



INVITATION to joint, representative mission of the European Circular Construction Alliance to Emerging Europe Multi-Sector Business Mission to the Philippines from 27-29 November 2018, Manila, Philippines



Supported by:

Overview

The Philippines is one of the fastest growing economies in Asia with a GDP of 6.7% in 2017, and is expected to maintain the same growth in 2018 based on World Bank's projections. Total trade in goods between the EU and the Philippines reached approximately \$12 billion in 2017. The country has a large population of 105 million with a young average age of 23 years old.

While other ASEAN countries experience decline in manufacturing, the Philippines shows a steady rate of growth. In 2017, it registered an 8.4% y-o-y increase. Manufacturing contributes 23% to the Philippines' GDP and accounts for more than half of the country's industrial sector.

The construction sector which contributes 7% of the country's GDP is expected to grow fast with the government's thrust to build more infrastructures under its Build Build Build Program. The current pipeline of about 70 projects for roads, mass transit systems, railroads, airports and seaports is estimated to have a total combined budget of \$13.5 billion in 2018.

To encourage investments, the Philippines' Board of Investments (BOI) is providing various fiscal and non-fiscal incentives in the preferred areas of economic activities specified in the government's Investment Priorities Plan (IPP). The Philippine Economic Zone Authority (PEZA), on the other hand, has designated about 400 special economic zones located all over the country that provide special incentives to export oriented companies.

Program (overview)

- November, 27, Monday, AM: Briefings by Philippine public and private sector partners, B2B and e-meetings, PM: European Networking Night
- November, 28, Wednesday: B2B and e-meetings
- November 29, Thursday: Visits to offices and facilities of potential local partners, End of business mission

Presentation of ECCA mission

ECCA's supported business mission to Philippines main aim is **to initiate EU-Philippines Collaborative Business & Innovation Partnership in the field of sustainable construction and circular economy.**

Business mission outcomes for participating businesses and organizations: tailored opportunity for international business collaboration and development, access to Philippines market and partners.

Who is invited: businesses (ECCA partners, other) in the field of sustainable building and circular economy, including energy efficiency, smart buildings and cities, and green building.

Clusters' role: ECCA, European Circular Construction Alliance, and the clusters will be represented by Construction Cluster of Slovenia. The clusters should help their members to apply for and contribute the mission implementation.

Type of mission: joint, **representative mission** of the European Circular Construction Alliance, supported by Construction Cluster of Slovenia, with web supported B2B matchmaking.

Why to take part in a join, representative mission?

The Emerging Europe Multi-Sector Business Mission to the Philippines is organized by the EU-Philippines Business Network (www.epbn.ph). The EU support is available to limited number of SMEs from EU. The actual attendance is also associated with costs and requires time for preparation and travelling. Being presented within EU supported initiative of European Strategic Cluster Partnership brings additional value of EU branding. With e-matchmaking, the direct contact will be established with businesses in Philippines, either with the mission implementation or as part of the follow-up activities. And finally, the follow-up activities will assure that the mission will more than fact-finding trip.

Upon payment the following activities and services will be provided

Organization of the mission, attendance, follow-up activities

- Elaboration of business & innovation profiles of companies/organizations being presented and attending e - B2B meetings
- Coordination of B&B meetings (face to face, electronic), with partners / businesses from Philippines
- Promotion of the event and partners / businesses involved in the mission (web, social media, ECCP portal).

Mission implementation:

- Travel and attendance during the mission, two persons attending¹,
- Introductions to industry government officials & stakeholders – networking with partners
- Tailored B2B meetings with potential clients/partners
- Tailored B2B e-meetings with potential clients/partners
- Visits to company facilities and offices, capturing the opportunities for business collaboration and join innovation activities
- Networking at cocktail reception & lunches – establishing trust and personal contacts

¹ Depending on the number of registered participants

Follow-up activities:

- Report on mission implementation, including presentation of general and sector specific business opportunities, incentives and industry briefings
- Distribution of Doing Business in the Philippines guide book, Copy of Industry Business Primer
- Draft action plan for setting up of the EU-Philippines Collaborative Innovation and Business Partnership in the field of sustainable construction and circular economy
- Tailored internationalization plan for individual EU SME for international business collaboration and development and access to Philippines market.

Terms and Conditions

1. Interested businesses (EU SMEs) shall prepare the company profile according to guidelines provided
2. Identify the persons in charge for implementation of the planned activities
3. Attend the electronic B2B meeting via Skype or other e-conference means with businesses from Philippines on the time defined.
4. Attend the e-conference presenting the outcomes of the mission
5. Contribute / comment the EU-Philippines Collaborative Innovation and Business Partnership in the field of sustainable construction and circular economy
6. Participants shall pay the full amount of the participation fee of 1.300 EUR, and send a copy of the bank transfer to confirm the participation by 14 November 2018.

Important notes:

Construction cluster of Slovenia cannot guarantee a specific number of B2B meetings which depends on EU-Philippines Business Network activities, and attendance of representatives from businesses from Philippines.

The number of participating SMEs is limited: from 5 to up to 20 businesses (SMEs) from EU. In the case that there will be less than 5 participating SMEs, the implementation of the mission will be canceled.

Payment condition

Full payment of 1.300 EUR by 14 November 2018 to the following bank account:

Account holder: Construction Cluster of Slovenia; Business address: Vase 41a, SI1215 Medvode, Slovenia

Bank Details:

Abanka d.d.

Bank Address: Slovenska cesta 58, SI1517 Ljubljana, Slovenia

Account no: 05100 8011805765

IBAN: SI56051008011805765, Swift Code: ABANSI2X

Contact:

Construction cluster of Slovenia

Vladimir Gumilar, E-mail vladimir.gumilar@sgg.si Phone: +386 41 770482

Emerging Europe Multi-Sector Business Mission to the Philippines

Supported by:



Joint, representative mission of the European Circular Construction Alliance

From 27-29 November 2018, Manila, Philippines

REGISTRATION FORM:

Company: _____

Business address: _____

Town _____

Country: _____

Contact person: (name, email): _____

Responsible person: _____

Hereby we register to Joint, representative mission of the European Circular Construction Alliance to Emerging Europe Multi-Sector Business Mission to the Philippines and will contribute to its implementation as described in the invitation.

Date:

Place:

Signature:

Please send the signed Registration form by email to vladimir.gumilar@sqq.si not later than November, 9th.