



# 2017 ANNUAL REPORT



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## ABOUT THE COVER

The vision of the Department of Trade and Industry is reflective of the people's clamor for a sound economy and decent job opportunities. Thus in 2017, we put into motion our core agenda, "*Trabaho, Negosyo, Kabuhayan, at Konsyumer*" responsive to the needs of our countrymen.

From our head office in Manila and our regional offices, DTI crafted and implemented interventions, providing ripples of change across our whole constituency. DTI introduces constructive disruptions in the otherwise steady environment, changing the economic scene for the better. Hence, the DTI is transforming complicated and costly procedures into a streamlined and easier way of doing business; the unemployed into employed or entrepreneurs; micro, small and medium enterprises into strong brands in the local and global market; informed and unengaged consumers into assertive clients; and, from DTI-led to private sector-led redress mechanisms. DTI is committed to uplift the quality of the life of the Filipino people just like how ripples give birth to swells.





## MESSAGE OF THE DTI SECRETARY

The year 2017 has been fruitful for the Department of Trade and Industry. We kept the momentum we started in 2016 and delivered breakthrough results for our fellow citizens. Philippines is still among the fastest-growing economies in Asia with a 6.7% growth.

Like a pebble dropped into the water, DTI created ripples of change in the country by crafting and conducting inclusive interventions to uplift the people at the bottom of the pyramid, enhance export capacity and competitiveness of businesses, and empower consumers. Believing that a single step can cause a massive progress, we put into motion our Trabaho, Negosyo, Kabuhayan at Konsyumer Agenda.

In 2016, we crafted and adopted the Blueprint for Decent Employment and Entrepreneurship 2017-2022. It aims to achieve full employment at 5% unemployment rate in 2022 by creating 7.5 million jobs in the Key Employment Generating Sectors (KEGs), such as manufacturing including food processing, construction, tourism, IT-BPM, transportation and logistics, and retail trade.

To support this agenda, we increased local and foreign investments in the industry sector particularly in manufacturing and construction. We pushed for the approval of the 2017 Investment Priorities Plan to strengthen the manufacturing resurgence and Inclusive Innovation-led Strategy. The manufacturing sector grew by 8.4% on the average. Foreign direct investments in this sector reached \$1.15 billion, up by 244% year-on-year.

The DTI joined President Rodrigo Roa Duterte in his presidential visits and secured \$17.9 billion in potential investments. Agreements were signed for the development and/or cooperation in agriculture, defense, food security, intelligence information, science and technology, tourism, trade, and transportation.

Also backing the President's Build, Build, Build agenda, we conducted construction manpower training and human resources development programs for 4,833 training participants. The first Philippine Construction Human Resource Forum was held to institutionalize the standardization of career paths, eligibility requirements, compensation packages, and other relevant criteria for the construction workforce.

To address issues that impede the country's competitiveness and ease of doing business, we used the whole of government approach. The DTI, with other agencies such as Departments of Interior and Local Government, Information and Communications Technology, and Public Works and Highway, as well as the National Competitiveness Council, signed a Joint Memorandum Circular mandating agencies to streamline process for construction permits. Also, almost 87% of Local Government Units (LGUs) have undergone the Business Permits and Licensing System.

We successfully hosted the 49th AEM Meeting and Related Meetings which was focused on deepening trade engagements within ASEAN and with external partners. The hosting of the ASEAN summit led to the accomplishment of 10 deliverables. The ASEAN Hong Kong, China Free Trade Agreement (AHFTA) and ASEAN Hong Kong, China Investment Agreement were ratified. We are looking forward to the substantial conclusion of the Regional Comprehensive Economic Partnership (RCEP).

As a step to transform the Philippines into an exporting nation, we pushed for the signing of the Implementing Rules and Regulations (IRR) for Republic Act 10817, also known as the "Philippine Halal Export Development and Promotion Act of 2016", to gain access to the \$3.2 trillion global Halal market. This year, 280 products were certified Halal.

We improved access in both domestic and international markets. Products from Micro, Small, and Medium Enterprises (MSMEs) became widely available through the 32 Go Lokal! stores launched nationwide which generated a total of P13.5 million. MSMEs were also able to participate in signature events, such as the 65<sup>th</sup> and 66<sup>th</sup> Manila FAME and IFEX Philippines, and overseas trade fairs with DTI's assistance, raising \$484.84 million export sales.

DTI provided customized interventions for the MSMEs for countryside development. We spurred an entrepreneurial revolution through the 788 Negosyo Centers nationwide, Kapatid Mentor ME program, SME Roving Academy, and other trainings/seminars conducted. We provided almost P426 million worth of loans through the Pondo sa Pagbabago at Pag-assenso (P3) as an alternative source of collateral-free capital for the MSMEs, where over 40,000 borrowers in 71 provinces stand to benefit.

We launched 82 Trabaho, Negosyo, Kabuhayan (TNK) events: Labor Day and Independence Day saw a total of 68 simultaneous events nationwide; 11 domestic; and three abroad (Brunei, Japan, Singapore). Almost 95,000 job applicants registered of which 9,445 were hired on the spot. We showed the TNK music video in cinemas nationwide during the Metro Manila Film Festival to increase awareness of government programs that address job creation and promote business and livelihood.

To ensure that prices are reasonable, we sustained stringent monitoring of firms on price trending. We implemented a price freeze in Northern Mindanao following the declaration of Martial Law. As DTI advocates for ethical business practices, 4,991 establishments nationwide have been recognized as Bagwis awardees. Applications for Philippine Standard (PS) mark and Import Commodity Clearance (ICC) were processed to promote quality standards and encourage a culture of quality consciousness.

The DTI is committed in its goal of uplifting the lives of the Filipinos at the bottom of the pyramid. We will boost our strategies in providing decent and quality employment and income opportunities for all. We shall continue attracting investments that will generate more jobs, while advocating entrepreneurship in neighborhoods where employment is not an option. We commit to remain a trailblazer in developing industries, increasing exports and investments, assisting and developing MSMEs, and enhancing consumer welfare. Setting our eyes towards a more inclusive and prosperous Philippines, we continue to enable business and empower consumers. Together, let us make it happen.

*"We really want to bring development, growth, and prosperity for all. We want to empower those who belong to the bottom of the pyramid because empowering them is empowering the nation. This is the passion of the current government; this is the core of the TNK Program."*

  
RAMON M. LOPEZ



# 2017 FACTS AND FIGURES



## SECTORAL HIGHLIGHTS

**Automotive:**  
**CARS Program:** First Mirage G4 unveiled

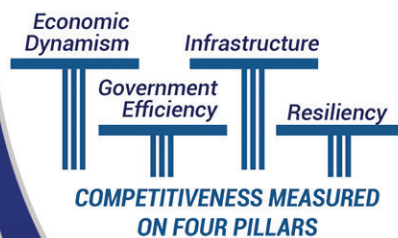
**Garments:**  
**Joint Order for Accreditation  
of Garment Firms signed by DTI and DOLE**

**ASEAN Federation of Electric &  
Hybrid Vehicle Industries (AFEHVI)**  
established during the 1st ASEAN  
Electric & Hybrid Vehicle Summit

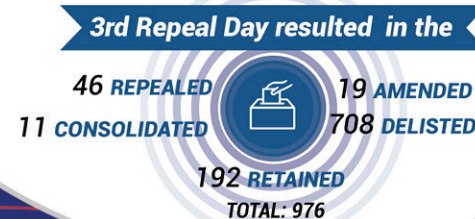


## Ease of Doing Business initiatives implemented:

**91%**  
of LGUs covered in  
Cities and Municipalities  
Competitiveness Index



**PHILIPPINE  
QUALITY AWARD  
Celebrates its  
20th  
Anniversary**



**1 MERALCO  
ONLINE**



**2 JOINT  
MEMORANDUM  
CIRCULAR**  
CONSTRUCTION PERMITS  
processes streamlined



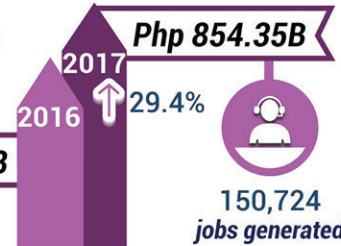
**LGUs**

1,315  
of 1,516  
undergone  
the BPLS  
Streamlining Program

**BOI investments  
Php 617B**  
Highest in 50 years

**6 Presidential  
Visits**  
**\$17.9B**  
potential investments

**BOI-PEZA  
approved  
investments**  
**Php 660.22B**



**Top recipients of equity capital investments**



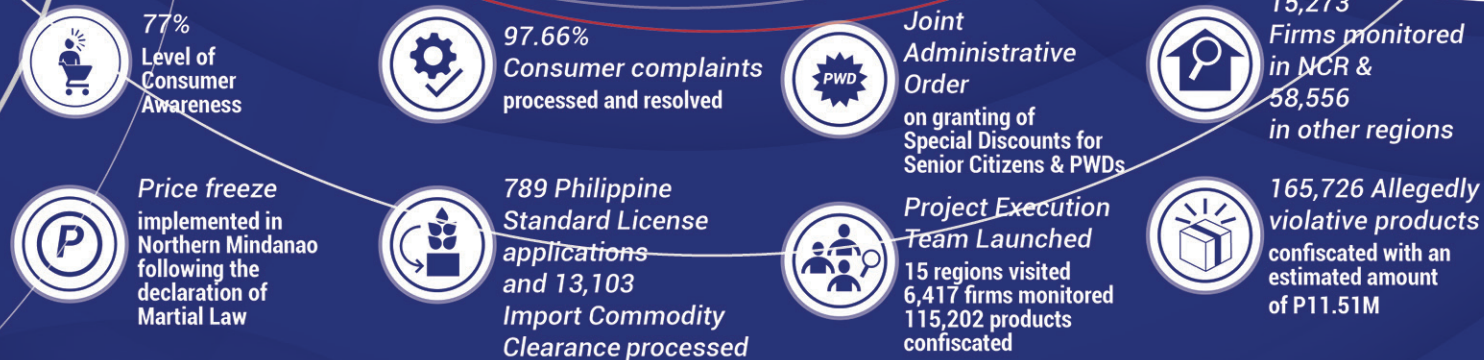
**\$10.05B**  
**Foreign Direct Investments**  
were received in 2017  
Majority of FDI from:

Netherlands  
Singapore  
USA  
Hongkong  
Taiwan

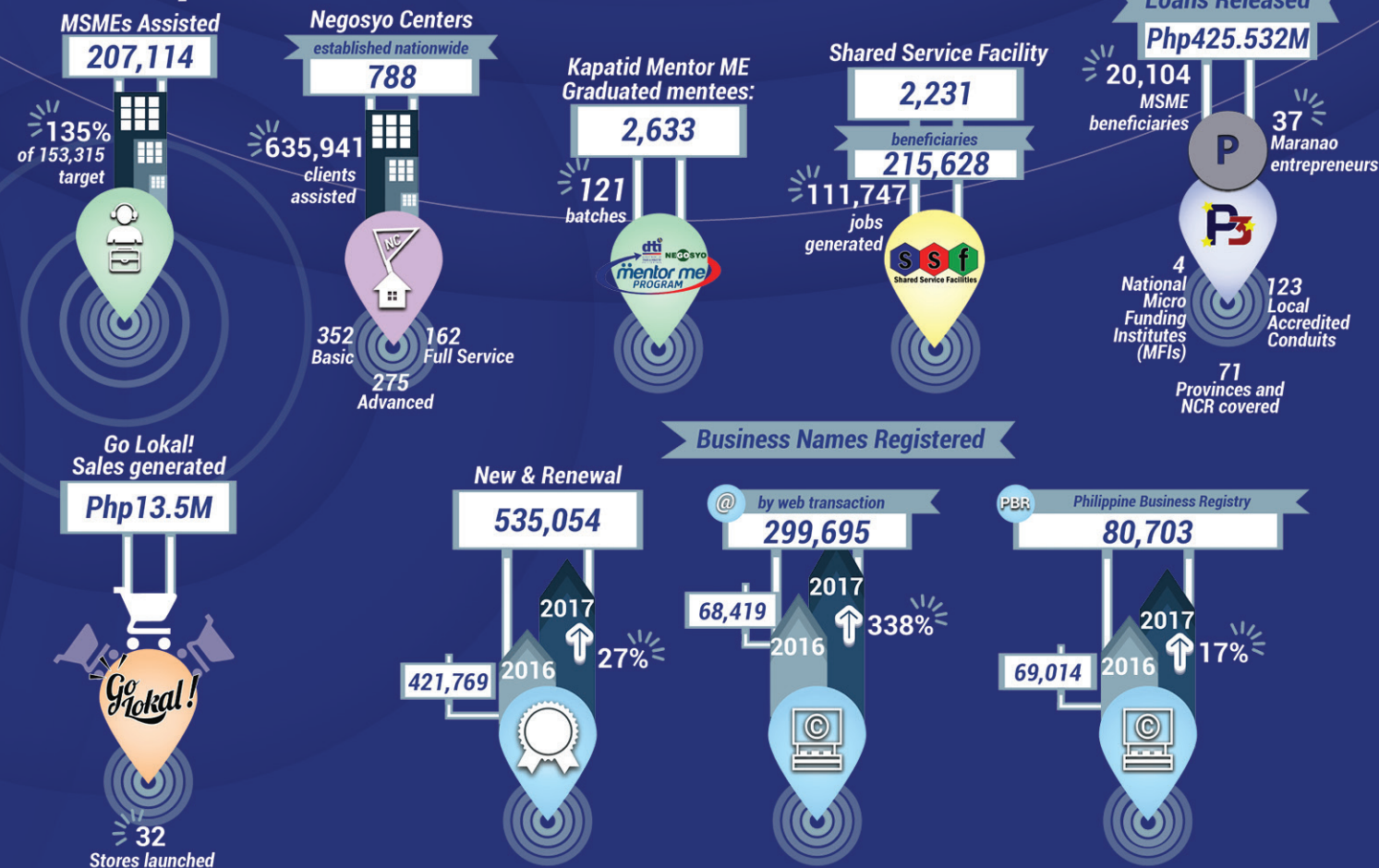
**Php 109.94M**  
**sales generated**  
in domestic trade fairs  
National Food Fair  
National Trade Fair  
National Arts and Crafts Fair  
723 exhibitors & 122,545 visitors

**\$484.84M**  
**export sales generated**  
through international trade fairs;  
2336 companies assisted;  
15,130 inquiries received

## Consumer Protection:



## MSME Development:





# COMPETITIVENESS AND EASE OF DOING BUSINESS

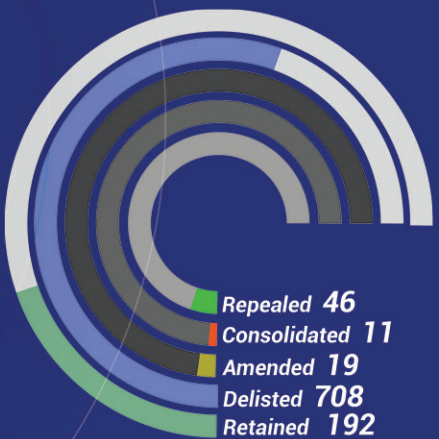
## PH SECURES 99<sup>TH</sup> SPOT IN DOING BUSINESS; PARTNERS WITH TOP RANK NEW ZEALAND

The Philippines climbed four notches to 99 from 103 in the 2017 Doing Business Report, which covers 190 countries, conducted by the World Bank International Finance Corporation. The country has significantly gained 49 spots in the Doing Business report since 2011, the largest gain in ASEAN. New Zealand, being the first in rank in the Ease of Doing Business, has expressed their intention to collaborate with the country. In May, innovations and helped identify hurdles in the business registration process. The Philippine government aims to reduce the number of days in renewing or getting a business permit to one, from two to three. The goal is to be in the top one-third, ranging between 58 and 63.

## ANTI-RED TAPE ACT EXPANDED; 3<sup>RD</sup> PROJECT REPEAL LAUNCHED

In 2017, the Expanded Anti-Red Tape Act of 2017, an amendment of the Anti-Red Tape Act of 2007, was approved. Through this, processing of business applications by national or local government agencies should not be longer than three working days for simple transactions, and seven working days for complex transactions.

Following two successful Repeal Days in 2016, Project Repeal held the 3rd Repeal Day. This resulted in the revocation/ amendment/consolidation of 976 issuances as follows:



1. Repeal – full elimination of a rule or issuance that is deemed no longer necessary;
2. Consolidate – integration of multiple, similar regulations into one legal document;
3. Amend – addition, deletion, and/or change of a certain provision of a rule or regulation;
4. Delist – removal of invalid rules and regulations from an agency’s website and roster of active issuances; and
5. Retain – to keep in possession of issuances which are still relevant and effective.

## 91% OF PH CITIES AND MUNICIPALITIES PARTICIPATE IN THE 2017 CMCI

The most competitive localities for 2017 were named during the 5th Regional Competitiveness Summit, highlighting the results of the 2017 Cities and Municipalities Competitiveness Index (CMCI). Resiliency was added as one of the pillars of CMCI. Resiliency in the local level is defined as “the ability of the people, households, communities, countries, and systems to mitigate, adapt to and recover from shocks and stresses and manner that reduces chronic vulnerability and facilitates inclusive growth.”

From the initiative, more Local Government Units participated. From 285 or 17% of LGUs in 2013, 1,487 cities and municipalities, or 91% of the country is now covered. The event also underscored the importance of automation and innovation as an integral component to ease of doing business.



## TRABAHO (EMPLOYMENT)

The government recognizes the challenge of employment: provide quality employment opportunities inclusively. To this end, the Department of Trade and Industry works towards more competitive industries, better infrastructure, and greater ease of doing business to attract investors and entrepreneurs who will engage in business and generate jobs in the country.

*“Remember that Competitiveness and Ease of doing business is number 3 in the President’s socio-economic agenda. The executive branch, both National government agencies, and Local Government Units, and the legislative branch are working double time so that businesses could benefit from these reform initiatives.”*

*-Secretary Ramon M. Lopez*



## PQA AT 20 YEARS; PQA REDUX LAUNCHED

The 20th anniversary of the Philippine Quality Award (PQA) Program was held with the theme: *Celebrating the Past, Embracing the Present, Shaping the Future through Performance Excellence*. PQA assessors, judges, and winners who contributed their time, expertise, and effort while continuously supporting the program were recognized. The “Quality, Quality, Quality!” program inspired by the government’s “Build, Build, Build!” was launched during the event. DTI scales up its efforts to promote quality consciousness and competitiveness among Filipino entrepreneurs through the PQA Redux.

## 5<sup>TH</sup> EASE OF DOING BUSINESS SUMMIT HELD

Last June 28, over 360 participants from the public and private sectors were convened in the 5th Annual Ease of Doing Business Summit, which highlighted the latest developments in improving the business regulatory procedures. In addition to the reforms presented, the summit also featured the best practices from selected LGUs and the Land Registration Authority. Speakers presented their respective programs focusing on innovative ways to ease doing business with technology and automation as key tools.

## 2<sup>ND</sup> PHILIPPINE CONSTRUCTION CONGRESS CONDUCTED TO SUPPORT THE GOLDEN AGE OF INFRASTRUCTURE

With the goal to develop the Philippines’ Construction Industry Roadmap, key construction industry players were convened during the 2nd Philippine Construction Congress to identify and discuss areas of investment, public-private partnerships, and industry gaps and issues. A memorandum of commitment in support of the Golden Age of Infrastructure was signed by the government, industry leaders, and concerned stakeholders. Individuals and entities who are considered as institutions in the Philippine construction industry and have major contributions for its growth and development were also recognized.



## 1<sup>ST</sup> PHILIPPINE CONSTRUCTION HUMAN RESOURCE FORUM HELD

On July 19, 2017, the first ever Philippine Construction Human Resource Forum was held. Participants include construction industry players, HR professionals of construction companies, the academe, as well as representatives from concerned government agencies. The forum aimed to institutionalize the standardization of career paths, eligibility requirements, compensation packages, and other relevant criteria for the construction workforce through interagency cooperation and dialogue with the private sector.

## MORE CIAP WINDOWS LAUNCHED

The Construction Industry Authority of the Philippines (CIAP) launched 2 new CIAP Windows in addition to 7 in DTI Regional Offices to improve ease and reduce cost of doing business. The CIAP Windows aim to enhance the delivery and access of CIAP services in the region. The following services may be availed by contractors:

1. Prescreening and evaluation of applications for Categories “A” down to “Trade/E” under Contractors Licensing and Registration Program;
2. Acceptance of construction contract claims/disputes for arbitration and other pleadings for ongoing arbitration cases before CIAP;
3. Logistic support/coordination for hearings/meetings, orientation on mediation for small claims under Contract Dispute Resolution Program; and
4. Information dissemination of CMDF online training application and promotion of manpower trainings and seminars under Construction Manpower Development Program.

## DAVAO-GENSAN-BITUNG RORO ROUTE LAUNCHED

With the new shipping route of the roll-on, roll-off (RORO) connecting Philippine cities such as Davao and General Santos to the Indonesian province of North Sulawesi, trading across borders is easier. The Davao-GenSan-Bitung route would help reduce shipping time for Mindanao-based businesses from 3-5 weeks to just 1 ½ days (excluding port stay). Likewise, it is expected to help drive competition and attract more players thus boosting jobs generation. Eight Filipino companies have already committed to export their goods through the ASEAN RORO. Goods that may be shipped through the route are processed seafood, tuna, corn, Cavendish bananas and dried fruits products.



PQA's 20th Anniversary celebrated on December 5-2017 in Mias Hotel and Casino, Pasay City

2nd Philippine Construction Congress held on November 28, 2017 in the Philippine International Convention Center



CIAP Windows launched in Tacloban City (Region 8)







## INVESTMENT PRIORITIES PLAN 2017 TO BE IMPLEMENTED

On February 28, President Rodrigo Duterte signed the Investment Priorities Plan (IPP) 2017, which aims to provide fiscal support to inclusive business projects benefitting MSMEs. It was themed "Scaling Up and Dispersing Opportunities" since it shall serve as a blueprint in the business matching of Filipino and foreign investors; hence steering the sustainable economic growth of the country.

Under the plan is a list of priority investment activities that may be given incentives. Such activities include manufacturing activities (agri-processing, agriculture and fishery); strategic services; infrastructure and logistics (public-private partnerships participated by local government units); innovation services; inclusive business models; and environment or climate change-related projects. IPP is expected to generate more investments to strengthen the manufacturing resurgence. It was noted that the price ceiling for BOI-registered housing units was reduced from P3 million to P2 million.

## MOU ON INCLUSIVE FILIPINNOVATION & ENTREPRENEURSHIP ROADMAP SIGNED WITH DOST ON THE 1<sup>ST</sup> INCLUSIVE INNOVATION CONFERENCE

On June 1, during the first Inclusive Innovation Conference (IIC), the DTI and Department of Science and Technology (DOST) signed a Memorandum of Understanding (MOU) to jointly formulate and implement the Inclusive *Filipinno* & Entrepreneurship Roadmap. In line with DTI's thrust of promoting entrepreneurship and innovation as the heart of the country's new industrial strategy, this MOU establishes mechanisms for coordination, means for alignment of strategies, and various areas of collaboration initiatives towards the establishment of an inclusive innovation and entrepreneurship ecosystem. This will help Philippine MSMEs move up their value chains and advance the competitiveness of Philippine industries.

Following the IIC, DTI and DOST conducted a series of regional seminar-workshops on innovation and entrepreneurship. These were conducted in NCR, Cebu, Davao, Cagayan de Oro, and Angeles City and were participated by around a total of 500 stakeholders from government, industry, and the academe from the various regions. The seminar-workshops discussed Industry 4.0 and government plans and programs, and gathered stakeholder inputs on building an inclusive innovation and entrepreneurship ecosystem in the region.

## INCLUSIVE INNOVATION INDUSTRIAL STRATEGY PUSHED IN THE 2<sup>ND</sup> MANUFACTURING SUMMIT

Following the 2016 Manufacturing Summit themed "Trabaho at Negosyo", the Summit held this year highlighted the notable performance of the manufacturing industry, the accomplishment of DTI's Manufacturing Resurgence Program, and the country's new industrial policy dubbed as Inclusive Innovation Industrial Strategy (i<sup>3</sup>S). The i<sup>3</sup>S aims to grow and develop globally competitive and innovative industries and strengthen their linkages into domestic and global value chains.

The 12 priority industries of i<sup>3</sup>S include: automotive and auto parts; aerospace parts; agribusiness; chemicals; construction; furniture, garments, and creative industries; electronics and electrical machinery; iron & steel and tool & die; IT-business process management particularly knowledge process outsourcing and E-commerce; shipbuilding; tourism; and transport & logistics.

The DTI will focus on three major strategic actions:

- (1) establish inclusive innovation centers or innovation hubs in various regions across the country, wherein industry and the academe, startups, MSMEs, funders, support organizations and service providers could interact and collaborate;
- (2) focus on workforce training and human capital development; provision of quality infrastructure (such as FabLabs, SSFs, FICs); and availability of fiscal and funding support; and
- (3) continue the collaboration between and among government agencies, industry, and the academe to foster the development of industry clusters.

## FIRST MIRAGE G4 MANUFACTURED UNDER CARS PROGRAM

In 2016, two applications under the Comprehensive Automotive Resurgence Strategy (CARS) program such as Toyota Motor Philippines (TMP) and Mitsubishi Motors Philippines Corporation (MMPC) were approved. The program requires local sourcing of auto parts up to 70% local content, developing more SMEs. Likewise it is expected to generate 200,000 new jobs, attract \$1.2 billion worth of investments, and increase local vehicle sales to \$9.2 billion, establishing the country as a regional automotive manufacturing hub.

Mitsubishi unveiled its first locally made Mirage G4 on February 27, 2017. The unit was manufactured in Mitsubishi's Sta. Rosa, Laguna plant. MMPC President Osamu Masuko said that the company is set to produce 50,000 units annually yet aims to raise production by 100,000 per year in order to meet the six-year CARS program requirement of 200,000 units.

## INDUSTRY DEVELOPMENT AND TRADE POLICY

*"Though manufacturing growth has been contributing significantly to our country's economic growth, its share to GDP of 23% and contribution to total employment of 8% have remained quite unchanged in the last decade. While our unemployment rate slightly worsened to 5.9% during the first three quarters of 2017 from 5.8% during the same period in 2016, our underemployment rate declined to 15.2% from 17.4% in the same period. Meanwhile, our poverty incidence also improved to 21.6% in 2015 from 25.2% in 2012. Still, our employment challenge remains: we have 2.5M unemployed and 6.5M million underemployed fellow Filipinos."*

*-Secretary Ramon M. Lopez*





## DTI POLICY BRIEFS BEGINS PUBLICATION

The publication of "DTI Policy Briefs", which discuss and provide concise analysis of current trade and industry issues, has already been started. In 2017, 11 Policy Briefs were published on the following topics:

- The Philippines in the Manufacturing Global Value Chains
- The Philippines in the Automotive Global Value Chain
- The Philippines in the Paper Global Value Chain
- The Philippines in the Aerospace Global Value Chain
- Philippine Inclusive Innovation Industrial Strategy
- The Philippines in the Chemical Global Value Chain
- The Philippines in the Electronics & Electrical Global Value Chain
- The Philippines in the Shipbuilding Global Value Chain
- The Philippines in the Cocoa-Chocolate Global Value Chain
- The Philippines in the Coffee Global Value Chain
- The Philippines in Agribusiness Global Value Chains

## DTI, DOLE SIGNS JOINT ORDER FOR ACCREDITATION OF GARMENT FIRMS

A joint Department Order (DO) on guidelines on the accreditation of garments firms was signed by DTI and the Department of Labor and Employment (DOLE). The DO provides guidelines that promote company compliance to international labor standards and assist the certification process of companies who would want to avail eligibility for the General System of Preferences (GSP). The joint DO is a product of a series of consultative meetings of two agencies: the Clothing and Textile Industry Tripartite Council (CTITC) and the labor and employment sectors since 2010.

## PHILIPPINE NATIONAL TRADE REPOSITORY LAUNCHED

The Philippine National Trade Repository (PNTR), a web-based portal that provides a single source of comprehensive, accurate and updated trade information was launched. Its establishment is critical in the government's trade facilitation strategy of promoting a more transparent trade environment. The portal will allow easier access to information and facilitate compliance with prescribed regulations for businesses. The main objective of the portal is to reduce the amount of time and costs in trade transactions. The PNTR's link to the ASEAN Trade Repository will allow MSMEs who are into exports to have accurate and updated information such as regulatory requirements for the movement of goods among ASEAN member states, thereby facilitating greater access ([www.pntr.gov.ph](http://www.pntr.gov.ph)).



## TRADE FACILITATION AGREEMENT ENTERS INTO FORCE

On February 22, the World Trade Organization's (WTO) Trade Facilitation Agreement (TFA) took into effect after meeting the required two-thirds acceptance of the agreement from its 164 members. TFA aims to boost global trade flows to over \$1 trillion cutting red tape at the borders. The agreement is expected to generate 20 million jobs worldwide – majority in developing countries. Filipino MSMEs will positively benefit from the deal as the requirements for participating in the global trade are reduced and are easily complied with. MSMEs are the backbone of the Philippine economy, comprising around 99.6% of the registered establishments in the Philippines. As TFA allows diversification of export goods, domestic investments and foreign direct investment inflows will be encouraged.

## TRAVEL GOODS INCLUDED IN THE US GSP SCHEME

On 29 June 2017, the US announced the inclusion of twenty-three tariff lines of certain travel goods from all GSP beneficiary countries including the Philippines into the US GSP effective 1 July 2017. These tariff lines include trunks, suitcases, vanity and attaché cases, handbags, backpacks, travel, sports and similar bags and cases.

The inclusion of travel goods into GSP will certainly provide benefits to Philippine exporters, particularly MSMEs and community-based industries in the various regions of the country. It will also give American consumers more choices and high-quality travel goods, at more competitive prices. According to industry estimates, the duty free treatment could increase Philippine travel goods exports to the United States by \$100M annually for the first five years. Based on these estimates, the increase in exports could generate 70,000 new direct jobs in the country.

## PH JOINS THE INTERNATIONAL HALAL ACCREDITATION BODY

DTI is now entitled with the right to vote at the general assembly and committee meetings that could benefit the Philippine Halal industry as the Philippine Accreditation Bureau (PAB) signed a full membership with the International Halal Accreditation Forum (IHAF). IHAF is an independent and non-government network of accreditation entities mandated to enforce halal standards in their respective countries and territories.

Meanwhile, PAB accreditation has been awarded to 175 testing, 1 software testing, 1 forensic testing and 44 calibration laboratories (ISO/IEC 17025), 7 medical laboratories (ISO 15189), 5 inspection bodies (ISO/IEC 17020), and 9 certification bodies which includes CBs for Management Systems and Product Certification.

Sec. Lopez delivers his pre-ministerial conference statement during the 11th World Trade Organization (WTO) Ministerial Conference (MC) in Buenos Aires, Argentina

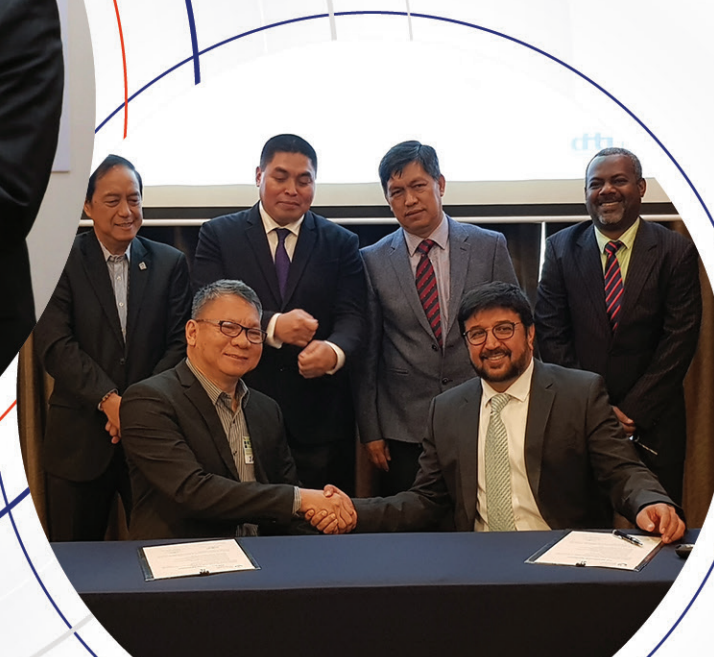


## 11TH SESSION OF THE WTO MINISTERIAL CONFERENCE HELD

On December 10-13, 2017, the 11th Session of the WTO Ministerial Conference (MC11) was held in Buenos Aires, Argentina. The Philippines, as one of the main proponents of the MSMEs initiative, pursued to make MSMEs front-and-center of trade rules and insisted on the need for special and differential treatment for MSMEs of developing countries; and the need to take into account the relative sizes of MSMEs—noting that enterprises categorized as small in developed countries may actually already be medium or large in developing countries. While the topic has not yet gained full consensus or unanimous support from 164 countries, the group called Friends of MSMEs gained more supporters. The intention is to make MSMEs more globally competitive and supported so it can participate in the global trade. An informal working group shall be set up to develop a work programme which aims to address issues related to access to information, more stable and predictable business environment, lowering transaction cost through better trade facilitation, shipping, logistics, procedures, origins, promotions, multilateral cooperation on trade finance, technical assistance and capacity building for MSMEs.

On E-commerce, the Philippines also gained from the decision to maintain the current practice of not imposing customs duties on electronic transmissions until at least the next Ministerial Conference in 2019 with the aim to preserve the environment under which our IT and IT-enabled services have thrived and provided for jobs to millions of Filipinos.

DTI inks membership in International Halal Accreditation Forum







## NEGOSYO ( BUSINESS )

With the tough competition in the market, DTI advocates for a value-adding kind of entrepreneurship. It is our priority to link our MSMEs to bigger value chains, provide them the necessary tools to compete in the international market, and even export their products abroad.

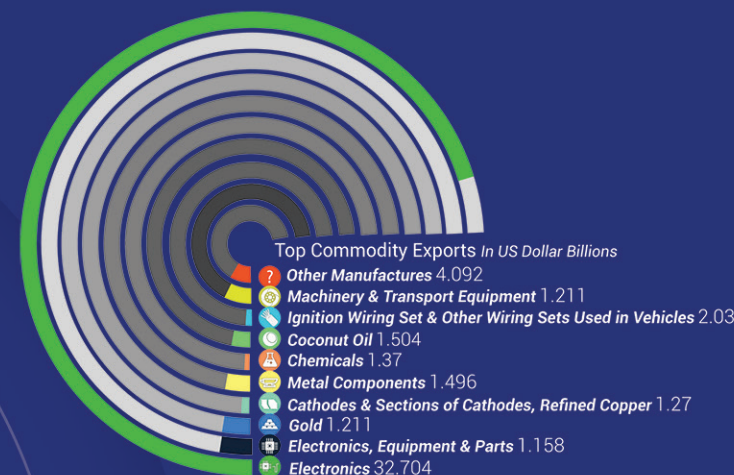
*"We are mixing everything here. Those who would like to search for jobs or venture into business, all these opportunities are made available for the public to take. We are trying to create a culture that is really enterprising. Creating a culture of Filipinos who are success-driven, value work, who would not just depend on government dole-outs, but rather would take control of their destiny."*

-Secretary Ramon M. Lopez

## EXPORTS AND INVESTMENTS

### MERCHANDISE EXPORT PERFORMANCE SURGED BY 10%

Total Philippine merchandise export amounted to \$63.23 billion, 10.15% over the \$57.41 billion posted in 2016. Majority of the total merchandise exports came from electronics with 52.02 %, while 47.98 % came from non-electronics. This suggests that diversification in the country's export products continues to gain traction. The major export destinations in 2017 are Japan, USA, Hong Kong, China, and Singapore.



### FOREIGN DIRECT INVESTMENTS RECORD AN ALL-TIME HIGH \$10.1 BILLION

Net FDI inflow reached a record high of \$10.05 billion, 21.4% higher than the \$8.28 billion registered in 2016. Investments in manufacturing surged by 244%, posting a record of \$1.15 billion inflows which contributed enormously to the high net FDI inflows for the year. Equity capital placements were mainly channeled to gas, steam and air-conditioning supply, manufacturing, real estate activities, construction, and financial and insurance activities. Top sources of equity capital placements were Netherlands, Singapore, USA, Hong Kong, and Taiwan.

### BOI-PEZA APPROVED INVESTMENTS LEAPED BY 29%

The Board of Investments and Philippine Economic Zone Authority (BOI-PEZA) approved 980 new/expansion project investments amounting to P854.35 billion in 2017, 29.4% higher than the P660.22 billion recorded in 2016. The projected employment from the approved investments is 150,724. Majority of the approved investments were on the following industries: electricity, gas, steam & airconditioning supply, real estate activities, manufacturing, construction, and transportation & storage. Majority of foreign investments came from Japan, Taiwan, Singapore, Netherlands, and USA.

### PRESIDENTIAL VISITS YIELD ALMOST \$18 BILLION WORTH OF POTENTIAL INVESTMENTS

Throughout 2017, DTI participated in Presidential visits which secured a total of \$17.9 billion in potential investments. The countries include Myanmar, Thailand, Saudi Arabia, Qatar, Bahrain, Russia, and Japan.

The visit in Myanmar resulted to a Memorandum of Understanding on food security and agriculture. The MOU aims at making food accessible and affordable by promoting joint development ventures, initiating research and development (R&D) transfers or technology transfers, sourcing of raw materials for value addition and conducting trainings and capacity-building both in technological and managerial levels.

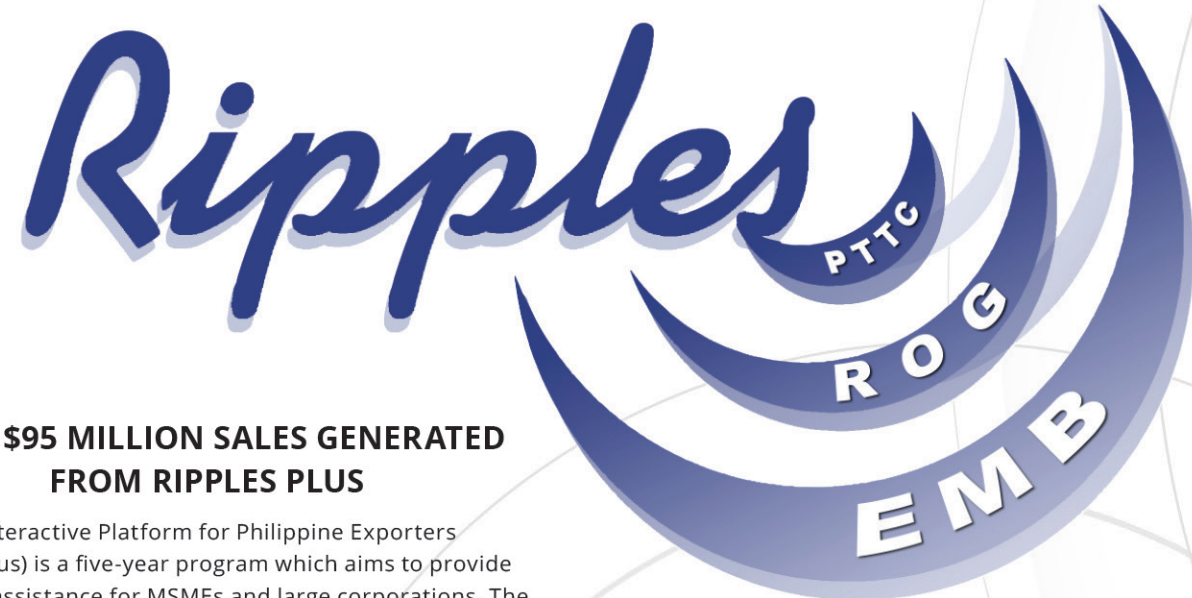
In Thailand, a \$2 billion worth of investment in a span of five years was acquired from an agro-processing company. The following agreements were also signed during the visit: Agreement in the Field of Science and Technology, Implementing Agreement on Specific Areas of Cooperation on Swamp and Dairy Buffalo Production, and the Implementing Program on Tourism Cooperation in 2017- 2022.

The President visited three countries in Middle East which obtained \$926 million worth of investments. Some 7 letters of intent (LOI) worth \$470 million in Saudi Arabia, memorandums of understanding (MOUs) equivalent to \$250 million in Bahrain, and investment deals for 13 projects amounting to \$206 million in Qatar were signed during his stay. Likewise, Investment Protection and Promotion Agreement (IPPA) was signed to facilitate large-scale investments from Qatar. Additional investment pledges from the Middle East amounted to \$100,000.

Despite President Duterte's decision to cut-short his official visit to Russia, 10 agreements were signed. The bilateral pacts inked were in the following areas: agriculture, culture, defense, tourism, intelligence information, investment and trade, industry development, power, and transportation. Through these agreements, bilateral relation between the countries is expected to be stronger. Around \$875 million worth of business-to-business deals were signed. Areas such as agribusiness, energy, iron and steel, multi-purpose vehicles, power, property development, transport and construction sparked the interest of investors.

Lastly, the visit to Japan brought home approximately \$5.1 billion worth of investments from 18 business ventures in manufacturing, infrastructure, and information and communications technology. At least 500,000 jobs are expected to be generated from these investments.





## OVER \$95 MILLION SALES GENERATED FROM RIPPLES PLUS

Regional Interactive Platform for Philippine Exporters (RIPPLES Plus) is a five-year program which aims to provide purposive assistance for MSMEs and large corporations. The modes of assistance under the RIPPLES Plus program include training and capacity building, investment, marketing, and promotion, support innovation, product development and design, access to markets through Mutual Recognition Arrangements (MRAs) and certifications focused on the development not only of products and services but also of exporters. There are 408 enrollees in the program whose products range from gifts, housewares, decors (GDH); processed food; services; and others such as health supplements and cosmetics.

In 2017, sales from Outbound Business Matching Missions (OBMM) reached \$82.2 million, while sales from inbound Business Matching Missions totaled \$13.5million.

## IRR OF LAW ON EXPORTS OF HALAL PRODUCTS SIGNED

The Implementing Rules and Regulations (IRR) for Republic Act 10817 also known as the "Philippine Halal Export Development and Promotion Act of 2016" was signed on July 26, 2017 by members of the Philippine Halal Export Development and Promotion Board led by DTI Secretary Ramon M. Lopez. This signifies the inclusion of the Philippines in the \$3.2 trillion global Halal market.

The DTI through its Export Marketing Bureau (EMB) has set up its Halal Section that is dedicated to conducting capacity-building activities for and among concerned Halal stakeholders. It also provides necessary assistance to local Halal Certifying Bodies (CBs) about the dynamics of the new Philippine Halal law. A total of 280 export products were certified as Halal in 2017.



## 723 EXHIBITORS PARTICIPATE IN THE SIKAT PINOY 2017

In 2017, 3 Sikat Pinoy events were held: the National Food Fair in March, the National Arts and Crafts in October, and the National Trade Fair in December. Total sales generated amounted to P109.94 million. Some 723 exhibitors participated and number of visitors reached 122,545.



## OVER \$480 MILLION EXPORT SALES GENERATED THROUGH SIGNATURE EVENTS AND OVERSEAS TRADE FAIRS

The DTI, through the Center for International Trade Expositions and Missions (CITEM), has generated a total of \$484.839 million in reported export sales (booked and under negotiation) for the participating SMEs through organization of Signature Events such as 65th and 66th Manila FAME and IFEX Philippines, and Philippine participation in the following overseas trade shows:

- Food Sector : Winter Fancy Food Show (San Francisco, USA / January 22-24), Gulfood (Dubai, UAE / February 26 – March 2), Foodex (Chiba, Japan / March 7-10), Taipei International Food Show (Nangang, Taipei / June 21-24) and Anuga Food Fair (Cologne, Germany / October 7-11)
- Homestyle and Fashion sectors : Ambiente (Frankfurt, Germany / February 10-14), Salone Internazionale del Mobile (Milan, Italy / April 4-9), Maison Et Objet (Paris, France / September 8-12), and International Furniture Fair Tokyo (Tokyo, Japan / November 20-22)
- General Consumer Fair : China-ASEAN Expo (Nanning, China / September 12-15).

## DESIGN AND PACKAGING CAMPAIGN FOR PH BRANDS INTENSIFIED

The DTI, through the Design Center of the Philippines (DCP), assisted 1,059 enterprises and commercialized 1,139 designs. A total of 246 trainings sessions were conducted where 76 designers were trained. DCP also provided 5,059 design services and 4,521 technical assistance. Design services included product development, merchandise development, graphics and label design, and exhibition design while technical assistance includes capability development, skills training and knowledge transfer such as technology updating workshops, agency services briefing, technical consultation, technical information, trends briefing, and referrals.

DCP likewise held "Pick Pack Boom", a design challenge for young design professionals to develop and recreate sustainable and locally sourced recycled and sustainable packaging materials for Human Nature's bath soap bar and Malagos' Chocolates, which are two world-renowned Philippine brands. The best prototypes produced were the origami concept for Human Nature's bar bath soap and the graphic storytelling of Malagos' tree-to-bar single origin cacao. The prototypes developed during the session were turned over to Human Nature and Malagos for further development.





## NATIONAL EXPORTERS' WEEK HELD; OUTSTANDING EXPORTERS RECOGNIZED BY DTI

The National Exporters' Week (NEW), held on the first week of December 2017, was themed *"Innovate. Collaborate. Export!"*. It aims to acquire the full commitment of the government and the private sector to join forces to sustain and maintain export promotion and development.

Over 700 participants including exporters, business support organizations, policy makers, and academe convened for the annual National Export Congress (NEC), the highlight of the week-long celebration. NEC aims to promote a business environment inspiring exporters innovate and collaborate more to strengthen their entrepreneurial capabilities. Texas Instruments, Pilipinas Kao, and Metro Wear were recognized as Hall of Famer Awardees for posting the highest export revenues for the past three years in their respective sectors.

National Exporters' Week Bazaar, a retail selling event of Philippine products from the country's direct and indirect manufacturers, was also held as part of the celebration. It was participated by about 20 exhibitors who sold their products and services ranging from fashion accessories to food products.

## QBO BAGS BEST ACCELERATOR PROGRAM IN PHILIPPINES RICE BOWL STARTUP AWARDS

The QBO Innovation Hub is the first public-private initiative for startups set up by the DTI, DOST, Ideaspace, and JP Morgan. It offers classes, workshops, feedback sessions, and use of its co-working spaces to further the growth and learning of Philippine startups and businessmen. Consultations on legal, accounting, marketing, design, corporate, and government partner resources referrals, incorporation assistance, business registration, intellectual property filing, and investors and potential partners pitching are also available through QBO. On October 25, 2017, it was named the Best Accelerator Program in the Philippines Rice Bowl Startup Awards held at A SPACE Manila.



## CREATIVE INDUSTRY STRENGTHENED THROUGH CREATE PHILIPPINES

The maiden edition of CREATE Philippines was successfully staged alongside the 66th Manila FAME. With the goal of stirring the stakeholders of the Philippines' creative industries towards a common objective of developing an international market for the Filipino Creative Content and Talents, the three-day forum and exhibition brought together leaders, international influencers, practitioners of the various creative disciplines, the academe, and students. The event featured three components: Creative Hub and Talks (C.H.A.T.), ARTALIVE, and Music Fest. CREATE Philippines served as the launchpad for the Creative Economy Council of the Philippines (CECP) as the new generation of industry champions. CECP aims to elevate the country as one of the top five creative economies in Asia Pacific by 2030 alongside South Korea, China, Japan, and India.



## PHARMAZONES MAPPED

The Philippine International Trading Corp. (PITC) identified 28 initial manufacturing sites for pharmaceutical ecozones in various regions in the country. With the aim to make the Philippines a major manufacturing hub for medicine in the region, PITC hopes to bring the Philippines at par with India and other pharmaceutical hubs in the world. The so-called pharmazones would manufacture specialized and quality high end healthcare products that are accessible and affordable to the Filipino people.



## BOI RECOGNIZED AS 2ND BEST INVESTMENT PROMOTION AGENCY

Next to India's Invest India, BOI outshined the Investment Promotion Agency (IPA) of eight other countries as it was conferred as the Second Best IPA in the Southeast Asia and Oceania region in the 2017 Annual Investment Meeting (AIM) Awards held in Dubai.

The investment projects of the IPAs were evaluated using the following criteria: size of investment, type and form of investment, scale of job creation, innovation and technology transfer, exports, import substitution, local linkages sustainable development, eco-friendly, and impact on country competitiveness and FDI attraction.

BOI submitted the 3-million investment project "AES Philippines Energy Storage Co. Ltd (APESCL)" which received the second highest number of votes during the evaluation. APESCL aimed to ensure stability of reliable energy supply in the Visayas region, as well as balance the supply from Solar Generation and discharge them when there is lower supply.

## NEW INVESTMENT PROJECTS ON PRIORITY SECTORS PURSUED

The National Development Company (NDC) pursues projects in priority sectors that spur countryside and agricultural developments, manufacturing enterprises with agricultural component, and some undertakings promoting connectivity, tourism and improving logistics. They have successfully brought in investments that are expected to yield sustainable returns, including those with long gestation periods. Among these are the following:

1. Integrated Sustainable Wood-Biomass Production for Export – the development of a 2,000 - hectare Melia Dubia plantation for the production of wood chips and the establishment of a pellet plant for the production of wood pellets for local and export markets. The existing 16ha plantation is located in Kabankalan City and will be expanded in the municipalities of Mabinay, Candoni and some areas in Kabankalan, Negros Occidental. The project life is targeted for 25 years.
2. Commercial Multi-Purpose Gamma Irradiation Facility (GIF) - the project involves the establishment of a commercial multi-purpose gamma irradiation facility for the sanitation and sterilization of agricultural and non-agricultural products.
3. Solar Hybrid System – aims to provide a reliable power source at lower cost levels by building an "own-use solar hybrid system" in off-grid, missionary and last-mile communities and for businesses such as tourism, agriculture and aquaculture facilities located in un-electrified islands/sites.

Other investment activities that were done last year was to continue enhancing the business models of the following projects necessary for its appropriate approvals:

1. Davao Food Exchange Complex – aims to showcase a complex integrating food processing center, cold storage, warehousing facilities with tourism component.
2. NDC Industrial Estate Project - the development of the 19.2-ha NDC property in Dasmarinas, Cavite into an industrial estate to be registered with the Philippine Economic Zone Authority (PEZA).







## KABUHAYAN (ENTREPRENEURSHIP & LIVELIHOOD)

As the DTI aims to sustain the Filipino entrepreneurial revolution, we will teach our countrymen (the existing and would-be Micro, Small and Medium Enterprises) to fish and not just give them fish. We have come up with the 7Ms Framework to help them set up their business and be equipped in making a difference in the market.

*"With our goal to lower the income gap and uplift the lives of those at the bottom of the pyramid, it is our priority to link our MSMEs to bigger value chains, provide them the necessary tools to compete in the international market, and even export their products abroad."*  
-Secretary Ramon M. Lopez

## MSME DEVELOPMENT

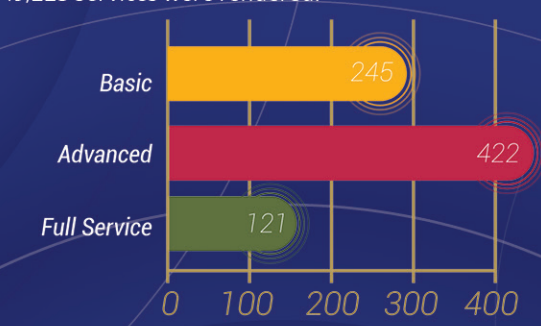
### TNK EVENTS HELD; DTI, TESDA PARTNERS ON HUMAN CAPITAL DEVELOPMENT

The Trabaho, Negosyo, Kabuhayan Summit held last year crafted a blueprint for decent employment and entrepreneurship for the next six years. Following this summit were 82 TNK events: 2 national Job and Business Fairs held together with the Department of Labor and Employment (68 localities), 11 domestic, and 3 global (Brunei, Japan, Singapore). A total of 94,375 applicants participated of which 9,445 were hired on the spot. Over 3,600 MSMEs were also assisted during the fairs.

The DTI and the Technical Education and Skills Development Authority (TESDA) agreed to boost the ongoing government efforts to spur employment and entrepreneurship for Filipinos. DTI and TESDA signed a Memorandum of Agreement to formally launch the Skills Training for Employment/Entrepreneurship Program (STEEP), which aims to provide Filipinos necessary skills development on employment/entrepreneurship that could help them improve economic status.

### NEGOSYO CENTERS ESTABLISHED NATIONWIDE REACHED ALMOST 790

A total of 788 Negosyo Centers (NCs) have been established nationwide since its launch in 2014. Of these, 341 centers were launched this year where 635,941 clients were assisted and 949,223 services were rendered.

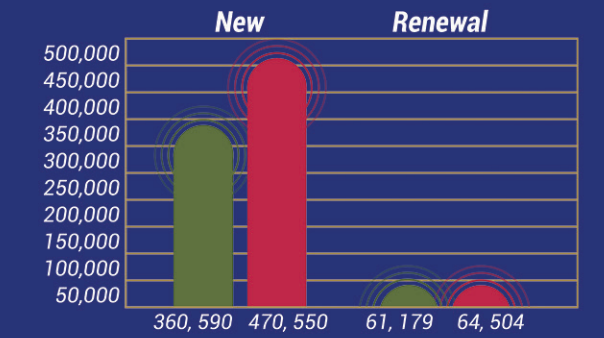


Negosyo Centers offered capacity building program which includes modules on diagnosing an enterprise, business environment, strategic marketing, productivity and efficiency, financial management, and investment-promotion facilitation.



### OVER 535,000 BUSINESS NAMES REGISTERED

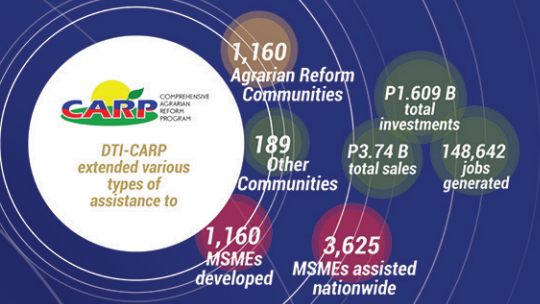
A total of 535,054 transactions were recorded for the year, up by 27% compared with 421,769 transactions in 2016.



Web-based registration was the top source of transactions with a total of 299,695 transactions recorded followed by teller-based transactions accounting for 154,656, and the Philippine Business Registry with 80,703. Most of the registered business names cover smaller scopes.



### OVER 1,000 AGRARIAN REFORM COMMUNITIES ASSISTED



### OVER 215,000 MSMEs ASSISTED THROUGH SSFs NATIONWIDE

As of 2017, a total of 2,231 Shared Service Facilities (SSF) have been established nationwide. The SSF projects are managed by cooperators for the common use of MSME beneficiaries engaged in the processing of abaca, bamboo, cacao, kalamansi, ceramics and pottery, coconut/coco coir, coffee, dairy, fashion accessories, furniture and furnishings, gifts, décor and housewares (GDH), handicrafts, meat (fresh and processed), metal and metalworks, milkfish, muscovado, organic fertilizer, pineapple, processed food, renewable energy, rubber, seaweeds, tuna, and veggie noodles. The SSFs have assisted 215,628 beneficiaries and generated 111,747 jobs.



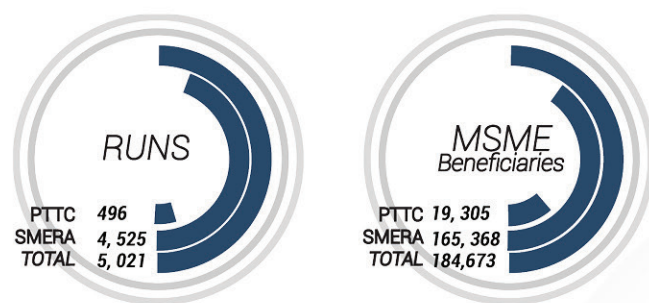


## KAPATID MENTOR ME ROLLED OUT IN 92 PROVINCES/CITIES

Kapatid Mentor Me was rolled out to 92 provinces/cities to help MSMEs scale-up their businesses through weekly coaching and mentoring provided by business owners and practitioners from different functional areas of entrepreneurship. Some 121 batches were launched, in which 2,663 mentees have graduated. Nationwide, there are 466 certified mentors available for coaching on topics that include marketing, product development, operations management, human resource management, financial management, taxation, and business law.

## OVER 184,000 MSMEs BENEFIT FROM SMERA AND PTTC TRAININGS

From the 4,525 SME Roving Academy (SMERA) runs and the 496 Philippine Trade Training Center (PTTC) trainings conducted this year, 184, 673 MSMEs participated and were educated and assisted to better set up, step up operations, and improve their competitiveness, thereby facilitating easier access to domestic and international markets.



## ALMOST 2,700 STARTER KITS DISTRIBUTED THROUGH THE LIVELIHOOD SEEDING PROGRAM

The Livelihood Seeding Program (LSP) aims to restore sustainable livelihood activities in disaster, resettlement, and poverty-stricken areas by providing a start-up capital and by providing Basic Entrepreneurship and Basic Management Trainings. The program targets to assist micro in the top 8-30 poorest provinces in terms of poverty incidence and magnitude, and provide livelihood assistance to MSMEs affected by the typhoons in 2014, 2015 and 2016. In 2017, a total of 9,963 MSMEs in NCR, Regions 3, 4A, and 8 benefitted from LSP. There were 2,697 starter kits distributed and skills and managerial entrepreneurship training programs conducted.



## DTI EXTENDED SUPPORT TO MARAWI SIEGE VICTIMS

The DTI initiated livelihood programs for the victims of the Marawi siege, in which 855 equipment or starter kits such as garments and dressmaking tools, sewing machines, electrical equipment, carpentry tools, hauling and milling vehicles, sari-sari store kits, and food vending kits were provided. The Bangon Marawi Product Store was launched in September 29 in the DTI main building which featured Maranao products such as brassware, hand-woven malong and shawls, jewelry, and wooden bowls. The products were on display for three months, generating P462,780 sales. They were also part of various trade fairs such as the 2017 National Trade Fair, Kawayagan sa Marawi, Garbo Trade Fair, International Bazaar, Noel Bazaar, Diyandi Festival, and Kahimunan Trade Fair. Their participation in these trade fairs garnered P808,975. The DTI also offered skills training to 1,963 beneficiaries.

## DTI FUNDED OVER P426 MILLION WORTH OF LOANS THROUGH P3

The DTI, together with the Small Business Corporation created Pondo sa Pagbabago at Pag-asenso (P3), a program which provides MSMEs an alternative source of capital. Of the P1 billion fund approved for P3 in 2017, P815.62 million was released to fund 20, 104 beneficiaries. Meanwhile, P375,000 was released to 37 beneficiaries from Marawi. There are four (4) national micro-funding institutions (MFIs) and 123 local accredited conduits nationwide covering 71 provinces and NCR.

DTI launches P3 in San Jose, Occidental Mindoro



## DTI EXPLORES E-COMMERCE CHANNELS FOR MSMEs

To push for greater multi-channel retailing, DTI partnered with Alibaba Group and Lazada Philippines, one of the country's leading online selling platforms, to explore online retailing opportunities for MSMEs. DTI opened the possibility of using an online platform such as Lazada as a marketing venue for products from local entrepreneurs. Lazada Philippines expressed its intent to partner with DTI for a project involving a registered microsellers cooperative in the country. Alibaba Group, a major stockholder of Lazada, expressed its support for the project.

## OTOP NEXT GEN ROLLED OUT IN THE REGIONS

From the One Town, One Product (OTOP), comes OTOP Next Gen which aims to offer public-private assistance for MSMEs with minimum viable products in order to provide new or better offerings with significant improvement and innovation in the areas of quality, product development, design, standards compliance, marketability, production capability, brand development, among other criteria. It aligns itself as a support to DTI and PDP-identified priority industries. OTOP products shall leverage on "Pride of Place" and "Cultural Value" while working in the backdrop of market-responsiveness. There were 6,522 MSMEs evaluated/assisted and 4,847 products developed throughout the OTOP Next Gen Project, while P537 million sales were generated.

## STRIKE TEAM FOR INDIGENOUS PEOPLE LAUNCHED

The DTI launched the Strike Team for Indigenous People (IPs) to provide coaching in various areas of entrepreneurship. Thirteen (13) provinces were visited in which 6,271 IP beneficiaries were assisted. In addition, the 84 entrepreneurial trainings conducted linked 55 IP-MSMEs to financial institutions and 29 others to local and international trade fairs.



## 32 GO LOKAL! STORES LAUNCHED NATIONWIDE

In August, DTI launched 32 Go Lokal! stores nationwide including its first ever Concept Store in the East-Wing Showroom of the DTI Trade and Industry Building. Other stores were launched in Robinsons Ermita, SM Makati, Rustan's Makati, Glorietta 2, Duty Free Philippines in Fiesta Mall, CityMall branches nationwide, and Shopwise Araneta. Go Lokal bags and shoes were also featured in PAL's November issue of its in-flight magazine. Go Lokal products are also available online through Marketa PH, an online store of locally produced products. The Go Lokal! Stores generated a total of 13.5 million in 2017.

Of the 416 products that were endorsed to the Go Lokal! retail partners, 182 or 44% were taken in as go Lokal! products and 35 or 19% of these were enlisted as regular merchandise by the Retail Partners. Some 131 MSME companies were provided with product development services as a strategy to increase absorption of MSME products in the mainstream market.

## MSMEs TAKE ADVANTAGE OF INTELLECTUAL PROPERTY PROTECTION

The DTI in partnership with the Intellectual Property Office of the Philippines (IPOPHL) launched its joint program known as *Juana Make a Mark*. This program will provide 1,000 women entrepreneurs with free trademark registration. To be a beneficiary, the MSME must be able to pass a set of eligibility criteria which includes having business activities included in the DTI's or IPOPHL's list of priority sector or a business situated in areas which are prone to natural disasters or facing social and/or economic challenges, among others.

## ANGAT KITA PROGRAM LAUNCHED

DTI partnered with Procter and Gamble (P&G) for a development program for the SMEs called P&G Angat Kita which aims to help develop business skills and provide start-up capital of about 20,000 to 30,000 micro-entrepreneurs in the country. DTI will help organize training and seminars for microentrepreneurs, specifically sari-sari store owners, through its Negosyo Centers. Meanwhile, P&G will provide P2,500 worth of products as start-up capital as well as network linkage to entrepreneurs.





## KONSYUMER ( CONSUMER )

The DTI is committed in protecting consumers against deceptive, unfair and unconscious sales acts or practices, and misleading advertisements and fraudulent promotions. We will continue to intensify our efforts in heightening consumer vigilance for quality and safe products and services from responsible suppliers.

*"We need to do more than our share to make the Philippine consumer environment a more productive and safer place for the growth of the economy."*  
-Secretary Ramon M. Lopez

## CONSUMER PROTECTION

### 8 OF 10 FILIPINO CONSUMERS KNOW THEIR RIGHTS; #CONSUMERPH LAUNCHED

According to the Pulse Asia Ulat ng Bayan survey, the average consumer awareness was recorded at an all-time high rating of 77% in 2017. This implies that 8 out of 10 Filipinos were aware of their consumer rights attributable to the 5,493 consumer advocacy initiatives that were undertaken by the Department.



In support to this, #ConsumerPH was launched to utilize e-billboard and social media platforms such as Facebook, Instagram and Twitter which provided a more interactive yet low-cost and rapid avenue for the Department to widen its consumer reach and further increase consumer awareness.

#WittyWednesday  
#AskMONday  
#TriviaTuesday  
#ThursdayTips  
#SaturdayRecap  
#WhatsUpSunday  
#FridayFigures

### CONSUMER FORUM HELD IN CELEBRATION OF WORLD CONSUMERS RIGHTS DAY

Celebrating the World Consumers Rights Day on March 15 with the theme, "Building a digital world consumers can trust" a consumer forum was held to promote improved digital access, security, and redress. The forum topics included E-Commerce Business Ethics and Trends in Online Shopping, Tips to Avoid Online Shopping Fraud and Scam and Promotion, and Development of E-Commerce in the Philippines. The agency collaborated with the National Bureau of Investigation (NBI) in monitoring online transactions subject to consumer complaints. Purchasing products from secured websites and authorized business establishments was encouraged.

### SENIOR CITIZENS, PWD GAIN ADDITIONAL BENEFITS

DTI and DA amended the Joint Administrative Order on granting of Special Discounts for Senior Citizen and Persons with Disability (PWDs) to include and transfer consumer products in the list of basic necessities and prime commodities following RA 10623 and RA 7581 or the Price Act and also to include provision regarding prohibition on double discounts. The prohibition on double discounts means that if a person with disability is a senior citizen, who is also entitled to a 20% discount under his/her valid senior citizen identification card (ID), the PWD shall use either his/her Senior Citizen ID or PWD ID card to avail of the 20% discount, not both. Furthermore, SCs and PWDs may now also enjoy a 20% discount when booking domestic flights online.

### CONSUMERS TO MAXIMIZE USE OF PREPAID LOADS, LONGER VALIDITY PERIOD

The DTI, with the Department of Information and Communications Technology (DICT) and National Telecommunications Commission (NTC), signed a joint memorandum circular (JMC) requiring telecommunication companies to comply with a one year validity period of prepaid loads regardless of the amount purchased. This does not include prepaid loads purchased for promotions and other services with a specific period of use as approved by DTI and NTC.





## ALMOST 5,000 ESTABLISHMENTS RECOGNIZED AS BAGWIS AWARDEES

A total of 4,991 establishments were recognized as Bagwis Awardees in 2017. Bagwis Award gives recognition to establishments that uphold the rights of consumers while practicing responsible business. The criteria in the selection of awardees include compliance to Fair Trade Laws and establishment of Consumer Welfare Desk or an equivalent customer relations office inside the premises, excellent social responsibility, and alignment to some elements of ISO 9001.



## PROJECT EXECUTION TEAM LAUNCHED; PNP, NBI, NICA JOIN FORCES WITH DTI

In August, DTI launched the Project Execution Team (ET) to strengthen the monitoring and enforcement of Fair Trade Laws, as well as to implement DTI's enforcement adjudication and quick response activities and programs. Coinciding with the launch is the signing of memorandum of agreement among DTI, the Philippine National Police (PNP), the National Bureau of Investigation (NBI), and the National Intelligence Coordinating Agency (NICA). The intelligence expertise of NBI and NICA, supported by the enforcement powers of PNP helped DTI protect the consumers against fraudulent, deceptive, and manipulative schemes in buying products or services in the market. Project ET visited 15 regions, monitored 6,417 firms, issued 837 Notice of Violations (NOVs), and confiscated 115,202 violative products amounting to P10.96 million.



## SRP DEREGULATED

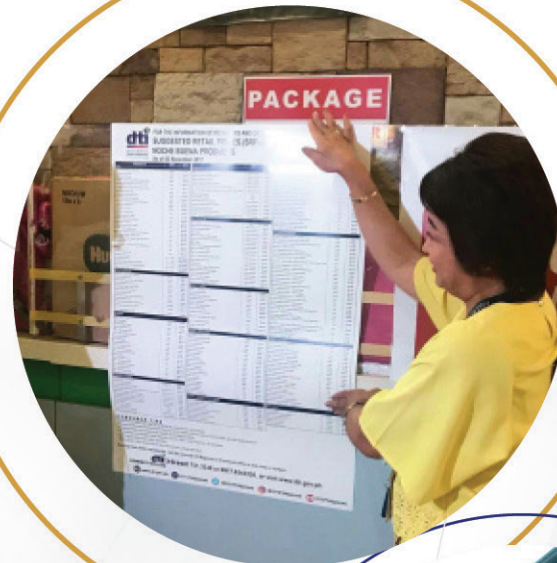
The Department has decided to deregulate the setting of Suggested Retail Prices (SRPs) on basic necessities and prime commodities. DTI believes that allowing companies to set the SRP will spur competitiveness in the market, therefore, improving the quality of products. It is also expected that the deregulation will promote self-correcting mechanism in prices set by companies in the industry. DTI promises to ensure consumer protection by continuously and closely monitoring prices of basic goods and enforcing proper regulation once price increase. A Memorandum of Agreement with the Philippine Competition Commission (PCC) to ensure competitive practices was also signed.



## DTI CELEBRATES 43RD WORLD STANDARDS WEEK

With the theme "Standards Make Cities Smarter", the DTI joined the celebration of the World Standards Day on October 14, 2017. The following events and activities were conducted in the 4rd World Standards Week:

- Bureau of Philippine Standards Technical Committee Forum
  - provided updates on the standardization activities, accomplishments, as well as to strengthen the country's standards structure
- Standards Essay Writing Contest and Poster Making Contest for secondary level students of public schools in the National Capital Region
  - increased the consciousness on the significance of standards in the daily lives of the participants
- Standards Blitz Program
  - BPS Standards Officers visited schools in NCR and spoke about standards and their significance. Students were given a first look at the processes and procedures that products undergo to ensure that they are safe for daily use.



## ALMOST 74,000 FIRMS MONITORED AS DTI INTENSIFIED MONITORING AND ENFORCEMENT

To ensure consumer protection, the Department monitored a total of 73,829 firms of which 15,273 were in NCR and the rest in other regions. DTI aims to continue enabling a better and safer market environment to protect consumers from unfair trade practices.

## PRICE FREEZE IMPLEMENTED IN MINDANAO

In compliance with the Price Act, the DTI has ordered a freeze in the prices of basic goods in Mindanao after the President's declaration of martial law. The price control was effective for 60 days for basic necessities, and 15 days for liquefied petroleum gas (LPG) and kerosene. This order protected the consumers from illegal price manipulation such as profiteering. Violators of the price freeze face imprisonment of 5-15 years and an administrative fine of P5,000 up to P1 million.

## 98% OF CONSUMER COMPLAINTS RESOLVED NATIONWIDE

Over the year, a total of 7,382 consumer complaints were received, of which 97.66% or 7,209 were processed and resolved within 10 working days by mediation and 20 working days by adjudication.

Monitoring of consumer products for safety marks



## IMPROVED GUIDELINES ON CEMENT IMPORTATION ISSUED

To strictly ensure that cement products meet the specified safety and quality requirements, DTI issued new rules and regulations concerning the mandatory certification of Portland cement and blended hydraulic cement with pozzolan. The department issued Department Administrative Order (DAO) No. 17-06, s. 2017, mandating that only cement sourced from cement manufacturing plants holding a valid PS License shall be permitted to be distributed in the Philippines.

## ALMOST 800 PS AND MORE THAN 5,000 ICC APPLICATIONS PROCESSED

The DTI processed 789 applications for Philippine Standard (PS) Certification Marks, with a processing rate of 71%. A total of 13,103 applications for Import Commodity Clearance (ICC) Certification Marks were also processed, of which 6,478 were issued ICC certificates, while 6,625 were issued Certificates of Exemption. PS and ICC marks ensure that the products comply with Philippine National Standards (PNS).



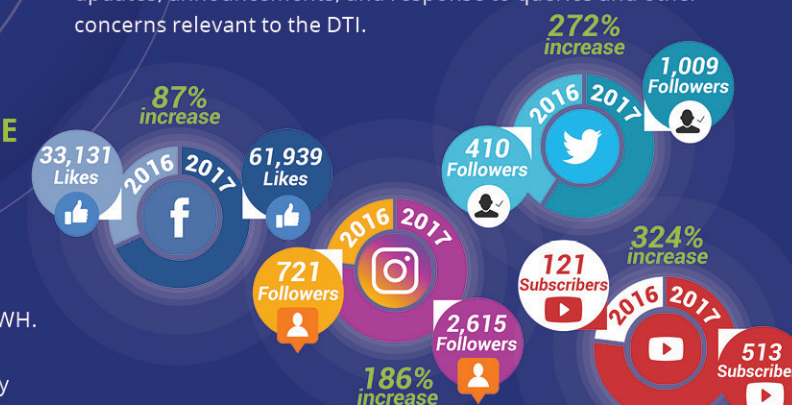


## OUTSTANDING EMPLOYEES AWARDED IN DTI SPRINTS

The System on Performance Rewards and Incentives (SPRINTs) Awards was held at the Philippine International Convention Center to recognize the performance and contribution of the exemplary DTI employees. DTI-9 Regional Director Sitti Amina M. Jain and DTI-11's Arriel N. Nengasca were awarded as the 2016 Executive and Employee of the Year, respectively. The Most Innovative Group Award was given to DTI-9 for their Consumer Fun Run while DTI-Zambales and the National Development Company (NDC) were awarded as Most Heroic.

## DTI IS NOW MORE SOCIAL!

DTI has become more accessible to the public through social media networks resulting in more hits, more followers and more engagements. Our Facebook page reached 61,939 likes from 33,131 recorded in 2016. DTI's Twitter followers almost tripled to 1,009 from 410 in 2016, and our Instagram followers almost doubled to 2,615 from 721. DTI's Youtube channel has 513 subscribers as of 2017. Our social media accounts provide news updates, announcements, and response to queries and other concerns relevant to the DTI.



## DTI RANKS 2ND ON CAREER EXECUTIVE SERVICE ELIGIBLE OCCUPANCY

During the Annual Partners' Appreciation Night and Dinner by the Career Executive Service Board (CESB), the DTI was recognized as the second top National Government Agency (NGA) in terms of CES occupancy rate with 78%, following DPWH. This means that the top management of the Department are development-oriented and have leadership qualities, integrity on the job, and loyalty to the government.

## DTI OBTAINS HR MATURITY LEVEL 2

The Department of Trade and Industry obtained HR Maturity Level 2 Indicators of Program to Institutionalize Meritocracy and Excellence in Human Resource Management (PRIME-HRM) in all 4 HR systems:

- 1) Recruitment, Selection and Placement
- 2) Performance Management
- 3) Learning and Development
- 4) Rewards and Recognition

PRIME-HRM is a CSC program that not just audits compliance of government agencies like DTI to its rules and regulations, but also "Assesses, Assists and Awards" best HR systems and practices of these agencies.

## ALMOST 65,000 INQUIRIES RECEIVED BY DTI DIRECT

A total of 64,803 inquiries were received and responded to by the DTI Direct. Majority of the inquiries were on business name (27,324), consumer welfare (15,651), and non-DTI concerns (8,021). Mode of inquiry were mostly through voice calls, Facebook, emails, and mobile calls.

## KIA/WIA IN MARAWI SIEGE HONORED

Handog ng DTI sa Pamilya ng mga Kawal, a tribute to the fallen soldiers in Marawi, was held in the Philippine International Convention Center on December 18, 2017. Over 29 families of soldiers received livelihood starter kit, an inspirational book featuring stories of DTI-assisted entrepreneurs, and gift items and gift certificates. Equity financing packages were also offered once the families have decided on which business to pursue. This tribute was done in lieu of the usual Department-wide Christmas party.

Prior to this event is the "TNKS Po! Trabaho, Negosyo, Kabuhayan 'Kaya Natin 'Yan'", which was held at the AFP Medical Center to help the wounded soldiers of the Marawi siege. A negosyo seminar and mentoring to the families of wounded soldiers were conducted during the event. Livelihood packages and special gift packs were likewise distributed to the families.



## GOOD GOVERNANCE

"We really want to bring development, growth, and prosperity for all. We want to empower those who belong to the bottom of the pyramid because empowering them is empowering the nation. This is the passion of the current government; this is the core of the TNK program."

-Secretary Ramon M. Lopez



# ASEAN CHAIRMANSHIP REAPS IMPRESSIVE RESULTS

*"As we host the ASEAN 2017 Summit, the Philippines is one with the ASEAN in increasing trade and investments in the region; in integrating micro, small, and medium enterprises (MSMEs) in the digital economy for greater access to trade information, global market and value chain, and finance, promoting youth and women entrepreneurship; and in increasing cooperation within the region and connectivity to the rest of the world."*

– Sec. Ramon M. Lopez



The Department as chair of various high-level economic meetings such as ASEAN Economic Ministers (AEM), ASEAN Free Trade Area Council (AFTAC), ASEAN Investment Area (AIA) and ministerial-level consultations with Australia, Canada, China, Hong Kong, India, Japan, Republic of Korea, New Zealand, Russia, and the US, shepherded the conclusion of key negotiations, and led the discussions with external partners that aimed to strengthen and deepen trade and economic relations. The Department also chaired the Senior Economic Officials Meeting (SEOM) and consultations with senior official-level counterparts.

Under the strategic measures – (1) Increasing trade and investment; (2) Integrating micro, small, and medium enterprises (MSMEs) in global value chains; and (3) Developing an innovation-driven economy – deliverables on trade facilitation, trade in services, connectivity, inclusive business, e-commerce, and innovation, which provide for the participation of the MSMEs and marginalized sectors (e.g., women, youth) in commercial activities were advanced by the Department. These deliverables include the endorsement of the Focused and Strategic (FAST) Action Agenda on Investment, adoption of the ASEAN Seamless Trade Facilitation Indicators (ASTFI), ASEAN Work Programme on Electronic Commerce (AWPEC) 2017-2025, ASEAN Declaration on Innovation, ASEAN Inclusive Business Framework (AIBF), and Action Agenda on Mainstreaming Women's Economic Empowerment in ASEAN and the launch of the ASEAN Roll-on Roll-off (RORO) Davao-General Santos-Bitung route. The negotiations for the ASEAN-Wide Self-Certification Scheme and the ASEAN Trade in Services Agreement (ATISA) were also substantially completed in 2017.

The DTI as lead of the ASEAN Economic Community Pillar also chaired the ASEAN 2017 Committee on Business and Investment Promotion (ASEAN CBIP). The ASEAN CBIP has successfully staged and organized 10 ASEAN commemorative events, 4 Go Lokal! Pop Up Stores, and 13 Road to Slingshot ASEAN events.





## S.T.E.A.M. AHEAD IN ASEAN: A FORUM ON WOMEN AND TECHNOLOGY

16-17 March 2017

Speakers from various technology-driven enterprises discussed more ideas on opportunities for women in careers centered on Technology and Innovation. The Forum shared key policy recommendations to advance women's economic empowerment through technology that were distilled from the two-day discussions. The proposed next steps aim to:

- devise and execute a broad study of women and technology and identify key barriers and root causes of attrition;
- provide solutions and develop a long-term private-sector roadmap to incubate, and sustain women-led innovation and technology-empowered enterprises and industries; and
- create an adjunct network for women in technology and those who invest in technological enterprises as well as to provide programs for interface with other women-led businesses.



## ASEAN CREATIVE CITIES FORUM AND EXHIBITION

24-27 April 2017

The ASEAN Creative Cities Forum and Exhibition gathered 600 stakeholders from the creative industry and featured initiatives of 10 ASEAN countries in making culture and creativity a driving force for sustainable development and urban regeneration the promotion of social cohesion, citizen well-being and inter-cultural dialogue. Some of the objectives of this event are:

- to gather policy makers, local government officials, international development agencies, business communities and the academe from ASEAN to network with international and regional leaders and influencers of the Creative Industries and to initiate partnerships and collaboration to move the creative economy and creative cities agenda forward; and
- to catalyze the entry of more ASEAN cities in the UNESCO Creative Cities Network.



## TASTE ASEAN AT INTERNATIONAL FOOD EXHIBITION PHILIPPINES

19-21 May 2017

IFEX Philippines is the country's biggest international trade exhibition on food and food-related products. The DTI's aim is to increase ASEAN SME participation in the global production and value chains, through participation of 10 ASEAN Member States and ASEAN Dialogue Partners in Taste ASEAN, the country's biggest international trade exhibition on food and food-related products. The event helped foster trade relationships between and among the ASEAN member countries. A crowd of 10,000 attended the 3-day event, which was participated by known food companies such as the Loc Troi Group from Vietnam, E Che Ngov Heng Food Production from Cambodia, and Delicious Food Co., Ltd from Myanmar. International participants noted on the potential of the Philippine market for their products and the good reception of Filipino consumers to the flavors of other Southeast Asian food products. Some companies were also able to conduct initial business negotiations with interested Philippine distributors.



## ASEAN 2017 MSME DEVELOPMENT SUMMIT

14 July 2017

The ASEAN 2017 MSME Development Summit was themed "The 7Ms Towards Shared Prosperity in ASEAN". The 7Ms refers to Mindset, Mastery, Mentoring, Markets, Money, Machines, and Models. The summit envisions strengthening the role of MSMEs in propelling domestic and ASEAN regional economies. The following are the key recommendations gathered during the event:

- (1) integrating entrepreneurship in the education system would be the best way to promote an entrepreneurial mindset;
- (2) business to business mentorship would be the most effective way to strengthen the capacity of small businesses;
- (3) the difficulty of finding or linking to buyers most hinders businesses from expanding;
- (4) bank loans with innovative collateral options would be the most promising way for more small businesses to access loans; and
- (5) technology assistance and trainings would be the most useful service to upgrade small businesses.



## ASEAN 2017 WOMEN'S BUSINESS CONFERENCE

### The Case for Womenomics in ASEAN



## #YOLO

### YOUTH ON LIMITLESS OPPORTUNITIES



### ASEAN WOMEN'S BUSINESS CONFERENCE

28 August – 1 September 2017

Anchored on the theme *ASEAN Women: Leading Change*, the conference was held to provide strategic dialogue among ASEAN, the private sector, and dialogue partners in addressing issues and concerns on women entrepreneurship, focusing on market access and finance and the identification of innovative business models which supports the ASEAN's vision of a stronger, more inclusive, and integrated economic community. It puts forward a 6-point action agenda which calls for region-wide support in

- (1) Adopting concrete and measurable actions to address the barriers that impede maximizing women's full economic potential;
- (2) Promoting women's participation and skills development in science, technology, engineering, arts and mathematics (S.T.E.A.M.);
- (3) Investing in programs which provide enabling environments for women micro, small and medium enterprises (MSMEs) to prosper;
- (4) Increasing women's representation and leadership in the workforce at the executive and managerial positions;
- (5) Encouraging Public and Private Sector Collaboration to create more opportunities for women in business; and
- (6) Organizing an annual ASEAN Women's Business Conference.

### 2<sup>ND</sup> ASEAN YOUNG ENTREPRENEURS CARNIVAL

05 September 2017

With the theme *"Unleash the Hero in You"*, the 2nd ASEAN Young Entrepreneurs Carnival showcased the potential of the youth for driving economic progress in the region as modern-day heroes, providing business solutions and introducing disruptive business models that are essential to sustaining economic growth in the integrated ASEAN Economic Community (AEC). The event encouraged the youth and the young entrepreneurs to change the world, by being a successful entrepreneur who will help generate inclusive growth. The Carnival is the largest event during the Philippine Chairmanship of ASEAN, with around 2000 attendees listening to talks from different successful young entrepreneurs around Southeast Asia.

The 2nd AYEC was also the launchpad of the recently formed ASEAN Young Entrepreneurs Association, which would allow young entrepreneurs a glimpse of the rich opportunities available and serve as a networking platform.



### ASEAN INCLUSIVE BUSINESS SUMMIT

6 September 2017

Continuing with its mission of Inclusive Business (IB) promotion, the DTI held the ASEAN Inclusive Business Summit with the theme *"Pioneering Change in the Way We Do Business"*. It served as a venue for a high-level dialogue among ASEAN Ministers, Senior Officials, Business Champions, and IB Enablers on the development and implementation of IB models and strategies as a way to achieve the ASEAN vision of prosperity for all.

The Department championed initiatives to support an enabling environment for MSMEs to develop and internationalize. The ASEAN Inclusive Business Framework (AIBF) further promoted and advocated low-income communities and micro-entrepreneurs as business partners and how government policy can sustain the business model. The Focused and Strategic (FAST) Action Agenda on Investment has inclusive business as an important strategy for increasing intra-regional investments.

As an emerging private sector business model, Inclusive Business is set to contribute towards achieving ASEAN's vision of a resilient, inclusive and people-oriented and people-centered community. The reason for this is that IB Models combine economic growth with positive social impact through providing income opportunities and affordable products and services to millions of people at the Base of the economic Pyramid (BoP).



### SLINGSHOT ASEAN: STARTUP AND INNOVATION SUMMIT

20 October 2017

The Slingshot ASEAN continues to spark the vision of a thriving startup and innovation economy across the ASEAN region, aiming to create a regional network of ASEAN ecosystem players including startups, angel investors, incubators, mentors, academe, co-working spaces, and industry experts. It showcased investment-ready startups for potential local and international investors as well as facilitate easy access of information between governments running startup development programs in the region.

Motivated by technological benefit, innovation, and disruptive solutions, a new breed of businesses is hoped to arise in ASEAN that will create more jobs, scale up companies, and contribute to ASEAN's unrelenting economic growth. More importantly, this growth will help address social problems and issues across various areas such as business, health, education, transportation, and food security. Slingshot sees ASEAN as a community of nations propelling and fostering innovation that promotes inclusive growth leading to greater shared prosperity throughout the region.





## ASEAN+6 CONSTRUCTION FORUM

25 October 2017

The ASEAN+6 Construction Forum served as an industry development platform with the end view of generating international construction opportunities for Filipino construction companies. As the Philippines ushers in the “Golden Age of Infrastructure” coupled with the government’s long-term plan to increase infrastructure development spending, the Forum presented brighter prospects for the construction industry to expand operations in other ASEAN markets and beyond, as well as provide opportunities for cooperation in future ventures among domestic, regional, and global players.

Guided by the theme, “*Building One ASEAN*”, the Forum convened discussions that led to the production of the document “The Joint Declaration to Achieve Sustainable Infrastructure Through Seamless Comprehensive Connectivity and Integration Among ASEAN+6.” The declaration signifies the commitment to support 4 key recommendations:

- (1) Blueprint of ASEAN Connectivity – strengthening fiscal capability, knowledge, and expertise anchored on capacity and collaboration;
- (2) Bolstering initiatives and efforts of government – the implementation of strategic infrastructure programs and proposed policy transformation;
- (3) Recognizing the private sector as mobilizers – enhancing the competitiveness of the local infrastructure industry, encouraging more investment and strengthening joint ventures; and
- (4) Pioneering Innovation – pursuing innovation as a catalyst to sustainable development, and addressing challenges more creatively.



## GO LOKAL! POP UP STORE

Go Lokal! is a retail concept store showcasing quality and innovative Philippine products crafted, designed, and produced by the country’s micro, small, and medium enterprises (MSMEs). It serves as a marketing platform for MSMEs to gain access to the lucrative local consumer market, and ultimately, to the global export market. The store has been featured and mounted during the ASEAN Economic Ministers Meeting and other high-level meetings during the Chairmanship around the country.



## SIGNING OF THE ASEAN – HONG KONG FREE TRADE AREA

12 November 2017

The ASEAN-Hong Kong, China Free Trade Agreement (AHKFTA) and the ASEAN-Hong Kong Investment Agreement (AHKIA) were signed by the Trade Ministers of ASEAN and Hong Kong. Hong Kong committed to bind all its tariffs at zero under the AHKFTA, which is a significant achievement because while Hong Kong’s applied MFN tariffs are already at zero, only 46% of total tariff lines are bound at zero and 54% remain unbound under the WTO. Hong Kong continues as an important trading partner of the Philippines, with a total export value of US\$ 8.6 billion in 2017, which accounts for a 13.67% share in the total exports of the Philippines to the world.

Hong Kong also binds its services regime and provides for more liberal commitments than the WTO, through market access to additional 37 subsectors ranging from education, computer and related services, business services, as well as professional services. An increase in cross-border investments is also expected as prospective investors may take advantage of the protection and safeguards granted under the AHKIA. Foreign investments from Hong Kong increased by 1.5%, from US\$ 26.8 million in 2016 to US\$ 30.6 million in 2017.

In addition, the AHKFTA secured commitment to negotiate for an ASEAN – Hong Kong Air Services (AHKASA) which will improve the region’s connectivity to large markets such as the US and Europe.

## INAUGURAL REGIONAL COMPREHENSIVE ECONOMIC PARTNERSHIP LEADERS SUMMIT

14 November 2017

The level of engagement on Regional Comprehensive Economic Partnership (RCEP) was unprecedented in 2017, which is indicative of the importance that all parties are giving to RCEP in terms of economic benefits and advantage. The Leaders meeting follows three (3) ministerial-level meetings that happened this year and six (6) senior official-level meetings and trade negotiating committee (TNC) meetings that the Department initiated and led.

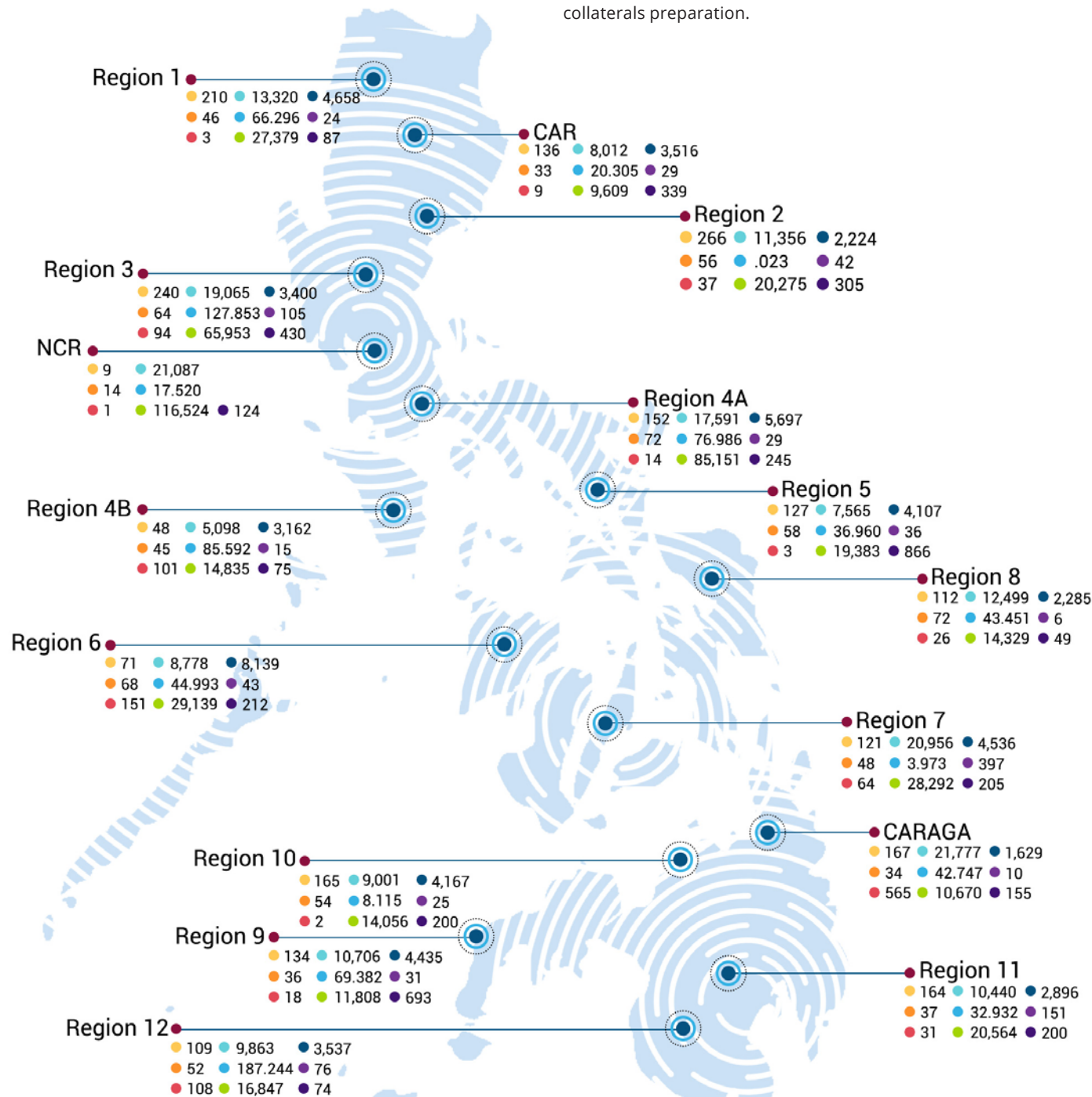
The Leaders issued the Joint Leaders’ Statement on the Negotiations for the Regional Comprehensive Economic Partnership, “RCEP: A Vehicle for Economic Integration and Inclusive Development”, that serves as a guide for negotiators in achieving a modern, comprehensive, high quality and mutually beneficial economic partnership agreement. RCEP will be the largest trade deal in terms of population with 3.5 billion people, aggregate income with combined GDP of \$23.8 trillion that accounted for 32% of global GDP, and trade and investment cornering 31% and 26% of global exports and imports respectively, and 17% of global inward FDI stocks and 17% of global outward FDI stocks.



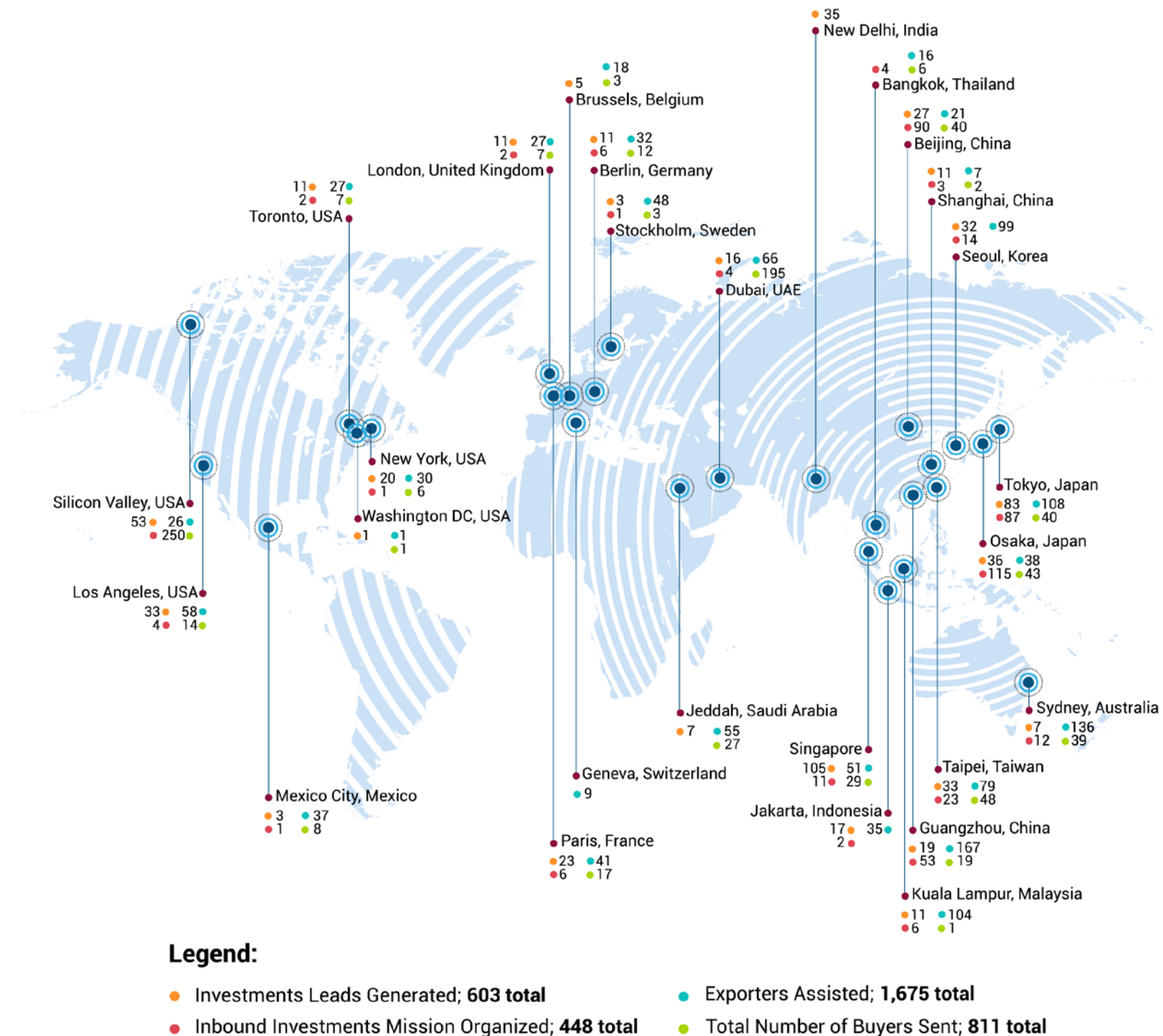
# DTI ACROSS THE REGIONS

DTI's 16 regional offices and 81 provincial offices initiate and implement projects and programs addressing the needs of micro, small, and medium enterprises (MSMEs). It promotes and develops MSMEs in the country by ensuring efficient delivery of business development services, institutional strengthening, and productivity improvement. The regional and provincial offices have also been proactive in advocating consumer protection and welfare. DTI presence in the countryside ensures the wide range of services reach and empower the MSMEs and the vulnerable sector.

In 2017, 207,114 MSMEs were assisted. Some of the services provided include: 1) facilitation of the processing of documents such as business name, barangay micro business enterprise, and other business registration; 2) product development, some of which are product catalogue preparation, packaging and labelling designs development, and product clinic facilitation; 3) access to market such as assistance to MSMEs selling through online platforms, and other access to market related services; and 4) investment promotion e.g. investment fora/conferences, briefing, business matching, exhibits, missions, and investment collaterals preparation.



- SSF Projects Implemented; **2,231 total**
- MSMEs Assisted; **207,114 total**
- Firms Monitored; **58,388 total**
- NC Established; **789 total**
- Domestic Sales Generated (PhP M); **864.37 total**
- Exporters Assisted; **1,019 total**
- BuB Projects Implemented; **1,227 total**
- BN Registered; **504,814 total**
- SMERA Runs Conducted; **4,259 total**



# 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 Asia and the Pacific, Middle East, Africa, Europe, and the Americas, supported by a capital-based Coordinating Office. FTSC's international presence ensures continuous monitoring of Philippine trade and investments globally.

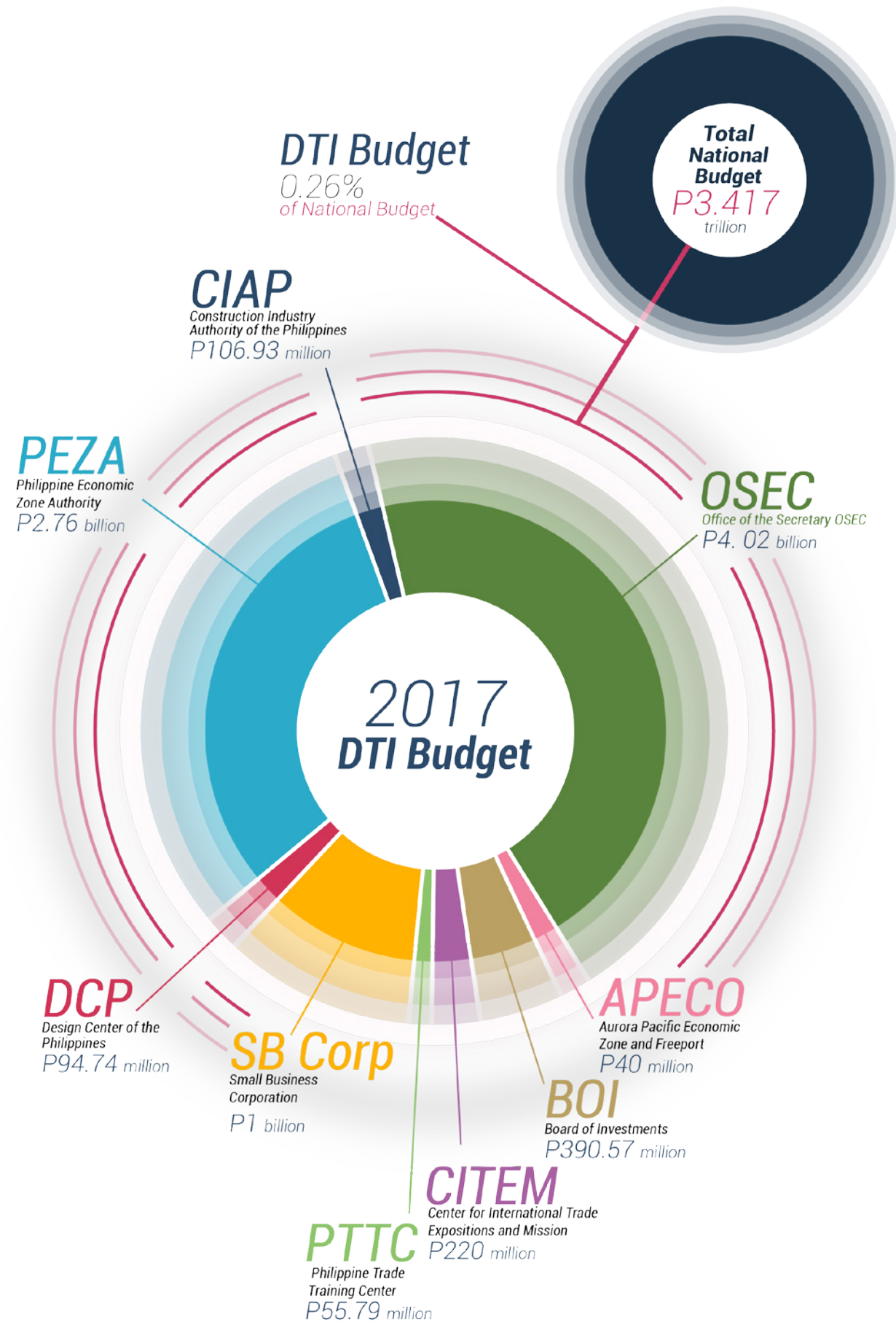
As part of the DTI's Trade and Investments Promotion Group, the FTSC also works to connect Philippine companies and investors with their counterparts abroad in addressing the gap in the local and global industry value chain. They work to advance

the Philippines' trade and investment interests through trade promotion, investment promotion, commercial intelligence, trade negotiations and services to overseas Filipino investors.

For the year, assistance was provided to 1,675 Philippine exporters and companies by way of matching with potential importers or supplying information on foreign markets and other similar data. A total of 2,492 investors were assisted, of which 1,342 were on initial meeting/inquiry, 603 on country evaluation, 448 on due diligence visits to the Philippines, and 99 on Project Greenlighted. Foreign buyers, totaling to 811 were sent to the country to meet with potential Philippine suppliers in DTI and non-DTI organized export promotion events in the Philippines.



## 2017 BUDGET



## STATUS OF FUNDS

as of December 2017

Particulars	Available Appropriations	Allotment Release		Obligations		Disbursements		
	P Amount	P Amount	% to Available Appropriations	P Amount	% to Appropriations	P Amount	% to Appropriations	% to Obligations
<b>Office of the Secretary</b>	4,708,686	5,057,734	107%	4,806,044	95%	4,171,968	82%	87%
<b>Current Year</b>	4,159,242	4,498,492	108%	4,319,533	96%	3,817,828	85%	88%
PS	1,478,646	1,646,443	111%	1,642,427	100%	1,551,350	94%	94%
MOOE	2,501,489	2,623,439	105%	2,460,756	94%	2,150,375	82%	87%
FinEx	1,200	1,200	100%	1,194	100%	1,194	100%	100%
CO	177,907	227,410	128%	215,156	95%	114,909	51%	53%
<b>Prior Year</b>	549,444	559,243	102%	486,511	87%	354,140	63%	73%
MOOE	414,641	419,276	101%	374,267	89%	273,962	65%	73%
FinEx	92	92	100%	10	11%	-		
CO	134,711	139,875	104%	112,234	80%	80,178	57%	71%

### Notes:

1. Data on appropriation and allotment releases shall be provided by DBM
2. Data on disbursements shall refer to agencies actual utilization of Cash Disbursement Authorities (inclusive of Outstanding Checks)
3. Current Year Allotment includes:
  - Agency Specific Budgets
  - Charges vs. SPFs
  - Automatic Appropriation (RLIP and SAGF)
  - ASEAN Chairmanship Budget amounting P177.678M
4. Prior Year includes:
  - Continuing Allotment (released in 2016)

Prepared by:

Certified Correct:

*Wilma L. Macalalag*  
WILMA L. MACALALAG  
Chief, Budget Division

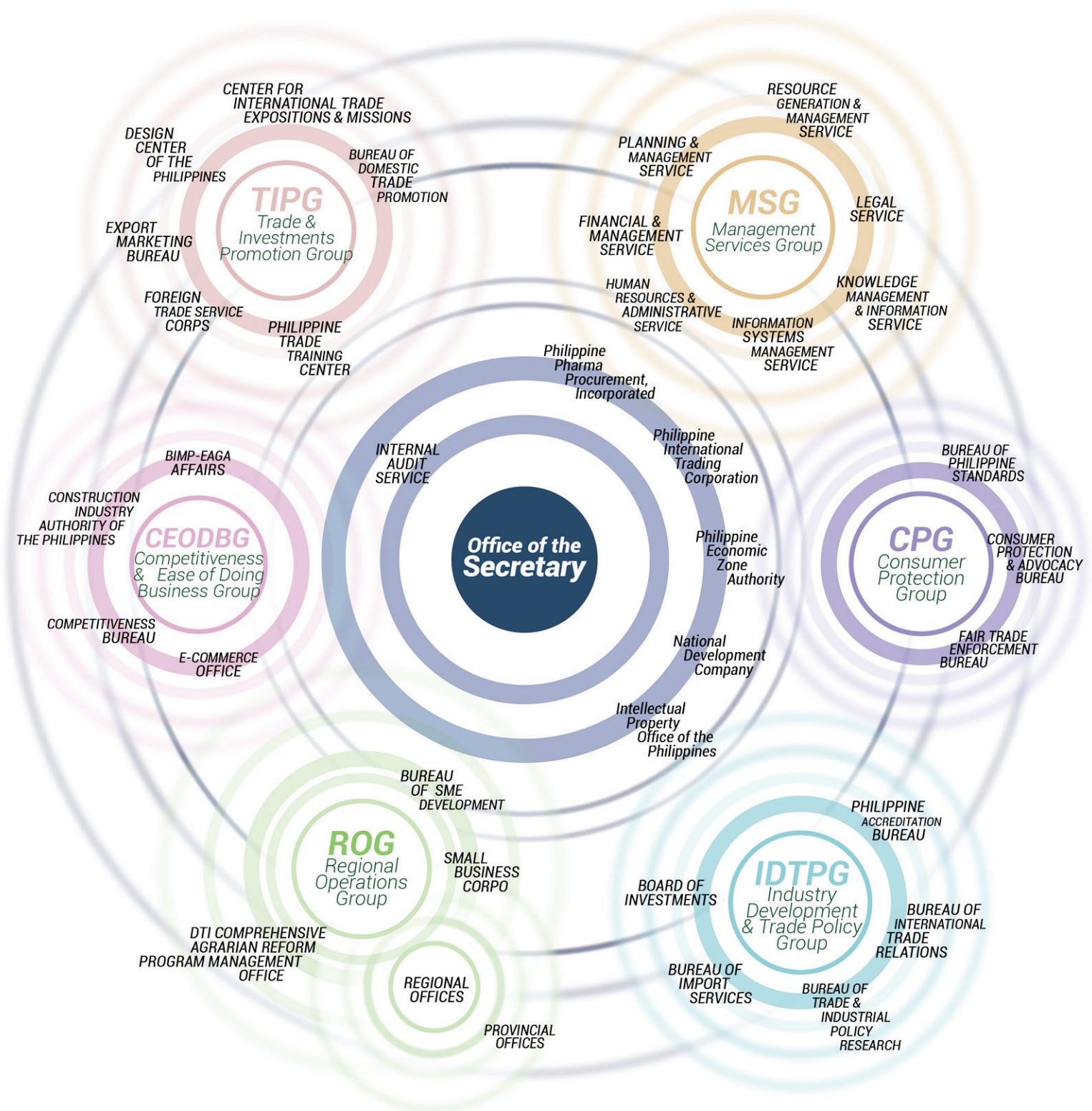
*Maria Asuncion H. Cruzada*  
MARIA ASUNCION H. CRUZADA  
Chief Accountant

*Lydia R. Guevarra*  
LYDIA R. GUEVARRA  
Director-In-Charge  
Financial and Management Service



# ORGANIZATIONAL STRUCTURE

as of December 2017



# EXECUTIVE COMMITTEE

as of December 2017







**Rafaelita M. Aldaba**  
Industry Development and  
Trade Policy Group  
(IDTPG)



**Arturo P. Boncato, Jr.**  
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Doing Business Group  
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**Ameenah A. Fajardo**  
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**Rosario Virginia C. Gaetos**  
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Promotion Group  
(TIPG)



**Blesila A. Lantayona**  
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**Demphna Du-Naga**  
Regional Operations Group  
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**Ernesto V. Perez**  
Consumer Protection Group  
CPG  
Concurrent Officer-in-Charge  
Bureau of Philippine Standards  
(BPS)



**Anna Maria Rosario D. Robeniol**  
Industry Development and  
Trade Policy Group  
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**Ireneo V. Vizmonte**  
Management Services Group  
(MSG)

## ASSISTANT SECRETARIES



**Ma. Lourdes F. Rebueno**  
General Manager  
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**Charito B. Plaza**  
Director General  
Philippine Economic Zone  
Authority  
(PEZA)



**Josephine R. Santiago**  
Director General  
Intellectual Property Office  
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(IPOPHL)



**Edgar C. Herrera**  
Director  
Internal Audit Service  
(IAS)



**Dave M. Almarinez**  
President & CEO  
Philippine International Trading  
Corporation  
(PITC)



**Jose A. Capistrano, Jr.**  
President & CEO  
Philippine Pharma Procurement,  
Incorporated  
(PPPI)

## OFFICE OF THE SECRETARY ( OSec )





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*Construction Industry*  
*Authority of the Philippines*  
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*Competitiveness Bureau*  
(CB)



**Mary Lou A. Gesilva**  
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*Competitiveness Bureau*  
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**Maria Crispina S. Reodica**  
Officer-in-Charge  
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**COMPETITIVENESS AND EASE OF  
DOING BUSINESS GROUP  
( CEODBG )**



**Ronnel O. Abrenica**  
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*Consumer Protection &  
Advocacy Bureau*  
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**Ferdinand L. Manfoste**  
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**CONSUMER PROTECTION GROUP  
( CPG )**





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**Luis M. Catibayan**  
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*Bureau of Import Services*  
(BIS)



**James E. Empeño**  
Director  
*Philippine Accreditation  
Bureau*  
(PAB)



**Alma F. Argayoso**  
Director  
*Foreign Trade  
Service Corps*  
(FTSC)



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(BDTP)



**Senen M. Perlada**  
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(EMB)



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Benedictos**  
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**Marievic M. Bonoan**  
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Trade Promotion*  
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(EMB)



**Anthony B. Rivera**  
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## INDUSTRY DEVELOPMENT AND TRADE POLICY GROUP ( IDTPG )

## TRADE AND INVESTMENTS PROMOTION GROUP ( TIPG )



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**Abigail R. Zurita**  
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**Clayton H. Tugonon**  
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(DCP)



**Nestor P. Palabyab**  
Executive Director  
*Philippine Trade Training Center*  
(PTTC)



**Felicitas Agoncillo-Reyes**  
Executive Director  
*Board of Investments*  
(BOI)



**Raul V. Angeles**  
Executive Director  
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(BOI)



**Corazon H. Dichosa**  
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**Elizabeth M. Manuel**  
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**Patricia May M. Abejo**  
Director  
*Knowledge Management &  
Information Service*  
(KMIS)



**Joel R. Cruz**  
Director  
*Human Resources &  
Administrative Service*  
(HRAS)



**Lydia R. Guevarra**  
Director  
*Resource Generation &  
Management Service*  
(RGMS)  
*Financial & Management Service*  
(FMS)



**Mary Jean T. Pacheco**  
Director  
*Planning & Management Service*  
(DTI-PMS)



**Atty. Joan Karen A. Riola**  
Director  
*Legal Service*  
(LS)



**Laudemer G. Solidum**  
Director  
*Information Systems  
Management Service*  
(ISMS)

## MANAGEMENT SERVICES GROUP ( MSG )



**Jerry T. Clavesillas**  
Director  
*Bureau of SME Development*  
(BSMED)



**Ma. Luna E. Cacanando**  
President & CEO  
*Small Business Corporation*  
(SB Corp)



**Alicia M. Opeña**  
OIC-Assistant Director  
*Bureau of SME Development*  
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## REGIONAL OPERATIONS GROUP ( ROG )



**Anacleto C. Blanco, Jr.**  
OIC-Regional Director  
*NCR*



**Emma C. Asusano**  
Chief of Staff  
*Regional Operations Group*  
(ROG)





**Myrna P. Pablo**  
Regional Director  
CAR



**Florante O. Leal**  
Regional Director  
Region 1



**Ruben B. Diciano**  
OIC-Regional Director  
Region 2



**Belenda Q. Ambi**  
Regional Director  
Region 11



**Ibrahim K. Guiamadel**  
Regional Director  
Region 12



**Brielgo O. Pagan**  
Regional Director  
CARAGA



**Judith P. Angeles**  
Regional Director  
Region 3



**Marilou Q. Toledo**  
Regional Director  
Region 4A



**Joel B. Valera**  
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