for MSME development.

The plan's vision is to have more globally competitive MSMEs that are regionally integrated, resilient, sustainable, and innovative. These MSMEs will act as key drivers of inclusive Philippine economic growth. The plan focuses on improving business regulatory requirements and procedures, maximizing access to finance, strengthening human capital development, improving innovation and technological competitiveness, and broadening access to markets for MSMEs.



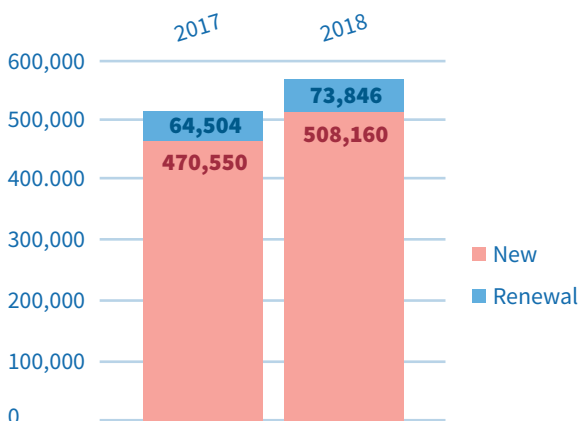
### Over 1,000 Negosyo Centers established nationwide

As of end 2018, 1,061 Negosyo Centers (NC) were available nationwide, with a total of 876,742 clients assisted, of which 216,392 were existing MSMEs. There were 976,124 services rendered addressing to facilitation of processing of documents, product development, access to markets, and investment promotion. A total of 13,394 skills and managerial/ entrepreneurship training programs were conducted in the centers benefiting 371,086 existing and would be entrepreneurs. The 1,000<sup>th</sup> Negosyo Center was launched in General Luna, Surigao del Norte, on November 27, 2018.



### Over 582,000 Business Names registered

A total of 582,006 transactions of business name registration were recorded in 2018, up by 9% compared with the 535,054 transactions in the same period in 2017. Majority of these registrations (430,632) were done online, with 43,225 processed by PBR. The greatest number of business names registered were in Region IV-A, followed by the National Capital Region, and Region 3.



### ASEAN SME Academy launched

Online training and resources are now more accessible as DTI's Philippine Trade Training Center (PTTC) became the new administrator of the Association of Southeast Asian Nations (ASEAN) Small and Medium Enterprise (SME) Academy, also known as the ASEAN SME Academy.

The Academy is a one-stop online learning and information resource platform, which aims to provide training and mentorship to enhance ASEAN SMEs' capabilities, and to help them grow and compete regionally and internationally. It offers around fifty training courses on finance/accounting, management, marketing, operations, technology, and trade/logistics. The website [www.asean-sme-academy.org](http://www.asean-sme-academy.org) provides about 350 relevant links to business information, and a directory of service providers to whom SMEs can reach out for financial advice, corporate programs and networking information.



### DTI cultivates entrepreneurial mindset through KMME; participants may now avail of financial assistance from DBP

DTI conducted 112 runs of the Kapatid Mentor ME (KMME) Program, graduating 2,358 mentees nationwide. In 2018, DTI signed a Memorandum of Agreement (MOA) with the Development Bank of the Philippines (DBP) enabling them to extend their assistance and support such as financing-related modules and coaching sessions through the DTI Negosyo Centers, as well as financing, for qualified Mentor ME graduates. DBP also committed to open its lending centers and closely coordinate with Negosyo Centers nationwide.

### Potential and existing exporters trained

DTI, through the Philippine Trade Training Center (PTTC) conducted seminars catering to 698 MSMEs. A total of 16,415 participants attended 430 training programs, covering topics such as export marketing and management, business start-up and management, quality and productivity ISO-series, and business language.

### Pack! Pinas, a Packaging roadshow for MSMEs launched

With the aim to push innovative packaging and branding for MSMEs products, "Pack! Pinas", an MSME Packaging Roadshow, was launched. The discussion features the latest market trends and emerging opportunities in product enhancement, as well as packaging solutions. Government





agencies and companies were also present in the roadshow to offer assistance on designing, branding, and marketing of products.

### Design Week Philippines partners with the metros' key creative hubs to celebrate design

Design Week Philippines, with the tagline "Design Tribes" was a nine-day borderless creative festival held from 14-22 April 2018. It boasted a powerhouse team of 41 partners, and 32 events in 16 venues across the metropolitan. Among other things, it featured a series of design talks, design tours, hands-on workshops, exhibitions, art booths, live performances, outdoor film showing, and a weekend market.

The activities gathered creative tribes and aficionados, engaging them to spark greater creativity and innovation. Major partner events included: Manila FAME with CITEM, Nesta's Creative Enterprise Programme with British Council Philippines, Hollowblock Presents: OTTOMONNDI with

Pineapple Lab, Glug Creative Socials with ASpace, EUREKA Series: Poblacion Re-Imagined, and South Arts Festival.

### Patent Activities Strengthened through Mind to Market

The Intellectual Property Office of the Philippines (IPOPHL), an attached agency of the DTI, encouraged patent activities, through its Mind to Market (M2M) program. The program facilitates technology transfer between universities and businesses, in order to commercialize intellectual property assets. To further encourage patent activities among members of the Innovation and Technology Support Offices (ITSO), they conducted patent search and patent drafting writeshops to enable participants to effectively protect their intellectual property rights and to increase the number of IP-knowledgeable people in universities. In 2018, IPOPHL was able to receive 1,425 patent applications (inventions, utility models and industrial designs) from ITSO members.

### FDA approval for micro-entrepreneurs streamlined by DTI, DOH

DTI collaborated with the Department of Health (DOH) to fast track the process for getting permits for micro entrepreneurs from the Food and Drug Administration (FDA). A Memorandum of Understanding (MOU) to launch a six-month pilot program was signed between the two agencies on December 21, 2018. The program focuses on businesses producing low-risk food products with assets not more than P3 million. FDA is set to launch an online portal to further simplify FDA applications.

The program is set to start by January 2019, where representatives from FDA will be deployed in all DTI Negosyo



Centers (NC) in the National Capital Region, to train the NC business counselors in pre-assessing applications for Licenses to Operate (LTOs). Upon passing the pre-assessment, these applications will be forwarded to the FDA, who have committed to release the LTOs in fifteen days. Under the program, the micro-businesses will also be exempted from acquiring Certificates of Product Registration (CPRs). After the pilot run, the program will be rolled out in the other regions.

### Over \$400 million export sales generated through signature events and overseas trade fairs

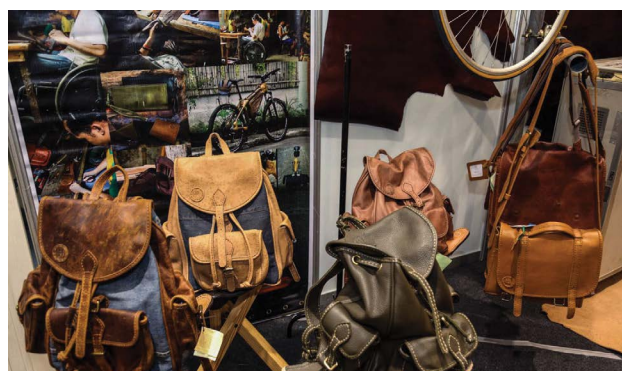
The DTI, through the Center for International Trade Expositions and Missions (CITEM), has generated a total of \$401.44 million in reported export sales for the participating SMEs through this year's Manila FAME, IFEX Philippines, and CREATE Philippines. The organization of 13 overseas trade fairs in 7 countries/markets that also contributed to the generated sales are as follows:

**Food Sector :** Winter Fancy Food Show (San Francisco, USA / 21-23 January), Gulfood (Dubai, UAE / 18-21 February), Foodex (Chiba, Japan / 6-9 March), Taipei International Food Show (Nangang, Taipei / 27-30 June), SIAL Paris (Paris, France / 21-25 October);

**Homestyle and Fashion sectors :** Ambiente (Frankfurt, Germany / 9-13 February); INDEX Dubai (Dubai, UAE / 26-29 March); Maison & Objet (Paris, France / 7-11 September); International Furniture Fair Tokyo (Tokyo, Japan / 14-16 November);

**Industrial Goods & Services sector :** Automechanika (Frankfurt, Germany / 11-15 September), Electronica (Munich, Germany / 13-16 November), and

**General Consumer Fairs :** China-ASEAN Expo (Nanning, China / 12-15 September); China International Import Expo (Shanghai, China / 5-10 November).



These export promotion events provided global exposure to 1,310 SMEs who generated business leads from global buyers totaling 19,546.

### Go Lokal stores nationwide reach 102; goes online with Shopinas and Air21



Out of the 102 Go Lokal! retail stores nationwide, 70 were established in 2018. A total of 347 MSME-suppliers were enrolled under the program with 125 companies mainstreamed as regular suppliers of the retail partners. The registered suppliers generated P78.45 million worth of sales in 2018.

The DTI signed a Memorandum of Agreement (MOA) with Shopinas and Air 21 to provide an e-commerce platform for Go Lokal! products. A Go Lokal! microsite will be accessible through the Shopinas website. Items purchased on this platform will be delivered through Air 21. Go Lokal! accredited stores will also be featured on the main website, bearing a badge for identification.

The first Pop-Up store enabled with a QR (quick response) code, powered by PayMaya, was launched on February 12, 2018, generating a total sale of P20,078. The Go Lokal! Pop-Up store accepted mobile cashless transactions through PayMaya QR, which provided a seamless payment via QR code technology. A total of 58 MSMEs were featured during the event. With this success, the Go Lokal! team will also work on outfitting the Concept Store at DTI with QR code technology.





In November 2018, GoLokal brought 29 world-class Philippine social enterprises to Japan, providing them access to the Japanese market. Events were held at the Good Design branches in Marunochi and Noharu. The Department plans to engage with another overseas outlet in New York in 2019, to create more opportunities for Philippine MSMEs to reach the global market.

### Over P191M sales generated from National Trade Fairs

FAIR	NO. OF EXHIBITORS	NO. OF VISITORS	CASH AND BOOKED SALES (PHP)	TOTAL SALES
NFF	232	65,943	53.33 M	63.95 M
NACF-1	218	30,169	24.60 M	35.70 M
NTF	250	37,764	57.43 M	63.52 M
NACF-2	160	27,000	23.49 M	28.73 M
<b>Total</b>	<b>960</b>	<b>160,876</b>	<b>158.85 M</b>	<b>191.9 M</b>

DTI organized and conducted the National Food Fair, National Trade Fair, and two National Arts and Crafts Fairs featuring 960 MSMEs from all regions. The trade fairs attracted 160,876 visitors and generated P191.9 million in total sales.

### Over 1,000 PH MSMEs join APEC MSME Marketplace

The Asia-Pacific Economic Cooperation (APEC) MSME Marketplace ([www.apecmsmemarketplace.com](http://www.apecmsmemarketplace.com)) is a cross-border business-to-business (B2) platform, which highlights MSME products and trade facilitation services in the APEC region. The Marketplace now caters to 11,750 registered users, of which 1,378 are Philippine MSMEs.

### Over 5,200 products developed; 12 OTOP Hubs established

The DTI Regional Offices conducted an Assessment, Consultation and Triage (ACT) session in each province, to evaluate, re-assess and classify existing and potential OTOP Next Gen products. A total of 7,151 MSMEs were assisted, exceeding the annual target of 6,102. Meanwhile, 5,211 products were leveled up through the program by providing intensive product development, packaging and labeling, branding, and improved designs. Total sales generated reached P1.1 billion when they were showcased in trade fairs and marketing initiatives. As of December 31, 2018, 12 OTOP Philippines Hubs (OTOP.PH) were established, and 5 were soft-launched as market access platforms for MSMEs.



**OTOP**  
PHILIPPINES  
ONE TOWN, ONE PRODUCT

### MOU on Filipinovention inked, market access for MSMEs promoted



DTI and DOST signed an MOU to promote Filipino innovation, or “Filipinovation,” for entrepreneurs. Through this, One Town One Product (OTOP) and Go Lokal entrepreneurs were merged with DOST’s oneStore.PH hubs. OneStore.ph is the first government e-commerce platform (Business-to-Customer and Business-to-Business platform) dedicated to marketing high-quality Filipino products of MSMEs through the world wide web.

### Footwear industry strengthened



As of December 31, 2018, there were 2,352 Shared Service Facilities (SSF) worth P1.32 billion established nationwide. These have assisted 273,731 beneficiaries, by providing MSMEs with machines and equipment. As directed by the President, to revive and strengthen the Marikina shoe industry, the expanded SSF project for high value custom made footwear was launched. It features advanced technology and newly-acquired state-of-the-art machinery for preparing customized footwear molds that will increase the productivity of shoemakers. Also, the newly-renovated and improved Philippine Footwear Academy building, which serves as a shoemaking skills training facility in Marikina, was inaugurated.

Under the SSF project, DTI also provides machines and equipment through Fabrication Laboratories (FabLab). It aims to help grassroots communities, by allowing MSMEs to

make prototype-scale models of their products, with the help of technology. By the end of 2018, 15 FabLabs established nationwide, 12 of which are in select state universities and colleges (SUCs) and regional campuses of the Philippine Science High School System. Two are in NGOs, and one in an LGU.



### P1.8B worth of P3 Loans released nationwide; P3 to be accessible online

With the Small Business Corporation (SBCorp) as the administrator of the Pondo sa Pagbabago at Pag-asenso (P3), the DTI has released P1.8 billion worth of loans to 61,204 microenterprise borrowers nationwide. A total of P1 billion is allocated per year to fund the P3 program. This aims to assist MSMEs to grow their businesses, through low-interest loans. As of the end of 2018, there are 289 partner micro-finance institutions, in 80 provinces.

With the aim to increase the efficient disbursement of P3 funds, SBCorp partnered with CRIF Philippines, to deploy the Loan Origination System. This agreement with CRIF will make borrowing from P3 easier for micro-enterprises. Now, with the P3 scheme and fintech, borrowers can transact with any credit delivery partners (CDP). The plan is to set up CDPs within a one-hour commute from the micro-enterprise communities. Moreover, the loans will be directly released to the debit cards issued to the borrowers.

SB Corp likewise partnered with Landbank of the Philippines (LBP) to provide fast and efficient alternative payment collection services to MSMEs through the LBP’s e-Payment service, Link.BizPortal. Under the signed Memorandum of Agreement (MOA), SB Corp will avail of Landbank’s e-Payment facility under its Payment Service Provider (PSP), as part of its efforts in providing fast and efficient payment collection services for MSMEs. Conversely, Landbank, through its Link.BizPortal, will allow SB Corp clients to transact business or pay monetary obligations to SB Corp via the internet, using the e-Payment models offered by the bank.



### DTI partners with First Circle Growth to improve MSMEs' financial literacy

DTI signed a Memorandum of Understanding (MOU) with First Circle Growth Finance Corp in which both parties will provide financial education services to MSMEs assisted by the DTI Negosyo Centers throughout the country. The MOU signed on October 3, 2018 covers the following:

- co-promotion of reliable alternative sources of finance;
- cash flow management education;
- assistance with crafting policies, programs, and projects for sustainable development of MSMEs; and
- managing regulatory updates affecting the MSME sector.

### Entrepreneurial Training and Loan Assistance provided



The Comprehensive Social Benefits Program (CSBP) is in response to the President's directive to provide assistance to Armed Forces of the Philippines (AFP) soldiers who were killed in action (KIA) and wounded in action (WIA) in military operations, and to Philippine National Police (PNP) personnel who were killed in police operations (KIPO) and wounded-in-police-operations (WIPO), in due cognizance of their dedication and service to the nation. The program aims to provide immediate and long-term assistance to the affected families to help them recover from the loss or incapacitation of their heads of family or income earners, with the end goal of helping to make their lives more normal.

To further help and assist the CSBP beneficiaries, DTI, through the Regional Operations Group (ROG) and the Bureau of Small and Medium Enterprise Development (BSMED), has provided entrepreneurial training to the families of KIA/WIA and KIPO/WIPO. Some 4,952 CSBP beneficiaries were trained during the 12 capacity buildings conducted.

SBCorp has also developed an Equity Investment Program under the P3 program for KIA and WIA soldiers. It will provide a maximum local investment of P100,000 per soldier or their beneficiary, to finance start-up capital for new business or

additional capital for expansion of an existing business. A total of P22,319,500 of approved equity investment has been awarded to 288 beneficiaries.

### Over 14,800 livelihood starter kits distributed through the Livelihood Seeding Program

With the aim to restore Filipinos' sustainable livelihood in resettlement sites, and poverty and calamity-stricken areas, DTI provided start-up capital and in-kind grant assistance in the form of livelihood starter kits through the Livelihood Seeding Program. Beneficiaries of the 14,824 starter kits included micro and small entrepreneurs in Boracay, Marawi, and in the 18 resettlement sites in NCR, Bulacan, Cavite, Rizal and Region 8, as well as Mayon evacuees and rebel returnees.

### Over 1,000 Agrarian Reform Communities aided



In 2018, DTI-CARP served 1,226 Agrarian Reform Communities (ARCs), assisted 189,500 farmer beneficiaries, and 3,081 MSMEs. The initiative likewise developed 2,229 MSMEs and aims to transform the lives of Agrarian Reform Beneficiaries (ARBs) who are working as vital partners, catalysts, and contributors, to economic development.

### 2 National TNK events held nationwide; TNK seminar held in Australia

DTI held Trabaho, Negosyo, Kabuhayan events during Labor Day and Independence Day. From all the participants, 6,152 individuals were hired on-the-spot, 1,215 MSMEs were assisted, and P1.55 million of sales was generated through the trade fairs. In December 2018, a TNK entrepreneurship seminar was held at the Property Investors Alliance Office in Olympic Park, in Sydney, Australia. The seminar aimed to generate jobs and promote entrepreneurship among overseas Filipinos.

# Konsyumer

Ensuring reasonable prices, safe consumer products, and efficient redress mechanisms

“

*The Department of Trade and Industry (DTI) has been really intensifying the efforts in ensuring that prices are within the suggested retail price. And whenever we talk about suggested retail prices, please note that this covers basically the basic necessities and prime commodities.*

”





*Launching of Consumer Care*

### 70% Consumer Awareness recorded in 2018

According to the Ulat ng Bayan survey conducted by Pulse Asia, 70% of consumers are aware of laws protecting their rights. Awareness was highest in NCR and Visayas (71%), followed by Luzon (70%), and Mindanao (69%). Furthermore, 7 out of 10 Filipinos agree that safe and high-quality products and services can be bought in the country.

### ConsumerCare Established

Intensifying its consumer education efforts, DTI established Consumer Care to widen the access of the general public to consumer-related information and avenues for redress, enabling them to become wise, vigilant, and empowered consumers. Under the umbrella of Consumer Care are three programs: Consumer Corner, 1-384 (1-DTI) Consumer Hotline, and Consumer Care Email.

Consumer Corner is an information desk that is strategically located inside retail stores where consumers can gain access to consumer-related information materials. This partnership project with business establishments aims to increase the awareness of consumers regarding their rights, responsibilities, and protection, under the law.

The 1-384 (1-DTI) Consumer Hotline and ConsumerCare@dti.gov.ph serve as the Department's dedicated telephone hotline and email address. For the meantime, 1-384 is available free-of-charge and at no cost to all Globe mobile and landline subscribers nationwide, and PLDT landline subscribers only in NCR. The DTI is working closely with telecommunications providers to eventually enable consumers to contact the hotline regardless of the network that they are subscribed to. This removes the "run-around" for consumers. All a consumer needs to know are one telephone number and one email address, to reach out to the DTI with their concerns.

*The **1-384 (1-DTI) Consumer Hotline** and **ConsumerCare@dti.gov.ph** serve as the Department's dedicated telephone hotline and email address.*





### DTI ensures consumer protection amid inflation

To address food inflation, DTI, with the National Food Authority (NFA), Philippine National Police (PNP), National Bureau of Investigation (NBI), and farmer groups, have monitored rice supply from ports to NFA warehouses and retail outlets. DTI likewise assisted DA in the monitoring and setting of suggested retail prices (SRP) of agricultural products.

The Department continuously monitors prices in supermarkets and grocery stores, to ensure that basic goods and commodities are sold at or below the SRP. DTI expanded the SRP list from 161 Shelf Keeping Units (SKUs) to 241 SKUs.

Fair Trade Enforcement Bureau intensified their price and supply monitoring of basic necessities and prime commodities (BNPCs), with an average of 511 firms per month monitored,

of which only 255 firms were noticed to have prices above the SRP. Meanwhile, some 16,000 firms were also monitored for Fair Trade Law compliance. A total of 177,500 allegedly violating products, amounting to P31.525 million, were confiscated. 529 violating firms were penalized.

### DTI to protect public from Multi-Level Marketing scams

DTI collaborated with the Direct Selling Association of the Philippines (DSAP) to guard against multi-level marketing (MLM) frauds. Through the signed MOA, MLM companies are compelled to get accreditation from DTI and to educate the public on legitimate MLMs. Direct selling and multi-level marketing will be promoted as a business opportunity for aspiring entrepreneurs in Negosyo Centers.

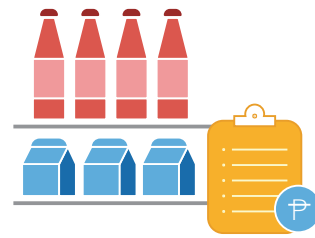




## Affordable products made accessible to consumer

DTI launched the Producer-to-Consumers (P2C) and Tulong sa Bayan/Market on Wheels Programs wherein middlemen are eliminated, so that producers and manufacturers can directly sell basic and prime goods at very affordable prices, generating a total of P16.2M cumulative sales.

In addition, DTI established the Presyong Risonable Dapat (PRD) program with DA, NFA, and participating retailers, to bring in quality rice at retail points at P38.00 and below. The program allows retailers and importers with direct access to retail outlets to import rice and sell it directly to the retail stores, eliminating the layers of traders in between. DTI made commercial well-milled rice available in all 230 SM Supermarket, Hypermarket, and Savemore branches in the Greater Manila Area and North Luzon, and 163 Robinsons Supermarket and 83 Puregold branches in Metro Manila and Luzon.



## Price Freeze implemented in Albay

The DTI imposed a price freeze on basic commodities across the whole Province of Albay due to the continuous lava flow from the Mayon Volcano. The Albay Province has been declared to be under a state calamity by the Provincial Council of Albay through Resolution No. 670-2018. DTI closely monitored prices, and issued a Memorandum Circular reminding all wetmarkets, supermarkets, groceries, bakeries, and water refilling stations to comply with the provision of the Price Act. Appropriate penalties shall be charged upon violation of the law.



### Over 800 PS applications issued & almost 14,000 ICC applications approved; New ICC stickers presented

To ensure that products are safe and of high quality, DTI issued Philippine Standard (PS) and Import Commodity Clearance (ICC) marks to products that comply with the Philippine National Standards (PNS).

In 2018, DTI processed 890 applications for PS Certification Marks, with a processing rate of 81.35%, higher than the 71% rate of 2017. A total of 14,385 applications for ICC Certification Marks were also processed, of which 3,941 were issued ICC certificates, while 6,741 were issued Certificates of Exemption. The processing rate is 87.88%.

Meanwhile, a forum was held to present the new ICC stickers to importers and other BPS stakeholders. The highlight of the forum was the security feature of the ICC stickers, wherein the stickers are now equipped with a QR code to enable DTI and its stakeholders to improve the DTI-BPS' monitoring, registration, and verification system of certified products. It also provides a better feedback mechanism from the public. The QR code system is currently under development and will be available for smartphone download soon.

### ISO on Consumer Product Recall adopted

DTI-BPS, the national standards body of the country, adopted the International Standard on consumer product recall. ISO 10393:2018 provides practical guidance to suppliers regarding consumer product recalls and other corrective actions, once products have left a production facility. This will enable suppliers to create, execute, and enhance a product recall program, to lessen risks due to unsafe products in the market.



A public forum on the consumer product recall standards was conducted on October 22, 2018, to discuss consumer-related issues, and help relevant government authorities develop and enhance effective consumer policies. It highlighted that PNS/ISO 10393:2018 provides uniform procedures, maintains brand credibility in case of product safety issues, and improves international relations among trading countries.

### Business and consumers participate in the global celebration of standards



DTI successfully celebrated the 44<sup>th</sup> National Standards Week (NSW), with the theme “International Standards and the Fourth Industrial Revolution”, to strengthen the awareness of the importance and relevance of standards in their daily lives. It focused on the role of standards in emerging technologies, and how connectivity of people and things will impact the way we produce, trade and communicate. One of the activities was the Enhanced Standards Blitz/Orientation on Standards and Standardization, which is based on the Philippine National Standards (PNS). Secondary public schools were visited, to raise the awareness of students and teachers about product safety.

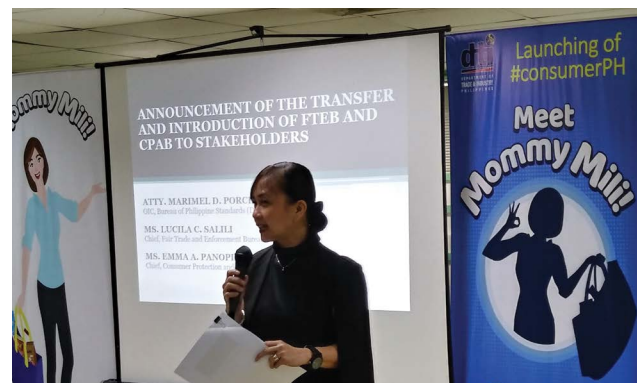
The celebration likewise included the 8<sup>th</sup> Standards Essay Writing and Poster Making Contest Starting, where 23 students from the districts of Caloocan, Las Piñas, Makati, Malabon, Mandaluyong, Manila, Marikina, Navotas, Parañaque, Pasay, Pasig, San Juan, Taguig-Pateros and Valenzuela competed. In addition to the contests, DTI also held a broadcasting





seminar, facilitated by DZMM. There was also a certified products market, featuring certified products with Philippine Standard (PS) and Import Commodity Clearance (ICC) marks. The three-day certified products market served to remind the general public about the importance of checking the PS and ICC marks prior to their purchase of products. A total of sixteen exhibitors offered products such as motorcycle helmets, home appliances, electrical wiring devices, Christmas lights, monobloc chairs. They also sold basic necessities products, while prime commodities were sold at discounted rates.

Meanwhile, to recognize the commitment and dedication of standards professionals in standards development, DTI conducted the BPS Technical Committee Forum on October 12, 2018. Over 300 standards professionals attended the forum. Among the relevant topics discussed were the Philippine Development Plan of 2017-2022; Ambisyon Natin 2040; Data Privacy and Protection; Cyber Security and Information and Communications Technology to the Fourth Industrial Revolution; application of Robotics Process and Automation & Artificial Intelligence; “The Application: Internet of Things and EMC”; and presentations on the International Electrotechnical Commission- National Committee of the Philippines (IEC-NCP) and the IEC Young Professional Program. Future plans and roles of DTI and its stakeholders in achieving the Fourth Industrial Revolution were also discussed in the event.



### DTI Conducts PETC Stakeholders Forum

On September 27, 2018, DTI conducted a PETC Owners and Stakeholders Forum, to formally announce the change in the structure of DTI's Private Emission Testing Center (PETC) Accreditation Scheme. With the enactment of the Department Administrative Order (DAO) 18-05, Series of 2018, the implementation of the scheme will now be handled by the Fair Trade Enforcement Bureau (FTEB), while the management thereof will be administered by the Consumer Protection Advocacy Bureau (CPAB). All applications for accreditation of PETCs in the National Capital Region (NCR) must be submitted to the Fair Trade Enforcement Bureau - Business Licensing and Accreditation Division (FTEB-BLAD).

# Mabuting Pamamahala

Promoting good governance for efficient delivery of services.

“

*Our people deserve an efficient, effective, and  
responsive government service.*

”







### DTI recognized for its collaboration efforts with the Office of the Cabinet Secretary

On September 14, 2018, DTI was awarded the Certificate of Collaboration by the Office of the Cabinet Secretary. This certifies the agency's compliance with the requirements for the implementation and operation of the 8888 Citizens' Complaints Hotline. The 8888 Citizens' Complaints Hotline enables citizens to report their complaints and grievances on acts of red tape as defined under RA No. 9485 and other relevant laws. Other complaints such as acts of corruption of any national government agency, government-owned or controlled corporation, government financial institution, and other instruments of the government can likewise be reported through this platform. A majority of the complaints forwarded to DTI were consumer-related, such as implementation of Suggested Retail Prices (SRPs) and sales promotions in various establishments.

### DTI Academy Launched

DTI officials and employees are now provided with learning and development opportunities where they may enhance targeted knowledge, skills, and behavior through a strategic competency-building program called the DTI Academy.

DTI Academy's Project Dalubhasa offers various curricula: Business Development, Consumer Protection, and Trade and Investment. All areas are anchored on 17 foundational programs that target conceptual, interpersonal, and technical competencies. Both Business Development and Consumer Protection programs are ladderized up to Level 3, wherein learners need to complete foundational and Level 1 programs before they proceed to Level 2 programs where they choose their area of specialization, then Level 3 programs for courses that are more advanced, and completion of a capstone course. The Trade and Investment program has one level under the International Trade Law course, before learners proceed to the Trade Negotiation course, which has two levels.





### Data catalogue for DTI database formulated

The Knowledge Connect Project was established in 2017, to serve as a centralized repository of data and information of clients and stakeholders of the Department across the various programs and projects. The first phase involved the gathering of information from the various Bureaus and Offices of DTI-OSEC. In 2018, after the completion of collection of data, data encoding, consolidation and data analysis, baseline data was established and data sets for the development of the client's information database were harmonized. The database is envisioned to establish a platform where data from different programs and databases can be linked, and generate reports that are relevant to the management.

The Knowledge Connect Data Catalogue was formulated. The data collected from the Central and Regional Offices were collated and consolidated into 27 Masterlists. The data catalogue is divided into two parts: common data fields and

program-specific data fields. The former prescribed the use of the same data fields across all programs and services while the latter adopts the data fields from the form of the programs, or as indicated by their respective program owners. Also, the data catalogue was further developed, to create the Master Data Management (MDM) Application Program Interface (API). This reference document will guide Bureaus/Offices in developing their own database system and eventually linking to the Central Data Warehouse. The policy guidelines prescribing the adoption of the Data Catalogue across all programs and services was signed on December 28, 2018. Moving forward, Knowledge Connect hopes to align and standardize data fields, to enable process owners to generate meaningful reports across projects and the personnel involved.

### Audit of DTI projects increased by 10%

In 2018, DTI's Internal Audit Service audited 2,014 Funded SSF Projects, Negosyo Centers and Procurements, among others. With all the site validation conducted, 98 Shared Service Facility Projects with a total cost of P101, 034,785.65 were reviewed and validated. In terms of Negosyo Center, 29 centers were visited in Regions 2, 10, 4A and CARAGA. At the Central Office level, operations as well as administrative matters were audited in BPS, HRAS, FTSC and FTEB. There was a 10% increase in projects audited from the previous year. Overall, audits were expanded to ten systems of the Agency, which is expected to enhance the adequacy of internal audits, as part of the internal control system.







## TRABAHO NEGOSYO KABUHAYAN KONSYUMER

### Public to be more informed on DTI programs through TNKK on RadyoSingko

Starting June 2018, Trabaho Negosyo Kabuhayan Konsyumer aired over Radyo5 92.3 FM every third Thursday of the month from 10:00 to 11:00 in the morning through the support of DTI's Planning and Management Service and the Public Relations Unit. The program serves as the agency's platform in reaching a wider audience nationwide to inform and educate them on our projects and programs that could help generate employment, develop MSME and receive thousands of FB messages and calls from listeners mostly on queries related to the topics discussed, reports and complaints, and appreciations of the program.

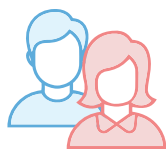


### Collaboration in DTI reinforced by Office365; 99.2% enabled users are active

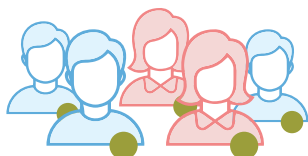
DTI started using cloud technology in 2013, through the Microsoft Office 365 productivity software. Available applications through the platform include Yammer, SharePoint, OneDrive, Teams, and many more. These applications can help DTI officials and employees connect and collaborate efficiently, as files can be stored in one place, content can be shared and managed, and meeting and event times can be scheduled and shared.

In 2018, there were **2,908 enabled users**, of which **2,884 were active**. The user adoption rate for Office 365 in DTI is at **99.2%**.

**2,908**  
Enabled users



**2,884**  
Active users



**User adoption  
rate for  
Office 365**

**99.2%**

### 94% opinions, 90% contracts and agreements issued

The DTI's Legal Service released 692 written opinions, contracts and agreements, from 797 requests for review. This represents an accomplishment rate of 94%, exceeding the 90% target for issuance of opinions while maintaining the 90% target rating for contracts and agreements. As regards to decisions and resolutions in appealed cases, the 100% target of a zero backlog of 2016 cases was achieved and 361 decisions and 17 Appeal orders were accomplished. A total of 178 endorsements to the Office of the Solicitor General (OSG) were completed before the prescribed deadline.

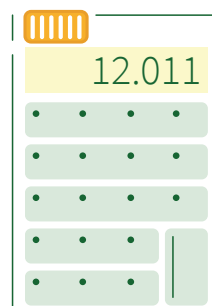
### Carbon Footprint Calculator formulated

DTI and the Global Green Growth Institute (GGGI) conducted an Inter-Agency roundtable consultation in April, to inform the methodologies and assumptions for the development of a DTI Carbon Footprint Calculator. Attended by

representatives from the Climate Change Commission, Department of Environment and Natural Resources – Climate Change Division, Department of Energy, Department of Transportation, Manila Electric Company (MERALCO), National Center for Transport Studies and the Philippine Statistics Authority, the agencies noted the relevance and timeliness of the endeavor, and underscored its potential to harmonize existing greenhouse gas (GHG) measurement efforts by other government agencies.

The Carbon Footprint Calculator is being developed to help DTI measure its greenhouse gas (GHG) emissions, and promote internal policies to adopt more efficient and sustainable work practices. The tool will collect and analyze GHG emissions data of concerned DTI Units in the key areas of energy, transportation and waste, among others.

It is supportive of efforts to mainstream green growth in the DTI planning process, which allows DTI to objectively contribute to Government's commitment to low-carbon, climate-resilient development. Eventually, DTI and GGGI intend to develop an MSME Carbon Footprint Calculator to help micro, small, and medium enterprises check their GHG emissions and influence the adoption of green business practices towards a greener development path.



**It will collect and analyze GHG  
(greenhouse gas) emissions data of  
concerned DTI units**





### DTI pushes for inclusion of Persons with Disabilities (PWD) in its programs

To ensure that the DTI programs and services are responsive to the needs of PWDs, the formulation of the DTI Manual for Inclusive Governance was initiated. The draft Manual, which is a result of a workshop conducted with PWD Focal Persons from DTI bureaus, attached agencies, and regional and provincial offices, is envisioned to guide DTI offices in planning, implementation and monitoring of programs and services intended for PWD clients. DTI, through the Resource Generation and Management Service (RGMS), has also actively participated in various interagency committees and national events promoting the rights of persons with disabilities. It also provided significant contributions in the preparation of country reports such as the UNCRPD Philippine Compliance Report and UNESCAP Incheon Strategy Survey, among others.

### DTI to be ISO 9001:2015 certified

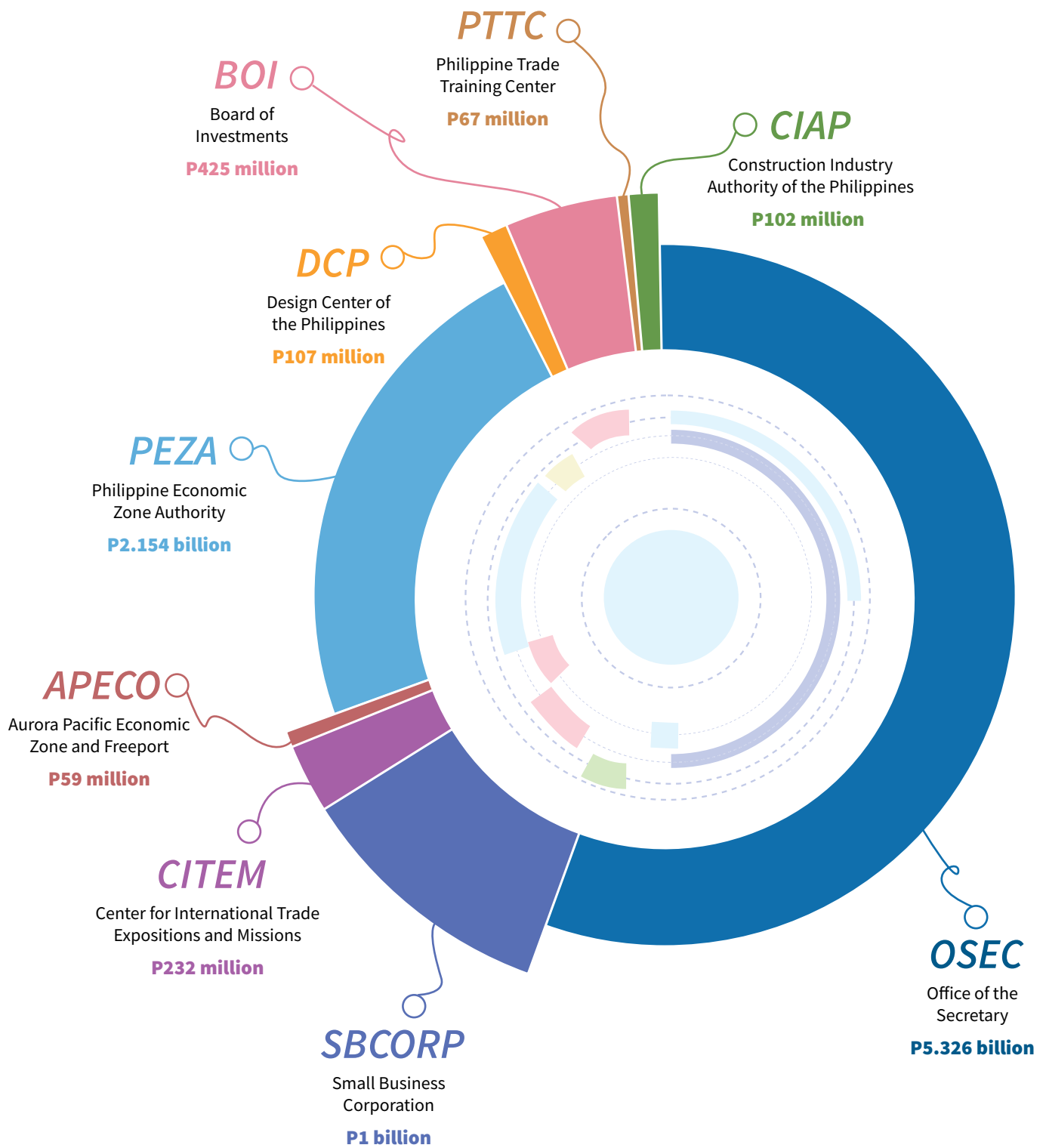
DTI set its sights towards a single ISO 9001:2015-certified quality management system. Prior to this project, ISO certification was per office and under the previous version of the standard. With the ISO 9001:2015 version's focus on risk management and customer satisfaction, the Department revisited its processes and determined its readiness for certification.

Through workshops conducted from January to November 2018, the Department harmonized processes and forms and developed documented information. Twelve key services were identified and served as focus for the project. Procedures supporting these key services, such as finance, human resources, planning, communications and infrastructure, were likewise covered. An online portal was created to host the QMS documents, procedures, and forms.

With the present move to a single ISO 9001:2015 Quality Management System, the public can expect the Department to continue improving its “Serbisyon Higit Pa Sa Inaasahan.”



# DTI Budget 2018



# Status of Funds

DTI-OSEC  
as of December 31, 2018

Particulars	Available Appropriations	Allotment Release		Obligations		Disbursements		
	Amount	Amount	% To Available Appropriations	Amount	% To Available Allotment	Amount	% To Available Allotment	% To Available Obligations
<b>Current Year</b>	<b>5,325,980</b>	<b>6,647,706</b>	<b>125%</b>	<b>5,598,812</b>	<b>84%</b>	<b>4,513,370</b>	<b>68%</b>	<b>81%</b>
PS	1,635,622	1,845,946	113%	1,385,869	99%	1,733,198	94%	94%
MOOE	2,605,968	3,483,970	134%	2,754,887	79%	2,297,199	66%	83%
FinEX	1,200	1,200	100%	1,200	100%	1,200	100%	100%
CO	1,083,190	1,316,590	122%	1,006,856	76%	481,773	37%	48%
<b>Accounts Payable</b>	<b>-</b>	<b>-</b>		<b>-</b>		<b>501,591</b>		
MOOE						71,272		
FinEx						318,679		
CO						111,640		
<b>TOTAL:</b>	<b>5,325,980</b>	<b>6,647,706</b>	<b>125%</b>	<b>5,598,812</b>	<b>84%</b>	<b>5,014,961</b>	<b>75%</b>	<b>90%</b>

Notes:

- (1) Data on appropriation and allotment releases shall be provided by DBM
- (2) Data on reimbursements shall refer to agencies actual utilization of Cash Disbursement Authorities (inclusive of Outstanding Checks)
- (3) Current Year Allotment includes:
  - Agency Specific Budgets
  - Charges vs SPFs
  - Automatic Appropriation (RLIP and SAGF)

Prepared by:

  
Wilma L. Macatag  
Chief, Budget Division

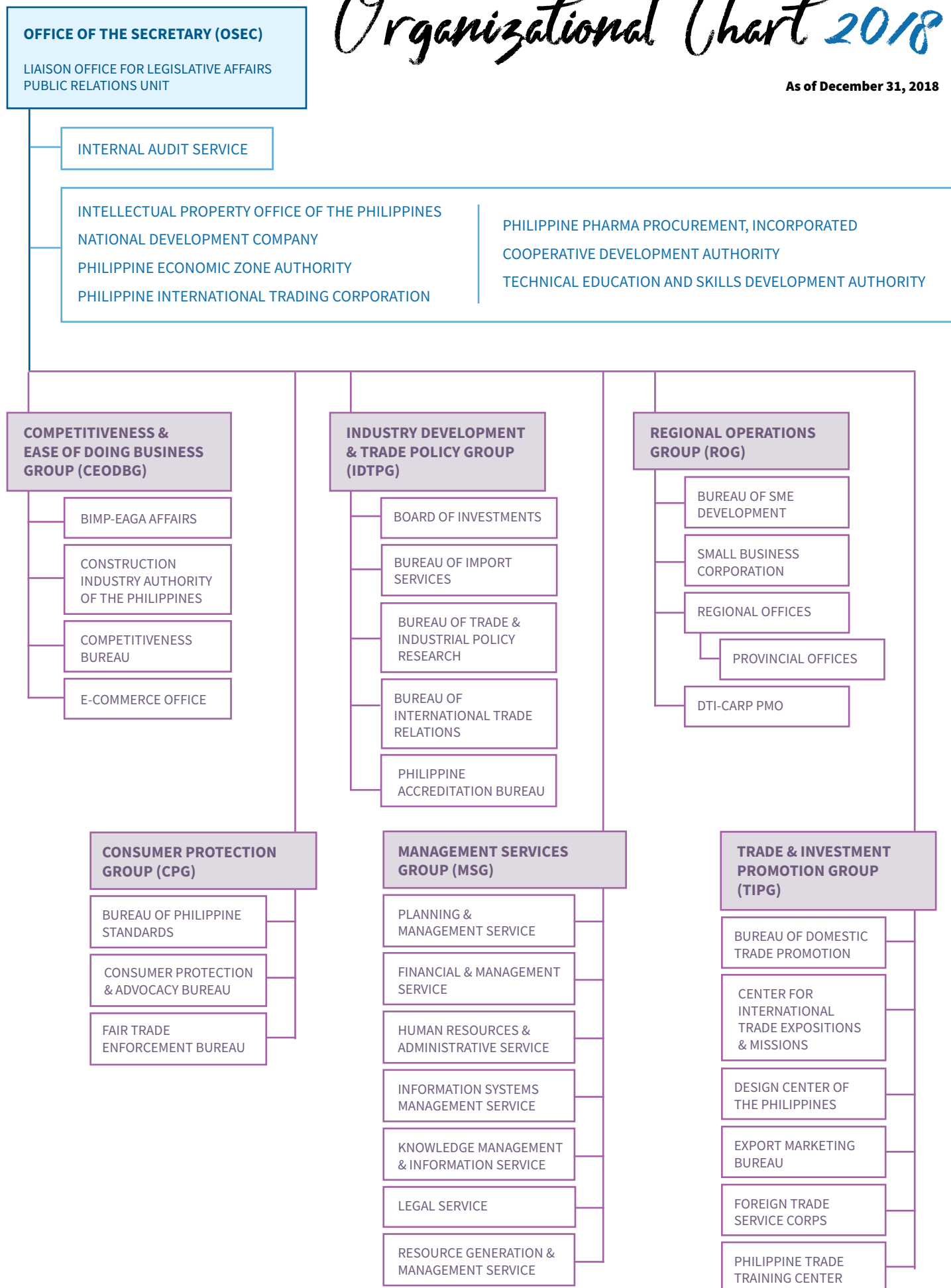
  
Crisologo R. Rigunay, Jr.  
Officer-in-Charge, Accounting Division

Certified Correct:

  
Maria Asuncion H. Cruzada  
Director, Finance Service

# Organizational Chart 2018

As of December 31, 2018





# DTI Key Officials

As of December 31, 2018

Ramon M. Lopez  
Secretary



## Undersecretaries



**Zenaida C. Maglaya**  
REGIONAL OPERATIONS GROUP  
(ROG)



**Nora K. Terrado**  
TRADE AND INVESTMENT  
PROMOTION GROUP (TIPG)



**Ceferino S. Rodolfo**  
INDUSTRY DEVELOPMENT &  
TRADE POLICY GROUP (IDTPG)



**Atty. Ruth B. Castelo**  
CONSUMER PROTECTION GROUP  
(CPG)



**Ireneo V. Vizmonte**  
MANAGEMENT SERVICES  
GROUP (MSG)



**Atty. Rowel S. Barba**  
COMPETITIVENESS AND EASE  
OF DOING BUSINESS GROUP  
(CEODBG)



**Abdulgani M. Macatoman**  
SPECIAL CONCERNS (SC)

## Assistant Secretaries



**Anna Maria  
Rosario D.  
Robeniol**  
INDUSTRY DEVELOPMENT  
& TRADE POLICY GROUP  
(IDTPG)

**Atty. Allan B.  
Gepty**  
INDUSTRY DEVELOPMENT  
& TRADE POLICY GROUP  
(IDTPG)

**Blesila A.  
Lantayona**  
REGIONAL OPERATIONS  
GROUP (ROG)

**Mary Jean T.  
Pacheco**  
COMPETITIVENESS  
AND EASE OF DOING  
BUSINESS GROUP  
(CEODBG); SUPERVISING  
COMPETITIVENESS BUREAU  
(CB)

**Rafaelita M. Aldaba**  
INDUSTRY DEVELOPMENT  
& TRADE POLICY GROUP  
(IDTPG)

## Office of the Secretary



**Josephine R. Santiago**  
DIRECTOR GENERAL  
INTELLECTUAL PROPERTY OFFICE  
OF THE PHILIPPINES (IPOPHL)

**Ma. Lourdes F. Rebueno**  
GENERAL MANAGER  
NATIONAL DEVELOPMENT  
COMPANY (NDC)

**Charito B. Plaza**  
DIRECTOR GENERAL  
PHILIPPINE ECONOMIC ZONE  
AUTHORITY (PEZA)

**Dave M. Almarinez**  
PRESIDENT & CEO  
PHILIPPINE INTERNATIONAL  
TRADING CORPORATION (PITC)

## Consumer Protection Group (CPG)



**James E. Empeño**  
DIRECTOR  
BUREAU OF PHILIPPINE  
STANDARDS (BPS)

**Ronnel A. Abrenica**  
DIRECTOR  
CONSUMER PROTECTION AND  
ADVOCACY BUREAU (CPAB)



**Demphna Du-Naga**

REGIONAL OPERATIONS  
GROUP (ROG)



**Ameenah A. Fajardo**

SPECIAL CONCERNS (SC)



**Rosario Virginia C. Gaetos**

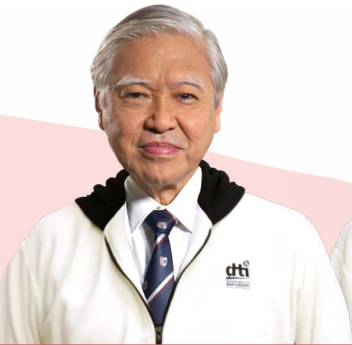
TRADE AND INVESTMENT  
PROMOTION GROUP  
(TIPG)



**Angelo B. Taningco**

OFFICE OF THE SECRETARY

## Competitiveness and Ease of Doing Business Group (CEODBG)



**Jose A. Capistrano Jr.**

PRESIDENT & CEO  
PHILIPPINE PHARMA  
PROCUREMENT  
INCORPORATED (PPPI)



**Edgar C. Herrera**

DIRECTOR  
INTERNAL AUDIT  
SERVICE (IAS)



**Ramon A. Abiera**

EXECUTIVE DIRECTOR  
CONSTRUCTION INDUSTRY  
AUTHORITY OF THE  
PHILIPPINES (CIAP)



**Mary Lou A. Gesilva**

ASSISTANT DIRECTOR  
COMPETITIVENESS BUREAU (CB)



**Domingo R. Tolentino**

DIRECTOR  
FAIR TRADE ENFORCEMENT  
BUREAU (FTEB)



**Atty. Marimel D. Porciuncula**

ASSISTANT DIRECTOR  
BUREAU OF PHILIPPINE  
STANDARDS (BPS)



**Lilian G. Salonga**

ASSISTANT DIRECTOR  
CONSUMER PROTECTION AND  
ADVOCACY BUREAU (CPAB)



**Ferdinand L. Manfoste**

ASSISTANT DIRECTOR  
FAIR TRADE ENFORCEMENT  
BUREAU (FTEB)



## Industry Development and Trade Policy Group (IDTPG)



### **Atty. Luis M. Catibayan**

DIRECTOR  
BUREAU OF IMPORT  
SERVICES (BIS);  
OFFICER-IN-CHARGE  
STRATEGIC TRADE  
MANAGEMENT OFFICE (STMO)

### **Ma. Lourdes A. Yaptinchay**

DIRECTOR  
BUREAU OF TRADE & INDUSTRIAL  
POLICY RESEARCH (BTIPR)

### **Atty. Ann Claire C. Cabochan**

DIRECTOR  
BUREAU OF INTERNATIONAL  
TRADE RELATIONS (BITR)

### **Ernani M. Dionisio**

DIRECTOR AND  
OFFICER-IN-CHARGE  
PHILIPPINE ACCREDITATION  
BUREAU (PAB)

## Management Services Group (MSG)



### **Joel R. Cruz**

DIRECTOR  
HUMAN RESOURCE  
AND ADMINISTRATIVE  
SERVICE (HRAS)

### **Laudemer G. Solidum**

DIRECTOR  
INFORMATION SYSTEMS  
MANAGEMENT SERVICE (ISMS)

## Trade Promotions Group (TPG)



### **Senen M. Perlada**

DIRECTOR  
EXPORT MARKETING  
BUREAU (EMB)

### **Emmanuel W. Ang**

EXECUTIVE DIRECTOR  
FOREIGN TRADE  
SERVICE CORPS (FTSC)

### **Marievic M. Bonoan**

ASSISTANT DIRECTOR  
BUREAU OF DOMESTIC  
TRADE PROMOTION  
(BDTP)

### **Anthony B. Rivera**

ASSISTANT DIRECTOR  
EXPORT MARKETING  
BUREAU (EMB)

### **Agnes Perpetua R. Legaspi**

ASSISTANT DIRECTOR  
EXPORT MARKETING  
BUREAU (EMB)




**Abigail R. Zurita**

ASSISTANT DIRECTOR  
BUREAU OF TRADE &  
INDUSTRIAL POLICY  
RESEARCH (BTIPR)

**Angelo Salvador  
M. Benedictos**

ASSISTANT DIRECTOR  
BUREAU OF  
INTERNATIONAL TRADE  
RELATIONS (BITR)

**Felicitas A. Reyes**

EXECUTIVE DIRECTOR  
BOARD OF INVESTMENTS  
(BOI)

**Raul V. Angeles**

EXECUTIVE DIRECTOR  
BOARD OF INVESTMENTS  
(BOI)

**Ma. Corazon H.  
Dichosa**

EXECUTIVE DIRECTOR  
BOARD OF INVESTMENTS  
(BOI)


**Patricia May M. Abejo**

DIRECTOR  
KNOWLEDGE MANAGEMENT  
AND INFORMATION SERVICE  
(KMIS)

**Atty. Joan Karen A.  
Riola**

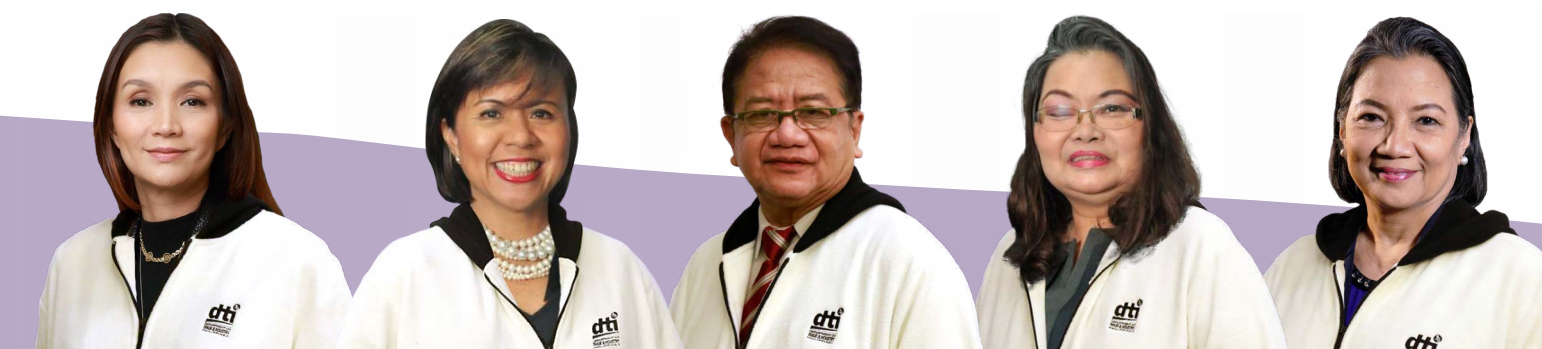
DIRECTOR  
LEGAL SERVICE (LS)

**Engr. Robert Alvin  
T. Arceo**

OFFICER-IN-CHARGE  
PLANNING AND MANAGEMENT  
SERVICE (PMS)

**Lydia R. Guevarra**

DIRECTOR  
RESOURCE GENERATION AND  
MANAGEMENT SERVICE (RGMS);  
FINANCIAL & MANAGEMENT  
SERVICE


**Pauline  
Suaco-Juan**

EXECUTIVE DIRECTOR  
CENTER FOR  
INTERNATIONAL TRADE  
EXPOSITIONS &  
MISSIONS (CITEM)

**Maria Rita O.  
Matute**

EXECUTIVE DIRECTOR  
DESIGN CENTER OF  
THE PHILIPPINES  
(DCP)

**Nestor P.  
Palabyab**

EXECUTIVE DIRECTOR  
PHILIPPINE TRADE  
TRAINING CENTER  
(PTTC)

**Ma. Lourdes D.  
Mediran**

DEPUTY EXECUTIVE  
DIRECTOR  
CENTER FOR  
INTERNATIONAL TRADE  
EXPOSITIONS &  
MISSIONS (CITEM)

**Elizabeth M.  
Manuel**

DEPUTY EXECUTIVE  
DIRECTOR  
PHILIPPINE TRADE  
TRAINING CENTER  
(PTTC)

# Regional Operations Group (ROG)



**Emma C. Asusano**  
CHIEF-OF-STAFF  
REGIONAL OPERATIONS  
GROUP (ROG)



**Jerry T. Clavesillas**  
DIRECTOR  
BUREAU OF SMALL &  
MEDIUM ENTERPRISE  
DEVELOPMENT (BSMED)



**Alicia M. Opeña**  
ASSISTANT DIRECTOR  
BUREAU OF SMALL &  
MEDIUM ENTERPRISE  
DEVELOPMENT (BSMED)



**Myrna P. Pablo**  
REGIONAL DIRECTOR  
CORDILLERA  
ADMINISTRATIVE REGION  
(CAR)



**Joel B. Valera**  
REGIONAL DIRECTOR  
REGION 4-B - MIMAROPA;  
CONCURRENT PROGRAM  
MANAGER  
DTI-CARP



**Jocelyn LB. Blanco**  
REGIONAL DIRECTOR  
REGION 5 - BICOL REGION



**Rebecca M. Rascon**  
REGIONAL DIRECTOR  
REGION 6 - WESTERN  
VISAYAS



**Asteria C. Caberte**  
REGIONAL DIRECTOR  
REGION 7 - CENTRAL VISAYAS



**Dorecita T. Delima**  
REGIONAL DIRECTOR  
REGION 12 - SOCCSKSARGEN



**Brielgo O. Pagaran**  
REGIONAL DIRECTOR  
CARAGA



**Anacleto C. Blanco Jr.**  
REGIONAL DIRECTOR  
NATIONAL CAPITAL REGION  
OFFICE (NCRO)



**Grace F. Baluyan**  
OIC-ASSISTANT REGIONAL  
DIRECTOR  
CORDILLERA ADMINISTRATIVE  
REGION (CAR)





**Florante O. Leal**  
REGIONAL DIRECTOR  
REGION 1 - ILOCOS REGION



**Ruben B. Diciano**  
OIC-REGIONAL DIRECTOR  
REGION 2 - CAGAYAN VALLEY  
REGION



**Judith P. Angeles**  
REGIONAL DIRECTOR  
REGION 3 - CENTRAL LUZON



**Marilou Q. Toledo**  
REGIONAL DIRECTOR  
REGION 4-A CALABARZON



**Cynthia R. Nierras**  
REGIONAL DIRECTOR  
REGION 8 - EASTERN VISAYAS



**Sitti Amina M. Jain**  
REGIONAL DIRECTOR  
REGION 9 - ZAMBOANGA  
PENINSULA



**Linda O. Boniao**  
REGIONAL DIRECTOR  
REGION 10 - NORTHERN  
MINDANAO



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