

2016

ANNUAL REPORT





AVP version available.

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**

ABOUT THE COVER

It was 35 years ago that the Department of Industry (created in 1974) and Department of Trade (created in 1975), were merged into the Ministry of Trade and Industry. It was a period when government saw the need to *"correlate industrial promotion more closely to the expanding trade markets of the Philippines, particularly in the international economic field, mesh together under a unified direction the efforts of the government in developing a more balanced and integrated program of industry and commerce to enable the economy to respond more effectively to the industrial requirements of the domestic market as well as the increasing number of export outlets for Philippine products (E.O. 709, July 27, 1981)".*

Through the years, DTI has evolved as an institution, while adapting to the changing global business environment, yet grounded on its mandate to increase investments, expand exports, grow micro enterprises and protect consumers. But constant is the

pride in its people who adhere strictly to the tenets of professionalism, integrity and transparency. With a competency-based recruitment process institutionalized, the DTI has one of the highest CES occupancy ratio in the entire bureaucracy, with the DTI leadership continually striving to be the public's Agency of Choice. People coupled with performance, and the Department's quest for continual improvement has led to a positive public recognition of DTI.

As DTI celebrated its 35th (coral) anniversary in 2016, the significance of the year was heightened by two leadership changes—for 2016 was a transition year and an election year.

With changes in leadership, the DTI kept its momentum. As DTI Secretary Adrian S. Cristobal aptly put it, *"we (at DTI) look beyond administrations, we look at generations. We always give our best and push ourselves to excel."*

That is the DTI Way.

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MESSAGE of the DTI SECRETARY

The year 2016 was a significant year for the Department of Trade and Industry, and the nation as well.

Our countrymen elected President Rodrigo Duterte, who, on June 30, 2016 became the 16th President of the Republic of the Philippines.

It was a transition year. We picked up the baton from Secretary Adrian S. Cristobal, Jr., who, six months earlier was likewise appointed as new DTI Secretary, replacing Secretary Gregory L. Domingo. Looking back, it seemed like a homecoming after 28 years. There are many new faces, but we realized that the DTI we knew before—“steeped in the culture of excellence and committed to render outstanding service”, as my predecessor has said—remains.

We acknowledge what Secretary Cristobal has turned over:

- An economy on a high growth track, posting the highest growth rate of 6.9 percent, outpacing 11 other Asian countries, a growth fueled by investments in areas that create jobs and increase incomes
- A manufacturing sector which grew an average of 8.1 percent in the past four years, faster than the services sector and the economy as a whole
- On the trade front, we concluded a trade agreement with the **European Free Trade Association (EFTA)** with formal negotiations with the European Union (EU) underway.
- On the industry side, the **Comprehensive Automotive Resurgence Strategy (CARS)** was successfully launched with the participation of Mitsubishi and Toyota.
- A One DTI program through the **“Negosyo, Konsyumer Atbp.: One DTI Services”** project to make the range of our services better known and bring these closer to our clients in the countryside.

• **Negosyo Centers** and **Shared Service Facilities** throughout the country.

• The beginning of an Innovation Agenda through the establishment of the first **FabLab** in Bohol. DTI inaugurated five Product Innovation Centers with Co-working Spaces in partnership with leading academic institutions, local government units and private sector partners.

• The institutionalization of **Slingshot Philippines** or **#SlingshotPH**, our Startup and Innovation Ecosystem Development Program. The successful hosting of Slingshot Philippines energized the stakeholders of the Philippine startup and innovation community, all eager and yearning to launch new enterprises shaped by the advent of the game-changing realities of disruption, technology and scale.

We will build from these successes.

Thus, when we assumed office, we promptly set into motion our **“Trabaho at Negosyo”** agenda aimed at addressing inequality and reducing poverty by implementing programs that create jobs and increase incomes through exports, investments, and entrepreneurship.

• Investors gained interest and confidence in the country as evidenced by the increase in foreign direct investments by 40 percent as of yearend. We are optimistic that with the positive response on the presidential visits to ASEAN, Japan, and China—which attracted US\$43 billion worth of potential investments—jobs will be created in the coming years.

• With the **Manufacturing Resurgence Program** in place, we saw an equally compelling need to strengthen our construction industry to ensure that it can support the Administration’s Build. Build. Build program, which is the crux of Dutertenomics.

• The **Construction Industry Authority of the Philippines (CIAP)** whose mandate is to promote, accelerate, and regulate growth and development of the construction industry in conformity with national goals, was tasked to be at the forefront of construction policy and program formulation, development, and implementation.

• CIAP shortened the application for Philippine Contractors’ License from 30 working days to 15 working days; renewals from 15 to 10; applications for special licenses from 7 to 5; and Category Trade/E applications from 10 to 5. We have also begun the transition to an e-Filing system. Soon, CIAP will be implementing an online Contractors Licensing and Registration System (CLIRS) that can be used not only for registration, but also for taking the Authorized Managing Officer (AMO) exam.

• Aside from shortened Licensing Period (or Faster PCAB Licensing), work has begun towards a faster construction contract dispute resolution, as well as easier access of CIAP services in regions through DTI regional offices.

• More importantly, we are taking an active role in an enhanced capacity building for human resources in the construction industry to address demand and job-skills mismatch.

• Since Public-Private Partnerships will play a key role in the Golden Age of Infrastructure, the DTI, through CIAP, will be instrumental in promoting and developing Filipino contractor capabilities, and in monitoring and ensuring quality services from contractors.

• In terms of increasing trade, we scaled up our assistance to exporters through our **Regional Interactive Platform for Philippine Exporters (RIPPLES)** project and continued with **Doing Business in Free Trade Areas (DBFTA)** sessions to increase exporter awareness on the benefits of our Free Trade Agreements

• Assistance to micro and SMEs was further intensified, true to the push we made under the Boracay action agenda, where micro and SMEs shall be made front and center in fostering participation in regional and global markets:

• We continue to support the establishment of **Negosyo Centers** with 447 NCs available nationwide. These Negosyo Centers (NC) assisted over half a million clients, either through business registration, SME counselling, and/or entrepreneurship training/seminars. We also endorsed the continued implementation of the **Shared Service Facilities (SSF) Project**, now numbering 2,200. Our DTI offices across the country also continue to provide micro enterprises training and seminars via SME Roving Academy, as well as provide marketing support through the various regional and national trade fairs. We extended support to 43,573 MSMEs affected by typhoon Yolanda via key livelihood interventions and business restoration strategies.

• We also introduced new development initiatives such as the

• **Kapatid Mentor ME project**, a coaching and mentoring program where business owners and practitioners share their knowledge and expertise to selected mentees on the different facets of entrepreneurship.

• **“Go Lokal”** – retail/wholesale stores or pop-up kiosks which showcase the best products crafted, designed, and made in the Philippines. This hip, trendy, curated and design-led store is located at premium spaces in malls or other high foot-traffic

public spaces that will offer mostly the best of OTOP to young, affluent millennials, foreign tourists, and institutional buyers.

• **Pondo sa Pagbabago at Pag-asenso (P3)** to eradicate the 5-6 money lending scheme and provide access to credit requiring very minimal documentation.

• The number of assisted MSMEs reached 144,533 surpassing the target for the year, which is 125,878 MSMEs, by 15 percent.

• We were also mindful of the President’s 0+10 Socioeconomic Agenda, hence in the first 100 days, we took action on Priority #3, to promote ease of doing business. The DTI, DILG, and DICT put into motion the reduction in the processing time for business registration which further streamlined the business permitting processes to 2 days or less, using a unified form and a maximum of 2 signatures. We also extended our full support to the National Competitiveness Council’s (NCC) **“Project Repeal”** or the Philippines’ Red Tape Challenge which aims to eliminate outdated laws and/or issuances that place a heavy regulatory burden on businesses and reduce the cost of doing business in the country.

• We also affirm our indispensable role in protecting the rights of consumers.

• The DTI has shown its readiness in strictly enforcing the law when the President issued Proclamation No. 55, declaring a state of national emergency on account of lawless violence in Mindanao. The DTI enforced the Price Act and ordered a price freeze on basic necessities in places under automatic price control.

• We also intensified our monitoring and enforcement by going after substandard products. Since the start of P/RRD’s administration: 69,971 firms were monitored by our regional offices. From July to December 2016: 18,331 violative products were confiscated with an estimated value at PhP3,349,528; 364 formal charges were made out of 242 notice of violations (NOV). Most of these were violations under the Standards Law.

• In 2016, **Consumer Welfare Index (CWI)** was the highest recorded at 64% since the measure was developed by DTI in 2012. The CWI computes the annual average of a basket of indicators that include (i) level of consumer awareness, (ii) public perception of reasonableness of prices, and (iii) public perception on availability of safe products in the country. The survey is part of the *Ulat ng Bayan* conducted quarterly by Pulse Asia, Inc.

The tasks ahead are daunting for the DTI. Under the Philippine Development Plan, by the end of the President’s term in 2022, the Philippines is envisioned to be an upper middle income country. Growth will be more inclusive as manifested by lower poverty incidence particularly in the rural areas. Full employment will be achieved as unemployment rate is targeted to decline to 3-5%. Filipinos, too, will have greater drive for innovation.

The DTI is poised to attain these ambitious goals. After all, our aspiration is shared prosperity. By creating globally competitive and innovative industries, we shall attract investments, create more and better jobs, and achieve prosperity for all.

We in DTI will continue to uphold our tradition of **“Serbisyong Higit Pa sa Inaasahan”**.

Our countrymen deserve no less.


RAMON M. LOPEZ

DIRECTIONS FOR 2016 AND BEYOND



Photo by Philippine Information Agency

"Full Speed Ahead"

January – June 2016

1. Sustaining the Gains

- Regulatory reforms (EODB and competitiveness ratings)
- Shared Service Facilities (SSF) nationwide
- Negosyo Centers

2. Seize the Day

- Redesigned, focused and integrated services
- Full service Negosyo centers/work spaces on five regional centers
- Targeted interventions in seven priority agri industry clusters
- ONE DTI services fair in regional centers

3. Full throttle

- Comprehensive Auto Resurgence (CARS) Program
- Industry roadmap implementation
- Manufacturing Resurgence Program
- FTA negotiations with EFTA, EU, RCEP
- Export Development Plan
- Trade and investment promotions

4. Planting seeds/Getting started

- Launch start ups roadmap
- Launch and implement e-commerce roadmap
- Launch and implement logistics roadmap

With barely six months left under the present administration, and elections around the corner, some may think that DTI will merely coast along, keep things afloat. Still others may say there is little time to introduce new ideas, that it would be best stick to what is already there.

Well, they would all be wrong. For that is not the DTI way.

For us, there is no difference between an election year and any other year – we always give our best and push ourselves to excel. For us, to stand still is a sure way to fail; every day, every moment is an **opportunity** to innovate and improve.

Let's face 2016 with confidence and passion.

It is not "steady as she goes."

Nor is it "business as usual."

For the DTI, it is full speed ahead.

Secretary Adrian S. Cristobal Jr.

January 4, 2016

"Our goal is really towards a progressive Philippines. We will work to alleviate poverty, uplift Filipinos' lives through sustained economic growth. We can achieve this by promoting entrepreneurship and by attracting companies that will not only generate job opportunities but provide quality employment..."

Secretary Ramon M. Lopez

July 1, 2016



Photo by www.gonegosyo.net

"Trabaho at Negosyo"

July 2016 – Present

1. Build a community of innovative, globally competitive industries

- strong manufacturing sector; serving both domestic and exports.
- capitalize on our large population, demographic dividend, growth of the middle class
- promote inclusive business particularly linkage between Micro and Small to Medium and Large enterprises, and linkage to agricultural sector

2. Keep a competitive policy environment

- ensure competition—tight competition—between companies
- best price for consumers
- stable policies

3. Continue to pursue efforts to promote international trade

- maximize free trade agreements

4. Pursue focused investment promotion

- prioritize and select a few industries where we can be known for, where the Philippines has a competitive advantage
- need to narrow down, and give only incentives to select few

5. Strengthen consumer protection

- need to guard consumers against substandard products and services

6. Build a culture of entrepreneurship through 7Ms:

- **Mindset** – changing mindsets into an entrepreneurial mindset marked by continuous innovation
- **Mastery** – competency building, business/finance literacy, etc.
- **Mentoring** – learn from experience from those who have encountered these problems, and succeeded
- **Money** – access to microfinance, awareness and dissemination. It is not just about credit, it is also about the business plan
- **Market Access** – out of the box marketing strategies i.e. mainstream market, government procurement
- **Machine** – shared service facilities
- **Models** – no need to reinvent the wheel, adopt existing models for potential entrepreneurs

7. Use automation to promote ease of doing business

- Reduce turnaround time (presidential directive)
- Philippine Business Registry

2016 DTI PERFORMANCE

DTI's mission is to enable business and empower consumers.

Our primary stakeholders are businesses, specifically micro, SMEs and large enterprises, as well as consumers, defined by law as natural person who is a purchaser, lessee, recipient or prospective purchaser, lessor or recipient of consumer products, services or credit.

The DTI Budget supports six organizational outcomes namely: (i) Ease of Doing Business improved, (ii) MSME developed, (iii) exports expanded, (iv) investments increased, (v) consumer welfare enhanced and (vi) competitive industries developed realizing the country's industrialization strategy.

To achieve these organizational outcomes, the DTI adheres to the principles of good governance, highlighted by transparency, accountability and service excellence.

EASE OF DOING BUSINESS



97%
394,660
Business names registered

Accreditation of Service and Repair shops



Accreditation of Seafreight Forwarders



Accreditation of Truck Rebuilding centers



Joint Memorandum Circular



Authority to Import

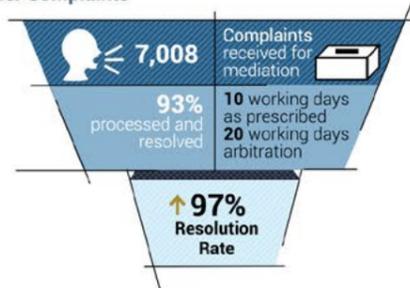


Product Standard Licenses



CONSUMER WELFARE

Consumer Complaints



Firms Monitored



MSME DEVELOPMENT

MSMEs Assisted



↑ **Php 19.7 B** Domestic Sales Generated

↑ **402,525** Jobs Generated

BN Registration and PBR Registration

↑ **394,660** Business Names Registered

↑ **69,014** Registrations through PBR

↑ **68,419** Registrations through brrs.dti.gov.ph

Negosyo Centers



Shared Service Facilities



Trainings Conducted



EXPORTS AND INVESTMENTS PROMOTION

Investments



Exports



Trade Fairs

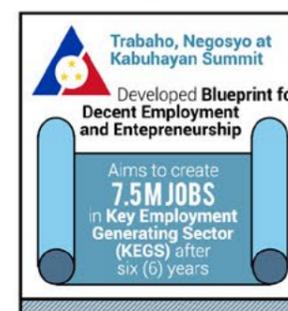


INDUSTRY DEVELOPMENT



GOOD GOVERNANCE

Promoting One DTI and Whole of Government Approach



Negosyo, Konsyumer ATBP

Launched in **April 2016**

15 NKATBPs were held

149 trainings and seminars conducted

Under one roof

- Entrepreneurship training
- Session on product standards
- Livelihood seminars
- Consumer awareness sessions
- Diskwento Caravans
- Negosyo Center services

REPORT CARD

DTI Support Services

| People on Performance | 2015 | 2016 |
|------------------------------------|-------------|-------------------|
| Employee Engagement | 88.2% | 89.1% |
| Employees Trained | 391 | 1,143 |
| PRIME HR | | Maturity Level 2 |
| On Quality and Productivity | | |
| ISO Certified DTI Offices | 74% | 83% |
| Internet Service | | |
| DTI-HO | 50 mbps | 45 mbps; 1gbps |
| DTI-ITG | 25mbps | 25 mbps; 25 mbps |
| DTI-TARA | 10 mbps | 10 mbps |
| DTI-OSEC | 10 mbps | 10 mbps; 5 mbps |
| DTI-FTEB | 10 mbps | 15 mbps (+5 mbps) |
| On Knowledge Management | | |
| Knowledge Resource Hub | | |
| Content | 608 | 1,577 |
| Users | 229 | 2,337 |
| Facebook | 12,667 | 33,131 Likes |
| Instagram | X | 410 Followers |
| Twitter | X | 721 Followers |
| Youtube | X | 629 Subscribers |
| Web | 838,418 | 853,851 |
| Client Serving | | |
| DTI Direct | 47,062 | 50,817 |
| On Fiscal Management | | |
| DTI Budget (w/ AA's and Corpos) | Php 4.06 B | Php 6.53 B |
| Share in National Budget | 0.22% | 0.31% |
| Budget Utilization | 90% | 91% |
| Foreign Assisted Project | Php 3.337 B | Php 4.427 B |
| Locally Funded Projects | 93% | 83% |
| COA Audit Findings Addressed | 100% | 100% |

Date: December 2016

Promote **EASE** of doing Business

Climbing four spots to 99th out of 190 economies in the 2016 World Bank-International Finance Corporation Doing Business Report, the Philippines becomes a better business environment to entrepreneurs as a result of reforms to simplify business regulations.

NATIONAL COMPETITIVENESS COUNCIL PHILIPPINES



DEPARTMENT OF TRADE AND INDUSTRY

MEMORANDUM CIRCULAR ON REVIS... STANDAR... REPEAL



Photo by Cities Development Initiative Newsletter

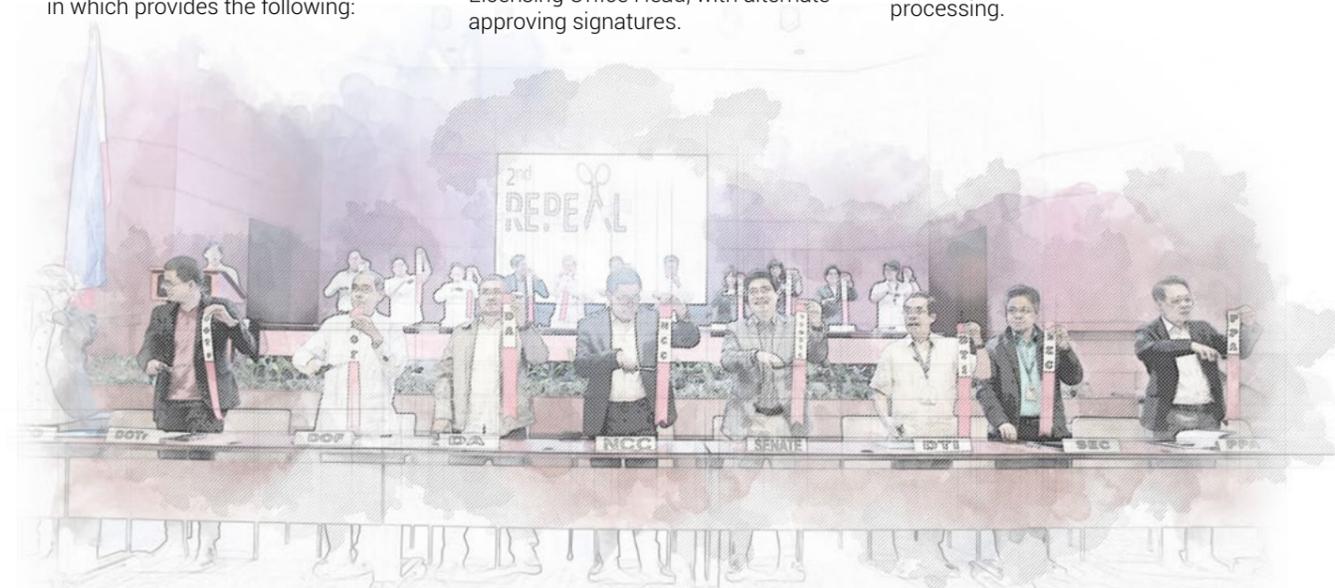
LGUs URGED TO MAKE BUSINESS REGISTRATION EASY AGREEMENT BETWEEN DILG, DTI, AND DICT SIGNED

To facilitate ease of doing business for MSMEs, a joint memorandum circular on **Business Process Licensing System (BPLS)** between the DTI, DILG, and DICT was signed on August 30, 2016. In this circular, the Local Government Units (LGUs) are directed to adapt their local licensing system with the Revised Standards on Processing Business Permits and Licenses in all cities and municipalities in which provides the following:

- (i) a unified form should be used, both in print and electronic format;
- (ii) the processing time should only take two days for new registrations and one day for renewal;
- (iii) registration procedures should only involve three steps; and
- (iv) permits should only require two signatories: the Mayor and the Treasurer or Business Permits and Licensing Office Head, with alternate approving signatures.

Other streamlining measures mentioned in the circular include:

- (i) setting up of **Business One Stop Shop (BOSS)** facility for business registration
- (ii) conduct of joint inspection teams
- (iii) computerization and automation of business permit process
- (iv) use of online and electronic methods for more efficient business processing.



DTI DECLARES REPEAL DAY: RED TAPE CHALLENGE ACCEPTED BY GOVERNMENT AGENCIES

The National Competitiveness Council (NCC) initiated Project Repeal to cut down red tape and promote the ease of doing business. The project implemented the Red Tape Challenge which sought to clean up regulations and legislations by revoking costly, irrelevant, and unnecessary statutes.

During the First Repeal Day last June 13, 2016, the NCC, in collaboration with the DOF, DOT, DBM, LTFRB, DOE, and SEC identified a total of 17,388 Department Orders and issuances for review or action. Of these, 3,777 had been enrolled for repeal.

The 2nd Repeal Day was held on December 8, 2016 and participated by the DTI, DA, DOE, DoTr, DILG, DICT, BOC, BAI, CAB, CAAP, COA, DDB, GAB, LTO, LTFRB, MIAA, NFA, NMIS, OTC, POEA, PNP, SRA, and TIEZA. As of November 28, total stocktake was 30,125.

The NCC's Project Repeal was awarded a sum of £17,969 equivalent to PhP 1,125,043.82 [exchange rate as of

01-03-04:£1- PhP 62.61] to assist the Philippine Government to cut red tape in the business environment through the development of the Standard Cost Model over a 5-month period. A Ceremonial Signing of Project Repeal Grant Contract with the British Embassy Manila was held on August 4, 2016.

Among the significant regulations that were amended or repealed include LTO Administrative Order 2016-034 which extends the validity of drivers' and conductors' licenses to five years, and BOC Customs Administrative Order 02-2016 which increases the *de minimis* value for imported goods.

| | | |
|--|---------------|---------------|
| Total Stocktake as of Nov. 28, 2016 | 30,125 | 100% |
| Reviewed | 2,207 | 39.54% |
| Repeal | 11 | |
| Amendment | 177 | |
| Consolidation | 18 | |
| Delisting | 896 | |
| Retained | 1,105 | |
| Under Review | 9,703 | |
| Balance for Review | 18,215 | 60.46% |

BUSINESS-FRIENDLY ENVIRONMENT AT THE LOCAL LEVEL REINFORCED

Nationwide, 1,389 local government units have joined the Cities and Municipalities Competitiveness Index. The CMCI ranks local cities and municipalities based on 28 indicators that are grouped into three equally-weighted pillars which include Economic Dynamism, Government Efficiency, and Infrastructure. The combined score on each pillar indicates their rank. A total of 144 cities, 1,245 municipalities, and 74 provinces participated in the 2016 CMCI annual event.

IMPORT AND EXPORT PROCESSES STREAMLINED

DTI through its Bureau of Import Services (BIS) continued the Inter-Agency Business Process Interoperability (IABPI) Program which will link approximately 55 agencies or units of government who have a regulatory role to play in the import and export of goods and the movement of these goods within the country. Through this system, businesses can file applications across a range of agencies for the import or export of raw materials, intermediate goods, or finished products. At the same time, the agencies will have the ability to share information contained in the applications with each other. The portal will be known as www.trade.gov.ph.

IABPI aims to: (1) standardize and streamline the import/export process of various government agencies and prepare them for the automation under DICT's Government Operations Management Platform (GOMP for Trade.gov.ph) and (2) establish a body that will govern over the trade automated platform (Trade.gov.ph) when it is operational.

OVER 394,000 BUSINESS NAMES REGISTERED, ONLINE REGISTRATION UP BY 30%

DTI regional and provincial offices reported a total of 394,660 business name registration transactions in 2016, 12% higher than the previous year (351,795 transactions). Web transactions thru bnrs.dti.gov.ph generated a total of 68,419 new and renewal registrations, which is 33% higher than 2015 (51,346 new and renewal transactions).

Business name registration thru PBR recorded a total of 69,014 transactions, a significant 81% increase from 38,170 registrations in 2015.

A total of 384,196 or 97% of Business Names registered were processed within 15 minutes by DTI regional and provincial offices.

ONLINE CONTRACTOR'S LICENSE RENEWAL LAUNCHED BY CIAP

Construction Industry Authority of the Philippines (CIAP), through the Philippine Contractors Accreditation Board (PCAB), launched the electronic filing sub-module of the Contractors Licensing and Registration System (CLIRS) to efficiently serve its stakeholders and clients. The online filing of application is accessible through the CIAP website. CLIRS allows contractors to register and create their respective accounts as users of the E-Filing System. With it, they can

- accomplish electronic application forms; and
- submit license and/or registration applications

Other features of the E-filing system, like taking online Authorized Managing Officer (AMO) examination and status verification of filed applications, will soon be accessible.

In 2016, PCAB issued a total of 8,419 contractors' licenses. Of these, the majority was composed of the C, D, and Trade/E comprising 60 percent, followed by the medium-sized (A and B) with 34 percent, and large-sized (AAAA, AAA and AA) with 6 percent.

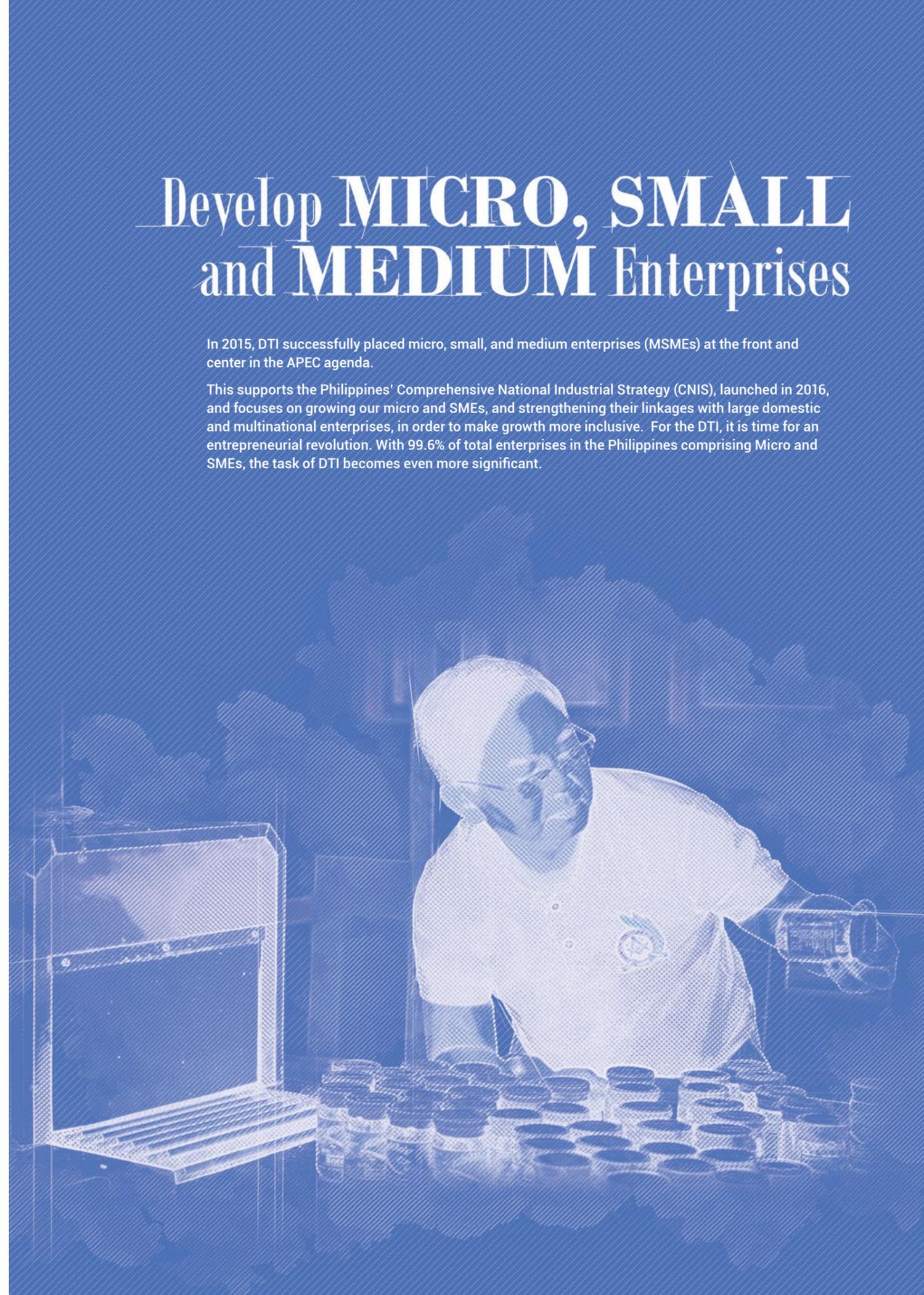
Processing of applications have been reduced as follows:

| TYPE OF APPLICATION | FROM | TO |
|---------------------|-----------------|-----------------|
| New and Upgrading | 30 working days | 20 working days |
| Renewal | 15 working days | 10 working days |
| Special License | 7 working days | 5 working days |
| Category Trade/E | 7 working days | 3 working days |

Develop MICRO, SMALL and MEDIUM Enterprises

In 2015, DTI successfully placed micro, small, and medium enterprises (MSMEs) at the front and center in the APEC agenda.

This supports the Philippines' Comprehensive National Industrial Strategy (CNIS), launched in 2016, and focuses on growing our micro and SMEs, and strengthening their linkages with large domestic and multinational enterprises, in order to make growth more inclusive. For the DTI, it is time for an entrepreneurial revolution. With 99.6% of total enterprises in the Philippines comprising Micro and SMEs, the task of DTI becomes even more significant.



DTI launched its 7-point strategy or 7Ms for enabling the country's Micro, Small, and Medium Enterprises.

M1: MINDSET CHANGE

DTI's Negosyo Centers provided trainings/seminars to help MSMEs acquire the right and positive entrepreneurial mindset that will spell success—care, passion, creativity.



Full Service Negosyo Center



Advanced Negosyo Center



Basic Negosyo Center

NEGOSYO CENTERS NUMBER 447 NATIONWIDE

In 2016, 297 Negosyo Centers (NCs) were established nationwide. Five NCs were launched in 2014, followed by 145 NCs in 2015. Overall, a total of 447 NCs are available nationwide. These NCs have assisted over half a million clients in 2016.

Scan QR Code at the left side to view some Negosyo Centers.

M2: MASTERY

Entrepreneurs must have comprehensive knowledge of its business, both technical and financial. DTI provided entrepreneurship and skills training to capacitate MSMEs. Topics offered include know-how & how-to's of entrepreneurship, what you need to set up a business, basic rules of spotting market opportunities, product positioning and differentiation, product development, market development, basic business finance, and plan preparation.

OVER 8,554 TRAINING SESSIONS FOR MSMEs CONDUCTED

The DTI continued to implement its various training programs through the SME Roving Academy. A total of 3,919 runs were conducted with 160,789 beneficiaries. The trainings and seminars conducted aim to teach entrepreneurs to step up their operations and enable them to compete in domestic and international markets.

DTI's attached agencies, namely the Philippine Trade Training Center (PTTC) and Design Center of the Philippines (DCP) conducted 430 and 254 training and workshop programs, respectively. The training sessions were correspondingly participated by 5,581 and 3,705 people. Some included workshop on bleaching, dyeing, lamination, and handmade papermaking.

M3: MENTORING

The DTI used its network among government agencies, the business community, and professional groups to provide micro enterprises with valuable business practices. DTI partnered with Go Negosyo, Philippine Chamber of Commerce and Industry (PCCI), Philippine Franchise Association (PFA), Association of the Filipino Franchisers Inc. (AFFI) and Federation of Filipino-Chinese Chambers of Commerce, Inc (FFCCCI), for a mentoring program at the firm level.



KAPATID MENTOR ME PROGRAM LAUNCHED, OVER 3,000 PARTICIPATED, 244 MENTEES GRADUATED

The Kapatid Program, a joint initiative of DTI and Go Negosyo, is a partnership envisioned to start an entrepreneurial culture which aspires to achieve a more prosperous Filipino nation. Specifically, it aims to link micro and small enterprises to the medium and large enterprises by becoming suppliers and distributors within specific industry clusters. This program includes trainings, seminars, one-on-one mentoring, business matching, and other capacity building activities for the

successful integration of MSMEs into thriving industry clusters.

On September 14, 2016, Kapatid Mentor ME was launched in Iloilo City and Zamboanga City, followed by Tacloban City and Trece Martires City in Cavite on September 20, 2016.

By the end of the year, it rolled out to seven more cities such as Cagayan De Oro, General Santos, Baguio, Tarlac, Tubod, Cebu, and Davao. Around 2,709 MSMEs and 1,415 other participants

benefitted from the program. With the help of mentors, 244 mentees have graduated.

Through linkages, MSMEs will be able to engage in more sustainable and profitable business activities. To achieve these linkages, MSMEs must be provided with capacity building as well as access to technology, such as SSF and financing.

M4: MONEY

Access to credit is an issue that the DTI has addressed. Financial inclusion which is a priority of DTI, means not only providing MSMEs with assistance in seeking bank loans, but also in pursuing creative mechanisms in tapping equity and venture capital financing.

MORE THAN 100,000 MICROENTREPRENEURS TO BENEFIT FROM THE PHP 1 BILLION MICROFUND

The DTI, through its Small Business Corporation (SB Corp) is set to implement in 2017 the Pondo sa Pagbabago at Pag-asenso (P3) program designed to replace the 5-6 microfinance that oppresses entrepreneurs. Under P3, the maximum interest rate shall be at a reasonable 2.5 percent per month, with no collateral requirement to be imposed. This 2 to 2.5 percent per month interest rate, which totals to about 20-24 percent per year, is very much lower compared to the 20 percent a day imposed by 5-6 operators. P3 will be implemented in the poorest provinces through participating micro finance institutions. The DTI secured PhP 1 billion funding for this project in the 2017 General Appropriations Act (GAA). Priority beneficiaries include entrepreneurs who do not have easy access to credit, or are accessing credit at very high cost. These include market vendors, agribusinessmen and members of cooperatives/industry associations/cooperators. Other beneficiaries are micro and small enterprises in priority and emerging industries, start-up business and technology innovation.



M5: MACHINES

The DTI through its **Shared Service Facilities (SSF)** project, made available tools and equipment to increase productivity and efficiency.

DTI SHARED SERVICE FACILITIES (SSF) NOW AT 2,200

The DTI Shared Service Facilities (SSF) Project, which began in 2013, aims to improve the competitiveness of MSMEs through the provision of machinery, equipment, tools, systems, accessories and other auxiliary items, skills, and knowledge under a shared system. Since its inception, total SSF projects implemented nationwide has reached 2,200 facilities with 92,227 MSMEs benefitting from the project, which generated a total of 52,921 jobs. On top of that, 11 Fabrication Laboratories, or FabLabs, amounting to Php 66,360,131 were established.

Scan QR Code to view SSFs:

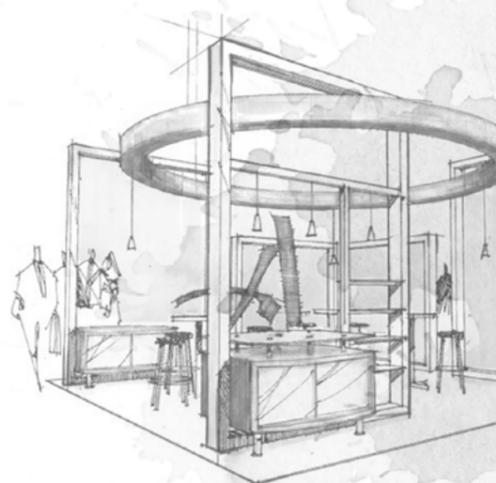


M6: MARKET ACCESS

DTI provided the venue for MSMEs to sell their products, through trade fairs, missions, and other business matching events. With e-Commerce on the uptrend, MSMEs were also provided information on how to access online platforms.

OVER P234M SALES GENERATED IN 15 REGIONAL TRADE FAIRS

Fifteen regional trade fairs featuring unique and special products from over 1,500 regional exhibitors were organized by the DTI Regional Offices. Sales generated from the trade fairs reached Php 235 million.



| Regional Office | Regional Trade Fairs | Date of Event | No. of Exhibitors | Sales Generated |
|-----------------|---|--------------------------------|-------------------|--------------------|
| CAR | IMPAKABSAT Goes to OTOP Makati | February 15 - April 30, 2016 | 35 | 2,908,667 |
| | IMPAKABSAT 2016 | November 25 - December 4, 2016 | 63 | 48,705,816 |
| DTI-1 | RIMAT TI AMIANAN | November 11-20, 2016 | 52 | 3,736,598 |
| DTI-2 | 9th Padday na Lima Regional OTOP Trade Fair Padday na Lima at the OTOP Store Makati 10th Padday na Lima Regional Trade Fair | April 25-30, 2016 | 50 | 1,699,973 |
| | | November 4-25, 2016 | 64 | 484,301 |
| | | December 14-19, 2016 | 62 | 1,359,796 |
| DTI-3 | 18th Likha ng Central Luzon Trade Fair 2016 | October 10-13, 2016 | 130 | 31,934,000 |
| DTI-4A | KALAKAL CALABARZON 2016 | October 12-16, 2016 | 114 | 5,771,490 |
| DTI-4B | MIMAROPA Naturally: Agri-Trade & Tourism Fair | October 17-23, 2016 | 151 | 32,829,480 |
| DTI-5 | OKB Regional Trade Fair | October 6-9, 2016 | 113 | 19,789,316 |
| DTI-6 | Panubli-on Trade Fair | October 10-16, 2016 | 96 | 7,587,879 |
| DTI-7 | Sandugo Trade Expo | July 20-25, 2016 | 123 | 13,583,375 |
| DTI-8 | BAHANDI 2016 | October 5-9, 2016 | 113 | 28,070,660 |
| DTI-9 | ZAMPEX Plus | October 7-11, 2016 | 180 | 11,397,936 |
| DTI-10 | Kahimunan Trade Fair | August 19-29, 2016 | 135 | 2,508,421 |
| DTI-11 | One DTI Trade Fair | April 25-27, 2016 | 39 | 1,191,508 |
| DTI-12 | TReasures of SOCCSKSARGEN at NKATBP TREASURES OF SOCCSKSARGEN | July 13-15, 2016 | 41 | 3,923,544 |
| | | November 11-15, 2016 | 17 | 14,400,000 |
| DTI-13 | Buy Caraga by Caraga Regional Trade Fair | May 11-13, 2016 | 20 | 3,283,222 |
| TOTAL | | | 1,598 | 235,165,982 |

“GO LOKAL!” TO SHOWCASE ONE TOWN, ONE PRODUCT BESTS

Mall owners committed to support the DTI “Go Lokal!” program by providing mall space for OTOP products, which will give mainstream market access for SMEs.

Go Lokal! is a design-led Filipino concept hub in the form of stores and pop-up kiosks, which showcase the best products crafted, designed, and made in the Philippines. This hip and trendy store located at premium mall spaces and other high foot-traffic public areas will offer the best of OTOP to Generation X and millennials, foreign tourists, and Filipinos born overseas.

DTI signed a MOA with Enchanted Kingdom to have a Go Lokal! Store at the Pugad Area of their Agila Theater.

SM Kultura, CityMall, and Robinsons Corporation have expressed interest in partnering with DTI to support local products.

306 MSMEs PARTICIPATE IN THE NATIONAL TRADE FAIR: SIKAT PINOY 2016

With 286 booths by 306 MSME participants, the trade fair was a notable success, with quite a good number of delegations:

- 47 came from the National Agricultural Cooperative Federation (NACF),
- 82 were product development assistance beneficiaries from CARAGA,
- 97 from Central Luzon,
- a number of MSMEs from the Philippine Homestyle and Holiday Décor Association.



M7: MODELS

Negosyo Centers are equipped to provide counselling, and information that can provide business ideas to potential or existing entrepreneurs. Whether traditional enterprises, direct selling or franchising, DTI has helped start and grow businesses.

OVER 144,000 MICRO ENTERPRISES ASSISTED BY DTI

The DTI assisted a total of 144,533 MSMEs, higher than the 125,878 target for the year. DTI offices in 17 regions and 81 cities/provinces provided various development initiatives, summed up through the 7Ms formula of DTI Secretary Ramon Lopez.

KEY LIVELIHOOD INTERVENTIONS AND BUSINESS RESTORATION STRATEGIES IMPLEMENTED FOR MSMEs AFFECTED BY YOLANDA

Three years after Typhoon Yolanda struck Eastern Visayas, DTI has assisted around 43,573 MSME beneficiaries. A P655.5 million fund was allocated to help businesses recover, where majority were from Leyte (60%). This assistance helped restore livelihoods and establish new enterprises all over the region.

PROGED BOOSTS MSME COMPETITIVENESS

Promotion of Green Economic Development (ProGED) was a four-year project (2013-2016) which promoted environment-friendly production among MSMEs as part of their competitive standard. The program conducted 143 greening sensitization or learning events and 23 green financing events. As a result, 147 MSMEs are now into greening their operations, and 52 MSMEs are availing green business development services and green technologies.

Develop GLOBALLY COMPETITIVE & Innovative Industries

The Philippine economy continues to be driven by the industry and services sector (I&S). In 2016, the share of I&S sector to domestic economy was around 90.3%. The significance of these sectors cannot be overlooked as most Filipinos are economically dependent on these sectors. The Department's relentless drive to strengthen these sectors through various programs and projects helped improve the country's competitiveness and provide an environment conducive to industry upgrading, moving up the global value chain, creating quality employment, and attaining sustainable and inclusive growth.

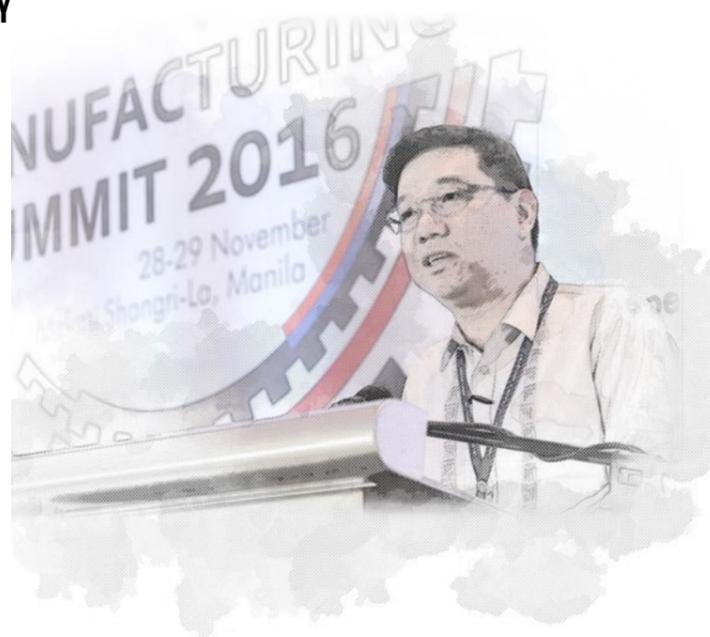
COMPREHENSIVE NATIONAL INDUSTRIAL STRATEGY (CNIS) LAUNCHED

DTI launched the country's Comprehensive National Industrial Strategy (CNIS) last 29 March 2016. The new industrial policy would enable the country to maximize trade and investment opportunities from the ASEAN Economic Community (AEC) and address the challenges arising from it. This policy aims to create the proper environment and strengthen Philippine industries in order for these to become globally competitive.

Through the new industrial policy, the Philippine government aims to promote domestic industries in both the local and global markets. With the private sector as the major driver of growth, the government acts as coordinator and facilitator to implement policies

and necessary support measures to address the obstacles to the entry and growth of domestic firms.

The CNIS will link and integrate manufacturing, agriculture and services; address supply chain gaps; and deepen industry participation in global value chains. Strategic actions include human resource development; SME development; innovation and R&D activities; green industries; aggressive promotion and marketing programs; infrastructure investments to address the high cost of power, logistics and shipping; and streamlining and automation of government procedures and regulations affecting business operations.



36 INDUSTRY ROADMAPS COMPLETED, LOCALIZATION EVENTS IN REGIONS CONDUCTED. NEW DTI SECRETARY SAYS TIME TO IMPLEMENT THESE ROADMAPS; DTI TO FOCUS ON KEY SECTORS

As of December 2016, 36 industry roadmaps had been completed. The Industry Roadmapping Program, a major program of the Board of Investments (BOI) in collaboration with the private sector, and industry representatives, develops industry roadmaps.



The DTI, through its Regional Offices, partnered with the BOI in the localization of industry roadmaps, focusing on industries that are dominant or thriving in the area. To promote alignment and support to national industry roadmaps, regional conferences were held nationwide. Positive response was overwhelming as these events provided the opportunity to address issues raised by industry clusters, or those that were identified as constraints to growth.

An Industry Roadmap details a sector's current situationer, outlines the vision, goals and objectives, strategies, timelines, and various interventions it needs to be globally-competitive. The roadmaps are crafted and implemented by the industry players themselves with the guidance of the BOI as well as other government agencies.

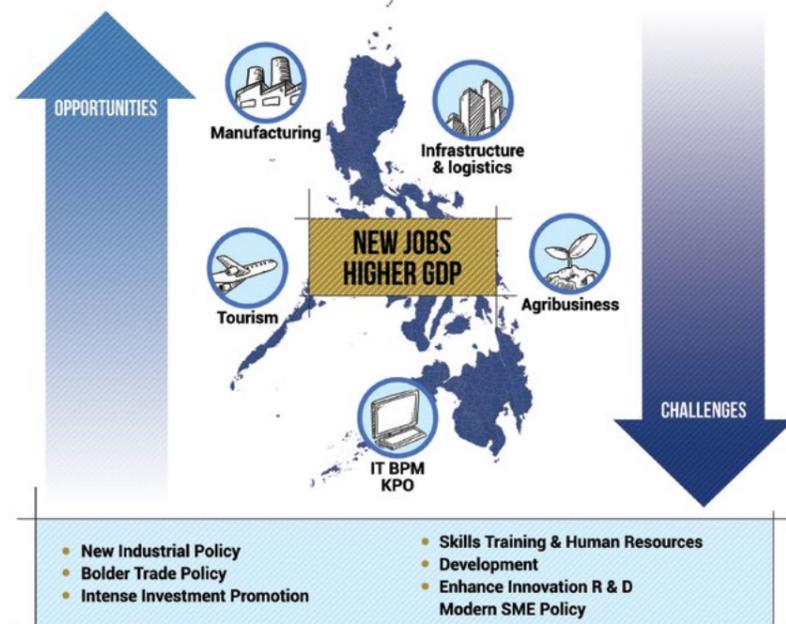
Meanwhile, Regional Industry Master Plans for Region 3 (Central Luzon) and Region 4A (CALABARZON) are works in progress. The ongoing formulation will assess the economies, institutions, and infrastructure in the two regions, and identify top priority industries to be developed. These are currently being crafted with the support of the Japan International Cooperation Agency.

DTI AND DA AGREED ON INTEGRATED INDUSTRY ROADMAPS ON AGRIBUSINESS

With the shared vision to develop and strengthen the agribusiness sector, DTI and DA agreed to integrate their respective industry roadmaps to address backward and forward linkages. The consolidated roadmaps will serve as blueprint in the growth and development of the following agribusiness subsectors: cacao, coffee, processed foods, rubber, and resource-based sectors such as tablea, carrageenan, processed meat, processed shrimp, dried mangoes, condiments, processed fruits and nuts industry, and coco coir industry.



COMPREHENSIVE NATIONAL INDUSTRIAL STRATEGY



52 ACTION AGENDA ITEMS FEATURED IN 2020 E-COMMERCE ROADMAP

The Department of Trade and Industry launched the Philippine E-Commerce Roadmap 2016-2020, as well as the e-commerce.gov.ph website last 2 February 2016. Over 150 industry stakeholders and officials/representatives from government agencies participated in the event. The roadmap is the Philippines' first on e-commerce, and the DTI expects renewed and reinvigorated collaboration between the government and the private sector to fully accelerate the growth of Philippine e-commerce – one that is globally competitive and integrated.

The roadmap's main objective is to contribute 25% to the Philippines' gross domestic product (GDP) by 2020 (from 10% in 2015 based on estimates made by iMetrics Asia Pacific Corporation).

The PECR 2016-2020 presents the Philippines' strategic plans, policies, and other support measures to harness the benefits of e-commerce for the country. Its action plan is based on key areas highlighted in the APEC Digital Prosperity Checklist.



It is intended to be a living document that will be continuously updated through regular stakeholder consultations to draw up strategies befitting current and timely issues and concerns. Ultimately, through this roadmap, more home-grown Philippine enterprises can directly access the global market or be integrated in global value chain, enabling further access to larger foreign markets.

CARS PROGRAM: TWO APPLICATIONS APPROVED

The **Comprehensive Automotive Resource Strategy (CARS) Program** provides time-bound and performance-based fiscal support to attract strategic investments in the manufacturing of motor vehicles and parts. It intends to augment and enhance the policy directions of existing motor vehicle development programs towards ensuring a resurgent automotive industry that supports innovation, technology transfer, environmental protection, and SME development. The thrusts of the CARS program are supported by three key program strategies: (a) address cost handicap through the localization of bulky parts; (b) strengthen and expand domestic supplier base; and (c) increase domestic market base.

Toyota Motors Philippines Corporation (TMPC) and Mitsubishi Motors Philippines

Corporation (MMPC) are two of the key automotive market players which participate in the CARS program. TMPC lists the Vios full model change (FMC) as its participating model. As of December 2016, TMPC has committed to produce 230,000 units of the new Vios which translates to about PhP 3.22 billion worth of investments in the Philippines. It has also vouched to help develop the country's new parts manufacturing capability. Investments and production preparations commenced in 2016 initially with large plastic parts localization and TMPC plant preparations. Production of the Vios FMC, meanwhile, is scheduled to begin in 2018 and will continue until the end of the CARS Program.

Meanwhile, MMPC shall be investing around PhP 4.32 billion in setting up its new production line for its

Mirage model which is expected to be operational early 2017. This investment includes around PhP 2.2 billion for a stamping shop facility. On top of this, MMPC expects about PhP 2.1 billion of largely additional foreign direct investments to enter the country through its international suppliers. MMPC projects production volume to reach 200,000 units within a period of six years and to increase local content to 35% by early 2018 and 50% by the end of the CARS program.

From these two projects, the CARS Program is expected to attract at least PhP 9 billion in investments, produce 430,000 more vehicles, and generate about 80,000 direct and indirect employment.

ROLL-IT PROGRAM LAUNCHED, DTI TO IDENTIFY ROADS AND INFRASTRUCTURE PROJECTS FOR DPWH IMPLEMENTATION

DTI Secretary Ramon M. Lopez and DPWH Secretary Mark Villar capped the Manufacturing Summit with the launching of the Roads Leveraging Linkages for Industry and Trade or ROLL IT program. Through the signing of a Memorandum of Agreement (MOA), the DTI and DPWH will jointly undertake the planning, budgeting, advocacy for legislation, and evaluation of industry development infrastructure

projects in priority economic and manufacturing zones in the Philippines. Under the agreement signed in November, the DTI will identify areas where industry sectors need road facilities and connectivity.

According to Industry Development Group Undersecretary Ceferino Rodolfo, "Through better roads and infrastructure, industry development

can spur and set the motion for balanced development, with industries dispersing away from urban areas and moving to urban areas, creating more jobs and income opportunities for Filipinos. With better infrastructure, we can attract more foreign direct investments in the country, ensuring smoother flow of business."

PH-EFTA AND TRADE FACILITATION AGREEMENT SIGNED

A free trade agreement between the Philippines and the European Free Trade Association (EFTA) was signed on April 28, 2016 in Bern, Switzerland. This is the Philippines' second bilateral free trade agreement after the Philippines-Japan Economic Partnership Agreement (PJEPA). EFTA is composed of Norway, Switzerland, Iceland and Liechtenstein. EFTA will improve market access with Europe, and is expected to encourage investments to our local economy. The service and non-service sectors will benefit, as high value added products, technological knowhow, and capital from these highly developed economies are expected to enter the country.

On 27 October 2016, the Philippines submitted its Instrument of Acceptance to the World Trade Organization, thus, the Trade Facilitation Agreement (TFA) was ratified. This is expected to reduce trade costs by 25 to 30 percent by reducing red tape measures and non-tariff barriers, improving trade flows, and streamlining border procedures. Thus, MSMEs will have more opportunities to participate in international trade.



ADVOCACY ON DOING BUSINESS IN FREE TRADE AREAS (DBFTA) BENEFIT OVER 10,300 FIRMS, TARGETS SURPASSED

Doing Business in Free Trade Areas (DBFTA) is a program developed by the DTI's Export Marketing Bureau (EMB) to inform exporters about the country's preferential trade agreements. The Philippines has FTAs with ASEAN, and through ASEAN – with China, India, Korea, Japan, and Australia-New Zealand.

In 2016, DTI conducted 270 DBFTA sessions, exceeding its target of 200 sessions for the whole year. A total of 32,003 participants including representatives from 10,395 companies and the academe, surpassing its targets of 18,000 participants by 78 percent, and 10,000 participating companies by 4 percent.

During DBFTA sessions, trade specialists and counselors from the Philippines and partner markets, customs and tariff officials, industry experts, and exporters, impart their knowledge on trade and industry market and trends. The provisions and benefits of FTA are discussed. Lectures feature business opportunities in partner markets and information relevant to specific industries while entrepreneurs and seasoned business professionals share their learnings, experiences and the benefits in availing of FTAs. In all DBFTA sessions, government help desks are available to address participants' queries or concerns.

Increase INVESTMENTS

The country's strong macroeconomic fundamentals and support for President Rodrigo Duterte's 10-point socio-economic agenda drove investor confidence to a higher level. Presidential visits and the DTI's investment missions abroad have increased the interest of investors, as they gained awareness of the Philippines, convinced of the country's potential.



BOI-PEZA APPROVED INVESTMENTS REACH P660.23 BILLION

In 2016, the Board of Investments (BOI) and the Philippine Economic Zone Authority (PEZA) approved a total of PhP660.23 billion worth of investments. These investments cover 378 projects and 61 new ecozones which are expected to generate employment opportunities of 166,467 when fully operational.

On BOI-approved foreign investments, Australia is the country's top source of investments from January to December 2016. Compared to the same period last year, Australian investments grew remarkably by 252,190% followed by United Kingdom with 2,312% growth, Germany with 300%, Japan with 292%, and China (PROC) with 203%

growth. Investments from Australia were mainly intended to fund projects in Electricity, Gas, Steam and Air Conditioning Supply.

On sectors, the energy sector absorbed bulk of the investment commitments. Through this, it was able to generate a total capacity of 2,433.5MW in CALABARZON where majority of industries are located. Even with only 55 projects, the energy sector attracted Php246.62 Billion worth of projects providing additional capacity to Luzon (Rizal, Quezon, and Sorsogon), Visayas (Negros Occidental, Antique, and Cebu), and Mindanao (Bukidnon, Misamis Oriental, and South Cotabato).

FOREIGN DIRECT INVESTMENTS GREW BY 41%

The country's foreign direct investment (FDI) increased by 40.7% when it grew from US\$5.63 billion in 2015 to US\$7.93 billion in 2016. Investments from major economies contributed substantial increase to the following sectors:

- arts, entertainment, and recreation sector: 14,014%
- accommodation and food service activities 1,604%
- professional, scientific, and technical activities 131%
- financial and insurance activities 93%

By economy:



| By country of investor | Value in US\$ M |
|------------------------|-----------------|
| Japan | 993.1 |
| Hongkong | 811.6 |
| Singapore | 156.2 |
| Taiwan (ROC) | 147.7 |
| Germany | 83.6 |
| USA | 76.6 |
| Spain | 75.9 |
| Bahamas | 74.0 |
| Thailand | 24.5 |
| South Korea | 11.4 |

8 PRESIDENTIAL VISITS YIELD US\$ 34 BILLION IN POTENTIAL INVESTMENTS

In the first six months of his presidency, President Rodrigo Roa Duterte brought home potential investments from his trips to ASEAN, China and Japan. Significant achievements of these trips include the following:

- Bilateral cooperation between the Philippines and Vietnam prioritizing education, training, and people-to-people exchanges and improved bilateral trade and investments.
- Intensified economic cooperation between the Philippines and Brunei Darussalam, in particular, to develop the Mindanao halal industry particularly in certification and capacity-building to utilize the potential of becoming twin hubs for the production and export of halal-certified products.
- Four-day state visit to China generated US\$ 15.085B worth of investments opportunities in the areas of agriculture, communication, infrastructure, manufacturing facilities, transportation, and tourism.
- Philippines secured US\$ 19.05 billion worth of new Japanese investments that could generate 250,000 jobs. These are documented in 7 Letters of Intent (LOIs) and 5 Memoranda of Understanding (MOUs).
- Malaysian business community's interest to invest in infrastructure, mass transportation development, joint ventures in agribusiness (particularly in the palm oil and rubber industries), halal-certified products, and high value post-harvest processing facilities. The leaders also agreed to strengthen the BIMP cooperation.

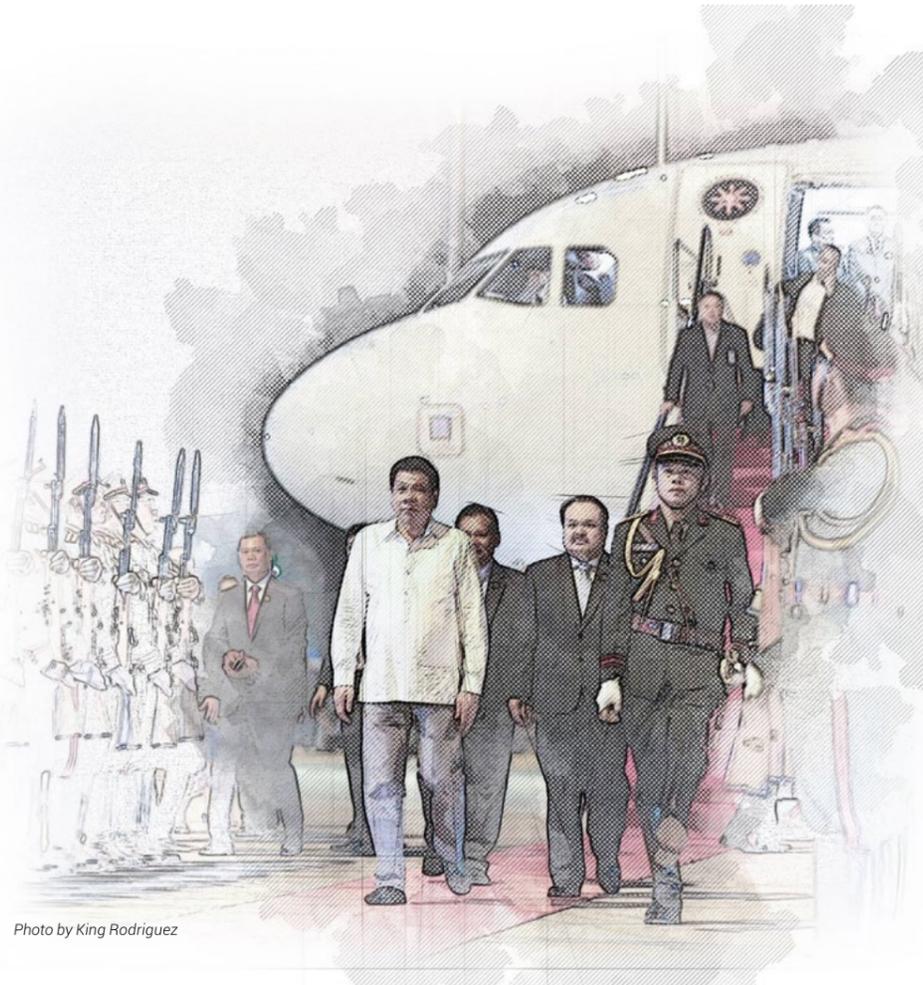
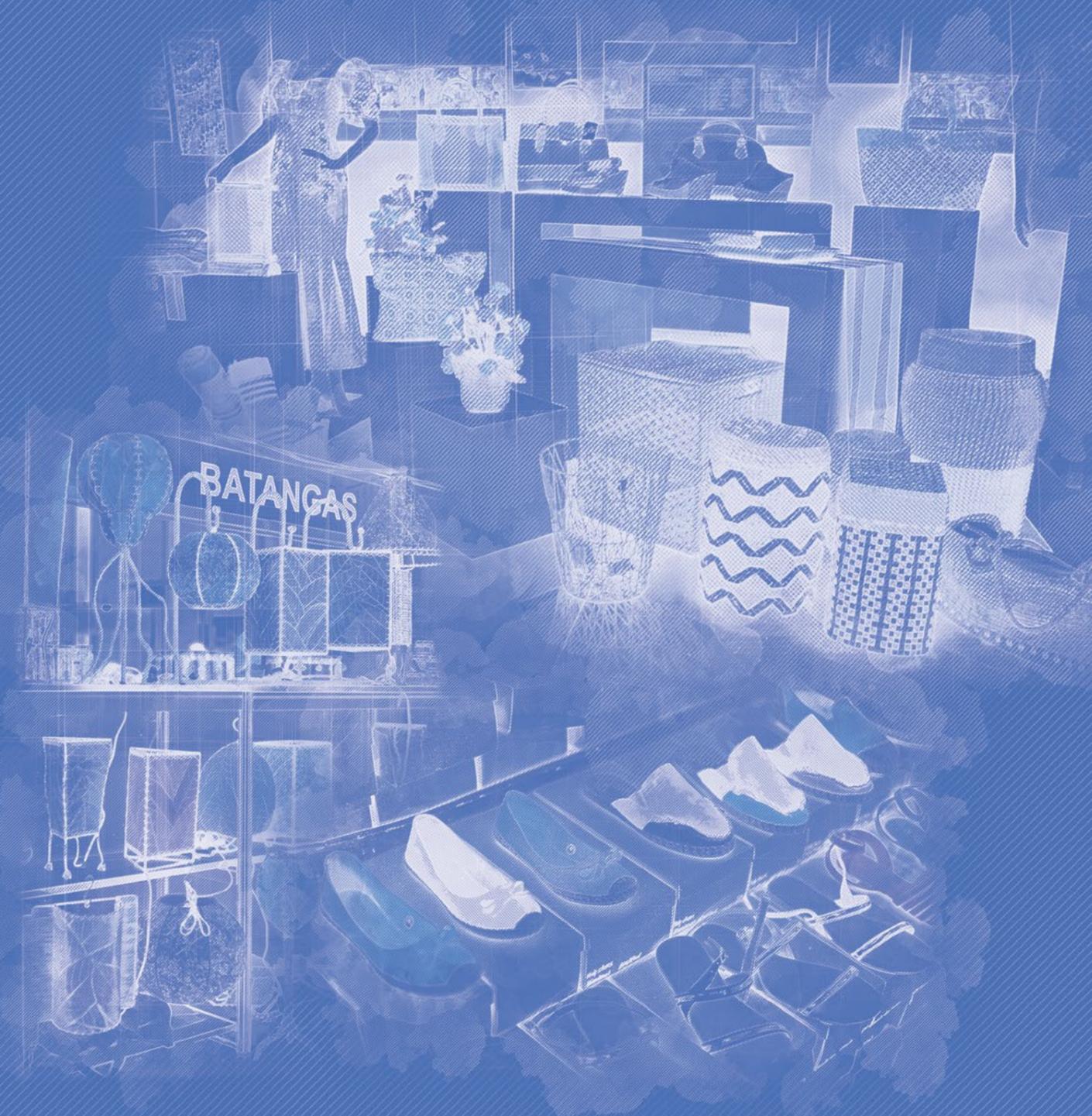


Photo by King Rodriguez

| | |
|------------------|--|
| Indonesia | Fostering greater economic cooperation and integration were discussed |
| Vietnam | Education, training, and people-to-people exchanges in bilateral cooperation. Internationalization of Philippine companies seen. |
| Brunei | Greater inter-connectivity in BIMP-EAGA (Brunei, Indonesia, Malaysia, Philippines-East Asia Growth Area) Agreement on strengthening Halal certification |
| China | 8 Business agreements between PH and CN worth \$15 Billion in investment opportunities |
| Japan | 7 LOIs and 5 MOUs worth USD 19.05 billion in new investments and jobs for 250,000 |
| Malaysia | Strengthening of the BIMP cooperation |
| Cambodia | Signed 1 MOU, 2 MOAs, and tourism programs. The said agreements are the following: |
| | Memorandum of Understanding on Cooperation in Combating Transnational Crime (involving the Philippine National Police and Cambodian National Police) |
| | Memorandum of Agreement on Cooperation in the Field of Labor |
| | Memorandum of Agreement on Sports Cooperation (involving the Philippine Sports Commission and Cambodia's Ministry of Education, Youth and Sport) |
| | Implementation Program of Tourism Cooperation 2016-2020 (involving the Philippines' Department of Tourism and Cambodia's Ministry of Tourism) |
| Singapore | Agreement to pursue fight against terrorism, illegal drugs and transnational crime |

Expand EXPORTS

Total merchandise exports for the period January to December 2016 registered a 4.27 percent decrease to \$56.31 billion in 2016 from \$58.83 billion in the same period of 2015. Being a part of global production networks and value chains, the Philippines' merchandise export performance mirrored the lackluster trade performance of its major trading partners such as Japan, China and Hong Kong SAR, Korea, and Taiwan. The goal is to develop industries that are innovation driven, inclusive, and infrastructure-enabled. Nonetheless, the DTI remains vigorous in its effort to catapult the Philippine export industry. The goal is to develop industries that are innovation driven, inclusive, and infrastructure-enabled.





**US\$ 304.76 MILLION
EXPORT SALES GENERATED
IN OVERSEAS TRADE FAIRS**

The DTI, through Center for International Trade Expositions and Missions (CITEM), organized the Philippine participation in 14 overseas events. The participation of Philippine exporters in key international markets generated a total of US\$304.76 million in export sales:

| TRADE FAIR | US\$M |
|-----------------------------------|--------|
| Ambiente | 2.52 |
| Salone Internazionale del Mobile | 1.78 |
| Int'l Contemporary Furniture Fair | 0.35 |
| NY NOW | 0.30 |
| Maison et Objet Paris | 0.45 |
| Winter Fancy Food Show | 45.36 |
| Gulfood | 110.20 |
| Foodex | 27.50 |
| Taipei Food Show | 21.58 |
| SIAL Paris | 36.11 |
| Tokyo International Gift Show | 0.32 |
| China-ASEAN Expo | 6.74 |
| ASEAN Trade Fair | 35.50 |

**COUNTRY BRANDING STRATEGY ADOPTED
TO PROMOTE PHILIPPINE PRODUCTS**

The DTI embarked on a country branding program with the development of a One Brand, One Image, One Message strategy in joining international events. CITEM developed the following as Philippine brands to represent the various industries as follows:

DesignPhilippines was adopted to highlight the design-driven Philippine products in the furniture/houseware sector. Exporters who participated in Salone Internazionale del Mobile in Italy began negotiation for future opportunities in Germany and Spain. Meanwhile, exhibitors who joined the International Contemporary Furniture Fair (ICFF) in the US, sought the interest of 1,242 potential trade buyers.



FashionPhilippines was adopted to highlight the fashion industry. This brand, used in the Philippine participation to the International Fashion Showcase in UK, received a Special Citation under the Best Country Category, featuring native and historical materials and wearables illustrating the inventiveness and mastery of two Manila Wear designers, Jared Servaño and Maco Custodio and two Red Box winners, Micki Olaguer and Thian Rodriguez. The Philippines' participation opened an opportunity for Servaño's work to be featured at the New York Fashion Week, and Victoria and Albert Museum, while Thian Rodriguez impressed Luxury Soi, a high fashion designer online store in India, which now carries his brand.

FOOD Philippines

FoodPhilippines showcased the best of Philippine food products. A total of 90 exhibitors participated in the various FoodPhilippines pavilions put up in the following:

- Gulfood**, the world's biggest food fair – 24 local firms were able to generate US\$ 110M export sales and 1,759 buyer inquiries, more than twice compared to its 2015 record.
- Winter Fancy Food Show** – US\$ 45.4M (vs US\$ 30M in 2015),
- **Foodex** – US\$27.5M (vs US\$ 19M in 2015),
- **Taipei International Food Show** – US\$21.5M (vs US\$ 15M in 2015).
- **Salon International de l'Alimentation (SIAL) Paris** US\$36.1M total sales plus 421 buyer inquiries

FoodPhilippines' brand campaign for the 'Premium 7' food group resonated with foreign buyers as reflected in the pavilion's best-sellers throughout the world, such as virgin coconut oil, coco water, dried mangos, banana chips, frozen banana, and frozen tuna.



LifestylePhilippines brand was adopted to promote top export quality jewelry, bags, home and holiday décor, boudoir furniture, lamps and lighting sourced from various natural materials such as shagreen, bone, buffalo horn, capiz shells, nacre or mother-of-pearl, ebony, and indigenous fibers in a setting curated by German product consultant and designer Detlef Klatt, in collaboration with young Philippine talent Rachele Dagñalan. A total of 18 exporters participated in international fairs.



PROGRAMS TO DEVELOP INNOVATIVE EXPORTERS AND DESIGNERS IMPLEMENTED

Banking on the Filipino creativity, DTI through CITEM initiated the Design for Exports program intended to support 1,444 exporters. DTI tapped local and international design experts on merchandising and product development, including world-renowned Nelson Sepulveda to collaborate with local exporters. The services include coaching, merchandise development, brand building, and local design collaborations between designers and MSMEs as part of its forward approach in nurturing the creative capability of local manufacturers and globalizing Philippine brands. This resulted in showcase of 1,758 new and market-responsive product collections.

CITEM also developed and implemented its Red Box program as the platform to discover and develop young Filipino designers. Twelve designers are being trained to provide design services to exporters, thus becoming the next generation of movers and shakers in the country's export sector.

Meanwhile, Manila Wear focused on developing local fashion designers with potential to join the global fashion scene.

TRADELINE PHILIPPINES LAUNCHED TO ASSIST EXPORTERS

DTI, through EMB, launched Tradeline Philippines, an online portal that provides integrated export information in enhancing capabilities and competitiveness of Philippine exporters.

The online portal has three components:

- (1) export intelligence composed of interactive industry profiles, market profiles, and trade agreements;
- (2) online trade statistics which provides import, export, and total trade

data from the Philippine Statistics Authority (PSA); and

- (3) real-time business matching portal with a database of about 1,800 pre-registered exporters whose products and services are sorted for ease in searching and viewing.

It also offers useful information such as trade data, market and product information, online business matching, Philippine free trade agreements, and partners' information (rules of origin and tariff schedules).



INNOVATION ECONOMY PUSHED IN SLINGSHOT PHILIPPINES 2016

The Department of Trade and Industry staged Slingshot Philippines 2016, the National Summit on Startups and Innovation, at the Philippine Trade Training Center (PTTC) in Pasay City, kicking off a two-day national summit on startups and innovation with the theme, "Accelerating the Innovation Economy."

The summit featured more than 50 speakers and panelists who spoke on issues concerning funding, the current status and the future of Philippine startups, and strategies towards a Philippine innovation economy. About 577 conference delegates actively took part in the event which provided an opportunity to gather under one roof young minds with big ideas, innovators



in constant pursuit of new things to benefit their community plus supportive investors who fund start-up ideas and the policymakers whose role is to provide an enabling business environment.

Slingshot Philippines 2016 was the direct offshoot of Slingshot Manila 2015, the official startup and innovation event for the Philippines' hosting of the Asia Pacific Economic Cooperation (APEC) organized by the DTI in partnership with the Department of Science and Technology (DOST) and other key industry stakeholders. It was held in conjunction with the 63rd edition of Manila FAME and Design Week Philippines.



MANILA FAME GENERATES US\$16M IN EXPORTS SALES, PARTICIPATED BY 3557 BUYERS

The 2016 Manila FAME, CITEM's bi-annual event, generated a total of US\$16M in export sales and PhP 114.425 M in domestic sales. A total of 653 exhibitors participated in the 2016 Manila Fame. Held in April and October annually, the event showcases Philippine craftsmanship, design innovation, and artisanship by featuring finely selected home furnishings, holiday gifts and décor, and fashion accessories.

Manila FAME is considered to be the second longest-running trade show in the Asia-Pacific, and the only trade event in the country approved by the Union des Foires Internationales (UFI), or the Global Association of the Exhibition Industry. UFI is an association of trade fair organizers based in Paris, founded in Milan, Italy in April 1925.



RIPPLES PROGRAM SCALED UP

In 2016, DTI scaled up its existing program, and implemented Regional Interactive Platform for Philippine Exporters (RIPPLES) to expand the supply base of internationally-competitive Philippine export products and services by extending strategic company-level interventions such as capacity building trainings, product development, market information, global product trends to participating companies to make them export-ready, or to enhance their export capacity and competitiveness.

A total of 939 participants attended 19 RIPPLES Plus activities representing 49 companies. A RIPPLES Plus pavilion was also set up during the 63rd and 64th editions of Manila FAME and an exhibit was mounted during the National Exporters Week in December.

Jointly implemented by the EMB, DTI's Regional Operations Group (DTI-ROG), and the Philippine Trade Training Center (PTTC), RIPPLES prepares exporters (direct and indirect), as well as potential exporters, to compete in terms of volume, quality, price, packaging, compliance with market entry requirements, rules and regulations, and design leadership, or alignment with current design trends.

PH HALAL EFFORTS SET IN HIGH GEAR

With the enactment of the Halal Export Industry Development and Promotion Program under R.A. 10817 or the Halal Export Development and Promotion Program of 2016, the DTI began a series of consultation to develop the Implementing Rules and Regulations (IRR). Two Halal Export board meetings and the first Halal Export Technical Working Group meeting were convened. Various IRR consultation sessions were also held in General Santos City, Cagayan de Oro City, Zamboanga City, Cebu, and Manila.

The law recognizes the significant role of exports to national economic development, and the potential contribution of Halal industries. Demand for halal products is expected to reach to USD 2.6 trillion by 2020. In 2016, a Halal outbound mission was conducted to the Middle East and a Halal pavilion was set-up during the National Export Congress.



DTI SUPPORTS START-UP COMMUNITY, QBO INNOVATION HUB LAUNCHED

On August 8, 2016, the DTI, through its Export Marketing Bureau (EMB) and IdeaSpace Foundation (IdeaSpace), signed a memorandum of understanding for the establishment and launch of the QBO Innovation Hub at the DTI International Building, for startups and innovation entrepreneurs

Strategy #8 of the 2015-2017 Philippine Export Development Plan (PEDP) promotes the enhancement of the innovative capacity of the export sector through an efficient system of national innovation.

The Hub aims to link innovators, exporters, investors, academic institutions, startup mentors, funders and enablers as well as a broad spectrum of partners and stakeholders from both public and private sectors to convene in constructive interaction.

A non-profit foundation, IdeaSpace is supported by the following companies; First Pacific, Metro Pacific Investments Corporation, PLDT, Smart Communications, Meralco, Indofood, Philex Mining, Maynilad, MediaQuest, and TV5.

Named after the iconic "kubo" as it reflects the modern re-imagining of the traditional Filipino home and community space and developed in partnership with the BBDO creative agency, DTI hopes that the QBO Innovation Hub will usher in a new breed of startups that will thrive in the innovation economy.

QBO is the first innovation hub in the country, pioneering the first public-private effort to establish an innovation ecosystem in the Philippines following success stories of Silicon Valley in the United States, BLK 71 in Singapore, and MaGIC in Malaysia.

Promote CONSUMER WELFARE

DTI is not just about business. Care for consumers is also our mandate. In 2016, DTI undertook 6,726 consumer advocacy initiatives, fully implemented as programmed and on schedule. These initiatives helped raise the level of consumer awareness to 74 percent.



DTI CONSUMER WELFARE INDEX AT 64%, THE HIGHEST SINCE 2012

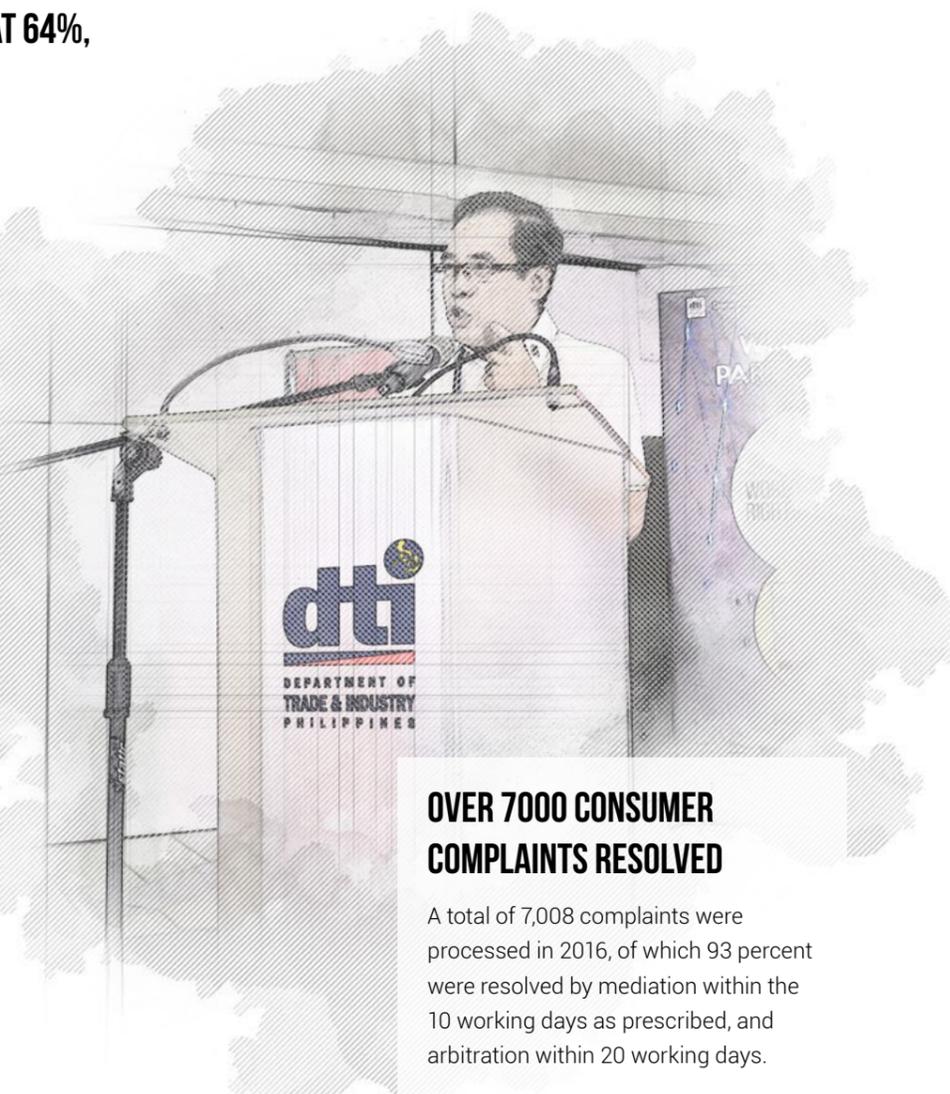
The average consumer welfare index for the year recorded 64%. Meanwhile, according to the Pulse Asia Ulat ng Bayan, 74% of consumers nationwide are aware that laws to protect consumer rights exist. Consumer awareness level was highest in Luzon at 77%, followed by Visayas and Mindanao with 71% and 67%, respectively. Of consumers nationwide, 44% believed that prices of some basic commodities like bread and canned fish remained reasonable for the past 6 months, while 73% trust that products and services in the Philippines are generally safe. The average consumer welfare index for the year recorded 64%.

145 DISKWENTO CARAVANS HELD NATIONWIDE, OVER 207,000 CONSUMERS BENEFITTED

Diskwento Caravans organized by DTI reached 145 runs in 2016. Participated in by consumer manufacturers, the Diskwento Caravans provide consumers with lower prices, sold at factory price, which is 10-70% lower than the retail price. It generated PhP 71.12 million in sales and, more importantly, benefitted over 200,000 Filipino consumers.

STRICT ENFORCEMENT RESULTS IN 559 FORMAL CHARGES ISSUED

To protect consumers in 2016, the DTI confiscated 39,365 products, valued at P11.5 million, found violating Philippine regulations. Out of 475 notice of violations (NOV), a total of 559 formal charges were issued. Most cases fell under violations of product standards or Republic Act (R.A.) 4109, and service and repair shop standards or Presidential Decree (P.D.) 1572.



OVER 7000 CONSUMER COMPLAINTS RESOLVED

A total of 7,008 complaints were processed in 2016, of which 93 percent were resolved by mediation within the 10 working days as prescribed, and arbitration within 20 working days.

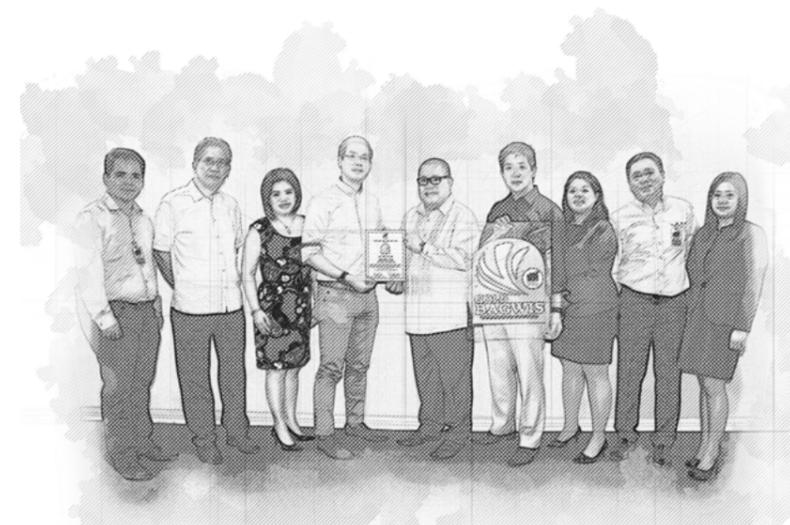
SUSTAINED A ROBUST AND EFFECTIVE LEGAL IP REGIME

The continued improvement in the Philippine intellectual property (IP) arena has again put the country among the nations that were not cited under the United States Trade Representative (USTR) Special 301 Watch List in 2016. The 2016 Report gave cause for celebration as the gains in IP enforcement in the country were duly acknowledged. This is the third year that the country is not cited in the said Special 301 List.

For the year 2016, seized counterfeit and pirated goods amounted to Php6.52 billion, a significant increase of 222% from the Php2 billion seized in 2015.

PRICE INFORMATION AT CONSUMERS' FINGERTIPS THROUGH DTI E-PRESYO

The Department launched e-Presyo, an Online Price Monitoring System to provide consumers access to price information of basic necessities and prime commodities monitored by DTI. Consumers can now check and compare prices conveniently online. To make it even easier, consumers can access the system through a web app or download it as a mobile app on Android. DTI e-Presyo also guides producers and distributors on the acceptable and prevailing price levels, enabling them to attach competitive prices to their products.



BAGWIS SEAL OF EXCELLENCE AWARDED TO 592 RETAIL ESTABLISHMENTS

DTI gives due recognition to establishments upholding consumer rights through responsible business practices in the following categories:

Bronze – compliance to Fair Trade Laws, and setting up of Consumer Welfare Desk (CWD).

Silver – excellent social responsibility, compliance to Fair Trade Laws, and setting up of CWD.

Gold - meeting ISO 9001 requirements, excellent social responsibility, compliance to Fair Trade Laws, and setting up of CWD.

In celebration of the Consumer Welfare Month of October, a total of 592 retail establishments were recognized at Bagwis@10: A Decade of Product and Service Excellence. These included supermarkets, department and specialty stores, appliance centers, hardware stores, and service and repair shops that exemplify and sustain the Bagwis awards.

To date, there are already 4,147 retail establishments awarded with Bagwis seals, which means there are already 4,147 Consumer Welfare Desks nationwide. CWDs function as one-stop shops for consumer queries and complaints, minimizing the waiting time for consumers to be heard. Regions topping the number of establishments with Bagwis awards are Ilocos, Central Luzon, Cagayan Valley, SOCCSKSARGEN, and Northern Mindanao.

Bagwis is recognized as a best practice on consumer protection by the Association of Southeast Asian Nations (ASEAN) and the ASEAN Committee on Consumer Protection.

BSP HOSTS 2016 CONSUMER WELFARE MONTH

The Bangko Sentral ng Pilipinas, a staunch consumer protection advocate, became the first non-NCAC member to host the Consumer Welfare Month, regularly held in October. Thus on 30 September and 3 October 2016, the BSP Assembly Hall was festooned with a showcase of products and services from several government and private sector participants. With the theme, "Consumer Welfare: A Shared Responsibility," the BSP highlighted the initiatives of various agencies in consumer protection and financial education through lectures and exhibits to the public.

DTI ISSUES IRR ON NO SHORTCHANGING ACT

On December 21, 2016, DTI issued the Implementing Rules and Regulations of Republic Act 10909, also known as the No Shortchanging Act of 2016, which mandates business establishments to give exact change to consumers.

NO SHORTCHANGING ACT REPUBLIC ACT #10909

Chart of Penalties

| | |
|--|-----------------------|
| 1st OFFENSE Gross Sales on the Day Not Lower than PhP 500 | 3% |
| 2nd OFFENSE Gross Sales on the Day Not Lower than PhP 5,000 | 5% |
| 3rd OFFENSE Gross Sales on the Day Not Lower than PhP 15,000 | 7% |
| 4th OFFENSE Gross Sales on the Day Not Lower than PhP 25,000 | 10% |
| Suspension of license to operate 3 months | |
| TOTAL PAYMENT CHANGE | REVOKED License Exact |

A letter of complaint against the business establishment should be submitted by consumers to the Department of Trade and Industry NOT LATER THAN TEN (10) WORKING DAYS after the violation was committed. DTI shall conduct an investigation and issue notice to the establishment involved In 30 days or less, DTI shall issue its decision and findings.

DECEMBER 21, 2016

Finally, shortchanged consumers can rely on swift redress for their grievances. Consumers only need to submit a letter of complaint against a business establishment to the Department of Trade and Industry not later than ten working days after the violation was committed. Under ten working days from the receipt of the complaint, DTI shall conduct an investigation and issue notice to the establishment involved. In 30 days or less, DTI shall issue its decision and findings.

PAB ACCREDITS 144 CABS

The Philippine Accreditation Bureau accredited 144 Conformity Assessment Bodies (CABs) in 2016. As of December 31, 2016, PAB accreditation has been awarded to 185 testing and 39 calibration laboratories (ISO/IEC 17025), 6 medical laboratories (ISO 15189), 4 inspection bodies (ISO/IEC 17020), and 7 certification bodies of management systems (ISO/IEC 17021), such as quality (ISO 9001), environment (ISO 14001), food safety (ISO/TS 22003), products certification (ISO 17065), and HACCP.

Pursue **GOOD GOVERNANCE**

Good governance is when citizens benefit from the prompt delivery of adequate services. It is when government is able to allocate adequate resources for public goods and services, especially to those who need them the most. It is when participatory governance is promoted, whole of government approach is adopted, and where public sector institutions are characterized by a strong, efficient, and capable civil service, who uphold the shared values of integrity, professionalism, excellence, and non-discrimination in public service.



FROM FULL SPEED AHEAD TO TRABAHO AT NEGOSYO

New DTI Secretary Ramon M Lopez calls for pagbabago

"Sana po makasama ko kayo sa mga programa natin tungo sa isang maunlad na Pilipinas, isang Pilipinas na merong mga progressive na kumpanya na mag-e-employ sa mga taong magkakaroon ng quality jobs at income, na siyang mag-aangat sa buhay ng mga Pilipino," – these were the words of newly appointed DTI Secretary Ramon Lopez, during his first flag ceremony as the head of DTI on July 4, 2016 at the DTI Head Office. In a simple ceremony held July 1, 2016 in Makati City, where, Secretary Lopez took the reins from Secretary Adrian S. Cristobal, Jr., the new DTI Secretary acknowledged the accomplishments of his predecessor, admired the culture of excellence and integrity that DTI as a government agency is well known for.

Lopez is a returning DTI official who previously headed the Department's Office of Operational Planning before he moved to NEDA in 1989. Prior to his appointment as DTI Secretary, he was Executive Director of the Philippine Center for Entrepreneurship's (PCE) advocacy group, Go Negosyo. He has served in this capacity for the past 11 years, strongly advocating entrepreneurship and promoting the enterprising culture among Filipinos. He has been championing the cause of micro, small, and medium enterprises (MSMEs) through the Go Negosyo radio program for three years and educating entrepreneurs through Go Negosyo seminars, workshops, summits, and other information, education and communication programs. For 22 years, he has served the business sector as a top executive of RFM Corp. and handled strategic planning and business development, mergers and acquisitions, and equity investors group. He has earned the respect of the business, financial and investment communities here and abroad. Secretary Lopez finished his Master's in Development Economics class at Williams College in Massachusetts, U.S., and gained his AB Economics degree at the University of the Philippines in Diliman, Quezon City.



DTI COMMUNICATION EFFORTS RECOGNIZED IN 2015 PHILIPPINE QUILL AWARDS

On May 17, 2016, the DTI represented by the Management Services Group (MSG) received the 2015 Philippine Quill Awards. The Philippine Quill Awards is branded as the country's most prestigious and relevant award for business communicators. It is given annually by the International Association of Business Communicators (IABC) Philippines. They are multi-awarded internationally and nationally for their programs, skills and creative work.

The DTI was recognized, thrice, for Excellence and Merit in communicating its programs, receiving three Philippine Quill Awards. The awards are the following:

- **Award of Excellence in the Communication Management Division** for the Strategic Performance Management System (SPMS)
- **Award of Merit in the Government Communication Programs** category for its Prosperity Plan 2016
- **Award of Merit in the Special Events category of the Communication Skills Division** for its System on Performance Rewards and Incentives (SPRInts)

The Awarding Ceremonies was held at the Marriot Grand Ballroom. Undersecretary Nora K. Terrado and Assistant Secretary Ireneo Vizmonte led the acceptance of the awards.

81% OF DTI-OSEC OFFICES ARE ISO CERTIFIED, 100% WITH MANUAL OF OPERATIONS: TO SHIFT TO SYSTEM WIDE ISO 9001:2015 BY 2018

Out of 42, a total of 34 offices, comprising 15 regional offices, 4 executive offices, 7 service offices, 8 bureaus, are ISO certified. As a prime-mover in the promotion of a quality management system, the DTI is also a member of the Government Quality Management Committee (GQMC).

The DTI is, however, set to transition to ISO 9001:2015 from ISO 9001:2008. In the year 2015, the International Organization for Standardization (ISO) published the new version of QMS. A major difference is the focus on risk-based thinking. While this has always been part of the standard, the new version gives it increased prominence.

Most of the DTI-OSEC agencies, attached agencies and corporations are certified to ISO 9001:2008; however, as this standard will no longer be valid by September 2018, a shift in policy shall be implemented in 2018. DTI intends to proceed with a system-wide certification to ISO 9001:2015. This means one certification for the whole department including regional offices. DTI's transition to ISO 9001:2015 is imperative to further enhance its systems and processes to continuously adhere to quality and timely delivery of good quality services, and address citizens' needs as it strives to exceed clients' expectations

Moving FORWARD

The year 2016 was a transition year. With the change in administration, it was also the time to prepare the plans for the medium term. The Department of Trade and Industry in subscribing to the governance principle of participation, organized major events to consult its respective stakeholders on the strategies in the next six years, taking into account the priorities of the Duterte administration.

DTI OVERALL EMPLOYEE ENGAGEMENT INDEX AN ALL TIME HIGH IN 2016

DTI's overall employee engagement index reached an all-time high of 89% in 2016. Employee engagement is defined as the extent to which people enjoy and believe in what they do and feel valued for doing it.

In 2010, DTI embarked on a Human Optimization Program to measure the employee's level of motivation. The DTI engaged Development Dimensions International to conduct an employee engagement survey of all DTI offices nationwide for permanent employees, including regional and provincial office employees as respondents. Reports were analyzed per Bureau/Office/Region, then per Functional Group.

The survey, administered once every two years, showed consistent increase in ratings.

2010 – 72.3
2012 – 83.0
2014 – 88.2
2016 – 89

The increases may be attributed to development interventions such as a vigorous communication campaign to inform employees about the change agenda, roadmaps, and values. Promoting organizational culture was also a major intervention. The 2016 Employee Engagement results revealed the following:

88.9% are satisfied with their jobs.
86.2% would recommend employment at DTI to friends and family.
96.8% feel a sense of loyalty to DTI.

DTI SERVICES SHOWCASED IN NEGOSYO, KONSYUMER ATBP; 15 NKATBPS HELD

Launched in April 2016, the inspiration behind Negosyo, Konsyumer ATBP (NKATBP) was DTI Secretary Cristobal's desire to bring all DTI services closer to the people. NKATBP was designed to provide a comprehensive set of assistance and public service to DTI clients in the regions, mostly micro, small and medium enterprises

and consumers. Entrepreneurship training, session on product standards, livelihood seminars, consumer awareness sessions, Diskwento Caravans, and Negosyo Center services were made available under one roof.

A total of 15 NKATBPs were held, with 149 trainings and seminars conducted.

| Date | Region | Venue | Participants |
|-----------|--------|--|---------------|
| Apr 25-27 | R 11 | Park Inn Hotel & SM Lanang Events Center, Davao City | 2,516 |
| Apr 25-30 | R 2 | University of La Salette, Robinsons Place; DTI Santiago City Office Integrated Transport Terminal Complex, Brgy Malvar, Santiago City, Isabela | 3,017 |
| May 26-27 | R 1 | Vigan Convention Center, (FabLab visit-Philippine Science High School, San Ildefonso Campus, Ilocos Sur) | 4,025 |
| Jun 9-11 | R 7 | Waterfront Hotel, UP Cebu, Lahug, Cebu City | 2,609 |
| Jun 21-23 | R 8 | Eastern Visayas State University; Hotel Alejandro, Tacloban City | 1,638 |
| Jun 23-25 | R 5 | Albay Astrodome, Legazpi City | 2,992 |
| Jul 7-8 | CAR | Crown Legacy Hotel, Baguio; La Trinidad, Benguet (SSF Launching) | 3,964 |
| Jul 13-15 | R 3 | Fontana Convention Center Clark Freeport Zone, Angeles City | 1,973 |
| Jul 13-15 | R 12 | SM General Santos City | 3,340 |
| Aug 17-19 | R 10 | Limketkai Luxe Hotel, Cagayan De Oro City, Misamis Oriental | 1,882 |
| Oct 7-11 | R 9 | Zamboanga State Polytechnic College, Zamboanga Ecozone & Freeport Authority, KCC Mall de Zamboanga, Garden Orchid Hotel, Palacio del Sur | 5,682 |
| Oct 10-12 | R 6 | Iloilo Convention Center, Iloilo City | 1,235 |
| Nov 8-10 | CARAGA | Robinson's Place, Almont Inland Resort, Butuan City | 2,517 |
| Nov 22-24 | NCR | CITC, 20 Russet St., SSS Village, Marikina City (NC+ Launching) UP Diliman (Seminars/Trainings) | 1,251 |
| Nov 23-24 | R 4A | Taal Vista Hotel, Tagaytay | 2,610 |
| | | | 41,251 |





THE PHILIPPINE CONSTRUCTION CONGRESS FOR EMPLOYMENT GENERATION

Manila Hotel, One Rizal Park, Manila

23 November 2016

The Philippine Construction Congress endorsed the Build. Build. Build. Usbong Trabaho Call to Action which identified factors as well as priority and high impact programs and other courses of action that may be considered to build and sustain the growth of the construction industry and where stakeholders committed to create 1.02 million jobs in the next six (6) years as contribution to the National Employment Program. In the Call to Action, the construction industry stakeholders:



Committed to address the following negative realities that block the growth of the construction industry

- Mismatch in the educational system with industry requirements
- The bureaucracy; red tape; corruption
- Limited and intermitted skills training and development program resulting to lack of skilled manpower
- Non-competitive compensation package; benefits of workers not enough which pushed migration to other countries
- Lack of research and development
- Lack of good governance
- Inadequate security for private contractors to undertake projects especially in remote areas or areas with peace and order issues
- Limited access to technology
- Entry of foreign consultant threatens local experts
- Inadequate tax incentives program

Identified priority and high impact programs and other courses of action that may be considered to sustain the growth of the construction industry

- Government to provide subsidized training program from grassroots to highly-specialized level, and training to be regular and continuous
- Simplified and strict execution of laws
- Standardization of salaries and benefits for the construction industry, and to be internationally competitive
- Stop graft and corruption
- Skills integration with education system
- Strategic partnership with foreign designers, contractors and consultants for transfer of technology

Identified the following major factors that currently, or may in the future, help build and sustain the growth of the construction industry

- Simplified bidding process
- Reduced bureaucracy
- Endo (or end of contract) provided job security
- We are rich in human resources
- Boom of the real estate development
- Current peaceful situation



NATIONAL MSME SUMMIT

SMX Convention Center, Davao City
10-11 November 2016

National MSME Summit served as a culminating activity after a series of consultations done to come up with the draft MSME Development Plan 2017-2022, and provided venue where promoting creativity and efficiency and entrepreneurial ecosystem for micro, small and medium enterprises were discussed. MSMEs were also able to share, hear and gain from the experiences and insights of successful MSMEs, business leaders and experts as well as interact and establish networks among themselves for possible partnership and business complementation.

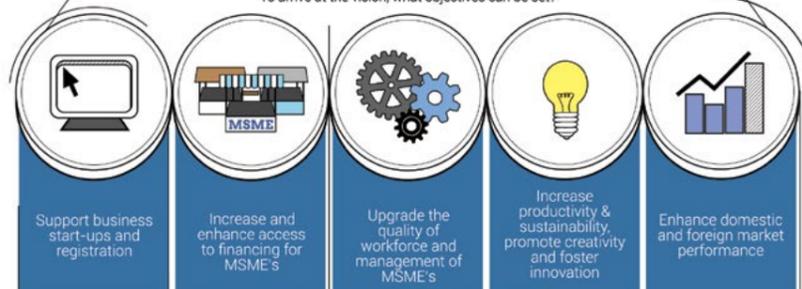
VISION

How do we see the MSME sector by 2022?

A globally competitive, regionally integrated, nationally resilient, highly sustainable, and productive, innovative and dynamic MSME sector recognized as one of the most effective drivers of inclusive Philippine economic growth.

GOALS

To arrive at the vision, what objectives can be set?

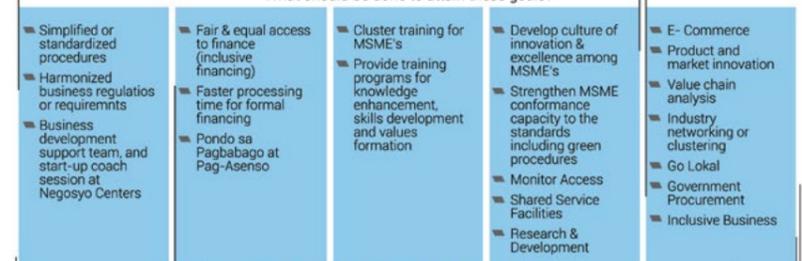


FOCUS AREAS



ACTION PLAN

Policies, Programs & Projects
What should be done to attain these goals?



INSTITUTIONAL SUPPORT

What support mechanism should be put on place?



MANUFACTURING SUMMIT

Makati Shangri-la, Makati City
28-29 November 2016

The Summit assessed the implementation of the country's new industrial policy and identified the following priority measures to be pursued to promote industrialization:

Competitive and Innovative Industries

- Foster a dynamic innovation ecosystem of government, academic, and industrial stakeholders
- Promote collaborative agreements among industry associations, government, and academe in support of advanced manufacturing
- Provide incentives for innovative R&D and purchase of equipment in advanced manufacturing
- Forge technical collaborations with industries both foreign and domestic
- Pursue market driven research directions from PH innovation "rankings and studies"

Physical Infrastructure

- Mapping of manufacturing sites
- Government to see RO-RO as bridges and transfer development of RO-RO points to DPWH
- Standardize RO-RO facilities
- Follow-up or monitor amendments to Public Service Act
- Provide incentives to firms who put up power generation sources

Ease of Doing Business

- Better info sharing and database among gov't agencies; greater coordination between LGUs & NGAs
- Improve system for certification/inspection; speed-up export permits
- Government should support industry growth
- Development of area master plan
- Provide capacity building to Negosyo Center staff

International Trade Policy and other FTA's

- Adopt an all-of-government approach to crafting a clear agri-industry roadmap, highlighting the coconut industry
- Strengthen the trade negotiating capacity of PH, ensuring strong inter-agency coordination and linkage to the government's industrial policy
- Adopt a clear strategy on use of trade remedies and NTMs to support manufacturing development
- Pursue full implementation of the National Single Window
- Pursue a bilateral trade agreement with the US highlighting strategic sectoral concerns (e.g., garments)



SME Development and Inclusive Business

- Inclusive financing to SMEs
- Integrating into global value chains
- Conformance to quality standards
- Marketing promotions and product development
- Product development design/technology

Labor, HRD, and Skill Training

- Government, academe, and industry should invest in human resource development, training, and talent pipeline. Government should subsidize training, companies should provide information and training, and education should be responsive to the needs of the economy.
- Labor laws (DO 18-A, contract, and legal minimum wage, holidays, etc.) should be supportive of management flexibility in manufacturing processes/needs.
- Governance: address corruption, implement existing laws, and improve inter-agency coordination for human capital development
- Invest in technical training, life skills, and values formation.
- Draft and pass an apprenticeship bill

Incentives and Other Government Support

- Remove nationality and export orientation bias in the grant of incentives
- Evaluate and upgrade roadmaps with global benchmarking and activate multi-government agency roadmap teams to help in the roadmap implementation
- Simplified administration of incentives especially for micro and small enterprises
- Clear delineation of functions of BIR and IPAs in incentives administration
- Fiscal incentives should be performance-based, time-bound; with sunset clause, transparent, easy to administer

TRABAHO, NEGOSYO, AT KABUHAYAN SUMMIT

City of Taguig Satellite Office
01-02 December 2016

Through the Trabaho, Negosyo, at Kabuhayan Summit, a Blueprint for Decent Employment and Entrepreneurship 2017-2022 was adopted. The blueprint outlined the collective strategies of government, industry, and academe to achieve the target 7.5 million jobs to be created mainly in the Key Employment Generating Sectors (KEGS) such as manufacturing including agri-fishery processing, construction, tourism, IT-BPM, transportation and logistics as follows:

- Increase local and foreign investments in the industry sector particularly Manufacturing and Construction by: (a) implementing the Manufacturing Industry Roadmap (MIR) and modernizing incentive regime to remove nationality- and export-biases and make incentives more relevant to investors and competitive with other major ASEAN economies; and (b) accelerating infrastructure spending to 7% of GDP thereby promoting 2017-2022 as the Golden Age of Infrastructure for the Philippines.

- Invest in human capital development. Systematically assess future skills needs, taking into consideration transformation of jobs due to technology and new production conditions, and make this part of industry development strategies. Foster industry-academe linkage to meet labor market needs and reduce future job-skill mismatches.

- Sustain the growth of and investments in the services sector, specifically, IT-BPM, Tourism, Wholesale, and Retail Trade by implementing:
 - PH Future-Ready Roadmap 2022 of the IT-BPM cognizant of the growth opportunity towards high-value added services,
 - Tourism Pathways to Industry Growth and Development: "may Turismo, para sa Tao at Trabaho"
 - Strategies to take advantage of the population growth and changing demographics, technological advancement, rising urbanization, and expanding incomes that will further accelerate the growth of the Retail Sector.

- Further enhance the country's competitiveness and address cross-cutting issues that impede the country's competitiveness (e.g. power, logistics and transport costs) including liberalizing foreign equity investments initially in public utilities by amending the Public Service Act and pertinent economic provisions in the Constitution.

- Implement the Comprehensive National Industrial Strategy (CNIS) to upgrade selected industries that generate employment, integrate manufacturing, agriculture and services, address supply chain gaps, and deepen industry participation in global value chains.

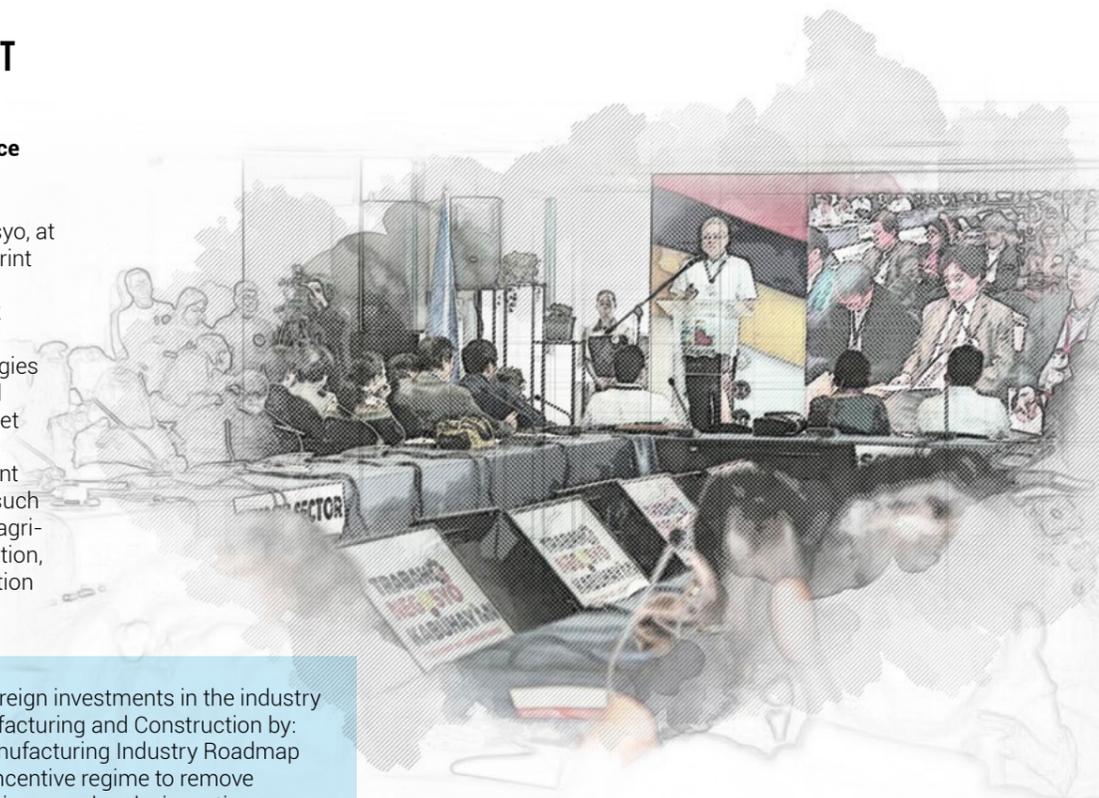
- Promote and develop the Agribusiness Sector by identifying profitable agri-fishery products supported by a holistic market-driven perspective, farming technologies, training in more sophisticated farming techniques, creating stable supply chains, establishing transport and agricultural infrastructure, investing in R&D, facilitating technology diffusion, and securing a reliable property rights regime.

- Transform the Philippines into a strong, productive, innovative, and competitive exporting nation by implementing a comprehensive domestic and export development plan.

- Spur an entrepreneurial revolution and encourage the formalization and growth of MSMEs through the full implementation of the Go Negosyo Law, MSME Development Plan, and the APEC 2015 Action Agenda to Globalize MSMEs.

- Foster the convergence of the different livelihood and entrepreneurship programs among government agencies. Adopt the 2017-2022 Livelihood Agenda which envisions the transition of informal workers and informal economic units to the formal economy with full respect to the fundamental rights and principles at work.

- Adopt a localized approach to employment generation. We recognize that local Governments know best the challenges in their respective areas. Focus will be on regions with high underemployment rate.



NATIONAL EXPORT CONGRESS

Philippine Trade Training Center
07 December 2016

The 2016 National Export Congress (NEC) aimed to promote a favorable business environment to enable SMEs to enhance their capabilities to supply and maintain their presence in the international market with the theme "Advancing SMEs through Inclusive Business: from Local to Global". Inclusive business encompasses the most remote and small enterprises to become the new sources of supply. The 2016 NEC was attended by a total of 785 participants composed of exporters, MSMEs, government policy makers, trade support institutions, members of the academe, and international organization. The congress was a venue for showing government and private sector initiatives to grow exports and promote collaboration among businesses.

To promote inclusive business through innovation, challenges such as productivity limitation, limited access to funding sources, and inadequate knowledge about market

opportunities should be addressed through the identification of appropriate technology innovations and the fast-changing market trends. The DTI, DOST and private organizations such as PHILEXPORT and PCCI shall continue to work together in expanding innovative assistance and empowering SMEs. Furthermore, the Philippine Disaster Recovery Foundation (PDRF) in partnership with government agencies will create greater awareness of the disaster risks and encourage disaster preparedness within the company's operations.

To boost inclusive business through agri-based exports, the government shall undertake the following interventions:

1. Enhance the market access through multilateral, regional and bilateral trade agreements where the Philippines is a party; and

2. Government to harmonize systems and procedures, ease of doing business and facilitating trade.

Supply chain connectivity was also discussed as a medium to create synergies in export. The Philippines as part of an international community of countries that give and take from each other may bring prosperity to its citizens. The supply chain industry will play a huge role in the continued growth of the economy. The Philippines must be faster, flexible, adaptable, innovative and collaborative to be globally competitive.

The congress tackled ways to further improve the access of SMEs to finance. The Development Bank of the Philippines (DBP) increased its capital for retail and wholesale lending. Likewise, it partnered with other government agencies like the DTI to establish its presence in Negosyo Centers. Risk-based lending, in which borrowers are evaluated based on other factors was strongly advocated.

Usapang Exports, a four-day information session among exporters and would-be-exporters was also held during the National Exporters' Week. These sessions include updates on the Philippine Export Development Plan, Export Outlook for 2017, Leveraging the Asean Integration, Packaging Trends and Visual Merchandising, Phytosanitary Export Certification Procedures of the Bureau of Plant Industry, Interactive Statistics and Business Matching Platform, Digital Marketing for Beginners, Virtual Seminar on Nontariff Measures and Doing Business with the United Nations, and Export Markets. Other activities held during the NEW included the Ripples Plus Tubong Pilipino Exhibit and Ripples Plus Exhibit at OTOP Makati.

LAYING DOWN THE PATH FOR SHARED PROSPERITY

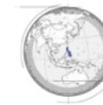
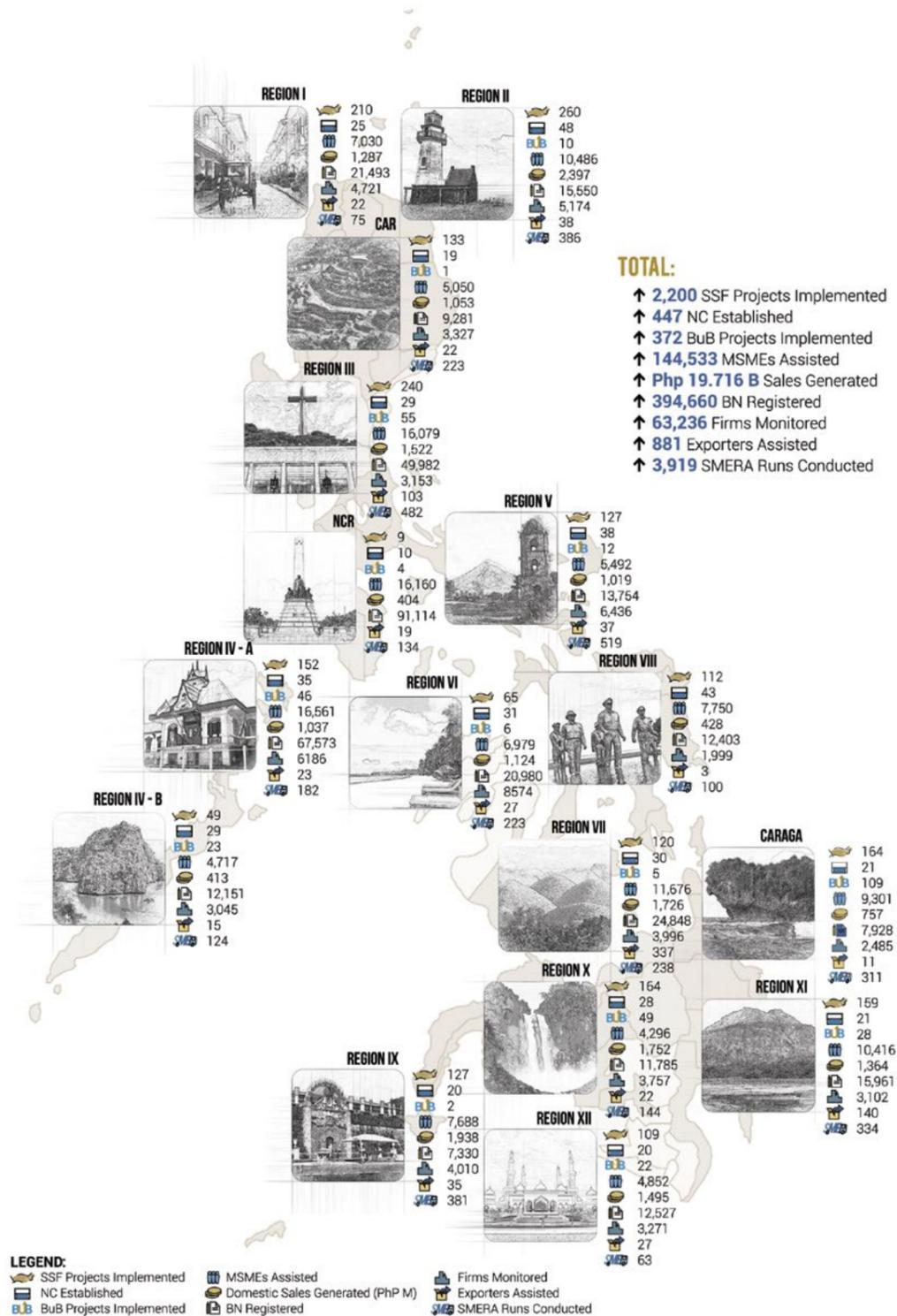




DTI ACROSS THE REGIONS

DTI is present in the countryside. With its 16 regional offices and 81 provincial offices which are responsible for field operations, programs to ensure efficient delivery of business development services, including the formulation and implementation of policies, plans, and projects that can benefit micro, small, and medium enterprises (MSMEs) were initiated. DTI offices in the regions were also active in promoting consumer protection and welfare.

With a wide range of assistance services offered, assistance was provided to 144,533 MSMEs in 2016. Some of the services rendered include facilitation of the processing of documents, product development, access to market, and investment promotion.

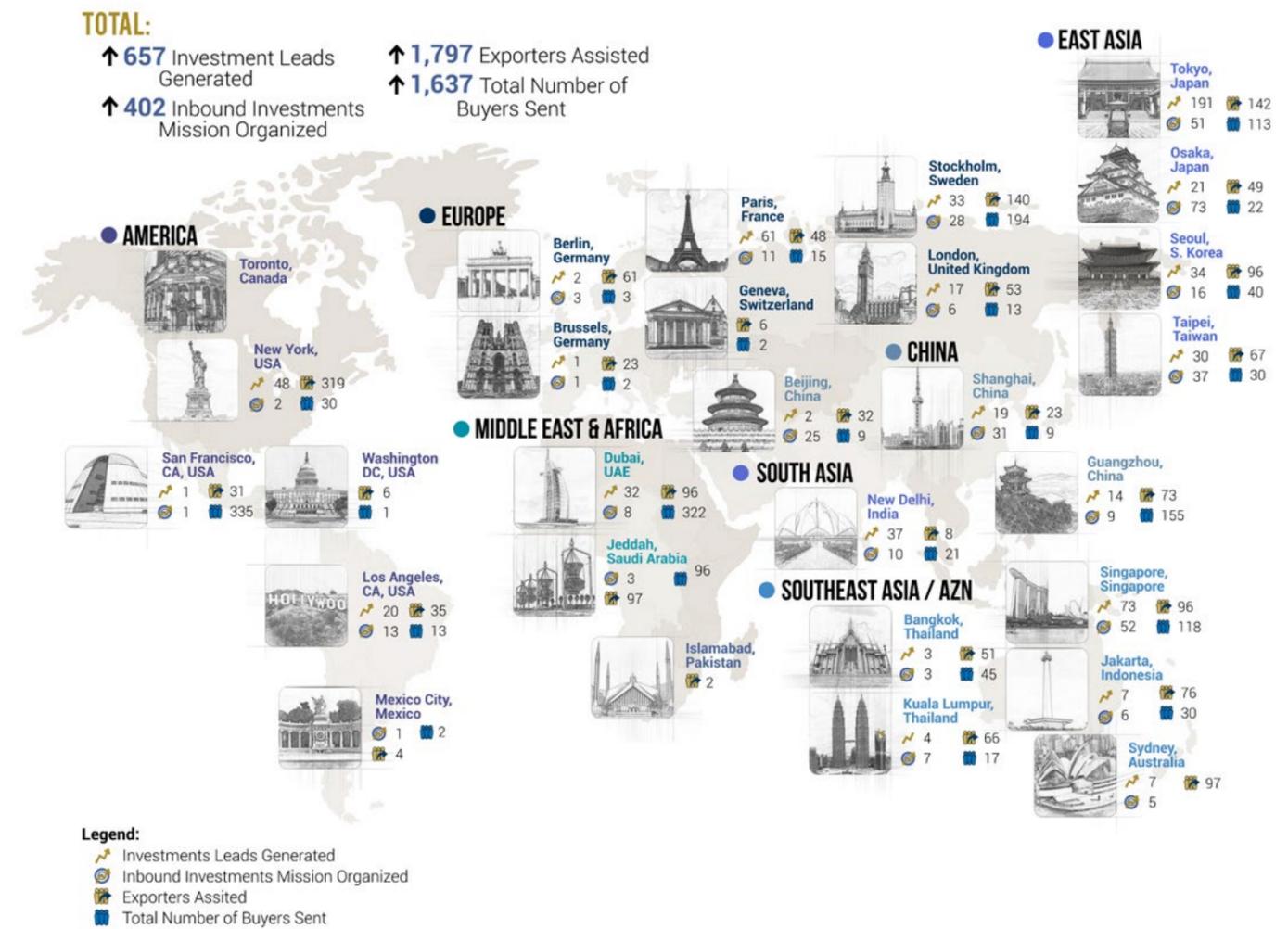


DTI ACROSS THE GLOBE

DTI's overseas offices, through the Foreign Trade Service Corps (FTSC), advances the Philippines' trade and investment interests by promoting the initiatives of the DTI, specifically on trade and investment promotions, as well as trade policy. FTSC is present in 21 countries across Europe, the Middle East, North America, and Asia and the Pacific through its 27 Philippine Trade and Investment Centers (PTICs), supported by a capital-based Coordinating Office.

FTSC connects businesses of Philippine companies and foreign investors, assists capital offices bring down the trade borders, manages a wide support network of consulate offices, trade associations, special interest councils, and government collaborators, and participates in bilateral and multilateral trade, and economic negotiations.

For the year, assistance was provided to 1797 Philippine exporters and companies by way of matching with potential importers or supplying information on foreign markets and other similar data. Foreign buyers, totaling 1637, were sent to the country to meet with potential Philippine suppliers, including buyers who participated in DTI and non-DTI organized export promotion events in the Philippines.



2016 PHYSICAL ACCOMPLISHMENTS

| MFO 1: TRADE AND INDUSTRY POLICY SERVICES | | TARGET | ACTUAL ACCOMPLISHMENT | ACCOMPLISHMENT RATE |
|--|--|---------|-----------------------|---------------------|
| Quantity | Number of plans and policies updated, issued and disseminated | 31 | 48 | 155% |
| Quality | Ave. % of stakeholders who rate the plans and policies as satisfactory or better | 90% | 92% | 102% |
| Timeliness | % of policies issued and disseminated within the deadline | 90% | 100% | 111% |
| MFO 2: TECHNICAL ADVISORY SERVICES | | | | |
| Quantity | Number of MSME's assisted | 125,878 | 144,533 | 104% |
| Quality | % of MSME's assisted who rate DTI assistance as satisfactory or better | 90% | 98% | 109% |
| Timeliness | % of requests that were responded to within the deadline | 90% | 99% | 110% |
| MFO 3: TRADE AND INVESTMENT PROMOTION SERVICES | | | | |
| Quantity | No. of exporters assisted | 3,250 | 3,514 | 108% |
| Quality | % of exporters who rate DTI assistance as satisfactory or better | 95% | 96% | 101% |
| Timeliness | % of business requests for assistance responded within three (3) days | 95% | 100% | 105% |
| Quantity | No. of investors assisted | 1,100 | 2,538 | 231% |
| Quality | % of investors who rate DTI assistance as satisfactory or better | 95% | 99% | 104% |
| Timeliness | % of business requests for assistance responded within the three (3) days | 95% | 100% | 105% |
| MFO 4: CONSUMER PROTECTION SERVICES | | | | |
| Quantity | No. of advocacy initiatives undertaken | 3,987 | 6,726 | 169% |
| Quality | % of clients who rate DTI advocacy initiatives as satisfactory or better | 75% | 98% | 131% |
| Timeliness | % of advocacy initiatives implemented as programmed and on schedule | 93% | 100% | 107% |
| Quantity | No. of consumer complaints processed and resolved | 5,340 | 7,008 | 131% |
| Quality | % of participants in complaints hearing who rate the fairness of the process as satisfactory or better | 90% | 98% | 109% |
| Timeliness | % of processed consumer complaints resolved within within 20 working days if failed by mediation | 78% | 97% | 124% |

| MFO 5: BUSINESS AND TRADE REGULATION SERVICES | | | | |
|---|--|------------------|---------|------|
| Quantity | No. of business names application processed | 374,200 | 394,660 | 105% |
| Quality | % of clients who rated the service as satisfactory or better | 90% | 99% | 110% |
| Timeliness | % of business names registered within 15 minutes | 96% | 99% | 103% |
| Quantity | No. of applications for business licenses, permits, registrations, authorities processed | 34,300 | 55,842 | 163% |
| Quality | % of clients who rated DTI's licensing/accreditation system as satisfactory or better | 90% | 100% | 111% |
| Timeliness | % of license/accreditation applications acted upon within the prescribed time | 90% | 99% | 110% |
| Quantity | No. of compliance inspections carried out | 18,024 | 69,180 | 384% |
| Quality | % of inspections carried out resulting to the issuance of notice of violations | 5% ^{1a} | 4% | 120% |
| Timeliness | % of license or authorized entities inspected within effectivity of license | 90% | 99% | 110% |
| Quantity | No. of firms monitored | 55,978 | 69,971 | 125% |
| Quality | % of violating firms penalized | 90% | 98% | 109% |
| Timeliness | % of violating firms penalized complying with the penalty within prescribed time as contained in the decisionNo. of compliance inspections carried out | 90% | 100% | 111% |
| SUPPORT TO OPERATIONS | | | | |
| | % of DTI offices with ISO certifications acquired and maintained | 100% | 83% | 83% |
| | Client satisfaction feedback | 90% | 92% | 102% |
| GENERAL ADMINISTRATION AND SUPPORT | | | | |
| | Budget Utilization Rate (BUR) | 90% | 91% | 101% |
| | Obligations BUR | | | |
| | Ratio of total obligations to total releases | 90% | 107% | 119% |
| | Disbursements BUR | | | |
| | Ratio of total disbursements (cash and non-cash excl. personnel services) to total obligations | 100% | 100% | 100% |
| | % compliance to reporting requirements of COA & DBM | 75% | 76% | 101% |
| | % of vacant positions (rank and file) filled up within the prescribed time (2.5 months) | 100% | 100% | 100% |
| | % of DTI offices adopted and used the 2014 APCPI | 100% | 100% | 100% |
| | % of DTI offices submitted 2015 APP within the deadline | 100% | 100% | 100% |

Note:
 The Physical Accomplishment shows which programs, activities and projects (PAPs) the agency has completed/delivered for the year by Major Final Output (MFO).
 MFOs are the products and services that an agency is mandated to deliver to external clients through the implementation of PAPs. MFOs are evaluated using performance indicators and targets according to quality, quantity, and timeliness.
^{1a}A target of 90% would mean that out of 10 inspections carried out, 9 would be in violation. Hence, target is set at 5%.

2016 BUDGET

DTI OFFICE OF THE SECRETARY (DTI-OSEC)

PHP 1.003 B 28.01%



PERSONAL SERVICE (PS)
 This expense covers salaries, wages, and compensation of permanent, temporary, and contractual workers.

PHP 2.512 B 70.13%



MAINTENANCE & OTHER OPERATING EXPENSES (MOOE)
 This expense includes spending for goods and services such as supplies and materials, utilities, transportation and travel, professional services, and other maintenance activities necessary to keep the government operating daily.

PHP 65 M 1.82%



CAPITAL OUTLAY (CO)
 Includes purchase of goods and services that add to the government assets such as infrastructure, vehicles and investments in capital stocks of government corporations.

PHP 1.2 M 0.03%



FINANCIAL EXPENDITURES (FEs)
 Includes management, supervision, or trusteeship fees, interest expenses, bank charges, and other financial charges.

PHP 3.58 BILLION

PhP 167.23 M PS



PhP 527.319 M PS



PhP 245.11 M MOOE



PhP 1.328 B MOOE



PhP 1.2 M FE



PhP 37.718 M CO



PHP 413.54 MILLION for 27 foreign posts in 21 countries

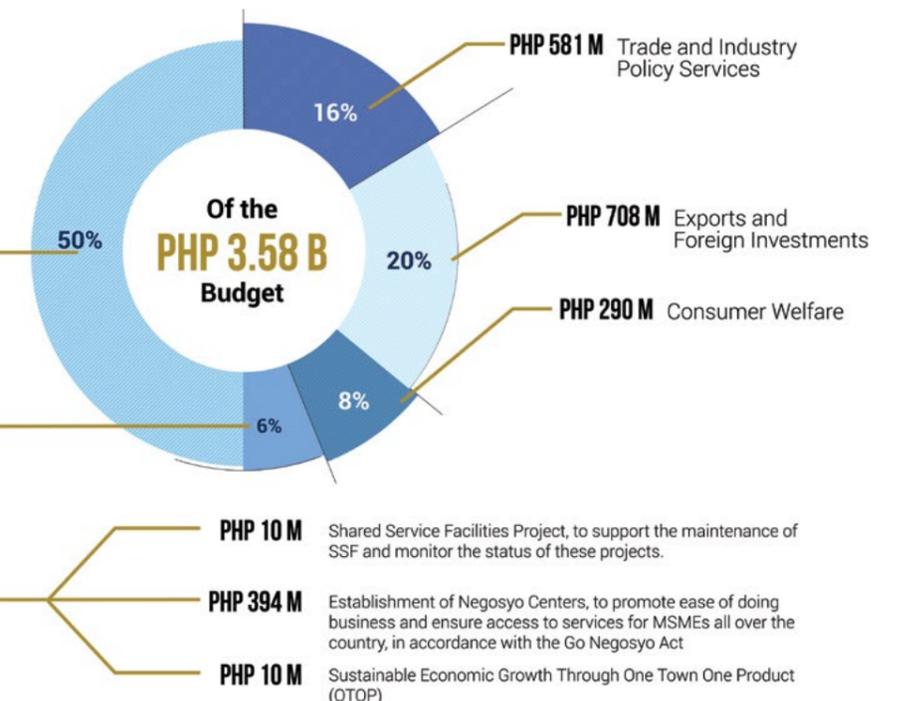
PHP 1.893 BILLION allocated to 15 Regional Offices (without NCRO) and 81 Provincial Offices

FOR PLANS AND OPERATIONS

Micro, Small and Medium Enterprises PHP 1.78 B

Issuance of Permits and Licences PHP 216 M

PHP 414 MILLION
 For Locally-Funded Projects
 From PHP 3.58 B Budget



EXECUTIVE COMMITTEE

AS OF 31 DECEMBER 2016

2016 STATUS OF FUNDS

DTI OFFICE OF THE SECRETARY (DTI-OSEC)

APPROPRIATIONS, OBLIGATIONS, DISBURSEMENTS AND BALANCE

as of December 2016

in Thousand Pesos

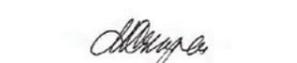
| Particulars | Available Appropriations | Allotment Release ⁽¹⁾ | | Obligations | | Disbursements ⁽²⁾ | | |
|---|--------------------------|----------------------------------|-------------------------------|------------------|----------------|------------------------------|----------------|------------------|
| | Amount | Amount | % to Available Appropriations | Amount | % to Allotment | Amount | % to Allotment | % to Obligations |
| Office of the Secretary | 4,051,994 | 5,355,045 | 132% | 4,694,024 | 88% | 4,211,336 | 79% | 90% |
| Current Year⁽³⁾ | 3,676,880 | 4,979,931 | 135% | 4,397,273 | 88% | 3,537,033 | 71% | 80% |
| PS | 1,077,073 | 1,533,049 | 142% | 1,485,988 | 97% | 1,398,700 | 91% | 94% |
| MOOE | 2,533,281 | 3,257,353 | 129% | 2,856,559 | 88% | 2,091,866 | 64% | 73% |
| FinEx | 1,200 | 1,200 | 100% | 1,108 | 92% | 0 | 0% | 0% |
| CO | 65,326 | 188,329 | 288% | 53,618 | 28% | 46,467 | 87% | 87% |
| Prior Year⁽⁴⁾ | 375,114 | 375,114 | 100% | 296,751 | 79% | 167,231 | 56% | 56% |
| MOOE | 373,687 | 373,687 | 100% | 295,596 | 79% | 108,507 | 37% | 37% |
| FinEx | 125 | 125 | 100% | 0 | 0% | 0 | 0% | 0% |
| CO | 1,302 | 1,302 | 100% | 1,155 | 89% | 59,174 | 5123% | 5123% |
| Accounts Payable | | | | | | 507,072 | | |
| PS | | | | | | 75,218 | | |
| MOOE | | | | | | 236,605 | | |
| CO | | | | | | 195,249 | | |
| Office of the Secretary | | 5,355,045 | 132% | 4,694,024 | 88% | | | |
| Less: Calamity Fund | | 928,914 | | 750,706 | 81% | | | |
| Net of Calamity Fund | | 4,426,131 | | 3,943,318 | 89% | 4,211,336 | 95% | 107% |
| Less: BuB | | 663,045 | | 515,778 | 78% | | | |
| DTI-OSEC, Net of Calamity Fund & BuB | | 3,763,086 | | 3,427,540 | 91% | | | |

Notes:
Appropriation - the amount specified in the General Appropriations Act that can be spent on a P/A/P
Allotment - the authorization issued by DBM to an agency, through authority contained in the GAA or the release of which allows the latter to incur obligation for specified amounts contained in a legislative appropriation
Disbursement - the actual spending of funds. Here, cash from the Treasury or government servicing bank is used to settle obligations
Obligation - a legal commitment to pay personnel, contractors, suppliers, or other providers of goods and services

1. Data on appropriations and allotment release shall be provided by DBM.
 2. Data on disbursements shall refer to agencies actual utilization of Cash Disbursement Authority (inclusive of Outstanding Checks)
 3. Current Year includes:
 a. Agency Specific Budgets
 b. Charges vs. SPFs
 c. Automatic Appropriation (RILP and SAGP)
 4. Prior Year includes:
 a. Continuing Allotment (released in 2015)

Prepared by: _____ Certified Correct: _____


WILMA L. MACALALAG
 Chief, Budget Division


MARIA ASUNCION H. CRUZADA
 Chief Accountant


LYDIA R. GUEVARRA
 Director-in-Charge
 Financial and Management Service

SECRETARY



Ramon M. Lopez
 Department of Trade and Industry

UNDERSECRETARIES



Rowel S. Barba - Management Services Group
Ruth B. Castelo - Construction Industry Authority of the Philippines
Zenaida C. Maglaya - Regional Operations Group
Teodoro C. Pascua - Consumer Protection Group
Ceferino S. Rodolfo - Industry Development Group
Nora K. Terrado - Industry Promotions Group

ASSISTANT SECRETARIES



Rafaelita M. Aldaba - Industry Development Group
Arturo P. Boncato Jr. - Ease of Doing Business
Ameenah A. Fajardo - Regional Operations Group
Blesila A. Lantayona - Regional Operations Group



Christopher Albert D. Naga (†) - Regional Operations Group
Ernesto V. Perez - Consumer Protection Group
Anna Maria Rosario D. Robeniol - Industry Development Group
Ireneo V. Vizmonte - Management Services Group

OSEC CORPORATIONS



Left to right
General Manager Ma. Lourdes F. Rebueno (NDC) | Director General Charito B. Plaza (PEZA) | Director General Josephine R. Santiago (IPOPHL)

EASE OF DOING BUSINESS/BIMP-EAGA



Left to right (Standing):
Assistant Regional Director Lolita I. Dorado (CARAGA) | Ms. Maria Crispina S. Reodica (E-commerce Office) | Assistant Director Mary Lou A. Gesliva (CB)
Executive Director Virgilio P. Fulgencio (CB) | Regional Director Linda O. Boniao (R10) | Regional Director Sitti Amina M. Jain (R9)

Left to right (Sitting):
Assistant Secretary Arturo P. Boncato Jr. (CB) | Regional Director Joel B. Valera (R4B)

CONSUMER PROTECTION GROUP (CPG)



Left to right (Standing):
Assistant Director Ernani M. Dionisio (PAB) | Assistant Secretary Ernesto V. Perez | Officer-in-charge Assistant Director Ferdinand L. Manfoste (FTEB) | Director James E. Empeño (PAB)

Left to right (Sitting down):
Officer-in-charge Assistant Director Lilian G. Salonga (CPAB) | Undersecretary Teodoro C. Pascua | Officer-in-charge Assistant Director Marimel D. Porciuncula (BPS)

INDUSTRY DEVELOPMENT GROUP (IDG)



Left to right (Standing):
Undersecretary Ceferino S. Rodolfo | Executive Director Efren V. Leaño (BOI) | Executive Director Ma. Corazon H. Dichosa (BOI)
Assistant Director Angelo Salvador M. Benedictos (BITR) | Director Luis M. Catibayan (BIS)

Left to right (Sitting):
Assistant Secretary Rafaelita M. Aldaba | Assistant Director Abigail D. Zurita, (SPB) | Director General Charito B. Plaza (PEZA)
Assistant Secretary Anna Maria Rosario D. Robeniol | Director Maria Lourdes A. Yaptinchay (SPB) | Director Ann Claire C. Cabochan (BITR)

INDUSTRY PROMOTION GROUP (IPG)



Left to right (Standing):

Acting Deputy Executive Director Elizabeth M. Manuel (PTTC) | Assistant Director Agnes Perpetua R. Legaspi (EMB) | Assistant Director Anthony B. Rivera (EMB) | Director Senen M. Perlada (EMB) | Executive Director May Niña Celynne P. Layug (FTSC) | Executive Director Nestor P. Palabyab (PTTC) | Assistant Director Marievic M. Bonoan (BDTP)

Left to right (Sitting):

Executive Director Rosario Virginia C. Gaetos (CITEM) | President and Chief Executive Officer Maria Lourdes T. Baua (PITC) | Undersecretary Nora K. Terrado | Officer-in-charge Deputy Executive Director Maria Rita O. Matute (DCP) | Director Rhodora M. Leaño (BDTP)

MANAGEMENT SERVICES GROUP (MSG)



Left to right (Standing):

Director Laudemer G. Solidum (ISMS) | Director Edgar C. Herrera (IAS) | Director Joel R. Cruz (HRAS)

Left to right (Sitting):

Director Patricia May M. Abejo (KMIS) | Director Joan Karen A. Riola (Legal Service) | Undersecretary Rowel S. Barba | Assistant Secretary Ireneo V. Vizmonte | Director Mary Jean T. Pacheco (CorPlan) | Director Lydia R. Guevarra (RGMS, Concurrent Director FMS)

REGIONAL OPERATIONS GROUP (ROG)



Left to right (Top):

Officer-in-charge Assistant Regional Director Rodolfo J. Mariposque (R4B) | Officer-in-charge Regional Director Ruben B. Diciano (R2) | Regional Director Joel B. Valera (R4B) | Officer-in-charge Assistant Regional Director Noel R. Bazan (R9) | Assistant Regional Director Dorecita T. Delima (R12)

Left to right (Second Row):

Assistant Regional Director Lolita I. Dorado (CARAGA) | Regional Director Brielgo O. Pagaran (CARAGA) | Regional Director Florante O. Leal (R1) | Regional Director Ibrahim K. Guiamadel (R12) | Regional Director Cynthia R. Nierras (R8) | Regional Director Judith P. Angeles (R3) | Officer-in-charge Assistant Regional Director Nelia F. Navarro (R7) | Regional Director Linda O. Boniao (R10) | Officer-in-charge Regional Director Emma C. Asusano (NCRO) | Officer-in-charge Regional Director Rebecca M. Rascon (R6) | Director Jerry T. Clavesillas (BSMED)

Left to right (Third Row):

Assistant Regional Director Marcelina S. Alcantara (R4A) | Regional Director Jocelyn LB. Blanco (R5) | Officer-in-charge Assistant Regional Director Freda M. Gawisan (CAR) | Assistant Secretary Christopher Albert D. Naga | Regional Director Myrna P. Pablo (CAR) | Regional Director Asteria C. Caberte (R7) | Regional Director Ma. Belenda Q. Ambi (R11) | Regional Director Marilou Q. Toledo (R4A) | Regional Director Sitti Amina M. Jain (R9)

Left to right (Bottom):

Assistant Secretary Ameenah A. Fajardo | Undersecretary Zenaida C. Maglaya | Assistant Secretary Blesila A. Lantayona

Not in photo:

President and CEO Bartholomew Brillo L. Reynes (SB Corp)

FOREIGN TRADE SERVICE CORPS (FTSC)



Left To Right (Standing):

TSO John Paul B. Iñigo | TSO Rosa Katrina V. Banzon | TSO Magnolia M. Uy | TSO Althea Karen P. Antonio | TSO Christine R. Dela Cruz | TSO Maria Emmanuelle S. Burgos | STR Nicanor S. Bautista | STR Glenn G. Peñaranda | TSO Mario C. Tani | TSO Benedict M. Uy | TSO Enrico A. Mariano | TSO Michael Angelo D. Roaring | TSO Kenneth T. Yap | TSO Alma F. Argayoso | TSO Michael Alfred V. Ignacio | TSO Eric C. Elnar | TSO Froilan Emil D. Pamintuan | TSO Emmanuel Niño W. Ang | TSO Jose Ma. S. Dinsay | STR Raymond Albert H. Batac | TSO Eugenio C. Elevado, Jr

Left To Right (Sitting):

TSO Anne Marie Kristine C. Umali | TSO May Niña Celynne P. Layug | STR Maria Roseni M. Alvero | STR Michelle Fatima S. Sanchez | STR Maria Cynthia B. Ricafort | TSO Mary B. Hedfors

Not in photo:

STR Jose Antonio S. Buencamino

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AS OF JUNE 2017

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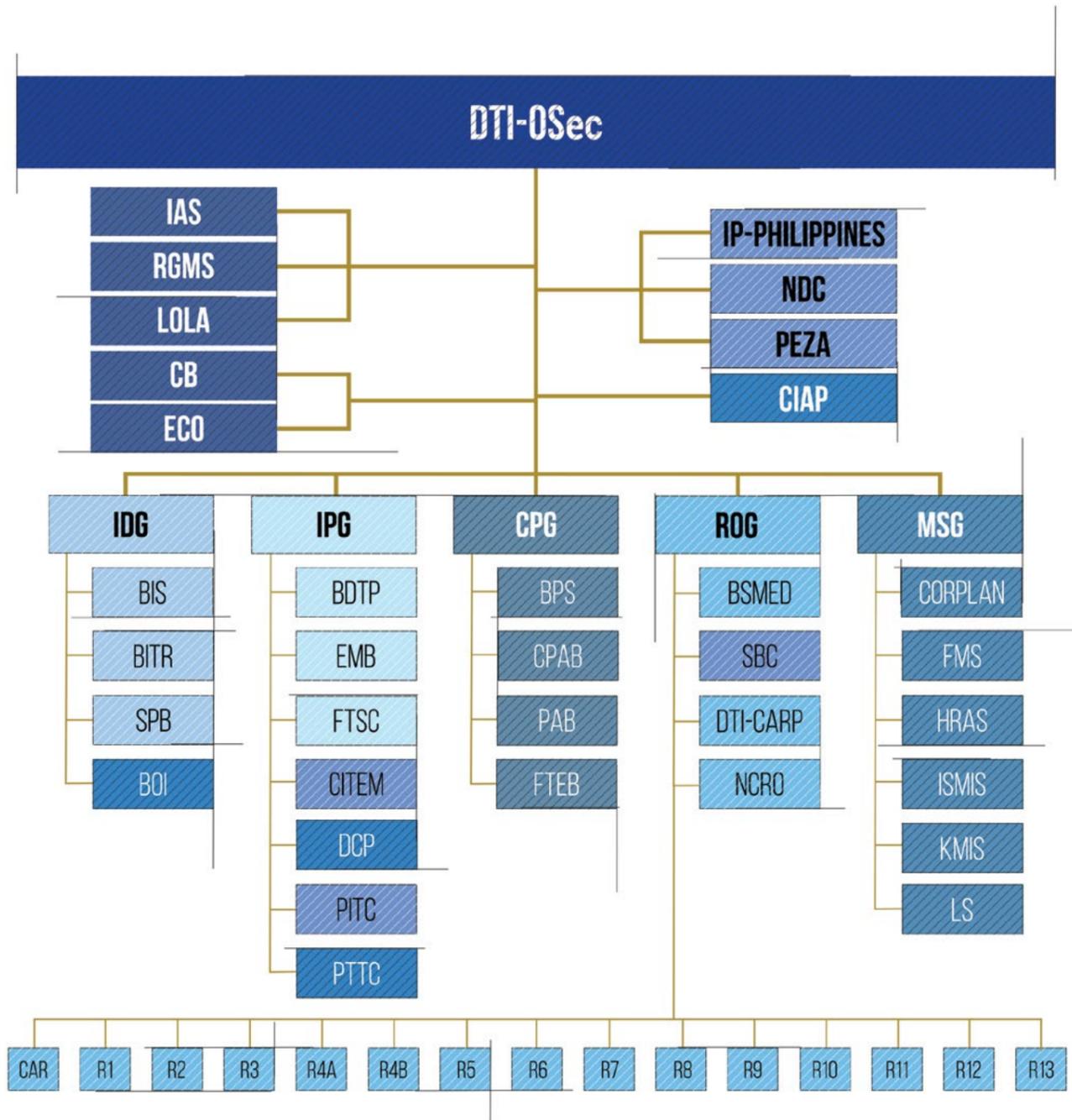
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AS OF 31 DECEMBER 2016



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DCP - Design Center of the Philippines
PTTC - Philippine Trade Training Center
- Corporations**
CITEM - Center for Trade Expositions and Missions
IPO-Phil - Intellectual Property Office of the Philippines
NDC - National Development Company
PEZA - Philippine Economic Zone Authority
PITC - Philippine International Trading Center

- SB Corp** - Small Business Corporation
- Bureaus**
BDTP - Bureau of Domestic Trade Promotion
BIS - Bureau of Import Services
BITR - Bureau of International Trade Relations
BPS - Bureau of Philippine Standards
BSMED - Bureau of Small and Medium Enterprise Development
CPAB - Consumer Protection and Advocacy Bureau
EMB - Export Marketing Bureau
FTEB - Fair Trade Enforcement Bureau
FTSC - Foreign Trade Service Corps
NCRO - National Capital Region Office
PAB - Philippine Accreditation Bureau
SPB - Sector Planning Bureau

- CB** - Competitiveness Bureau
- Service Offices**
CorPlan - Corporate Planning Service
FMS - Financial and Management Service
HRAS - Human Resource and Administrative Service
IAS - Internal Audit Service
ISMS - Information Systems Management Service
KMIS - Knowledge Management and Information Service
LS - Legal Service
RMS - Resource Generation and Management Service
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PRU - Public Relations Unit
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Technical Report

- Bureau of Domestic Trade Promotion (BDTP)
- Center for International Trade Expositions and Missions (CITEM)
- Competitiveness Bureau (CB)
- Construction Authority of the Philippines (CIAP)
- Export Marketing Bureau (EMB)
- Foreign Trade Service Corps (FTSC)
- Knowledge Management and Information Service (KMIS)
- Office of the Undersecretary for Industry Promotion Group (OUIPG)
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