



# MOVING **FORWARD**

Annual Report 2019





VISION

MISSION

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

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

CORE VALUES

PASSION

CREATIVITY

INTEGRITY

COMPETENCE

SYNERGY

LOVE OF COUNTRY

TABLE OF

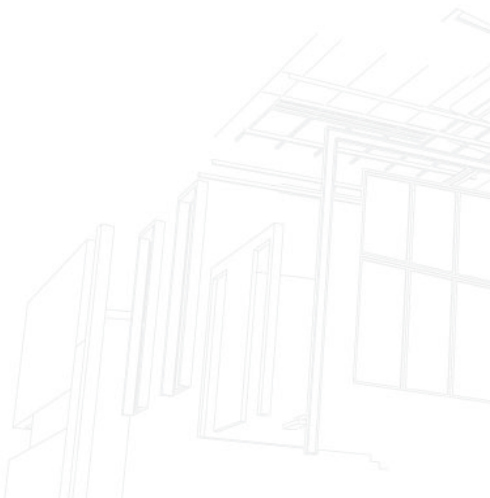
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ABOUT THE

COVER➤

Advancing our agenda on Trabaho, Negosyo, and Konsyumer, the Department of Trade and Industry innovates its programs and projects in response to the evolving needs of its stakeholders. Looking back and moving forward, the DTI propels job generation, competitiveness and ease of doing business, the development of micro, small, and medium enterprises, and the protection of the consuming public. In 2019, the DTI reflected this in a simplified logo, a clear and bold statement that signifies the initiative to take proactive measures and precise approaches which impact both businesses and consumers. With a neat typeface that connotes stability, the connected letters stand for synergy with government and private sectors to build a sturdier nation, forward to growth and prosperity.

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# MESSAGE OF THE SECRETARY



**Looking back  
is essential  
to reflect, learn,  
and grow; however,  
we must continue  
moving forward.**

”

The year 2019 has been a challenging but fruitful year for the Department of Trade and Industry. As we look back, several milestones were established by the department. Foreign investors' confidence is back, MSMEs are growing, domestic industries are being backed-up, and measures to protect consumer are being strengthened further.

## Local and foreign direct investments have increased.

Investments approved by the Board of Investments (BOI) and Philippine Economic Zone Authority (PEZA) reached P1.26 trillion, a 19% increase from the 2018 record. By itself, BOI's performance of P1.14 trillion is a breakthrough in its 52 year history. Meanwhile, net foreign direct investments amounted to \$7.65 billion.

## Growing international trade.

Exports reached \$94.4 billion in 2019, a modest improvement from \$90.4 billion in 2018. This was achieved despite a very challenging global export market. Meanwhile, we have launched Free Trade Area (FTA) negotiations with South Korea. The initiative will further improve market access of our agriculture goods once we conclude the negotiations. Meanwhile, the conclusion of the Regional Comprehensive Economic Partnership (RCEP) is about to happen. This will allow our country market access to the 15 participating countries.

## Rising competitiveness.

Out of 190 economies, Philippines' rank improved from 124<sup>th</sup> in the previous year to 95<sup>th</sup> in 2019. This year, the Innovative Startup Act was enacted and its Implementing Rules and Regulations was signed. Philippine Startup Development Program will also be implemented, providing benefits and incentives for the startup community. Furthermore, we collaborated with the Department of Labor and Employment (DOLE) and the Technical Education and Skills Development Authority (TESDA) to craft an Industry 4.0 Skills Roadmap. All these additional policy initiatives are expected to boost the country's competitiveness ranking in the future.

## Vibrant MSMEs.

We assisted 347,324 micro, small, and medium enterprises (MSMEs) across the regions. To date, there are 1,110 Negosyo Centers nationwide (including BARMM). We also

launched the Negosyo Serbisyo sa Barangay to reach more MSMEs in barangays within the 4th-6th income class municipalities.

We continued to provide mentorship to more MSMEs through the Kapatid Mentor ME program. To date, we have 2,528 Shared Service Facilities (SSF), which have helped 345,609 beneficiaries. We have mainstreamed MSME products through 34 OTOP Hubs and 123 Go Lokal! retail stores all around the country.

## Well-served consumers.

We also facilitated the availability of cheap rice (Php34-37) in the 471 leading supermarkets. We also established Consumer Corner so that we can make consumer-related information and addressing complaints easier for the public.

We strengthened monitoring and enforcement, with a total of 11,800 firms monitored nationwide, confiscating over 99,000 allegedly violative products with an estimated value of Php19.35M. Out of 7,300 consumer complaints received and processed, 98.6% or 7,197 were resolved. Consumer welfare is a priority of DTI.

## Transactions made easier.

We added features in our processes to make it more convenient to users. We integrated our flagship Business Name Registration with various online payment platforms such as Gcash, PayMaya, and LinkBiz. In 2019, 637,690 business names were registered, up by 9.56% from the 582,061 recorded in 2018. Loans made through *Pondo sa Pagbabago at Pag-asenso* (P3) can now be paid through Bayad Centers. Furthermore, we implemented the Product Certification Information Management System (PCIMS) for the online processing of Philippine Standard (PS) Safety and/or Quality Certification Mark Licenses and Import Commodity Clearance (ICC). The ICC mark attached in products can now be verified through the mobile application called ICC Verification System.

Looking back is essential to reflect, learn, and grow; however, we must continue moving forward. Surely there will be challenges ahead, we can only let our experiences encourage us to become better at what we do – improve the country's economy, nurture domestic industries, build MSMEs' resiliency, and protect consumers. Together, we look forward to an inclusive and prosperous Philippines.

Sec. Ramon M. Lopez



# FACTS AND FIGURES

## TRABAHO

Investment Growth | Industry Development  
Trade/Market Access | Competitive and Ease of Doing Business



**1.27M**

Generated additional  
1.27M jobs in 2019

**5.1%**

Unemployment rate  
down to 5.1%

**13.5%**

Underemployment rate  
down to 13.5%

### Investment Approvals



**P1.14 trillion**

BOI continued its record-breaking performance  
Highest ever in the agency's 52-year history

### Increasing Market Access



Regional Comprehensive Economic Partnership (RCEP)

**20**

chapters of RCEP Agreement  
concluded

**82%**

More than 82% of bilateral market  
access negotiations completed



PH-Korea FTA negotiations launched;  
signed Early Achievement Package

### Manufacturing and Construction continue to grow



Manufacturing  
sector grew by **3.21%**



Construction  
sector rose by **7.77%**

### Competitiveness and Innovation



**29**

PH Ease of Doing Business  
ranking jumped by 29 notches  
from 124<sup>th</sup> to 95<sup>th</sup>

**43**

Implemented 43 reforms and submitted 10 data corrections  
to World Bank to improve Doing Business 2020 ranking

Business names  
registered reached  
**637,690**  
in 2019

**9.56%**

higher than previous year

**582,061**

**1.5M**

business  
registered



Rolled out Business Name  
Registration System Next  
Generation (BNRS Next Gen)  
and provided the public with  
payment options online

Signed Implementing Rules and Regulations  
on Republic Act No. 11337, also known as the  
Innovative Startup Act



DTI tied up with  
DOLE, TESDA to  
craft Industry 4.0  
Skills Roadmap



DTI and data scientists to  
formulate Artificial Intelligence  
(AI) sector roadmap

## NEGOSYO

Trade Promotion | MSME Development

### Mindset, Mastery, Mentoring



Negosyo  
Center

**1,110**

DTI Negosyo Centers nationwide  
(including BARM)

**274,462**

clients assisted

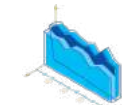
**1,081,117**

services rendered



**P260, 173,068**

loans granted/approved



**707** out of **884 (80%)**  
surveyed clients reported increase in gross sales



Kapatid Mentor ME  
Program (KMME)



**106**

batches launched



**2,316**

mentee graduates from 2,416  
total mentees



**96**

provinces/cities reached



**1,075**

mentee-graduates reported an  
increase in sales above 10%



Youth Entrepreneurship  
Program



**4,915**

participants



**6**

YEP roadshows/fora/  
caravans conducted



**58**

cooperators  
engaged



Negosyo Serbisyo  
ng Barangay



**3,266**

barangays within 4<sup>th</sup> to 6<sup>th</sup> class  
municipalities covered



**237,046**

NSB session  
participants



**44,032**

MSMEs assisted



PTTC Global MSME  
Academy (GMEA)



**942**

MSMEs assisted  
through trainings



**626**

training sessions  
conducted



**9**

new training  
modules developed



**3**

internationally branded  
training programs launched

## Market Access

**\$53.4B** merchandise exports**\$41.0B** services exports

Go Lokal!

**123**  
Go Lokal! stores nationwide**5**  
Go Lokal! Brands recognized**P164.9M**  
sales generated

OTOP Next Gen Project

**34**  
OTOP PH Hubs established**10,819**  
MSMEs assisted**6,771**  
products developed/improved**P1.41M**  
sales generated

PHL to join World Expo 2020 in Dubai Philippine pavilion, Bangkok unveiled during the international launch in Dubai

## Machine



Shared Service Facilities (SSF)

**226**  
additional SSFs established**2,583**  
SSFs established nationwide**345,224**  
beneficiaries**193,629**  
jobs generated

## Money



Pondo sa Pagbabago at Pag-asenso

**P5.63B**  
loans released nationwide**412**  
credit delivery partners**120,933**  
beneficiaries

## Models of Negosyo

Livelihood starter kits provided to:

**222** beneficiaries in resettlement sites in NCR**30,590** internally-displaced persons affected by the Marawi siege**KONSYUMER** | Consumer ProtectionPH inflation brought down from **5.2%** (2018) to **2.5%** (2019)

## Price stabilization and inflation mitigating strategies



Presyong Risonable Dapat (PRD) Program



provided consumer access to affordable

**rice (P34/kg ) and sugar (P50/kg) in 471** major supermarkets nationwide**80** Producer-2-Consumer (P2C) runs in  
**56** venues conducted in NCR

## Consumer Redress Mechanisms



Consumer Corner Program launched to make consumer-related information and avenues for redress more accessible to the public

**98.6%** of **7,300** consumer complaints resolved

## Enforcement



Oplan Kidlat strengthened enforcement outside Metro Manila

allegedly violative products confiscated with estimated value of

**P19.35M****639**  
Notice of Violations (NOVs) Issued

## Product Standards and Safety



Technical regulation on construction materials released (flat glass, steel bars, cement; more products in pipeline: hollow block, plywood, roofing materials)

**86** products covered by mandatory certification

Established the Product Certification Information Management System (PCIMS), the online portal for application of Import Commodity Clearance (ICC) and the ICC Verification System, a mobile application for ICC sticker verification

**68%** of ICC application processed within 8 working hours



# ACROSS THE GLOBE➤

DTI advances the Philippine government’s economic agenda by promoting the entry of Philippine exports to the world market and attracting foreign investments to the Philippines. The Foreign Trade Service Corps (FTSC) has offices in 28 cities in 21 countries across the globe. DTI through FTSC pursued trade and investment priorities through activities such as trade and investment promotion, commercial intelligence, and trade negotiations through its extensive global contacts and networks in governments, international organizations, Filipino communities, and private sectors.

**Trade Promotion.** FTSC helped Philippine businesses promote their products and services overseas or expand into overseas markets, as well as connecting them to foreign pre-screened buyers. Exceeding targets, FTSC contributed in the increased Philippine exports in 2019 by providing assistance to 2,960 Philippine exporters. This translates to approximately USD70 billion worth of merchandise export (excluding services) done through matching with potential importers or supplying information on foreign markets and other similar data. Furthermore, FTSC mainstreamed 202 Philippine products and 116 home-grown brands in key cities around the world in 2019.

In the area of services, FTSC facilitated generation of Php486 million sales gained by the Philippine Software Industry Association (PSIA) and the forging of a partnership between a leading content developer in Japan with Philippine creative technology provider TeamApp.

FTSC also helped nine Philippine animated film industry players clinched a three-year contract for production work during the Annecy International Animated Film Festival and facilitated a signing of a Memorandum of Agreement between Semiconductor and Electronics Industries in the Philippines (SEIPI) and its French electronics group counterpart ACSIEL. During the sidelines of the Philippine High-level visit to the

Russian Federation, Philippines’ Century Pacific Agricultural Ventures Inc. (CPAVI) signed a trade agreement with Russian importer PanAsia Impex Ltd.

**Increasing Inward Investments.** PTICs provide tailored assistance to investors, from initial inquiry, country evaluation, due diligence visit, up to the realization of investments in the Philippines. A total of 2,411 foreign investors were assisted through the country evaluation and due diligence phases which contributed in reaching the record-breaking BOI-approved investments amounting to Php1 trillion in 2019.

**Trade policy negotiations and commercial intelligence.** In August 2019, the Philippines and Germany signed a Joint Declaration of Intent agreeing to establish a Joint Economic Commission (JEC) to serve as a platform for economic engagement between both countries. Inaugural meetings of JECs were also held in the second quarter of 2019 in Czech Republic and Hungary. In addition, the Philippines and Korea signed a Joint Statement on FTA Negotiations signifying both parties’ commitment to continue the discussions on the bilateral FTA.

As for the ASEAN, the 1<sup>st</sup> Philippine Indonesia Economic Investment Summit was convened in June 2019, with almost

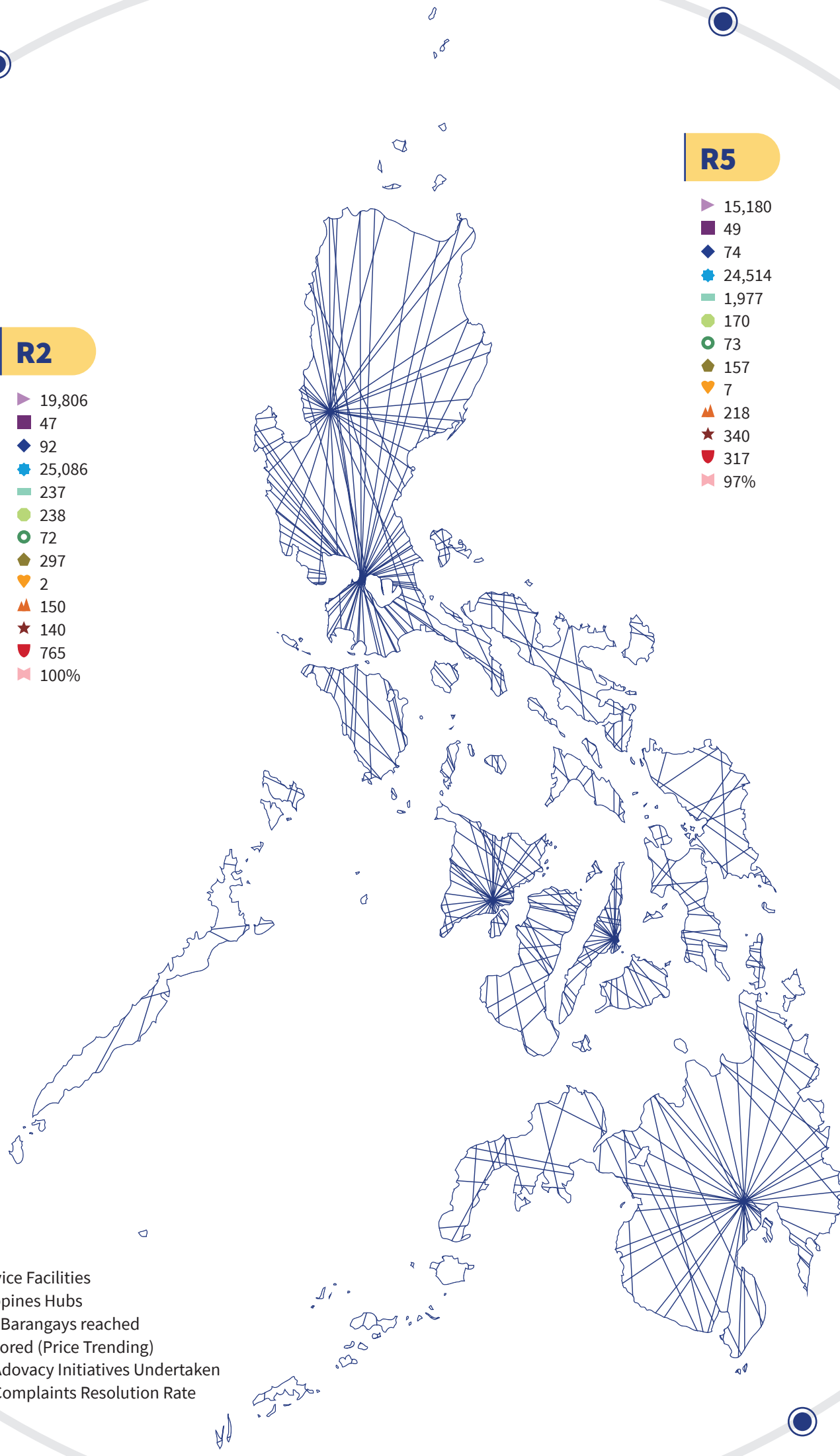
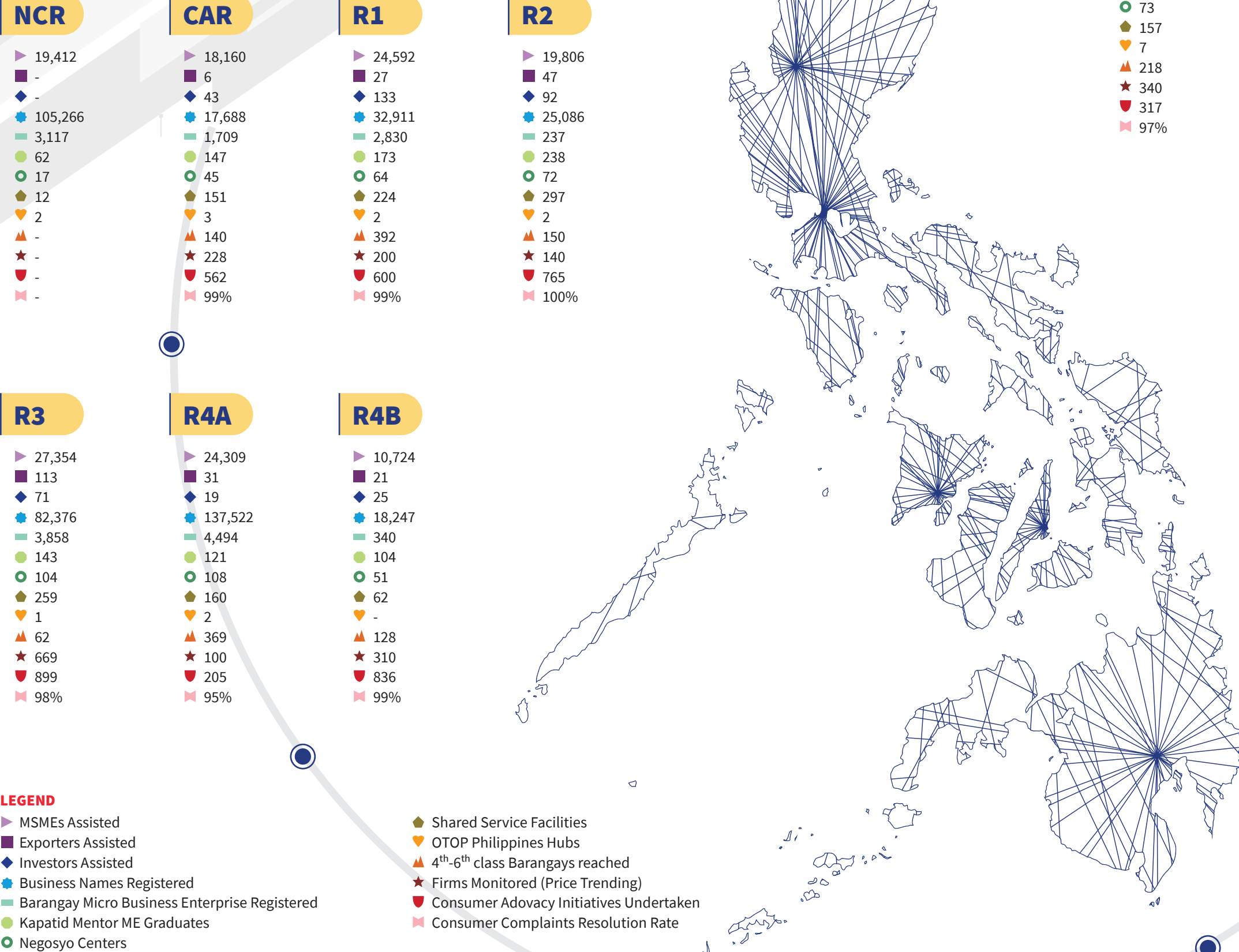
200 key officials from both public and private sectors in attendance. Five Memoranda of Understanding (MOU) were signed to further cooperation in trade, investment, tourism, and economic development between Philippines and Indonesia.

Our commercial posts actively conduct seminars and knowledge-sharing events in partnership with other government agencies and industry associations to equip Philippine businesses with up-to-date information on trends, observations, and certifications, among others. The PTICs in UK, Russia, and China discussed how to successfully launch brands, while opportunities of Cacao were explored for Belgium, the Netherlands, and Luxembourg. In August 2019, FTSC facilitated a training on the certification of origin of goods for the European Union - Generalized System of Preferences (EU-GSP) with the Registered Exporter system for Philippine exporters exporting to Europe, as well as relevant government agencies to effectively utilize the scheme and transition to the new system.

**Presidential Visits.** DTI participates in the President’s high-level visits to the country’s key economic partners. In 2019, FTSC took an active role in organizing the business delegation and activities during Presidential Visits to China, Japan, Thailand, Russia, and Korea.



# ACROSS THE REGIONS





# T RABAHO

## PHL overall score and ranking in world competitiveness report improves

The Philippine showed remarkable improvement relative to Ease of Doing Business. The country's Ease of Doing Business score increased from 57.68 to 62.8 this year which translates to an increase in our ranking from 124<sup>th</sup> to 95<sup>th</sup>. This long jump makes the country in the top 100 among 190 economies cited by the World Bank.

### The Philippines performed best in three categories



#### Getting Credit

EODB score 40.00, up from 5.0

#### Protecting Minority Investors

EODB score 60.00, up from 43.33



#### Dealing with Construction permits

70.00, up from 68.58

The country also registered higher scores in Paying Taxes (72.6, up from 71.8), and slightly higher scores in Enforcing contracts (46, up from 45.96) and Registering Property (57.6, up from 57.56).

On paying taxes – the WB recognized the efforts of the LGU-QC, as verified with the respondents, that payments for local business tax and community tax are paid together. Also, the BIR, which under the TRAIN law, simplified the income tax returns for corporations. This reduced the number of hours involved in the preparation and filing of corporate income tax from 38 to 24 hours.

On enforcing contracts, together with the Supreme Court – the Philippines has enacted reforms designed to reduce the time and cost of resolving a standardized commercial dispute. The Supreme Court increased the threshold for small claims cases filed before the Metropolitan Trial Courts from PhP300,000 to PhP400,000. The WB team acknowledged this reform, but there has not yet been time to assess the impact of the Revised Rules of Procedure for Small Claims Cases on the standardized commercial dispute. This is expected to have an impact in the next cycle of the DB, in 2021, together with the Court's E-library.

On Registering Property, private sector experts confirmed that, as of May 1, 2019, the Land Registration Authority (LRA)

Register of Deeds, had implemented a comprehensive and functional database to check land titles for encumbrances. This electronic database was implemented following LRA's initiative to digitize all land titles. When a background check of a property is required, LRA can now use the property number to search for the title, and obtain information about all encumbrances, caveats, charges or privileges affecting the registered property. As per the Registering Property indicator methodology, a score of one point is given to an economy where the agency in charge of registering immovable property has implemented a comprehensive and functional database to check for encumbrances, covering most of the properties registered in the largest business city of this economy.

## PH rank in 2019 IMD World Competitiveness Yearbook up by 4

In the 2019 World Competitiveness Yearbook of the International Institute Management for Development, the Philippines advanced to the 46<sup>th</sup> spot from 50<sup>th</sup> out of 63 economies. There has been significant developments on all the four indicators measured in the report:



#### 38<sup>th</sup> Economic Performance

up 12 notches from 50<sup>th</sup>

#### 41<sup>st</sup> Government Efficiency

up 3 notches from 41<sup>st</sup>



#### 32<sup>nd</sup> Business Efficiency

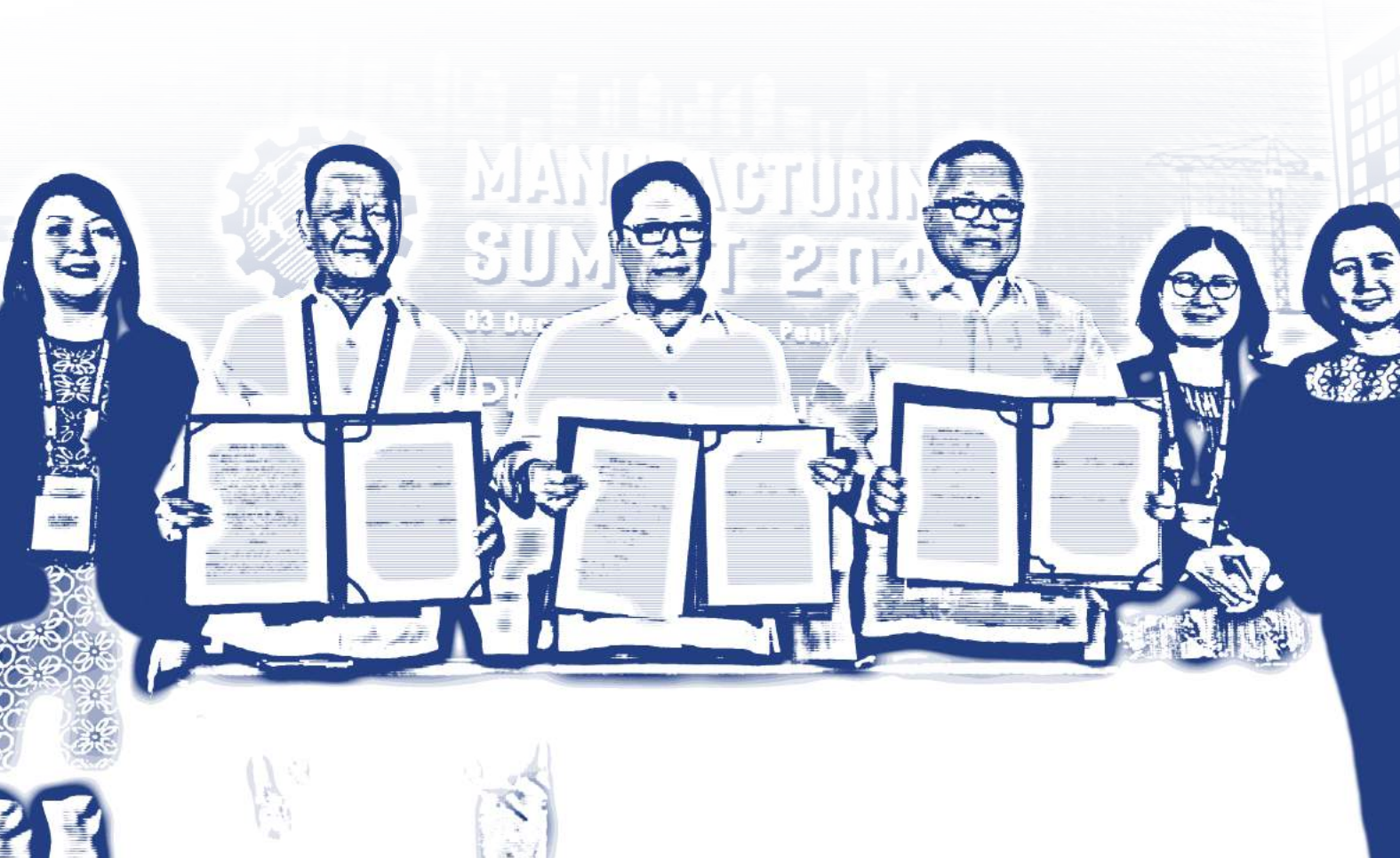
up 6 notches from 38<sup>th</sup>

#### 59<sup>th</sup> Infrastructure

up 1 notch from 60<sup>th</sup>



The report also noted upgrades in government budget surplus/deficit; effective personal income tax rate; gross fixed capital formation - real growth; tourism receipts and protectionism, and among others. While downgrades were seen in the current account balance; consumer price inflation; collected total tax revenues; compensation levels; and exchange rate stability.





## Payment for Business Name Registration now online



With the roll out of Business Name Registration System Next Generation (BNRS Next Gen) on 20 May 2019, sole proprietors who wish to register their business names with DTI may now apply and pay online. DTI signed three Memoranda of Agreement (MOAs) with ePayment platforms such as GCash, PayMaya, and LinkBiz, providing the public a variety of online payment options for BNRS Next Gen. Total BN Registrations processed for whole year of 2019 reached 637,690.

## 7<sup>th</sup> Regional Competitiveness Summit held



During the 7<sup>th</sup> edition of the Cities and Municipalities Competitiveness Index (CMCI), DTI recognized the highly competitive cities, municipalities, and provinces from which the local governments had meritorious efforts in enhancing the competitiveness both in the local and regional levels. With Quezon City being hailed as the overall most competitive Highly Urbanized City (HUC) for the fourth year, it was placed into the CMCI Hall of Fame. Manila ranks second followed by Davao City in 3<sup>rd</sup> place. Antipolo City tops the overall most competitive Component City (CC), with Calamba, Laguna, and Santa Rosa, Laguna in 2<sup>nd</sup> and 3<sup>rd</sup> places, respectively. CMCI continues to drive local governments to level up the competitiveness of their region through better policies. To date, DTI positively promoted regional competitiveness with 685 out of 1518 LGUs improving their CMCI scores.

## 29 organizations apply for Philippine Quality Award (PQA)

Consistent with the government's efforts to improve governance, the PQA for Public Sector was launched in November 2013, to facilitate a better understanding of the excellence framework in the public sector. It aims to harmonize the seven PQA criteria categories with the different government programs, to increase efficiency, responsiveness, and innovation in government services.

Since 1998, the PQA has successfully encouraged 164 organizations to adopt the PQA framework, awarded 84 organizations for their commitment and dedication to pursue quality and productivity, and trained nearly 300 assessors. The PQA has tapped around 30 industry experts to provide their insights and expertise in determining the award to be given to the applicant organizations. As of December 2019, a total of 85 assessors were calibrated, with 59 new assessors and 25 seasoned assessors. Also, the DTI reached an accomplishment of 29 applicant organizations this year.

## More laboratories issued with accreditation by PAB

In 2019, the Philippine Accreditation Bureau (PAB), awarded accreditation to 173 testing and 47 calibration laboratories (ISO/IEC 17025), 6 medical laboratories (ISO 15189), 10 inspection bodies (ISO 17020), and 18 certification bodies for certification of management systems (ISO 17021), such as quality (ISO 9001), environment (ISO 14001), food safety (ISO/TS 22003), and 3 certification bodies for certification of products, processes and services (ISO 17065). Moreover, the agency has accredited 6 new Conformity Assessment Bodies.

## SMART Program launched for the resurgence of the Manufacturing Industry

With the theme "Preparing Philippine Manufacturing for the Future of Production," the Manufacturing Summit 2019 took stock of the performance of the manufacturing industry, considering the changes in the domestic economy and global market; discussed the future of manufacturing and agribusiness under Industry 4.0; and considered future skills and human resource development for future production. The conference was attended by over 300 participants from government, industry, and the academe and coming from the various regions of the country.

During the summit, Securing Manufacturing Revitalization and Transformation (SMART) program was launched to further push the resurgence of Philippine manufacturing; the signing of a Memorandum of Understanding between DTI and Siemens to closely cooperate and collaborate in driving the digital transformation of the Philippines industrial sector; and the signing of a Memorandum of Understanding among DTI, the Department of Labor and Employment (DOLE),

and Technical Education and Skills Development Authority (TESDA) to coordinate and collaborate on preparing the Philippine workforce for future production and to formulate an Industry 4.0 Skills Roadmap.



## Construction Industry Roadmap 2020-2030 Launched



DTI, through the Construction Industry Authority of the Philippines (CIAP), supported by the Philippine Constructors Association (PCA), launched the Philippine Construction Industry Roadmap 2020-2030 on 28 March 2019, after a series of comprehensive consultations and discussions with various stakeholders in the construction industry.

Anchored on two core values, *Tatag at Tapat*, the construction industry envisions a cumulative construction value of PhP130 trillion by 2030, through the institutionalization of government infrastructure projects. Sustained strong government leadership in setting the vision, physical and social infrastructure, and a good business environment, will enable and spur more aggressive and continued growth in private sector spending.

The Roadmap also presents a clear opportunity for raising the quality and quantity of jobs available in the construction industry. With the implementation of the Roadmap, available jobs in the construction industry will increase by more than 80%, from 3.9 to 7.1 million workers with new and improved sets of skills and professional competencies, employing technology, innovation, and digitization for improved productivity.

## Impact Hackathon held to break World Record

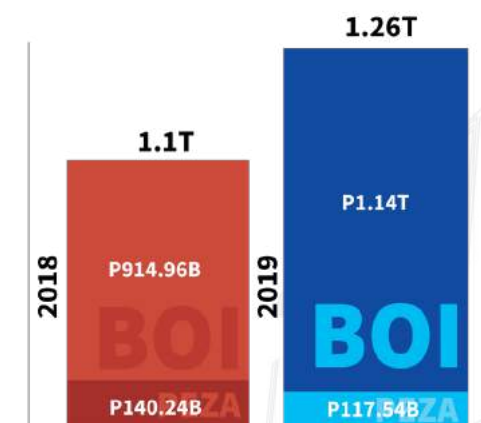
A Guinness World record attempt was held on October in Araneta City, called Impact Hackathon. Its intention is to beat the world record for simultaneous hacking in a single venue, in a span of 24 hours.

DTI supported the event, which aimed to help start-up companies through internet solutions and new business models. Participants of the 24-hour, on-the-spot coding marathon were asked to come up with technology-based solutions anchored on the Sustainable Development Goals (SDGs), on 5 themes: climate change, education, agriculture, smart cities, and health.

Another important piece of the roadmap includes the legislation of a long-term infrastructure development program. This will ensure continuity of the programs between changes of administration, and will help the country remedy its infrastructure deficiencies. The proposed law will feature a 30-year Infrastructure Master Plan, with emphasis on maintaining a budget of at least 5% of GDP.

## BOI-PEZA approved investments up by almost 20%

Approved investments from the Board of Investments and the Philippine Economic Zone Authority in 2019 reached PhP1.26trillion, a 19.2% increase over the PhP1.1 trillion recorded in 2018.



Majority of the investments were on the following industries: information and communication; electricity, gas, steam & air conditioning supply; manufacturing; real estate activities; and transportation & storage. Top country sources of the investments are Singapore, China, South Korea, Japan, and Netherlands.

Projected employment from the approved projects is 149,784. These approved investments will help the country address infrastructure bottlenecks in major industries. This would help enhance the country's competitiveness as a business location, generate employment, and improve the delivery of social services. The investments would also



help local industries to increase value creation and export competitiveness, thereby potentially reducing the trade deficit in the near term.



### Net FDI reached \$7.65B

In 2019, net foreign direct investments received by the Philippines reached \$7.65 billion. Majority of investments received were from Singapore, followed by the United States (US), Japan, South Korea, and China. These investments will boost the sectors such as Financial and Insurance Activities, Manufacturing, Real Estate Activities, and Transportation and Storage.

### \$215M-worth of Japanese investment projects confirmed

During the Nikkei BP Publications' PH-Japan Business Investment Forum held on 28 October 2019, DTI underscored the Philippine government's new industrial policy that will push for innovation, by strengthening Philippines-Japan trade and investment relations. The Philippines and Japan are expected to collaborate on various areas under the Inclusive Innovation Industrial Strategy (i3S). Some \$215 million worth of investments were agreed upon. Some of the highlights of the forum were the following:

- The Philippines' drive to develop its innovation and entrepreneurship ecosystem through strong collaboration between and among government, academe, and industry.
- Utilization of new technologies to make the country's industries more competitive.
- Reducing barriers to investments.
- Linking manufacturing with agriculture and industry, to expand the Philippines' global value chain participation.

### Substantial progress in RCEP negotiations, including in text and market access



The Regional Comprehensive Economic Partnership (RCEP) envisages a modern, comprehensive, high-quality, and mutually-beneficial economic partnership among the 10 countries of ASEAN, and also with China, Japan, Korea, Australia, and New Zealand. This would boost equitable economic growth, through the expansion of regional trade, services, and investment linkages. It also seeks to consolidate all the existing ASEAN free trade agreements into a mega-regional FTA arrangement.

RCEP will provide market access to the 15 participating countries, which account for almost half of the world's population and contribute about 30 percent of global GDP, and over a quarter of the world's exports.

After seven years of intense negotiations, the full completion of the RCEP agreement is now in sight. During the 3<sup>rd</sup> RCEP Summit held on 04 November 2019 in Bangkok, leaders welcomed the substantial progress in the negotiations, given the following developments in rules and market access: (1) conclusion of all 20 Chapters of the RCEP Agreement; and (2) completion of more than 82% of bilateral market access negotiations.

### PH-South Korea launch Free Trade Area (FTA) negotiations



The Philippines and Korea launched FTA negotiations in June 2019. Under the proposed agreement, the Philippines sought to improve market access for the country's agriculture products, such as bananas, pineapples, and mangoes, as well as industrial products and other services. At the sidelines of the ASEAN-Korea Commemorative, held on 25 November 2019, the Philippines and Korea signed an "Early Achievement Package" which contained the progress of the trade negotiations, including the status of priority products such as bananas, garments, and auto parts for the Philippines, and pharmaceuticals, petrochemicals, and auto parts for South Korea.

### PH strengthens bilateral economic cooperation with Czech Republic



During the Philippines-Czech Republic Joint Economic Commission (JEC), both countries agreed to pursue deeper economic ties. Through the JEC, Philippines can capitalize on Czech Republic's expertise in environmental technologies in water treatment and management, modern agricultural equipment and technologies, and building efficient transportation systems. It also aims to strengthen industry links for manufacturing, and promote investments in specific sectors like aerospace, electronics (i.e., Integrated Circuit design), and automotive. The Board of Investments signed a Memorandum of Intent with CzechInvest, which aims to promote and facilitate investments.

### One Country One Voice Forum held



On 4 December 2019, DTI held the One Country One Voice Forum, in order to inform its stakeholders of the latest developments in the country's international trade and investment engagements. DTI made the case that trade

agreements should be strategic, as 93% of all exports go to countries with existing agreements with the Philippines. Currently, our country has seven (7) free trade agreements, two (2) bilateral agreements, and 30 existing Joint Economic Cooperation agreements, and is benefitting from the Generalized System of Preferences (GSPs) from 10 countries/regions including the US, the EU, Australia, Belarus, Canada, Japan, Kazakhstan, New Zealand, Russia, and Turkey. To develop and strengthen industries that will generate local employment, DTI will use the "Last Touch Strategy". It aims to integrate the Philippines into regional value chain production networks and provide the country with the greatest local value addition and best market access for its products, making the country a strategic manufacturing and export base.

### DTI implements safeguard measures for protecting domestic industries

DTI is mandated by RA 8800 (the Safeguard Measures Act) to protect domestic industry from serious injury caused by a surge in imports. If local manufacturers can adequately supply domestic requirements, they must be provided a level playing field, to enable them to compete with imports. This will allow expansion of the country's manufacturing base, and generate more jobs for Filipinos.

With this mandate, DTI imposed a definitive safeguard duty on imported cement, and provisional safeguard duties on imported ceramic tiles and clear and tinted float glass, including reflective glass. DTI has taken into account public interest in the decision of whether to impose safeguard measures, and has considered other factors that will assist the local industry and benefit consumers and end users. Users of products that are covered by safeguard measures retain the option to choose between local and imported products, since imports will still be allowed. The imposition of a safeguard measure is not expected to cause a shortage of these products in the domestic market, since the DTI takes into consideration the fact that domestic manufacturers have sufficient capacity to meet domestic demand.

### Local Supplier Development Programs launched





In 2019, the BOI intensified work to address supply chain gaps through the Local Supplier Development Programs (SDPs), in partnership with the International Finance Corporation-World Bank Group (IFC-WBG) and the Japan International Cooperation Agency (JICA). The program is aimed at strengthening domestic linkages between multinational enterprises (MNEs) operating in the Philippines, and local small and medium enterprise (SME) suppliers. It helps SME suppliers by giving them the capacity to meet specific input requirements of participating MNEs. Both programs have secured commitments from both MNEs and SMEs to actively participate in building local capacities and capabilities. Its activities include the Reverse Trade Fair (RTF) conducted for automotive parts manufacturers with the global automotive giant, Bayerische Motoren Werke (more commonly known as BMW). To prepare the local parts makers, the agency organized a coaching session called the SDP with IFC-WBG. The RTF provided the venue not only for auto parts makers, but also for aerospace parts makers, IT-BPM and composite materials manufacturers. This allowed them to link up with BMW for potential partnerships.

### PH exports grow to \$94.4B

From January to December 2019, total Philippine exports reached \$94.4 billion, up by 4.4% year-on-year. Goods exports were valued at \$53.4 billion, while services exports reached \$41 billion. Goods export was comprised mainly of electronics followed by other manufactured goods, machinery and transport equipment, other electronics, and fresh bananas. Top export markets include China, USA, Japan, Singapore, South Korea, and Hong Kong.

### Over US\$600 million in 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 \$601.26M (50% increase from the previous year's US\$401.44M) in reported export sales (booked and under negotiation) for

the participating exhibitors. This was achieved through the organization of Signature Events in Manila (69<sup>th</sup> Manila FAME, 70<sup>th</sup> Manila FAME, 13<sup>th</sup> IFEX Philippines, 3<sup>rd</sup> CREATE Philippines and the organization of Philippine participation.) and participation in 15 Overseas Trade Fairs (OTFs) in 7 countries/markets as follows:

- Food Sector: Winter Fancy Food Show (San Francisco, USA / 13-15 January), Gulfood (Dubai, UAE / 17-21 February), Foodex (Chiba, Japan / 5-8 March), Malaysia International Halal Showcase (Kuala Lumpur, Malaysia / 3-6 April), Taipei International Food Show (Nangang, Taipei / 19-22 June), Summer Fancy Food Show (New York, USA / 23-25 June), Anuga (Cologne, Germany / 5-9 October), and SIAL Middle East (Abu Dhabi, UAE / 9-11 December)
- Home, Fashion, and Lifestyle Sector: Ambiente (Frankfurt, Germany / 8-12 February), Project Womens Las Vegas (Las Vegas, USA / 12-14 August), Maison & Objet (Paris, France / 6-10 September), INDEX Dubai (Dubai, UAE / 16-18 September), Premiere Classe (Paris, France / 27-30 September)
- General Consumer / B2B Fairs: China-ASEAN Expo (Nanning, China / 21-24 September); China International Import Expo (Shanghai, China / 5-10 November)

These export promotion events provided global exposure to 1,552 local exhibitors (18% increase from last year's 1,310) and generated 18,851 trade inquiries from global buyers.

### DTI to boost creative industry sector to be a driving force of exports



To reach the country's goal to be the top Creative Economy in ASEAN in terms of size and value by 2030, DTI has launched the Creative Economy Roadmap. This roadmap contains priority initiatives, which include policies, industries, cities, tourism, and education. Priority sectors include advertising, film, animation, game development, and graphic arts and design. The creative industry has a potential in strengthening the export sector, which could result in the creation of more jobs.

In 2019, DTI, through CITEM, supported the performing arts sector by partnering with Cultural Center of the Philippines' Manila International Arts Market (MIPAM) for a three-day event at the CCP Complex from September 16-18. Dubbed MIPAM x CREATE PH, the event bridged business and the arts through featured exhibitions and live performances, Business of Performing Arts capacity-building talks, and industry networking opportunities. MIPAM x CREATE PH raised the profile of 29 participating exhibitors for the 113 buyers in attendance, generating 253 inquiries from local and international delegates. Linking venues and promoters with performing arts companies and service providers resulted in 44 partnerships, 7 direct bookings, 4 commissioned works, and 19 collaboration opportunities. DTI also provided business matching, business registration, and intellectual property registration services during the event.

### Design Center's pinyapel earns D&AD pencil



Through the agency's rigorous Materials Research and Development program, and together with private sector collaborators, the Design Center of the Philippines began development of pinyapel, a locally processed and locally manufactured specialty handmade paper from locally-sourced discarded pineapple leaves. It is intended to be an alternative material used in packaging applications. Seen as one of the solutions to plastic waste, pinyapel is 100% biodegradable, unlike single-use plastic packaging.

This uniquely Filipino yet globally relevant material was awarded a Wood Pencil in the D&AD Future Impact Awards 2019 on 6 November 2019 in New York City, USA, in recognition of its potential for creating a huge impact on the environment and for its sustainability.

Pinyapel also received a place on the D&AD Future Impact Accelerator programme, especially designed to accelerate pinyapel's development, and help it deliver tangible impact in its category area within 12 months. The D&AD Future Impact Programme aims to support great ideas that have the potential to change the world.

### Employability of TVET Graduates enhanced

The Technical Education and Skills Development Authority (TESDA) continues to provide quality technical vocational education and training (TVET) to Filipinos. This enables them to become productive members of the society, by acquiring a decent livelihood, whether local or overseas. Based on the result of the 2019 Study on the Employment of TVET Graduates (SETG), 8 out of 10 TVET graduates (82.77%) gain employment within six months to a year after training. This signifies the improving relevance and quality of training being provided to the Filipino workforce. The free skills training of TESDA continues to provide unparalleled opportunities for individuals to become skilled, and therefore job-ready.

In 2019, TESDA led the TVET sector in generating 2.5 million enrollees through the different TVET providers nationwide, of which 2.2 million graduated with various TVET qualifications. Scholarship programs are offered in the following sectors: agriculture, construction, manufacturing, IT-BPM, tourism, new and emerging areas, and logistics. Overall, a total of 288,235 TVET graduates were recorded in 2019 for TESDA's regular scholarship programs.

### Over 8,000 job applicants hired on the spot during TNK job fair



On Labor Day and Independence Day, DTI held the TNK job fair, where 266,244 job vacancies were offered. 52,339 job applicants registered, of which 8,066 were hired on the spot. Some 1,987 applicants were referred to TESDA for skills training, 2,029 for livelihood assistance, and 2,980 to DTI for business opportunity programs.

Meanwhile, through the Foreign Trade Service Corps (FTSC), we conducted 52 TNK-related activities that benefitted 2,442 potential Overseas Filipino Investors (OFIs). The TNK sessions target areas with a large number of overseas Filipino workers to promote entrepreneurial culture and encourage investments in small businesses for homebound OFIs and/or their families. In 2019, the scope of TNK activities overseas was expanded with the addition of seminars, workshops, and roadshows in partnership with relevant agencies and organizations.



# NEGOSYO



## National MSME Summit 2019 highlights advocacy in creating smarter MSMEs

The Department of Trade and Industry (DTI), as Chair of the Micro, Small, and Medium Enterprise Development Council (MSMEDC), showcased a number of whole-of-government policy reforms, programs, and initiatives. These were designed to assist Filipino entrepreneurs during the National MSME Summit, which was held on 16 July 2019 at the Philippine International Convention Center (PICC) in Pasay City. With the theme “Inclusive and Sustainable Innovations for Globally Competitive MSMEs,” the summit provided opportunities to exchange knowledge. It also provided a venue to share insights into various subjects, ranging from starting a business, to preparing for the challenges ahead in today’s globally competitive business environment. The summit focused on the development of young entrepreneurs, by equipping them with the entrepreneurial spirit, values, and skills required to succeed in the digital economy.

In line with the vision of President Rodrigo Roa Duterte to provide better and comfortable lives for all Filipinos, the Summit highlighted the midterm mark of the Duterte Administration that gave birth to the DTI’s groundbreaking initiatives for MSMEs, including:

- *Pondo sa Pagbabago at Pag-asenso* (P3), which provides easy access and no-collateral micro-financing facility for Filipino entrepreneurs.
- *Kapatid Mentor ME* (KMME) Program, which launched a massive campaign for entrepreneurship development, producing confident entrepreneurs with the right mindset and business know-how.
- The *Go Lokal!* program, which mainstreams MSME products, without incurring the high cost of operating a retail outlet.
- The recently launched *Negosyo Serbisyo sa Barangay* (NSB) that brings DTI services to people at the grass roots.

The summit was attended by more than 1,000 participants from the ranks of entrepreneurs, tech startups, academe, business experts, mentors, and enablers.

## Innovative Startup Act Implementing Rules and Regulations (IRR) Signed

On 26 April 2019, the Innovative Startup Act was signed. This law creates the Philippine Startup Development Program that would offer programs, benefits, and incentives for both startups and enablers. It targets to strengthen, promote, and develop the Philippine startup ecosystem.

In the last quarter of 2019, the DTI, together with the Department of Information and Communications Technology (DICT) and Department of Science and Technology (DOST), signed the IRR for Republic Act 11337, also known as the Innovative Startup Act. Republic Act No. 11337 aims to create provide benefits and incentives to startups and startup enablers in the country. The law also targets to remove procedural constraints for businesses by streamlining government and non-government operations.

As one of the commitments under the Memorandum of Agreement supporting Philippine Startups of DTI, DOST and DICT, the first ever Philippine Startup Week, was held on 18-22 November 2019, supported by the QBO Innovation Hub, and various private agencies. It was a week-long conference with simultaneous series of events including a three-day main summit, and over 50 nationwide breakout community events that showcased the Philippines as a rising startup nation. The three-day main summit showcased the three agencies’ flagship startup events such as DOST’s TBI Summit, DICT’s Tech Advantage, and DTI’s Slingshot. Slingshot was comprised of panel discussions on scaling up Philippine startups and a pitching competition for an opportunity to participate in the Startup World Cup in San Francisco, California in 2020. In total, 639 individuals, which comprised of startups, startup enablers, speakers, investor, participants from the academe, and media were present at DTI’s Slingshot out of the overall 1,551 total participants for the three-day main summit.

Through DTI’s Export Marketing Bureau (EMB), 61 startups were promoted to 10 startup international events. These events were the following: APEC Workshop on Harnessing Digital Trade for SMEs (Viet Nam), IMDEX Asia, InnoVEX Taiwan, RISE Hong Kong, OBMM to Ottawa and Toronto, Taiwan Innotech Asia, She Loves Tech (China), 29th APEC Forum on Digital Innovation & Youth Entrepreneurship (Taiwan), SWITCH Singapore, and ASEAN-Korea Startup Week.





## P3 Hotline Launched; Loan payment can now be done through Bayad Center



Through the Small Business Corporation (SB Corp), DTI provided Filipino micro enterprises with affordable and cost-efficient loans through the *Pondo sa Pagbabago at Pag-asenso* (P3) program. SB Corp partnered with ePLDT subsidiary Curo Teknika (CuroTek) through an 8x5 Customer Service Hotline for P3, to boost its customer service to micro entrepreneurs. Through this, there will be contact center solutions for the P3 Program from 8am – 5pm, Monday to Friday, except holidays, at the P3 hotline 8 651-3333. Furthermore, SB Corp recently partnered with CIS Bayad Center, Inc. to allow its loan clients to pay their regular loan amortization at the nearest Bayad Center, starting this June. In July, the SB Corporation also introduced 10 Credit Delivery Partners (CDPs), from Luzon to Mindanao, to deliver fast and efficient P3 loans. The P3 Program now also has 412 partner microfinance institutions (MFIs) which will help reach rural and far-flung areas in the provinces. In 2019, PhP5.63 billion loans were provided to 120,933 MEs.

## 1,110 Negosyo Centers to assist more MSMEs

The DTI has established 49 more Negosyo Centers (NCs) in 2019 bringing to 1,110 the total number of NCs nationwide (including BARMM). Some 274,462 clients were assisted, with over a million services rendered in BN registration, BMBE registration, other business registrations, and many more. DTI continues to cultivate an entrepreneurial mindset through the 14,620 skills and managerial/entrepreneurship training programs, in which 489,954 Filipinos participated.

## Negosyo Serbisyo sa Barangay launched

To promote more inclusive MSME development and to further stimulate economic activities in barangays within the 4th, 5th, and 6th income classification municipalities, we launched the *Negosyo Serbisyo sa Barangay* (NSB) Program. The program aims to promote awareness about DTI Negosyo Center services to the barangay officials, identify MSMEs operating within barangays preferably from the 4<sup>th</sup>, 5<sup>th</sup>, and 6<sup>th</sup> income classification municipalities, and conduct business

development assistance and provide services in the identified barangays. It also aims to develop 20,000 new enterprises, that are expected to provide more than 500,000 new jobs by 2022, in support of DTI's goals under the MSME Development Plan 2017-2022. From January to December, 3,266 barangays have already been covered by the program, and were participated in by 237,046 individuals. Some 44,032 MSMEs were also assisted. To ensure an expansive and inclusive program for MSME development, provinces that do not have 4<sup>th</sup>-6<sup>th</sup> income class municipalities (i.e. low income class barangays in the 1<sup>st</sup>-3<sup>rd</sup> income municipalities) were also enjoined to implement the NSB Program. In the program, a total of 200 barangays were covered, and 6,883 locals participated. 2,512 existing MSMEs were assisted in the said areas.



## 34<sup>th</sup> OTOP Hub launched



DTI has launched 24 more OTOP Hubs in 2019 to have a total of 34 nationwide. The OTOP Hub is an initiative of the agency to mainstream MSME products and uplift cultures of the provinces. Products displayed at OTOP Hubs are a product of the OTOP Next Gen project where various goods from MSMEs were developed to improve their marketability. This year, 10,819 MSMEs have been assisted and 6,771 products have been developed. Sales generated reached PhP1.41M.

## Implementing the Youth Entrepreneurship Program (YEP) to help young Filipinos develop their entrepreneurial skills

The Youth Entrepreneurship Program (YEP) offers young Filipinos a comprehensive package of interventions being

implemented within the ambit of DTI's 7Ms strategy for MSME development. This is in support of the government's growth agenda of doubling the number of entrepreneurs in the country by 2022. DTI, together with the MSMED Council and local cooperators, successfully launched and conducted YEP Roadshows in Luzon (26 November 2019, Quezon City), Visayas (27 November 2019, Cebu City), and Mindanao (27 June 2019, Davao City) as well as regional forums (Zamboanga Peninsula, CALABARZON, and Western Visayas), with around 5,000 participants. Moreover, around 100 agencies and local cooperators were engaged to implement the program.



## 106 Kapatid Mentor ME runs conducted



DTI continues to provide in mentorship to MSMEs through its Kapatid Mentor ME program, with 106 batches from January to December. Some 2,416 mentees were selected to undergo sessions, of which 2,316 have successfully graduated. The seminars will help MSMEs scale up their enterprises, spur economic activity, generate employment opportunities, and mainstream their products. The 2019 run covered 96 provinces and cities in 16 regions. There are already 694 certified mentors sharing their entrepreneurial knowledge.

## MSMEs Go Green

The Green Economic Development (GED) program builds upon the four-year long cooperation (2013-2016) between DTI-Regional Operations Group and the GIZ ProGED Project. The program aims to enhance the competitiveness of MSMEs by helping them adopt climate-smart, environment-friendly, and inclusive strategies and measures. It achieves this by aligning with the green value chain approach, to identify hotspots for greening. To sustain GED initiatives after the ProGED project, DTI implements the Acceleration of Green Economic Development (AccGED) Program, which aims at

further capacitating regional GED focal persons and business counsellors. As of December 2019, DTI has conducted 139 greening sensitization/learning events, involving 3,328 MSMEs, LGUs, and other stakeholders. To date, 156 MSMEs have incorporated green practices in their business operations. Deemed vital to improving competitiveness and minimizing the impacts of climate change and environmental footprints, GED has also become a strategy to promote and integrate environmentally friendly and climate-smart measures into the operations of SSF Projects. As of 31 December 2019, a total of 942 out of the 1,892 Operational SSFs have adopted green practices. The Bureau of SME Development (BSMED) has also conducted 20 provincial greening SSF awareness sensitization and action planning sessions to provide guidance on drafting greening action plans and creating provincial Green Teams. To date, 392 green action plans have been prepared by operational SSFs and Green Teams in 81 provinces. Of these provinces, 45 have prepared their respective green action plans. A total of 66 green training/capacity building activities were conducted.

Furthermore, the Philippine Trade Training Center – Global MSME Academy (PTTC-GMEA) conducted a training session on “Implementing Green Practices Towards MSME Competitiveness” in Luzon and Visayas. It aimed to raise the level of awareness of our MSMEs about Green Economic Development, to help them become more competitive, which leads to sustainable development. The seminars were held in coordination with DTI Negros Oriental and DTI Quezon Province, on December 17 and 20, 2019. A total of 60 participants attended the training.

## Over 345,000 benefit from SSFs nationwide

This year, 223 more SSFs have been established, totaling 2,583 nationwide (as of November 2019). Total beneficiaries reached 345,224, while 193,629 jobs were likewise generated. Additional fabrication laboratories (FabLabs) were also established. FabLabs are small-scale workshops offering digital fabrication, which are generally equipped with machines that enable prototyping. To date, a total of 27 FabLabs have been established. 24 are situated in academic institutions, one (1) in a non-government organization, and two (2) in a Local Government Unit (LGU).





## Local products championed in 123 Go Lokal retail stores nationwide; Marahuyo launched



Since the launch of Go Lokal in 2016, 123 Go Lokal! retail stores have been opened nationwide, featuring products from MSMEs. In 2019, some 83 MSMEs were accredited, 84 were mainstreamed, and 5 Go Lokal! Brands recognized. Sales generated reached PhP169.4M.

In 2019, Marahuyo, the high-end/luxury spin-off for DTI's Go Lokal!, was launched in partnership with Duty Free Philippines Corporation. It aims to help our country's designer brands be recognized in both the local and global markets. The initial collection featured our country's rich culture of entrepreneurship and creativity. Marahuyo is available at the Luxe Duty Free in Pasay City. It featured 10 MSMEs, which generated close to PhP100,000 in 6 weeks.

## RAPID Growth Project launched in IFEX Philippines NXTFOOD ASIA to link farmers to manufacturers



DTI and the International Fund for Agricultural Development (IFAD) launched the Rural Agro-Industrial Partnership for Inclusive Development (RAPID) Growth program, to link farmers to food manufacturers. Agri-based SMEs will be upgraded, to create huge and sustainable market demand for the output of specific agricultural farmers.

Held at the launch was the signing of the pledge of commitment by the Project Steering Committee for project, composed of leaders and representatives from the government, agricultural, trade, finance and private sectors, led by the DTI Secretary. Around 1,050 MSMEs and 78,000 farmers of coffee, cocoa, coconut, and selected fruits and nuts, among others, will receive training, supplies, and financial assistance from the program. RAPID Growth will pilot in four areas, and focus on four agricultural products: coco coir in Leyte, coffee in Bukidnon, cacao in Davao del Norte, and calamansi in Agusan del Sur.

## DTI continue to empower women microentrepreneurs



The Supporting Women's Economic Empowerment (WEE) program in the Philippines, also known as the GREAT Women Project 2 (GWP2), seeks to economically empower women micro entrepreneurs (WMEs) and their workers, by improving the competitiveness and sustainability of WMEs, as well as creating an environment for women's economic empowerment. The project adopted the national industry cluster approach, and has enrolled 831 WMEs from four (4) priority industry clusters namely: (1) Wearables and Homestyle; (2) Coffee; (3) Cacao; and (4) Processed fruits and nuts and selected high value crops. GREAT Women Project 2 covers regions 2, 3, 4A, 5, 6, 7, 8, 10, 11, 12, and CAR.

This year, the DTI and the Philippine Commission on Women, together with other major National Government Agency Partners of the Project – Department of Science and Technology and Department of Agriculture, signed a Joint Memorandum Circular No. 1, s. 2019 on Prioritizing Support to the said WMEs.

Through these collaborative efforts, the project assisted 120 WMEs in facilitating certification requirements, 197 in product design and development, and 109 in market development and expansion. 414 were trained in enterprise management and other key themes. Of the 831 enrolled WMEs, a total of 444 WMEs (53.43%) were provided with assistance.

## Entrepreneurial mindset strengthened in Agrarian Reform Communities

The DTI-Comprehensive Agrarian Reform Program (DTI-CARP) conducted 2,291 training sessions/seminars on entrepreneurship productivity and skills. There were also 5,133 market development activities held, including trade fairs and market matching, and 746 product development activities such as product design development, prototype execution, and product packaging and labeling. These activities have benefited 159,857 agrarian reform beneficiaries. Sales generated reached PhP4.54 billion, and 178,837 jobs were created. In 2019, some 348 Agrarian Reform Beneficiaries Organization/MSMEs were assisted in acquiring their License to Operate from the Food and Drug Authority (FDA). Under this system, homegrown products from farmer-beneficiaries are guaranteed to be of the highest quality, as required by the food industry, and most importantly, safe for public consumption.



## Returning OFWs and their families to be assisted

On 1 May, DTI, together with the Overseas Workers Welfare Administration (OWWA) and the Technical Education and Skills Development Authority (TESDA), signed a Memorandum of Agreement, which directs OWWA to refer willing OFWs to TESDA for skills training and to DTI for entrepreneurship seminars and loans through the *Pondo sa Pagbabago at Pag-aseño* (P3) program. This will help returning OFWs to find a job or start a business.



## Over 30,000 IDPs benefit from Livelihood Kits through Bangon Marawi



In 2019, DTI continued to help revive the business environment in Marawi after the siege that happened in 2018. Maranao entrepreneurs were provided with livelihood assistance through the provision of starter kits on sewing, sari-sari store, baking, carinderia, school supplies, bigasan, carpentry, and masonry. From this, there were 30,590 internally-displaced persons (IDPs) beneficiaries. We provided pedicabs to 30 drivers and power tools to 20 associations. DTI has also facilitated participation of MSMEs in Trade Fairs showcasing Maranao products and artifacts. Through this, P1.59 million sales was generated.

## Over 140,000 jobs generated from 8 priority industries through ICE Program

Under DTI's Industry Cluster Enhancement (ICE) Program, the growth of DTI's priority industries is facilitated. This helps create competitive MSMEs, and aims to improve the gross value-added (GVA) by 40% in the next 5 years, thereby contributing to economic growth and poverty alleviation. The eight (8) priority industry clusters are rubber, bamboo, coffee, cacao, processed fruits and nuts, wearables and homestyle, palm oil, and coco coir. In 2019, these industry clusters generated 141,447 jobs, which is 154% of the target of 92,062. PhP2.97 billion investments have been recorded. In terms of sales, the ICE program generated domestic sales totaling PhP10.41 billion, and export sales of US\$522 million. On the number of MSMEs, they were able to assist 44,264 MSMEs which is 170% of the target of 26,007. For loans facilitated, a total of PhP678 million was reported, which is 104% of the PhP655 million target. The industries were able to conduct 3,520 training sessions, with 75,499 beneficiaries.

Industry Clustering is an effective strategy towards inclusive growth. It provides answers to key questions, such as how micro and small enterprises can co-exist with medium and large enterprises, and how the same micro and small enterprises can contribute to the production and manufacturing of end-products that cater to the global market.



## Cheaper and more affordable rice accessible in 471 supermarkets nationwide

DTI initially established the Presyong Risonable Dapat (PRD) program in 2018, to bring quality rice to retail points at PhP38 and below. The program is a preview of the rice tariffication regime, which increases the number of access points of cheaper rice, to benefit Filipino consumers as well as enhance the competitiveness of Filipino farmers. In February 2019, DTI launched PRD in all 33 Waltermart supermarkets nationwide, making affordable rice more accessible to the public. The retail store offers varieties of well-milled rice at PhP34, PhP35, and PhP37 per kilo, as well as sugar at PhP50 per kilo. With this launch in Waltermart, PRD is now available in 471 major supermarkets nationwide, including SM Supermarket, Hypermarket, Savemore, Robinsons Supermarket, and Puregold.



## Consumer Corner launched in Robinsons

The Consumer Corner program was launched to make consumer-related information and avenues for redress more accessible to the public. Through this program, consumers are expected to be made more aware of their rights. The Consumer Corner Program was initially launched in 2018, wherein DTI collaborates with business establishments, to set up Consumer Welfare Desks (CWD) inside retail stores, where consumers can gain access to consumer-related information materials of the DTI. This initiative aims to strengthen and promote consumer welfare and protection. During FY 2019, a total of 263 Consumer Corners were established nationwide. Major participating establishments are SM Supermarket, Robinson's, and Waltermart.

## 5 Consumer Policies Approved

DTI continues to formulate and develop policies and standards on the conduct of business and industry. In 2019, there were five approved and published consumer policies:

1. Implementing Rules and Regulations (IRR) of Republic Act No. 10620, Otherwise Known as "An Act Providing for Toy and Game Safety Labeling, Appropriating Funds Thereof"



- Contains the delineation of responsibilities of implementing agencies under the RA 10620, the Labeling and Packaging Requirements, Safety Labeling Statements, and Enforcements and Actions

- Aims to address consumer issues regarding proper labelling and safety of toys

2. Implementing Rules and Regulations (IRR) of Republic Act No. 10962, Otherwise Known as the "Gift Check Act of 2017" (Department Administrative Order No. 19-03, Series of 2019)



- The "Gift Check Act of 2017" was approved into law on 19 December 2019 which identified the DTI as the implementing agency and to promulgate the implementing rules and regulations necessary.

- Gift checks shall no longer have expiration date except for those obtained under loyalty, rewards, promotional program/s and coupon or vouchers.

3. Administrative Procedures on Addressing Consumer Issues and Concerns Pertaining to Telecommunications Industry and Speedy Resolution of Consumer Complaints for publication (Joint DTI-DICT-NTC-NPC-DOJ Administrative Order No. 18-01, Series of 2018)



- The JAO sets the guidelines for consumers and relevant government agencies in resolving issues and concerns regarding telecommunications services.

4. Mandating the use of the Filipino and/or English language in signages, billboards, advertisements, brochures, fliers, notices, advisories, labels, price tags/lists, menus, receipts and other business/marketing materials (Department Administrative Order No. 19-09, Series of 2019)



- Strict use of Filipino or English languages on signage and other promotion collaterals of business establishments

5. Guidelines for registration of installation facilities of speed limiters (Department Administrative Order No. 19-15, Series of 2019)



- DTI is mandated to accredit persons, establishments or institutions producing, manufacturing or distributing speed limiters to ensure safety of automotive vehicles

- The DAO provides the requirements for the registration of speed limiter installation facility which shall be implemented by the DTI-Fair Trade Enforcement Bureaus and Regional and Provincial Offices





## DTI celebrates the 45<sup>th</sup> National Standards Week and 50<sup>th</sup> World Standards Day



Every 8-14 October, the National Standards Week (NSW) is celebrated worldwide. For 2019, it adopted the theme of the 50<sup>th</sup> World Standards Day (WSD), “Video standards create a global stage”. The theme highlights the importance of advances in video technology in changing the world, revolutionizing entertainment, connecting friends and families across the globe, enriching our communication experiences, and enabling major improvements in medical care and education.

Led by the Bureau of Philippine Standards (BPS), DTI celebrated the 45<sup>th</sup> NSW by conducting various activities that aims to strengthen the awareness of the participants on the importance and relevance of standards in their daily lives were conducted by emphasizing the importance of standards, benefits of standardization, and relevance of conformity assessment procedures. Activities conducted include Enhanced Standards Blitz Program which is an orientation that intends to raise awareness on product safety based on the Philippine National Standards (PNS), 9<sup>th</sup> Standards Essay-Writing Contest, 3<sup>rd</sup> Standards Poster-Making Contest, Seminar on the Use of Media for Consumer Protection participated in by public schools in NCR which aims to raise awareness on the importance of the basic consumer rights and how media is used to protect the welfare of the consumers, Certified Products’ Market and Diskwento Caravan, and DTI-BPS Testing Laboratory Open House where interested participants to strengthen its partnership among government, industry sectors and academe to mold vigilant and responsible consumers.

## Technical regulation on mandatory certification of glass products issued

DTI issued a Department Administrative Order (DAO) on the new technical regulations concerning the mandatory certification of flat glass, heat-strengthened and fully tempered flat glass, laminated glass and laminated safety glass in building, and bent glass, to ensure that these glass products meet the specified safety and/or quality requirements prescribed under the Philippine National Standards (PNS). With this technical regulation, only glass products sourced from manufacturing plants holding a valid Philippine Standard (PS) Quality and/or Safety Certification

Mark License shall be permitted to be distributed or sold in the Philippine market.

A factory and product audit shall be conducted on companies, to ensure that the quality management system and the finished products conform to the requirements of PNS ISO 9001 and the relevant product standards, respectively. Part of the product audit includes drawing of samples for all types and sizes of glass products, which shall be submitted to a BPS-recognized laboratory, for third-party testing. Only upon satisfactory results of the audit, testing and evaluation, shall the PS License be issued. This license will be valid for three (3) years, subject to regular surveillance activities.

For imported glass products, the importers shall apply for a Statement of Confirmation (SOC) on a per-product, per-shipment (Bill of Lading) basis, to ensure that imported glass was sourced from a PS- licensed manufacturer, and consistently conforms to the standards. A Surety Bond equivalent to 10% of the declared import value shall be posted for imported glass products, per shipment. Likewise, at least PhP20 million capitalization is required for glass importers. These requirements are implemented for the assurance that consumers are protected from non-conforming glass products.

## Product certification now available online: ICC stickers verifiable through mobile app

In line with the President’s directive to streamline and automate frontline services, DTI now implements the Product Certification Information Management System (PCIMS). This online system provides end-to-end paperless processing of Import Commodity Clearance (ICC) and Philippine Standard (PS) Safety and/or Quality Certification Mark Licenses.

The PCIMS provides an efficient certification process, since applications may now be filed anywhere, and certificates may be paid and claimed at any DTI Regional or Provincial Office. PCIMS also implements first-in, first-out processing, and real-time tracking of application status. This provides faster and fairer processing, thereby eliminating red tape. Likewise, recent cost analysis conducted by the Bureau of Philippine Standards (BPS) showed that 87% (or approximately PhP3,600 per ICC application) will be saved by the applicant, through the PCIMS.

ICC stickers may now be verified through a mobile application called “ICC Verification System”, downloadable for free on the Google Play Store. This mobile application enables confirmation of legitimate ICC stickers found in products being sold in the market, through the QR code embedded in each sticker. This will assist the DTI during market enforcement and monitoring activities, as well as the consumers in verifying that their products are certified.

## DTI strengthens its monitoring and enforcement efforts; OPLAN KIDLAT launched



To ensure product quality and consumer safety, especially for construction materials such as cement, steel bars, angle bars, uPVC pipes, and sanitary wares, DTI conducted more monitoring and enforcement activities. In 2019, 11,000 unique firms have been monitored. On top of this, with the launch of Oplan Kidlat, which aims to strengthen enforcement outside Metro Manila (Cavite, Rizal, and Bulacan area), 800 more firms were monitored. Some 99,014 allegedly violative products were confiscated, with an estimated value of PhP19.35 million. From the inspections conducted, 639 Notices of Violation (NOVs) were issued.

## 97% consumer complaints resolved within prescribed time

From January to December, DTI processed 7,205 consumer complaints. Of these, 6,998 were resolved within 10 days for mediation, and 20 days for adjudication. The complaints resolution rate within prescribed time is 97.13%.

## ASEAN Regional Forum on Sustainable Consumption held



In September 2015, the United Nations Member States adopted a new global plan of action entitled, “Transforming Our World: The 2030 Agenda for Sustainable Development.” The 2030 Agenda, its 17 Goals and 169 targets are the universal

set of goals and targets that aim to stimulate people-centered and planet-sensitive change. Goal 12 specifically centers on ensuring sustainable consumption and production patterns. Last March 2019, the ASEAN Committee on Consumer Protection convened the ASEAN Member States through a workshop and among their agenda is understanding what sustainable consumption is all about. On August 2019, DTI spearheaded the ASEAN Regional Forum on the Promotion of Sustainable Consumption. The forum was participated in by delegates from Thailand, Japan, South Africa, Malaysia, Indonesia, Vietnam, Cambodia, Myanmar, and Lao PDR, other government agencies, academe, consumer organizations, and private sector.

The objectives of the two-day event are: (1) share best practices on Sustainable Consumption of ASEAN Member States, government agencies, and the private sector; and (2) come up with the general framework or guidelines and develop the ASEAN Sustainable Consumption Guidance Toolkit.

The first session tackled sustainable consumption and its relation to the Sustainable Development Goals. Other sessions discussed the impact of changing consumer behavior and consumption patterns in driving sustainable consumption, economic and regulatory tools, fostering and communicating sustainable lifestyle to consumers, and possible policy reforms.

## Awareness on Sustainable Consumption Promoted

To instill ethical and sustainable consumption to consumers and educate the people, DTI conducted the 2<sup>nd</sup> Philippine Consumer Congress in October 2019. The event featured the local initiatives for the promotion of sustainable consumption which highlighted the best practices done by the government, consumer/civic organizations, and businesses. On the other hand, initiatives on sustainable production were discussed by huge manufacturers like Unilever Philippines, Holcim Philippines, The Plastic Solution, and Nestle Philippines.

Gaps and challenges on Sustainable Consumption and Production (SCP) were identified through the conduct of Regional Congress. These includes low awareness, varying ordinances and inconsistent implementation of policies and regulations, lack of manpower and funding, uncoordinated actions from relevant sectors, and consumer purchasing behavior. From this, it was recommended to have an advocacy program for promotion of SCP, create and implement incentive programs for going “green”, build a database/registry of sustainable products and services, strengthen public-private partnership in promoting SCP, and a national legislation on ban of single-use plastic.

To institutionalize sustainable consumption in the country, it is important to enhance the efficient and equitable resource use of firms, households, and individuals, and internalize economic, social and environmental costs and benefits of production and consumption processes.



# GOOD GOVERNANCE ➤



## DTI PRIME HRM Journey to Level III



The Program to Institutionalize Meritocracy and Excellence in Human Resource Management or PRIME-HR of DTI Central Office and Regional Offices have been conferred with a Bronze Award by the Civil Service Commission (CSC) in year 2018. Since then, various local and national agencies coordinated with the Agency's HR nationwide to harvest strategies and benchmark practices for possible replication.

The Civil Service Commission (CSC) also tapped DTI to showcase the agency's best practices in Governance and Talent Sourcing Pillars under Recruitment, Selection and Placement last May 24, 2019 and October 25, 2019 respectively through an event called HR Conversations. The gathering was a venue for agencies and to discuss trends and capacitate over 200 HR Practitioners in the performance of their HR functions. In both learning sessions, DTI emphasized on how the Agency has always given priority to its human capital. Essentially, building a team of top-notch performers and innovators begins with finding the right fit - hiring the right people to do the job and giving them a realistic job preview. With a highly judicious and discerning talent acquisition process governed by the Merit Selection Plan that ensures that everyone is given a fair chance in accordance to the EEOP or the Equal Employment Opportunity Principle, the new breed of servant heroes find their niche in the Department early on. They are also guided in following a path towards peak performance and career milestones. While other HR systems such as performance management and learning and development provide opportunities to excel and grow, acquiring highly motivated and competent people who share the Department's core values is a key ingredient in achieving the agency's mandates and, ultimately, its vision of a more prosperous Philippines.

## TNK Advocacy Strengthened

In 2018, the DTI partnered with TV5 and aired a once a month feature of Trabaho, Negosyo, Kabuhayan, Konsumer sa Serbisyong Kapatid in the Kapatid network anchored by Ms. Cheryl Cosim. It became a benchmark in continuing the partnership of the agency with the network through Autumn Creatives. By the start of 2019, the Department and TV5 introduced the rebranded TNNK which is now called Trabaho, Negosyo and Konsumer sa Perfect Morning with

Cheryl Cosim and is co-anchored by a DTI representative. This program now serves as the platform of the DTI in reaching a bigger audience nationwide and across the globe to inform and educate MSMEs and consumers on pressing relevant trade and industry topics, issues, and news.

In 2019, the agency has successfully aired 52 episodes of Trabaho, Negosyo and Konsumer sa Perfect Morning with Cheryl Cosim on Radyo5 News FM which is simultaneously aired over Signal Cable Channel 6 and FB Online streaming, every Wednesday from 10:00 to 11:00 in the morning. The advocacy on the topic Doing Business generated the most episode aired during the entire 2019 run of the show. Meanwhile, episodes on Market Access such as the National Trade Fairs and the Regional Trade Fairs with testimonials coming from the entrepreneurs are more favored and much interacted with by the viewers.



## Capacity building on DTI ISO 9001:2015 conducted



As part of the commitment of the Department to continual improvement, the Planning and Management Service (DTI-PMS) offered ISO trainings in order to capacitate DTI officials and staff in ISO 9001:2015 Quality Management System (QMS). In 2019, a total of 1,071 officials and staff attended ISO 9001:2015 trainings such as: (i) Awareness Training, (ii) Documentation Training, and (iii) Internal Quality Audit Course. Other relevant courses offered were Risk Management and Root Cause Analysis Training.

In order to maintain the competence of the DTI personnel as well as maintain the quality of products and services, the ISO 9001:2015 Awareness Training is important to provide knowledge on the requirements of the said standard for



effective implementation of the QMS in the DTI. This course was attended by 215 personnel from the head office and 535 from the regions. Further, through the provided trainings, 49 out of 57 participants passed the examination for the ISO 9001:2015 Internal Quality Auditor.

The first DTI National Internal Quality Audit was held wherein cross-audits were successfully conducted among regional offices and head office bureaus. All sixteen (16) Regional Offices, seven (7) bureaus and five (5) service offices participated in the audit.

### “Special Citation for the Most PWD-Friendly Establishment” in the Bagwis Awards Program launched



A category was added in the Bagwis Awards, which recognizes the inspiring role of the establishment that instills the culture of inclusivity in its business/operations – whether as a person with disability entrepreneur or an establishment that employs persons with disabilities. This new category, called the “Special Citation for Most PWD-Friendly Establishment”, will be implemented in 2020, and was launched via an AVP during the Short Film Competition and Bagwis Awards Ceremonies on 24 October 2019.

### DTI Manual on Disability Inclusive Governance Published

DTI, through the Resource Generation and Management Service, developed its Manual on Disability Inclusive Governance (ManDIG). This manual serves as a guide for DTI personnel on how to ensure disability inclusion in planning, implementation, and monitoring of programs and services, as part of the Department’s commitment to effect good governance. Its ultimate goal is to ensure inclusion, and facilitate meaningful participation of persons with disability in DTI programs and services. This is done while respecting and protecting their rights as consumers, and building their capacities as entrepreneurs.

On 15 July 2019, DTI provided the National Council for Disability Affairs (NCDA) a copy of the DTI Manual on Disability

Inclusive Governance. A mural for Disability Inclusive Governance featuring persons with disabilities/organizations in the various parts of the country that benefited from various DTI programs and services was also installed in the agency’s main building.

Both the handover ceremony and the mural are part of DTI’s support of the 41<sup>st</sup> National Disability Prevention and Rehabilitation Week Celebration. The celebration is geared “to strengthen national efforts towards disability prevention and rehabilitation, to enable the effective integration of persons with disabilities into the mainstream of society”. The theme for this year – “Lokal na Pamahalaan: Kabalik sa Pagtupad ng Karapatan ng mga Taong Maykapananan” – focuses on regional/local efforts, particularly of local government units, in increasing awareness about persons with disabilities, and promoting their rights.

### DTI Data Catalogue Adopted

The continuing implementation of Memorandum Order (MO) 18-4843, on the Establishment and Adoption of the DTI Data Catalogue, was in full swing in 2019. A total of 39 programs and services have aligned with the said guidelines, by way of developing and implementing their respective data catalogues. The adoption has also led to a standardized method for collecting stakeholder information, through forms that contain the prescribed data fields using, the standard conventions. A templated tool has also been developed across these programs, which is used to record the collected data. This stakeholder information is presently stored in the Knowledge Resource Hub. The uniformity of data collected will eventually make available information collected from multiple sources and systems, and provide an overview of the general profile of the clients served in any given period.

### DTI recognized in 2019 FOI Awards

During the Freedom of Information (FOI) 2019 Awards on 12 December 2019, DTI was awarded by the Presidential Communications Operations Office (PCOO) for “being one of the top requested and performing agencies in the eFOI Portal (www.foi.gov.ph) and for its exceptional and significant contribution to the Freedom of Information Program’s progress and development.”



The public sector and non-government organizations that have made significant contributions to the government’s FOI program in fulfilling the rights of Filipinos to access public information were recognized during the event. In 2019, DTI received over 270 FOI inquiries through the eFOI facility (www.foi.gov.ph). Requests were processed in an average of two (2) days. Data relating to business names, and information about micro, small, and medium enterprises, were the most frequent requests by the public.

### DTI Academy Capstone Projects Presented

After the writeshops, 46 learners of the DTI Academy proceeded to the Capstone Project Presentations, where they presented their respective capstone projects. The Capstone Project Presentation of the 23 Consumer Protection learners was conducted on January 23-24, 2020, while the Capstone Project Presentation for the Business Development – Product & Market Development specialization was held on January 29, 2020 for 13 learners. Following this, was the Business Development – Branding specialization, on January 30, 2020, for 10 learners. A total of 37 capstone projects for both programs were presented and evaluated.

Capstone projects presented by learners under the Consumer Protection program provide support to the Department in the areas of price monitoring, the DTI Bagwis program, DTI Consumer Care, sales promotion, and the processes of enforcement, mediation, and adjudication.

Proposed projects under the Business Development – Product & Market Development specialization are designed to support business development initiatives and tools for small communities/enterprises, barangays, capability building, digital technology, and green development strategies for sustainable development.

For capstone projects under the Business Development – Branding specialization, these were proposed to support the development of branding strategy and initiatives at the provincial/regional level, and brand equity initiatives.

The capstone projects to be implemented by the learners form part of the research and innovation pillar of the DTI Academy, as they are expected to contribute something new, or to improve an existing system or process, supporting the Knowledge Management Community of Practice within the organization.



### Level 1 (Reaction), Level 2 (Learning), and Level 3 (Capstone) Evaluation Results

The reaction level of DTI Academy programs was measured through the modified net promoter scoring system: % of Strongly Agree – (% of Disagree + % of Strongly Disagree).

Level 2 evaluation was done during the conduct of the courses through pre- and post-tests and individual/group presentations, to assess the learning of the participants.

Level 3 evaluation was done during the Capstone Project Presentation, where the 37 capstone projects were evaluated by invited panelists. The capstone project evaluation was done based on the corresponding criteria for project paper and project presentation.

### 380 Public Schools benefit from computer packages

DTI, through the Resource Generation and Management Service secured another round of funding grant amounting to Php196 million from the Government of Japan’s Non-Project Grant Assistance – Countervalue Fund (NPGA-CVF) for the implementation of the fifth phase of the Personal Computers for Public Schools (PCPS) project. Under this, a total of 380 public high schools in Visayas and Mindanao will each receive computer package consisting of ten units of desktop computers pre-installed with the latest Windows and Microsoft Office software and peripherals including ten uninterruptible power supply (UPS) and one 3-in-1 Inkjet printer.

Since its initial implementation in 2001, the PCPS project has provided more than 64,000 computers to more than 5,400 schools nationwide helping increase computer access in public high schools from less than 20% in 2001 to 96% when the PCPS Phase 4 ended in 2014. Moreover, the project also trained more than 50,000 teachers on basic computer operation and troubleshooting and on the use of computers for classroom instructions. The PCPS was instrumental in helping the teachers accomplish their administrative tasks including the preparation of lesson plans, computation of grades, and the computerization of school records, among others.





# STATUS OF FUNDS

DTI-OSEC as of December 31, 2019

Particulars	Available Appropriations 1/	Allotment Releases 1/		Obligations		Disbursement 2/		
	Amount	Amount	% to Available Appropriations	Amount	% to Allotment	Amount	% to Allotment	% to Obligations
Current Year	5,855,737	5,829,480	100%	4,937,958	85%	3,986,826	68%	81%
PS	2,037,998	2,018,674	99%	2,005,397	99%	1,892,321	94%	94%
MOOE	3,313,120	3,365,904	102%	2,767,773	82%	2,070,461	62%	75%
FinEx	2,400	2,400	100%	2,400	100%	2,400	100%	100%
CO	502,219	442,502	88%	162,388	37%	21,644	5%	13%
Continuing Appropriations	1,027,734	1,027,734	100%	903,089	88%	325,205	32%	36%
MOOE	723,959	715,096	99%	663,587	93%	264,677	37%	40%
CO	303,775	312,638	103%	239,502	77%	60,528	19%	25%
SUB-TOTAL	6,883,471	6,857,214	100%	5,841,047	85%	4,312,031	63%	74%
Accounts Payable						714,909		
MOOE						44,061		
FinEx						341,095		
CO						329,753		
GRAND TOTAL:	6,883,471	6,857,214	100%	5,841,047	85%	5,026,940	73%	86%

Notes:  
1/ Data on appropriations and allotment releases shall be provided by DBM  
2/ Data on disbursements 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 Appropriations (RLIP and SAGP)

Prepared by:

Gemma B. Manlangit  
OIC, Budget Division

Certified Correct:

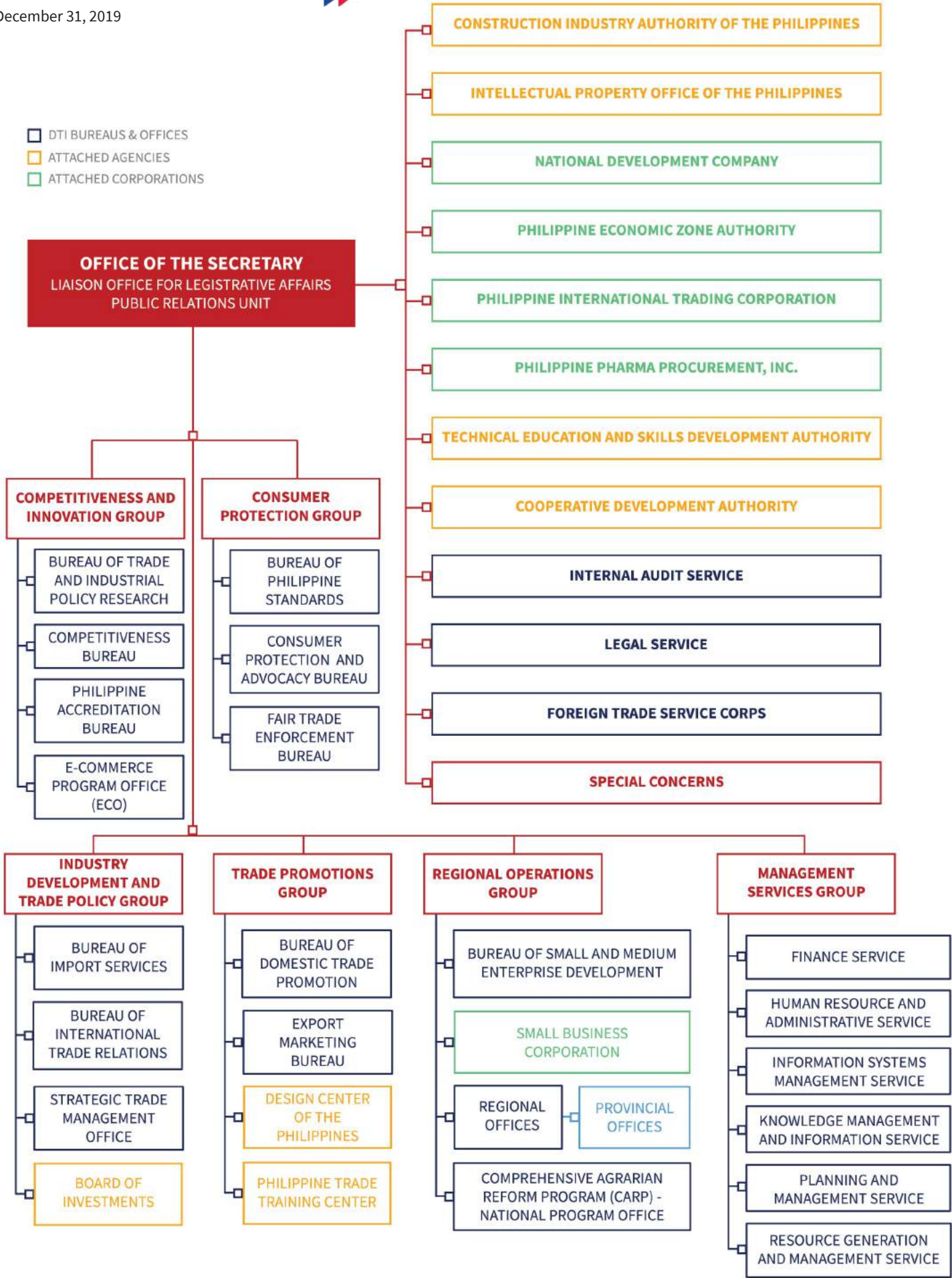
Crisologo R. Rigunay, Jr.  
Chief, Accounting Division

Maria Asuncion H. Cruzada  
Director, Finance Service

# ORGANIZATIONAL CHART 2019

As of December 31, 2019

- DTI BUREAUS & OFFICES
- ATTACHED AGENCIES
- ATTACHED CORPORATIONS





# DTI KEY OFFICIALS

# 2019



**Ramon M. Lopez**  
**SECRETARY**

## UNDERSECRETARIES



**Rowel S. Barba**  
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CHIEF-OF-STAFF



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PROTECTION GROUP



**Blesila A. Lantayona**  
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**Abdulgani M. Macatoman**  
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**Ireneo V. Vizmonte**  
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OFFICE OF THE  
SECRETARY



OFFICE OF THE SECRETARY

Executive Director



**Ray R. Elevazo**  
COOPERATIVE DEVELOPMENT AUTHORITY

Executive Director



**Ramon A. Abiera**  
CONSTRUCTION INDUSTRY AUTHORITY OF THE PHILIPPINES

Director General



**Josephine R. Santiago**  
INTELLECTUAL PROPERTY OFFICE OF THE PHILIPPINES

General Manager



**Ma. Lourdes F. Rebueno**  
NATIONAL DEVELOPMENT COMPANY

Director General



**Charito B. Plaza**  
PHILIPPINE ECONOMIC ZONE AUTHORITY

CONSUMER PROTECTION GROUP

Director



**James E. Empeño**  
BUREAU OF PHILIPPINE STANDARDS

Director



**Domingo R. Tolentino Jr.**  
CONSUMER PROTECTION AND ADVOCACY BUREAU

Director



**Ronnel O. Abrenica**  
FAIR TRADE ENFORCEMENT BUREAU

Asst. Director



**Ferdinand L. Manfoste**  
BUREAU OF PHILIPPINE STANDARDS

Asst. Director



**Marimel D. Porciuncula**  
FAIR TRADE ENFORCEMENT BUREAU

INDUSTRY DEVELOPMENT AND TRADE POLICY GROUP

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PHILIPPINE INTERNATIONAL TRADING CORPORATION

President & CEO



**Jose A. Capistrano Jr.**  
PHILIPPINE PHARMA PROCUREMENT INC.

Director General



**Isidro S. Lapeña**  
TECHNICAL EDUCATION AND SKILLS DEVELOPMENT AUTHORITY

Executive Director



**Magnolia Minolas-Ashley**  
FOREIGN TRADE SERVICE CORPS

Director



**Edgar C. Herrera**  
INTERNAL AUDIT SERVICE

Director



**Karen A. Riola**  
LEGAL SERVICE

Executive Director



**Raul V. Angeles**  
BOARD OF INVESTMENTS

Executive Director



**Corazon H. Dichosa**  
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Executive Director



**Felicitas Agoncillo-Reyes**  
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## TRADE PROMOTIONS GROUP



## MANAGEMENT SERVICES GROUP



## REGIONAL OPERATIONS GROUP





REGIONAL OPERATIONS GROUP



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CAGAYAN VALLEY



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As of 10 July 2020

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