



**EU - PHILIPPINES
BUSINESS NETWORK**

19F Philippine AXA Life Centre
Sen. Gil Puyat Ave., cor. Tindalo St.,
Makati City, Metro Manila, Philippines
Tel. Nos.: (63 2) 845 1324; 759 6680
Fax Nos.: (63 2) 845 1395; 759 6690
Website: www.epbn.ph

EU-PHILIPPINES BUSINESS SUMMIT

BUSINESS MISSION

16 - 17 OCTOBER 2017

**Organized by:
EU-Philippines Business Network – EPBN**

Join the EU Business Mission to the Philippines and attend the EU-Philippines Business Summit 2017, this year’s most important business forum in the Philippines for European enterprises. The mission, which is co-financed by the EPBN, will include sector experts’ presentations and participation in a business matching event.

The co-financing is available to 20 EU companies.





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1. EU-Philippine Business Summit & Business Mission 2017

The EU-Philippines Business Summit is a trade forum held in celebration of EU-Philippine trade and investment relations as well as a key venue for facilitating dialogue between key industry players and the government.

Participation in the business mission and summit of the 3rd EU-Philippine Business Summit will provide commercial organizations with an important platform to do business and ensure that their concerns and key messages are heard by policy makers and ministers from all sides.

Over 300 delegates are expected to attend the summit, representing political and business interests from Europe, the Philippines, and ASEAN.

The mission is the perfect avenue to gain first-hand information about the favorable business climate in the Philippines and meet with future business partners, such as distributors, importers, agents, and direct clients.

The theme of this year's Business Summit is *Partners for Progress and Prosperity*.

a) Event Objectives:

- Discuss Philippine trade and investment regulations currently in place as well as the necessary changes to further improve the country's position as a competitive destination for EU businesses;
- Serve as an opportunity for dialogue with key government officials on relevant issues such as:
 - Maximizing economic opportunities through GSP+ and EU FTAs,
 - Progress and Prosperity for every Filipino: by Creating a More Competitive Business Environment.
 - ASEAN Integration;
- Identify action points to be carried forward as joint priorities for the Administration and Congress, and the EU business community in the Philippines;
- Showcase business opportunities for EU businesses in high-growth Philippine sectors;
- Showcase investment opportunities for Filipino businesses in EU.



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b) High-priority sectors

- Automotive (included as topic in the summit)
- Manufacturing (included as topic in the summit)
- Agriculture
- Food & Beverage (included as topic in the summit)
- Consumer Goods & Retail
- Healthcare
- Energy & Renewables
- Infrastructure, Construction and Logistics
- ICT / BPO / Creative industries (included as topic in the summit)
- Maritime

c) Target audience and participants for the summit

- C-level executives from European and Philippine corporations based in the Philippines
- Corporate affairs and C-level executives from EU businesses in ASEAN
- Corporate affairs professionals, think tanks and business associations
- Regional business associations and bodies
- Representatives of the executive and legislative bodies of government
- Business development managers from relevant European companies in the Philippines, ASEAN, and Europe
- Business development managers from relevant Philippine companies
- European and Philippine industry associations and business clusters
- European and Philippine entrepreneurs
- Government representatives from DTI, DOT, TIEZA, DOH/FDA, DA/FPA, DOE, DPWH, DOTC, and GOCCs





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2. Program

Date	Program
Sunday, October 15	<ul style="list-style-type: none"> • Arrival in Manila • Hotel check-in
Monday, October 16	<ul style="list-style-type: none"> • Company registration • Presentations on investment opportunities & incentives in the Philippines by Filipino government agencies • Presentation on the business environment in Philippines • Participation in tailored B2B meetings
Tuesday, October 17	<ul style="list-style-type: none"> • Company registration • Participation in the EU-Philippines Business Summit 2017. More detailed program available on the website: www.epbn.ph/EPBS2017 • Participation in tailored B2B meetings • European-Philippine Networking Night

3. Terms and Conditions for EU companies or government entities

- This offer is applicable only to EU companies or subsidiaries of EU companies.
- Interested EU companies shall submit all required documents to participate (company profile) and complete the online application form <https://docs.google.com/a/epbn.ph/forms/d/e/1FAIpQLSfBOLvIo1g7qi5ZLxZHcTps8V28wO-F9IM-OLOcF9IBAZQ4jA/viewform>.
- A maximum of **20 EU SMEs will be selected based on their profiles and available places according to the EU nationality of interested companies for co-financing of the EPBN**. EU companies not selected and government entities will benefit of the regular discounted package.
- Upon notice of selection, the EU companies must make the payment according to sections 4 and 6 of this event brief.
- Upon payment, the following services will be available:
 - a) A list of targeted and qualified contacts (potential partners) will be provided to the selected companies.
 - b) One EPBN business primer to choose from the 14 sector primers EPBN has published.
 - b) EPBN will facilitate all the activities included in the program and introduce the EU companies to potential cooperation partners.
 - c) EPBN will organize tailored B2B meetings with interested local companies on October 16, 2017.



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d) EPBN will provide support to facilitate relevant logistical needs: list of recommended hotels, information about transportation in Manila, translation service, etc. Therefore, the **participating EU companies shall take care of their flight tickets and hotel bookings.**

4. Participation fee¹

Description	Cost in EUR	Cost in PHP
EU Mission briefing, presentations, B2B arrangements <ul style="list-style-type: none"> • Presentations on investment opportunities & trade incentives for EU companies in Philippines & ASEAN • Business environment in Philippines & ASEAN suitable for EU companies • B2B meetings with potential ASEAN clients/partners (5-7 individual meetings) 	€1300.00	₱74,750.00
EPBS Conference Fee for 1 delegate	€100.00	₱5,750.00
EU-PH Networking Night Cocktail for 2 people	€100.00	₱5,750.00
Business primer (choice from 14 sectors, per primer)	€100.00	₱5,750.00
Special package for EU SMEs² inclusive of: <ul style="list-style-type: none"> • EU Mission briefing, presentations, B2B arrangements • EPBS Conference • EU-PH Networking Night Cocktail for 2 people • 1 free business primer of your choice 	€800.00 (50% discount)	₱46,000.00
Regular discounted package for EU companies and government entities inclusive of: <ul style="list-style-type: none"> • EU Mission briefing, presentations, B2B arrangements • EPBS Conference • EU-PH Networking Night Cocktail for 2 people • 1 free business primer of your choice 	€1,200.00 (25% discount)	₱69,000.00

¹ Currency conversions are based on an exchange rate of PHP 57.50 per EUR 1.

² Only a limited number of EU SMEs will be selected per country based on their profiles (EU SME) and available places according to EU nationality of the SME.





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5. Important notes

- EPBN cannot guarantee a specific number of meetings.
- In case of cancellation of participation, no refund will be issued.

6. Payment condition

Full payment is required by **Friday, September 22, 2017.**

EPBN Bank Details:

European Chamber of Commerce of the Philippines
 HSBC - The Hongkong and Shanghai Banking Corp.
 3058 Fifth Avenue West
 Bonifacio Global City (BGC), Taguig City

Euro Account no: 031-036023-131

Peso Account: 030-330591-040

Swift Code: HSBCPHMM

7. Official hotel:



Dusit Thani Manila is the venue for the October 16. It is ideally located in Makati City and the Central Business District. Address: Ayala Centre, 1223 Makati City Metro Manila, Philippines

ROOM RATES		
ROOM CATEGORY	SINGLE	DOUBLE
NEWLY RENOVATED ROOMS		
Renovated Deluxe Room	PHP 5800++	PHP6600++
Premier	PHP 6300++	PHP7100++
Premier Executive Suite	PHP 8300++	PHP 9100++
CLUB ROOMS/SUITES		
Club Premier	PHP 8300++	PHP 9100++
Club Executive Suite	PHP 10300++	PHP 11100++
REGULAR ROOM		
Grand Room	PHP 7800++	PHP 8600 ++



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- Rates are subject to 10% service charge and applicable government tax.
- Rates are non-commissionable
- Rates are applicable to transient F.I.T travelers only and not applicable for group bookings
- Dusit Best Rates vary based on room availability and season.
- Buffet breakfast
- Internet access

8. Contacts:

Fidel Ventura <i>EU Outreach Officer</i> EPBN +63 (0) 832 8122 +63 (0) 9178134080 fidel.ventura@epbn.ph www.epbn.ph	Emmanuel de Ghellinck <i>Business Support Officer</i> EPBN +63 (0) 832 8122 +63 (0) 9178052133 emmanuel.de.ghellinck@epbn.ph www.epbn.ph
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9. Application form EU-Philippines Business Summit 2017 & EPBN Business Matching Event

Please complete the **online form** below before **September 15, 2017**:

<https://docs.google.com/a/epbn.ph/forms/d/e/1FAIpQLSfBOlvlo1g7qi5ZLxZHcTps8V28wO-F9IM-OLocF9IBAZQ4jA/viewform>

