



MAKATI BUSINESS CLUB Annual Report 2017

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MBC
MAKATI BUSINESS CLUB
THE FORUM FOR CONSTRUCTIVE IDEAS





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Chairman's Report

Fellow Members of the Makati Business Club,

On behalf of the Board of Trustees and the Secretariat, I am pleased to present to you the Makati Business Club Annual Report for 2017.

First, I would like to express my sincere appreciation to our members, partners, and stakeholders for your continued trust, engagement, and support. The Club's accomplishments in 2017 would not have been possible without your participation and contribution to the work that we do. Working together to promote and advance the principles we continue to uphold - integrity, growth through cooperation, and accountability - is key in keeping the MBC vision alive.

2017 was both a special and critical year for MBC. We celebrated our 35th year anniversary with a series of special activities, while finding meaningful ways to engage the new Administration through constructive dialogues. And we did so particularly on relevant business issues, such as tax reform, national security, foreign policy, and business innovation, to name a few.

In total, we hosted 4 special meetings, including the MBC 35th anniversary dinner; 3 general membership meetings; 6 joint membership meetings; and a number of topic-specific roundtable discussions with key government officials, including Vice President Leni Robredo, and foreign economic experts.

We celebrated the Club's 35th anniversary by embarking on a fundraising campaign that raised P13 million. The funds raised through your generosity were used to deepen community engagement, host anniversary events, and renovate our office. We thank you, our members, for your kind support.

Allow me to report to you how these funds were used:

● *DONATION FOR MARAWI*

At the MBC 35th anniversary gala dinner, the Club presented to the Philippine Business for Social Progress, represented by its president Bro. Armin Luistro, a cheque donation in support of PBSP's efforts to help rebuild and rehabilitate Marawi City. MBC also donated 11 generators to army camps in support of our troops who fought for peace and order in Marawi.

● *MBC ANNIVERSARY DINNER*

As mentioned, we hosted an anniversary gala dinner for our members and partners, and we took this opportunity to thank and honor 4 business luminaries for their leadership and wise stewardship of the MBC vision to be a forum for constructive ideas. This was the last major public event attended by Mr. Washington Sycip before he passed away in October. We were blessed to be able to express our deep gratitude and admiration for him and his valuable contributions to the organization.

● *ANNIVERSARY DOCUMENTARIES*

MBC also engaged the ABS-CBN News Channel and BusinessWorld to release a special video and print documentary commemorating MBC's 35 years in the business of nation building. Both featured the insights, recollections, and vision of past and present MBC leaders.

● *SECRETARIAT SUPPORT*

The remaining funds raised were used to renovate the MBC office to improve the work space of the Secretariat. The renovation also served as an investment for MBC with the construction of a conference room that now allows MBC to host its Board of Trustees meetings and small roundtable discussions, which were previously held in hotel function rooms.

On the trade and investment promotion side, MBC's five bilateral business councils, including our work as secretariat to the APEC Business Advisory Council (ABAC) Philippines, became an effective vehicle in discharging our investment promotion mandate. We had several business networking sessions under our Singapore, UK, US, France, and Malaysia business councils - the biggest of which was the Philippines-Singapore Business Conference and Business Matching Sessions, participated in by 33 Singaporean and Filipino executives.

MBC also hosted a high-level breakfast meeting with a business delegation from the Indonesian Chamber of Commerce and Industry (KADIN Indonesia), led by Thomas Lembong, chairman of the Indonesian Investment Coordinating Board. In this event, five Philippine companies signed memoranda of agreement with 11 Indonesian partners, signifying the intent to further boost trade and investment between the Philippines and Indonesia.

We also partnered with WorldFolio for the development and release of a WorldFolio Philippines Report entitled, "50 Years of Regional Integration." This custom publication was distributed at the ASEAN Business and Investment Summit 2017 and at the 31st ASEAN Summit in Manila. In addition, MBC published an SME Primer, which was launched during the ASEAN SME Summit last year.

MBC's policy advocacy efforts are boosted through its publications. In 2017, MBC released 3 *MBC Research Reports*, 9 position papers and statements, 6 *MBC Forum* publications, 3 *Philippine Economy At-a-Glance* reports, and a *MBC CongressWatch Report*, in addition to numerous website e-news articles. Some of MBC's priority issues in 2017 were energy efficiency, tax reform, ease of doing business, and reducing barriers to trade.

As part of MBC's 35th anniversary, the Club organized the Special MBC Conversations on Policies and Business Affairs with Vice President Leni Robredo. The sessions focused on five industries – IT-BPM, construction, manufacturing, agribusiness, and tourism – identifying challenges and chokepoints, as well as the interventions needed to further develop and strengthen the sectors. I am happy to share that we will continue to hold these special meetings with the OVP in 2018.

More meaningful partnerships were forged in 2017. First, we committed to be one of the business groups leading the advocacy for responsible business practices through the “Sustainable Development Goals in Business” campaign with the United Nations Development Programme. Part of MBC's commitment is to reach out to top-level management and industry leaders to promote the adoption of the 17 sustainable development goals in company policies, operations, and culture.

We also joined “Prosperity Alliance for All,” a long-term private sector-led national campaign to build an alliance of stakeholders committed to assist in MSME development in the ASEAN region. In addition, we partnered with UNICEF to promote “Children's Rights and Business Principles (CRBP)” to members of the Philippine business community.

As we close the chapter on another active and successful year, the Board of Trustees and the Secretariat reiterate our commitment to the MBC vision of being the socially responsible, conscientious, fair, and authoritative voice of Philippine business here in the country and overseas, pursuing our goals with the highest standards of professionalism and integrity. ■

EVENTS AND MEMBERSHIP

2017 was both a special and critical year for MBC as it celebrated its 35th year anniversary with a series of targeted activities. The Club also rallied the support of its members in extending support to the communities and displaced families affected by the five-month Marawi siege.



MEETING AND EVENTS

Strengthening partnerships with the diplomatic corps and international business community, as well as establishing ties with new leaders in government departments, were the focus of MBC in its membership meetings and events in 2017. During this year, the Club co-organized informative events to present the plans and programs of the government, particularly in key topics such as business innovation, national defense, infrastructure development, and fiscal and monetary policies.

During the year, MBC continued working with its members and various business organizations in providing inputs to industry policies by hosting public-private meetings such as on tax reform, energy efficiency policies, and addressing barriers to trade.

GENERAL MEMBERSHIP MEETINGS



SUNG Y. KIM (January 31, 2017)
U.S. Ambassador to the Philippines



KAZUHIDE ISHIKAWA (March 24, 2017)
Japanese Ambassador to the Philippines



DELFIN N. LORENZANA (October 16, 2017)
Secretary, Department of
National Defense

JOINT MEMBERSHIP MEETINGS



RENATO S. PUNO (April 24, 2017)
Former Chief Justice, Supreme Court
of the Philippines



AMANDO M. TETANGCO JR. (May 24, 2017)
Governor, Bangko Sentral ng Pilipinas



MARIA LEONOR G. ROBREDO (October 9, 2017)
Vice President, Republic of the Philippines



DANIEL ROBERT PRUCE (November 7, 2017)
British Ambassador to the Philippines

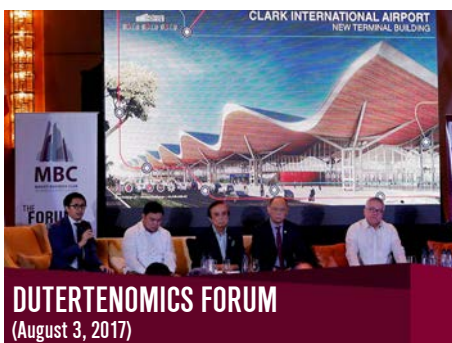


HILARIO G. DAVIDE JR. (November 21, 2017)
Former Chief Justice, Supreme Court
of the Philippines



FORTUNATO T. DE LA PEÑA (December 13, 2017)
Secretary, Department of Science and
Technology

SPECIAL EVENTS



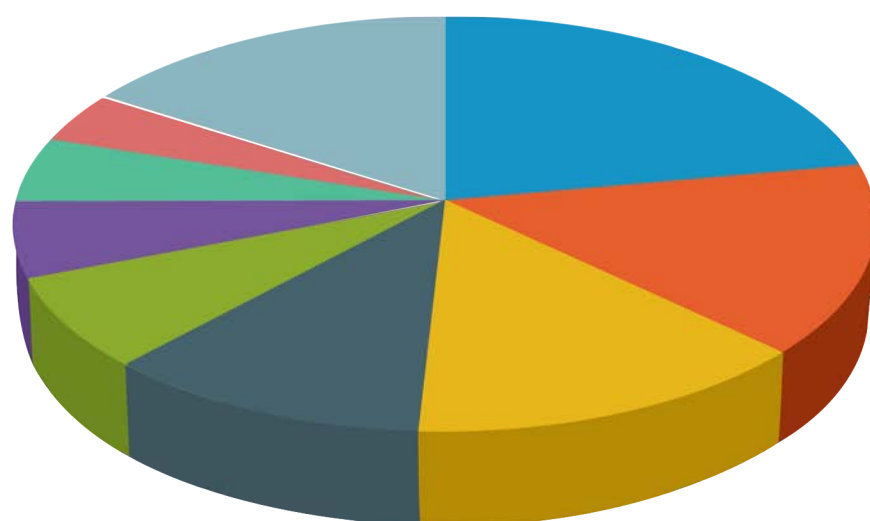
2017 MEMBERSHIP REPORT

Membership in the Makati Business Club is by invitation and endorsements from existing members. As of end-December 2017, total membership was down to 394 corporate members from 395 in 2016 and 401 in 2015. Meanwhile, total individual members/representatives was 728, including honorary members. Please note that the difference in the 2015 and 2016 figures for individual members and representatives was attributed to delayed reporting of replacements for resigned or retired executives by some member companies.

Of the 394 corporate members, 22% are in the financial sector composed of banks, non-banks, and investment holding companies, 15% are in the wholesale and retail business, and 15% are in consulting and professional services such as accounting, architectural, and legal firms. Eleven percent (11%) of MBC members are manufacturing companies, 7% are in the ICT sector, 6% are engaged in real estate activities, while the transport and construction companies represent 5% and 4% in total MBC membership, respectively. The remaining 16% are composed of various sectors such as agriculture, electricity and gas, mining, diplomatic missions, and business associations.



MBC Members per Sector, 2017



- Financial & Insurance Activities - 22%
- Wholesale & Retail Trade - 15%
- Professional, Scientific & Technical Activities - 14%
- Manufacturing - 11%
- Information & Communication - 7%
- Real Estate Activities - 6%
- Transport & Storage - 5%
- Construction - 4%
- Others - 16%

Comparative Total Corporate and Individual MBC Members (end-2017)

	2015	2016	2017
Total Corporate Members	401	395	394
Individual Members	763	763	728

In June 2017, the MBC Secretariat expanded its membership database as part of the Club's efforts to deepen membership engagement in its activities and events. The expanded data collection will help the Secretariat better understand the business interests of the member companies, their market reach, the local and global issues that affect and/or concern them, among others. Having this data on hand will significantly help the Secretariat determine the kinds of products and services to offer, and at the same time assist in targeting specific companies to invite during meetings and business sessions with institutional partners. The MBC membership unit intends to continue collecting the data from the members in 2018.

EVENTS ATTENDANCE

For 2017, MBC had 4 special meetings including the MBC Anniversary Dinner, 3 General Membership Meetings (GMMs), and 6 Joint Membership Meetings (JMMs).

The following were the top member attendees for MBC General Membership Meetings in 2017:

MBC Members Top Attendees, 2017

COMPANY	REPRESENTATIVES	TOTAL NO. OF EVENTS
Cavitex Holding Corp.	Edgar O. Chua*	8
Investment & Capital Corporation of the Philippines (ICCP)	Guillermo Luchangco*	8
Webcast Technologies, Inc.	Bernardo F. Abis	7
Banco de Oro	Corazon S. De La Paz-Bernardo*	7
Capital Shares Investment Corp.	Jesus P. Tambunting	7
Baniqued Layug & Bello	Atty. Carlos G. Baniqued	6
State Investment Trust, Inc.	Susana C. Monzon	6
Marubeni Philippines Corporation	Naoto Tago	6
Nomura Securities Philippines, Inc.	Makoto Totsuka	6
Great Wall Advertising Phils., Inc.	Rey Anthony G. David, Jr.	6

*MBC Board Member



CELEBRATING MBC'S 35TH ANNIVERSARY

The Makati Business Club was established on October 29, 1981, and 2017 marked the Club's 35th year in the business of nation building, which was celebrated with a series of special anniversary activities and events. To support these, MBC launched an anniversary fundraising drive aimed at strengthening the administrative support of the Club, hosting special events with members' engagement, communicating to the public the contributions of the organization since it was created and, most importantly, contributing to the communities devastated by the five-month battle in Marawi City.

The fundraising campaign raised P13 million through the support of MBC members companies.

Anniversary Sponsors



1) DONATION FOR MARAWI

During the MBC 35th Anniversary Gala Dinner, the Club, turned over to Bro. Armin Luistro, president of Philippine Business for Social Progress, a P1 million donation in support of PBSP's efforts to rebuild and rehabilitate Marawi City. Prior to this, MBC also contributed 11 generators to the military for the use of our troops fighting for peace and order in Marawi.



2) MBC ANNIVERSARY DINNER

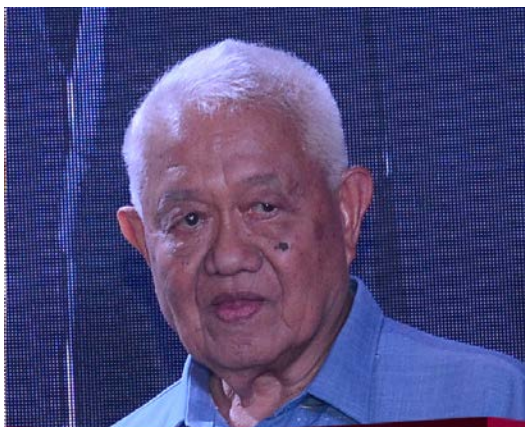
MBC celebrated its 35th anniversary with a dinner gathering of its members and partners at the Fairmont Hotel, Makati City. MBC took the opportunity to recognize 4 business leaders who have made a positive, lasting mark in our nation's growth. The following were presented special awards for their leadership and wise stewardship of the MBC vision to be a forum for constructive ideas.



WASHINGTON SYCIP
MBC Trustee, 1981-1994



RAMON DEL ROSARIO JR.
MBC Chairman, 2006-2016



CESAR E.A. VIRATA
MBC Trustee, 1990-2003



CESAR A. BUENAVENTURA
MBC Trustee, 1981-2008

3) ANNIVERSARY DOCUMENTARIES

- ANC Presents: The Makati Business Club Story
- BusinessWorld MBC Special Supplement: 35 Years in the Business of Nation Building

The 35th anniversary of MBC was an occasion to reflect on what the organization has worked on over the decades, what it is actively engaged in, and the future challenges the Club, its members, and the country will be facing. To capture these reflections, MBC partnered with the ABS-CBN News Channel (ANC) and BusinessWorld to release special video and print documentaries. The ANC documentary was first aired on February 13, 2018, and a copy has been made available online via MBC's YouTube channel. The BusinessWorld special supplement on MBC was published and circulated nationwide in February 2018. It featured the insights and recollections of past and present MBC leaders, as well as the vision and hopes of the Club's present members.

ANC Presents: The Makati Business Club Story

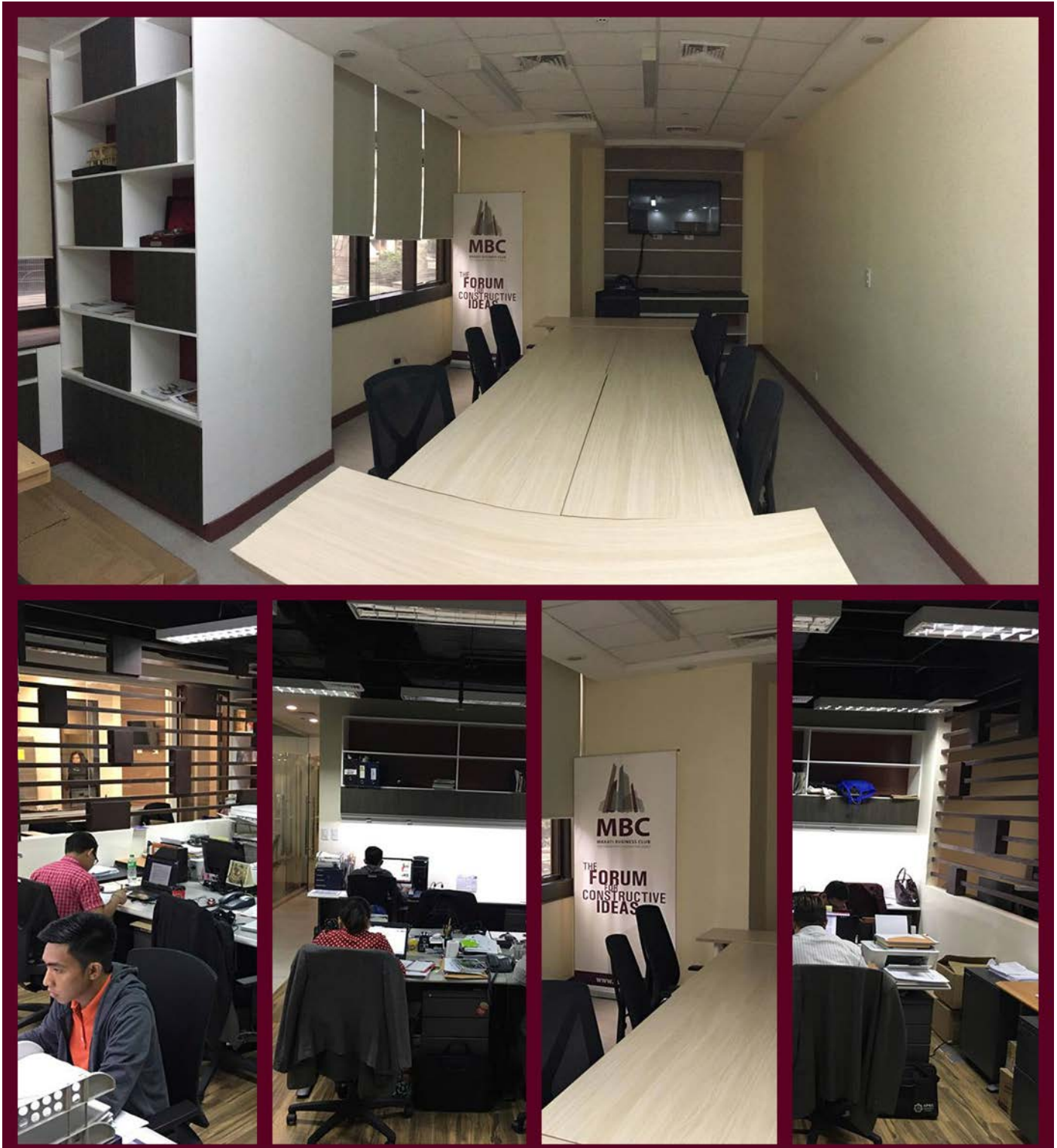


BusinessWorld MBC Special Supplement



4) SECRETARIAT SUPPORT

A major portion of the anniversary fundraising drive was allocated for the renovation of the MBC office at the AIM Conference Center in Makati. With its new conference room, MBC can now host meetings and roundtable discussions at the office. A portion of the funds will also be added to the MBC Secretariat's retirement fund.



TRADE AND INVESTMENT PROMOTION

The Philippines hosted the 31st Association of Southeast Asian Nations (ASEAN) Summit in 2017, and being in the global spotlight once again increased foreign investors' interest in the Philippines. During this year, MBC took part in a number of local and international events promoting bilateral relations beyond its existing partners in the Business Councils program. MBC also explored multilateral partnerships through its participation in regional economic forums—representing the Philippine business community to the world.





The Philippine-British Business Council (PBBC) was founded on November 13, 1995 in Manila, in the presence of Philippine Trade and Industry Secretary Rizalino Navarro and British Minister of State Lord Fraser. The council's objectives are to create a forum for contact and mutual business development between council members, identify areas where the business sector of both countries could work together for mutual benefit, and identify targeted sectors for future collaboration and work programs, among others.

The council is currently chaired by Ambassador Jesus Tambunting OBE. The Makati Business Club serves as the secretariat for the PBBC.

2017 Activities and Supported Events

30-31 March - Davao Trade and Investment Mission

Taking stock of emerging opportunities for Philippine and British companies to do business in Mindanao, the PBBC co-organized a trade and investment mission to Davao City, in cooperation with the British Embassy in Manila and the British Chamber of Commerce in the Philippines. Priority sectors included energy, information technology, agribusiness, and infrastructure.

8 June - Awarding of the Order of the British Empire to PBBC Chairman Jesus P. Tambunting

Her Majesty Queen Elizabeth II recognized Ambassador Jesus Tambunting as an Officer of the Order of the British Empire. The honorary award was given by British Ambassador Asif Ahmad.

27 July - Dinner for Outgoing British Ambassador Asif Ahmad

Hosted by the PBBC Chairman, the dinner was in celebration of the work of British Ambassador Asif Ahmad during his four-year posting in the Philippines.

10 August - Duterteonomics Forum

Jointly hosted by the PBBC, the British Chamber, and MBC, the Duterteonomics forum gathered the administration's economic team to discuss the business sector's role in delivering the administration's socio-economic agenda.

7 November - PBBC-MBC-British Chamber Joint Membership Meeting with British Ambassador Daniel Pruce

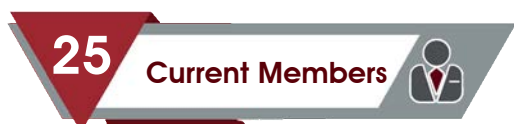
The joint meeting was Ambassador Daniel Pruce's first official meeting with the Philippine business sector, after he assumed his post in October 2017.

22 November - Partners for Infrastructure: Seminar on Third-Country Partnerships and Aid-Funded Business

Complementing the government's strong drive for infrastructure development in the Philippines, the British Embassy in Manila, the PBBBC, and MBC organized an infrastructure seminar to highlight key opportunities for partnership among the government, international development organisations, and the business sector, especially in project delivery for infrastructure projects in the Philippines. DPWH Secretary Mark Villar delivered the keynote message.

23 November - UK Infrastructure Mission: Site Visit to Clark and Meeting with BCDA

As a part of a two-day infrastructure mission, Philippine, British, and Japanese companies had a dialogue with Bases Conversion and Development Authority (BCDA) president Vince Dizon, to discuss emerging possibilities for doing business in Clark and the planned New Clark City in Tarlac.



The Philippines-France Business Council was launched on October 6, 1998 in Manila, with Philippine Trade and Industry Undersecretary Melito Salazar and French Minister of Foreign Trade Jacques Dondoux in attendance. The council's objectives are to identify and develop areas of cooperation between French and Philippine corporations; to encourage and develop further investments; to enhance and expand trade links; and to develop and foster cooperation between French and Philippine companies in third-party countries in the Asia-Pacific region.

The council is currently chaired by Anthony Huang Jr. The Makati Business Club serves as the secretariat for the PFBC.

2017 Activities and Supported Events

22 June - Launch of the PH-FRA Commemorative Book by the French Embassy in Manila

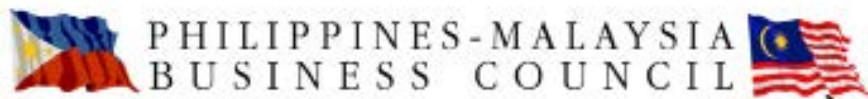
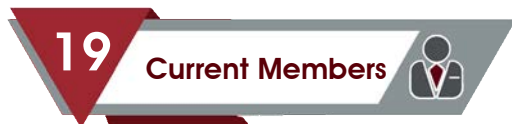
MBC and PFBC are both featured in the book as long-standing partners of the Embassy of France in Manila in promoting shared values and in further driving common growth for the Philippines and France, especially in trade and investment.

7 September - Eiffel Tower Awards and Exhibit Launch

Sponsored by French company Janat International and supported by PFBC, a section of the original staircase of the Eiffel Tower was put on exhibit at the Makati Shangri-La as part of the 70th anniversary celebration of bilateral ties between France and the Philippines.

December - Message of the Chairman for the Philippine Embassy in France's Commemorative Book

The book was released by the Philippine Embassy in France in December 2017 to commemorate 70 years of France-Philippines ties.



The Philippines-Malaysia Business Council (PMBC) was established in 1996 to promote trade and investments between the Philippines and Malaysia. It is composed of top business executives who seek to explore business opportunities between the two countries and to promote the exchange of views on policies of mutual concern.

The council is currently chaired by Ramon Ang. The Makati Business Club serves as the secretariat for the PMBC.

2017 Activities and Supported Events

8 March - PMBC-MPBC Joint Breakfast Meeting with Malaysian Ambassador Dato Raszlan Abdul Rashid

The members of PMBC met with their counterparts from the Malaysia-Philippines Business Council, Ambassador Rashid, and International Trade Minister Dato' Seri Mustapa Mohamed to discuss ways forward in promoting mutual growth in two-way trade and investment.

8 March - PMBC-MATRADE Breakfast Meeting with the Malaysian Minister of International Trade and Industry Dato' Seri Mustapa Mohamed

The discussion included updates on the state of Philippine-Malaysian economic ties, key sectors with robust engagement and steady growth, and opportunities for shared development.





The Philippines-Singapore Business Council (PSBC) was established on October 13, 1994 in the presence of Philippine President Fidel Ramos and Singapore Prime Minister Goh Chok Tong. The council's objectives are to identify and develop areas of cooperation between both countries' private sectors; to encourage and develop further investment in both the Philippines and Singapore; to encourage and develop trade links between both countries; to encourage joint exploration of business opportunities in third countries; to identify business opportunities, particularly at the level of small- and medium-sized enterprises; and to enhance networking, contacts, and exchange of information between the private sectors of both countries.

The council is currently chaired by Guillermo Luchango. The Makati Business Club serves as the secretariat for the PSBC.

2017 Activities and Supported Events

3 August - PSBC Conference 2017

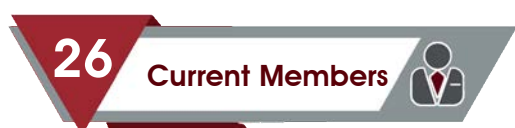
With over 150 guests in attendance, the PSBC, headed by co-chairman Guillermo Luchango, hosted their counterparts from Singapore led by PSBC co-chair Lo Chin Chua, chairman of Keppel Corporation Limited. National Economic Development Authority Director-General Ernesto Pernia delivered the conference keynote message.

3 August - PSBC One-on-One Business Networking Sessions

Following the PSBC Conference, the council provided a venue for the visiting delegation to explore partnership opportunities with Philippine companies. Over 30 one-on-one business meetings were arranged by the council secretariat for 15 Singaporean executives and 18 Filipino company heads.

6-9 November - IE Singapore Environmental Infrastructure Mission

The delegation from Singapore was composed of companies doing business in clean energy and waste-to-energy solutions, water management systems, environmental technology, and industrial development.





The Philippines-United States Business Council (PUSBC) is composed of the top executives of leading corporations in the Philippines with close business ties to American corporations. It was organized in 1987 after President Corazon Aquino's state visit to the US. The council's objectives are to enhance and promote Philippine-US business relations through its counterpart US-Philippine Business Committee, the Philippine-American Chamber of Commerce, the US-ASEAN Business Council, and individual companies and partners. Over the long term, the tangible results expected are increased trade and investments from the US.

The council is currently chaired by Ambassador Jose Cuisia Jr. The Makati Business Club serves as the secretariat for the PUSBC.

2017 Activities and Supported Events

21 February - Business Dialogue with the US-Philippines Society

The PUSBC hosted the visiting delegation of the USPS, as part of the latter's Board of Directors Program in Manila. The dialogue underscored the enduring bilateral ties of the US and the Philippines, through their business communities, despite both countries' transitions in government administrations and their respective pivot in foreign policy direction.

26 July - Joint Business Luncheon with the US-ASEAN Business Council Senior Business Mission

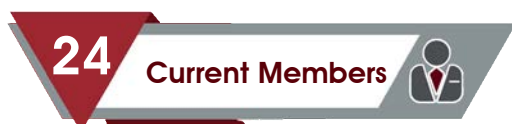
Led by Ambassador Cuisia, the PUSBC joined the senior business delegation of the US-ABC to discuss an emerging threat for business: cyber security. Resource speakers included representatives from the Department of Information and Communications Technology, the Joint Cyber Security Working Group (an initiative of the US Embassy in Manila), and the US Federal Bureau of Investigation.

8 September - MBC Conversations on Cyber Security – Joint Meeting with US-ABC and PUSBC

As a follow-up to the previous meeting on cyber security, the PUSBC in partnership with MBC and US-ABC met with Luke Forsyth, Cyber Security Principal of KPMG, to discuss building resilience against the emerging threats of cyber security.

8 September - Dinner for Ambassador Sung Kim and Ambassador Jose Manuel Romualdez

A late-welcome dinner was hosted by the Business Council for Ambassador Sung Kim, who arrived in December 2016 to start his tour of duty in Manila. It doubled as a send-off dinner for Ambassador Jose Manuel Romualdez before he began his post in Washington, DC.



HIGH-LEVEL BUSINESS DIALOGUE WITH INDONESIA'S MINISTER OF TRADE



MBC hosted a high-level breakfast meeting with a business delegation from Indonesia headed by Rosan Roeslani, chairman of the Indonesian Chamber of Commerce and Industry (KADIN Indonesia). Guest speakers included Thomas Lembong, chairman of the Indonesian Investment Coordinating Board (BKPM), and Iman Pambagyo, Director General for International Trade of the Indonesian Ministry of Trade.



Signing of Memoranda of Agreement (MOUs) between Philippine and Indonesian companies. (L-R, standing) Director General Pambagyo, Shinta Kamdani (KADIN Indonesia Vice-Chairman for International Relations), Rosan Roeslani (KADIN Indonesia Chairman), Ambassador Ma. Lumen Isleta (PH Ambassador to Indonesia), Aurelio Montinola III (MBC Trustee), George Barcelon (PCCI President), and Thomas Lembong.

Alongside the celebration of the 50th year since the establishment of the Association of Southeast Asian Nations (ASEAN), 2017 also marked 68 years of bilateral relations between the Philippines and Indonesia, which was established in November 24, 1949.

The event included the signing of 12 memoranda of understanding between Philippine and Indonesia companies for joint ventures, signifying their aim to further increase trade and investment between the Philippines and Indonesia. MBC, the Philippine Chamber of Commerce and Industry, KADIN Indonesia, and key representatives from the Philippine and Indonesian governments witnessed the signing.

OTHER FOREIGN BUSINESS MISSIONS SUPPORTED BY MBC

● EU-Philippines Business Summit (17 October)

The EU-Philippines Business Summit, held in celebration of EU-Philippine trade and investment ties, facilitated dialogue between key industry players and government. MBC was represented by its Executive Director Peter Perfecto in the discussion panel for trade and investment opportunities.

● EU Green Technologies Business Mission (26-27 October)

Led by the EU Business Avenues in Southeast Asia, the delegation included a range of companies with innovative solutions in the areas of photovoltaic, wind, wave, waste-to-energy power generation,

REGIONAL AFFILIATES

The Makati Business Club maintains links with independent business clubs based outside Metro Manila through its Regional Affiliates Program. This program enables the MBC to exchange information and ideas with other business clubs in the different parts of the country regarding business and economic issues, helps build consensus among the business groups on issues of national interest, and promotes more business interaction.

The following are MBC's partner business organizations:

- ARMM Business Council
- Bangsamoro Federal Business Council
- Cagayan de Oro Chamber of Commerce
- Calamba City Business Club
- Cebu Business Club
- Davao City Chamber of Commerce
- Iligan Bay Chamber of Industries
- Iloilo Business Club
- Metro Batangas Business Club
- Mindanao Business Council
- Muslim Business Forum
- Sta. Rosa City Business Club



On March 18, 2018, the Bangsamoro Federal Business Council (BFBC) officially joined the roster of independent business councils under the MBC Regional Affiliates Program. Following the signing, MBC supported BFBC's Bangsamoro Economic Forum, where discussion covered the government's robust drive for regional development, especially in Mindanao; the on-going siege in Marawi, and its effects on the local economy; and opportunities for the business sector to contribute to Marawi's rehabilitation.



The APEC Business Advisory Council (ABAC) was created by the APEC Economic Leaders in November 1995 to provide advice on the implementation of the Osaka Action Agenda and on other specific business sector priorities, and to respond when the various APEC fora request information about business-related issues or provide the business perspective on specific areas of cooperation.

ABAC Philippines is represented by Tomas Alcantara (MBC member), Joanne de Asis, and Lance Gokongwei (MBC member). Former MBC executive director Guillermo Luz and Francis Chua serve as ABAC Philippines alternate members.

MBC provides secretariat support to ABAC Philippines, with 2 staffers taking on administrative and substantive work for the ABAC program. The MBC Secretariat also continues to handle the financial accounts and banking transactions of ABAC Philippines.



In 2017, ABAC Philippines represented the Philippines in all four ABAC meetings, among other side meetings, under the theme, “Creating New Dynamism, Fostering Shared Future.” The principal output of these meetings and engagements was the ABAC Report to Leaders.

- ABAC 1 - Bangkok, Thailand on February 19-23
- ABAC 2 - Seoul, Korea on April 26-29
- ABAC 3 - Toronto, Canada on July 24-28
- ABAC 4 - Da Nang, Viet Nam on November 6-11
- APEC CEO Summit and Dialogue with APEC Leaders - Da Nang, Viet Nam on November 11-14

The ABAC Philippines representatives met with President Rodrigo Duterte at the sidelines of the APEC CEO Summit last November in Da Nang, Viet Nam, prior to the Annual ABAC Dialogue with Leaders and the APEC Leaders’ Meeting. The ABAC 2017 Report was formally presented to President Duterte in Davao prior to the Viet Nam trip.



APEC BUSINESS TRAVEL CARD



Asia-Pacific Economic Cooperation

MBC is one of only three business organizations authorized by the Department of Foreign Affairs to endorse applicants for the APEC Business Travel Card. Businessmen who meet the requirements and are issued an ABTC enjoy pre-cleared entry to participating APEC economies, multiple short-term entry to these economies, faster immigration processing on arrival, and access to special APEC lanes at major airports.

In 2017, MBC processed 34 new and 53 renewal applications for the ABTC, of which 100% were approved. Through this program, more MBC members and affiliates get to enjoy the benefits of a smoother and efficient business travel experience within the Asia-Pacific region.

The economies currently participating in the APEC Business Travel Card scheme are Australia, Brunei Darussalam, Chile, Chinese Taipei, Hong Kong, Indonesia, Japan, Republic of Korea, Malaysia, Mexico, New Zealand, Papua New Guinea, People's Republic of China, Philippines, Peru, Russia, Singapore, Thailand and Viet Nam.



POLICY ADVOCACY

An integral part of the Makati Business Club's mission to contribute to nation-building is its policy advocacy and reforms agenda. The Club presents its members an avenue to understand critical policy issues and share their insights and recommendations in the formation of MBC's positions. MBC also engages in discussions on other important societal issues such as on education, the environment, and peace and order. The Club continues to collaborate with other Philippine business organizations, as well as with the Joint Foreign Chambers.

The Makati Business Club, as a business organization that provides a forum for constructive ideas, focuses on policy advocacy work and public-private partnerships. As such, its Board and Secretariat participate in public and private meetings and attend committee hearings on relevant legislative bills, such as on tax reform, energy efficiency, amendments to the Constitution, economic and social reforms, and freedom of information, among others. MBC also presents its views by participating in various conferences, roundtable meetings, and press interviews. Its policy advocacy thrust is supported by the Secretariat's research work on relevant socioeconomic and national issues. The Club also submits position papers, produces publications, and organizes events such as conferences and business matching sessions to support its mandate to be the voice of Philippine business.

MBC's policy advocacy efforts are boosted through its publications, which provide independent and critical analysis of key issues of national and business interest. In 2017, MBC released a total of 3 *MBC Research Reports*, 9 position papers and statements, 6 *MBC Forum* publications, 3 *Philippine Economy At-a-Glance* reports, and 1 *MBC CongressWatch Report*, aside from numerous website e-news articles. MBC also circulates *MBC Notes*, a report containing highlights of discussions and action points raised during MBC's roundtable discussions and small group meetings.

The following were the key advocacies and priority issues of MBC in 2017:

- Amending the economic provisions in the Philippine Constitution
- Rationalization of fiscal and non-fiscal incentives
- Freedom of information
- Proposed shift to federalism
- Energy efficiency
- Ease of doing business
- Reducing trade barriers

PRESS STATEMENTS AND POSITION PAPERS IN 2017

TITLE	RELEASE DATE
PBG-JFC Letter to Executive Secretary Salvador Medialdia Presenting the 12 Legislative Reform Measures for the 17th Congress	January 15
PBG-JFC Statement Calling for the Full Implementation of the Sin Tax Law	January 18
MBC Statement at the Hearing of the Senate Sub-committee on the Paris Agreement	March 8
PBG-JFC Statement on the Expeditious Completion of the EDSA Common Station	March 15



MBC Letter to Senate Committee on Energy Chair Sherwin Gatchalian on SB 30, Energy Efficiency Bill	March 24
PBG-JFC Letter to Senate Committee on Education, Arts and Culture Chair Francis Escudero	March 24
MBC Statement on the Recent Filings of Impeachment Complaints	September 14
MBC Statement on the WEF Global Competitiveness Report 2017-2018	September 27
MBC Statement Against Revolutionary Government	November 19

PUBLICATIONS IN 2017

PUBLICATION	NUMBER PUBLISHED
Statements and Position Papers	8
MBC Research Report	6
Primers	1
MBC Forum	6
Philippine Economy At-a-Glance	3
MBC CongressWatch Report	1
Annual Report 2016	1
PH-British Business Council Newsletter	3
PH-US Business Council Newsletter	2
PH-France Business Council Newsletter	2
PH-Singapore Business Council Newsletter	2
PH-Malaysia Business Council Newsletter	1

MBC ROUNDTABLE MEETINGS WITH VICE PRESIDENT LENI ROBREDO

As part of MBC's 35th Anniversary, the Club organized, in partnership with the Office of the Vice President (OVP) and the Institute for Leadership, Empowerment, and Democracy (iLEAD), the MBC Conversations on Policies and Business Affairs.

To continue with its commitment to be a forum for constructive ideas and action, MBC convened small roundtable meetings to discuss and address important issues as a concrete contribution to the promotion of sustainable and inclusive growth. Each conversation focused on 5 industries – IT-BPM, construction, manufacturing, agribusiness, and tourism – identifying challenges and chokepoints, as well as the interventions needed to further develop and strengthen the sectors. MBC tapped its network and engaged with experts and key stakeholders to look at potential models and best practices that would unlock the sectors' potential for employment generation and livelihood development.



For the OVP, they sought private sector inputs, commitment, and support toward a more strategic approach to the OVP's *Hanapbuhay, Angat Buhay Program, A Shared Value Strategy with the Private sector for Jobs Generation and Livelihood Development Program towards Inclusive Growth and Poverty Alleviation*. The output of the conversations formed part of the Vice President's address to the business community in a meeting in October 2017. The joint membership meeting was co-organized by MBC, the Philippine Chamber of Commerce and Industry (PCCI), Management Association of the Philippines (MAP), Philippine Exporters Confederation (PHILEXPORT), and the Semiconductors and Electronics Industries of the Philippines Inc. (SEIPI). The heads of the different organizations raised questions and posed recommendations to the Vice President as they indicated their support in helping with poverty alleviation and job generation.



The MBC Primer entitled, “From Local to Global: Borderless Business for MSMEs,” was launched on July 17, 2017 at the ASEAN MSME Summit 2017. This publication was developed to serve as a guide for Philippine MSMEs poised to engage in trade with foreign markets. It explains the trade opportunities offered by the different free trade agreements that the Philippines is part of. It also lists various government support programs to assist MSMEs, from starting a business to reaching out to overseas market. The primer was produced with the direct support of USAID and the Department of Trade and Industry.

MBC SUPPORT FOR THE PARIS AGREEMENT


In March 8, 2017, the Makati Business Club appeared before the Senate Sub-Committee on the Paris Agreement, encouraging the Philippine government to ratify the Paris Agreement in the Philippines. The agreement is a landmark achievement in establishing an inclusive, pragmatic, and sustainable framework aimed at progressively strengthening global efforts to address the rising environmental, social, and economic risks posed by climate change.

Moving forward, MBC has expressed its commitment to work with the private sector, in partnership with the government, in the creation of a robust climate policy framework to pave the way for a fundamental and long-term response to climate change. MBC met with Department of Energy Director Patrick Aquino to discuss Senate Bill No. 30, which seeks to institutionalize a policy framework in promoting energy efficiency and conservation. This is one meaningful step to help the country achieve its Paris Agreement commitments.

SURVEYS

MBC Executive Opinion Survey 1-2017

In the First Semester Executive Outlook Survey for 2017, MBC members expressed a highly optimistic outlook for the Philippine economy to either surpass or sustain the previous year's 6.8% GDP growth, despite anticipating an increase in inflation and interest rates, coupled with a critical outlook on trade. The Philippines' GDP growth rate in 2017 had a minimal decrease, at 6.7%.



MBC
MAKATI BUSINESS CLUB
THE THROAT OF PHILIPPINE GROWTH

MAKE YOUR OPINION COUNT

First Semester 2017

EXECUTIVE OUTLOOK SURVEY

THE ECONOMY

What is your outlook for the Philippine economy in 2017?

INDICATORS	2017 OUTLOOK	Reference Figures YEAR 2016
GDP Growth	<input type="checkbox"/> Better than 2016 <input type="checkbox"/> Same as 2016 <input type="checkbox"/> Worse than 2016	6.8%
Inflation Rate	<input type="checkbox"/> Higher than 2016 <input type="checkbox"/> Same as 2016 <input type="checkbox"/> Lower than 2016	1.8%
91-Day T-bill Rate (average)	<input type="checkbox"/> Higher than 2016 <input type="checkbox"/> Same as 2016 <input type="checkbox"/> Lower than 2016	1.5%
Peso-Dollar Rate (year-end)	<input type="checkbox"/> Same as end-2016 rate <input type="checkbox"/> Appreciating _____ % or more over end-2016 rate <input type="checkbox"/> Depreciating _____ % or more over end-2016 rate	P49.82/US\$
Total Approved Foreign Investments	<input type="checkbox"/> Higher than 2016 <input type="checkbox"/> Same as 2016 <input type="checkbox"/> Lower than 2016	P89.4 billion
Exports	<input type="checkbox"/> Higher than 2016 <input type="checkbox"/> Same as 2016 <input type="checkbox"/> Lower than 2016	US\$51.36 billion (January – November)
Imports	<input type="checkbox"/> Higher than 2016 <input type="checkbox"/> Same as 2016 <input type="checkbox"/> Lower than 2016	US\$73.72 billion (January – November)

CORPORATE PERFORMANCE

How do you expect your company to perform in terms of...

Gross revenues in 2017?

☐ Plus (+) _____ % vs 2016 ☐ No change
☐ Minus (-) _____ % vs 2016

Net Income in 2017?

☐ Plus (+) _____ % vs 2016 ☐ No change
☐ Minus (-) _____ % vs 2016

How much in additional investments (new or expansion projects) will your company be making in year 2017? _____ Million Pesos

What best describes your company's hiring practices for year 2017?

☐ Hire / Expand workforce by _____ % of workforce
☐ Hold workforce size steady
☐ Lay off / Downsize by _____ % of workforce

Thank you for answering this survey.
Kindly fax back the accomplished form on or before
28 February 2017, Tuesday to the MBC Secretariat
at 750-7405 / 750-7406 / 751-1160.

Required:

ISSUES

During his electoral campaign, President Rodrigo Duterte has strongly pushed for federalism, and has since urged the Congress to fast-track the country's shift to a new form of government.

On December 7, President Duterte signed Executive Order 10, mandating the creation of a 25-member consultative committee tasked to review constitutional provisions – including, but not limited to "structure and powers of the government, local governance, and economic policies". After six months, the committee will submit its recommendations to the President, who, in turn, will submit the findings to the Congress.

We would like to know your opinion on this matter.

Is there a need to amend the Constitution? (Check only one.)

☐ Yes
☐ No
☐ Undecided

If Yes, will you support the... (Check all that apply.)

☐ Shift to Federalism?
☐ Lifting of economic restrictions?
 Others: _____

Should the amendments to the Constitution be pursued, would you prefer amending it through... (Check all that apply.)

☐ Constitutional Assembly?
☐ Constitutional Convention?
☐ Undecided

RESPONDENT DATA

Position

☐ Top Management (Chairman, President, CEO, COO, EVP, SVP, Managing Partner or equivalent)
☐ Middle Management (VP, AVP, Manager or equivalent)
☐ Others (please specify) _____

Nationality

☐ Filipino ☐ Foreigner

Industry / Sector

☐ Agriculture/ Agribusiness ☐ Services
☐ Industry: Manufacturing ☐ Diversified / Conglomerate
☐ Industry: Non-Manufacturing

Company Size (in annual revenues)

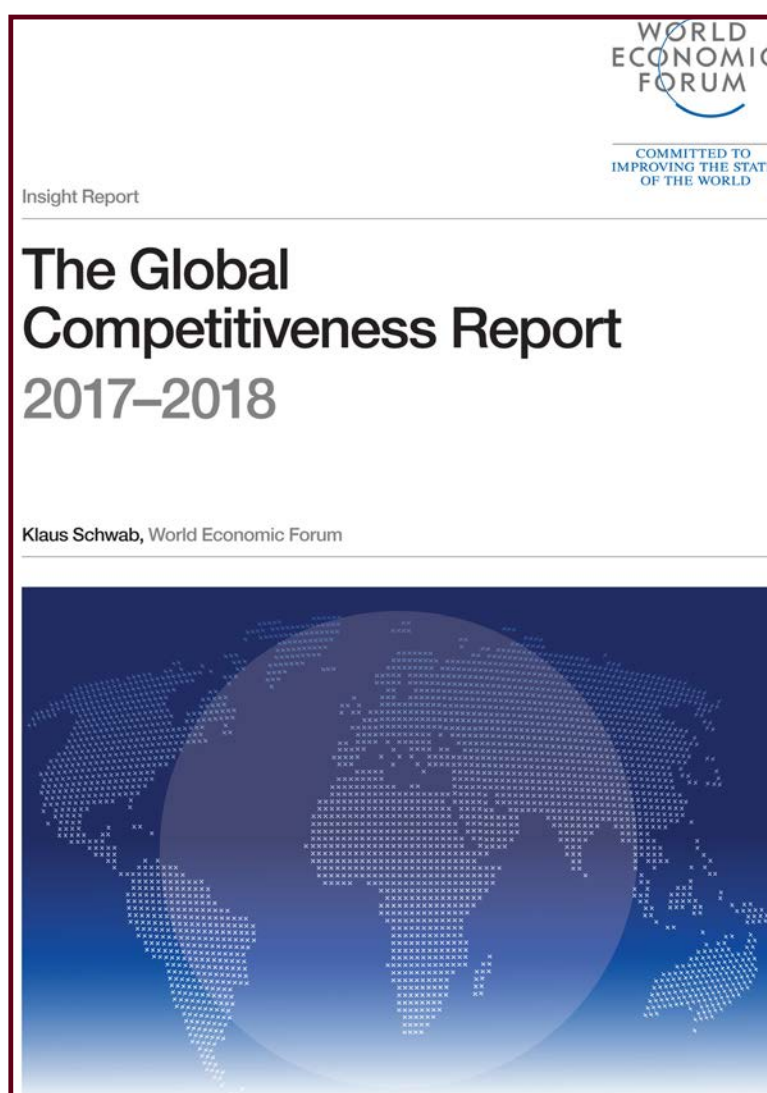
☐ Less than P100M ☐ P500M - P999M
☐ P100M - P299M ☐ Over P999M
☐ P300M - P499M

World Economic Forum (WEF) Global Competitiveness Report 2017-2018

In the Global Competitiveness Report 2017-2018, the Philippines went up in global competitiveness rankings by 1 notch, from 57th in 2016 to 56th in 2017. However, the country slid down the ASEAN rankings from 5th in 2016 to 7th out of 9 in the region in 2017. (Myanmar has not been included in the Report since 2016.)

In 2017, the Philippine's highest gains, by pillar, were in market size (4 notches higher than its 2016 ranking), labor market efficiency (4 notches up), and higher education and training (3 notches up). Macroeconomic environment remained the country's highest-ranking pillar.

MBC is the World Economic Forum's official partner institute in the Philippines and is in charge of administering the Executive Opinion Survey, a major component of the WEF Global Competitiveness Report.





PROJECTS AND PARTNERSHIPS

MBC's IDAR Project, with initiatives that explored expanding and deepening the country's trade agreements, concluded successfully with the completion of its deliverables in 2017. New partnerships were forged to increase MBC's initiatives to promote SDGs in business. Through its involvement in Integrity Initiative, Inc., MBC continued advocating for and promoting good corporate governance and transparency in business-government transactions in 2017.

IDAR PROJECT

From 2014 to 2017, MBC partnered with USAID for a project entitled “Information Dissemination and Advocacy on the Philippines’ Readiness for ASEAN Economic Community (AEC) in 2015 and Participation in the Trans-Pacific Partnership (TPP)”, or IDAR for short. The goal was to engage the Philippine government, business, media, and policymakers in a series of dialogues and informative discussions that will open the country to trade and investment partnerships in the APEC and ASEAN regions.

By releasing comprehensive research studies and primers, conducting educational fora, and holding dialogues with key stakeholders, MBC facilitated the sharing of knowledge regarding the nature of these agreements and helped pursue the policy and regulatory reforms required to enable the Philippines to fully participate in and benefit from these or other high-level free trade agreements.

Commencing in 2014, the three-year project concluded in 2017 with 3 primers, 4 research studies, 2 educational seminars for government and media, 2 consultative fora, and 5 dialogues with high-level government officials. MBC’s network of business executives, friendly working relationship with the government, and linkages with the academe enabled the organization to successfully implement the project while engaging different stakeholders effectively to communicate important issues about new generation trade agreements and how the Philippines can minimize the risks and maximize the benefits from these international deals.

IDAR PUBLICATIONS

PUBLICATION	DATE PRODUCED	TYPE OF PUBLICATION
“Examining Philippine Trade Structure and Barriers to Trade and Investment”	February 2015	Research Study
“Pathways to the Free Trade Area of the Asia-Pacific”	October 2015	Primer
“Examining Philippine Trade Structure and Barriers to Trade and Investment”	March 2016	Primer
“The Philippines’ Readiness for the Trans-Pacific Partnership Agreement”	July 2016	Research Study

“An Economic Evaluation of the ASEAN Free Trade Agreement: The Case of the Philippines”

January 2017

Research Study

“From Local to Global: Borderless Business for MSMEs”

July 2017

Primer

“Study on New Generation Trade Agreements and Philippine Agriculture”

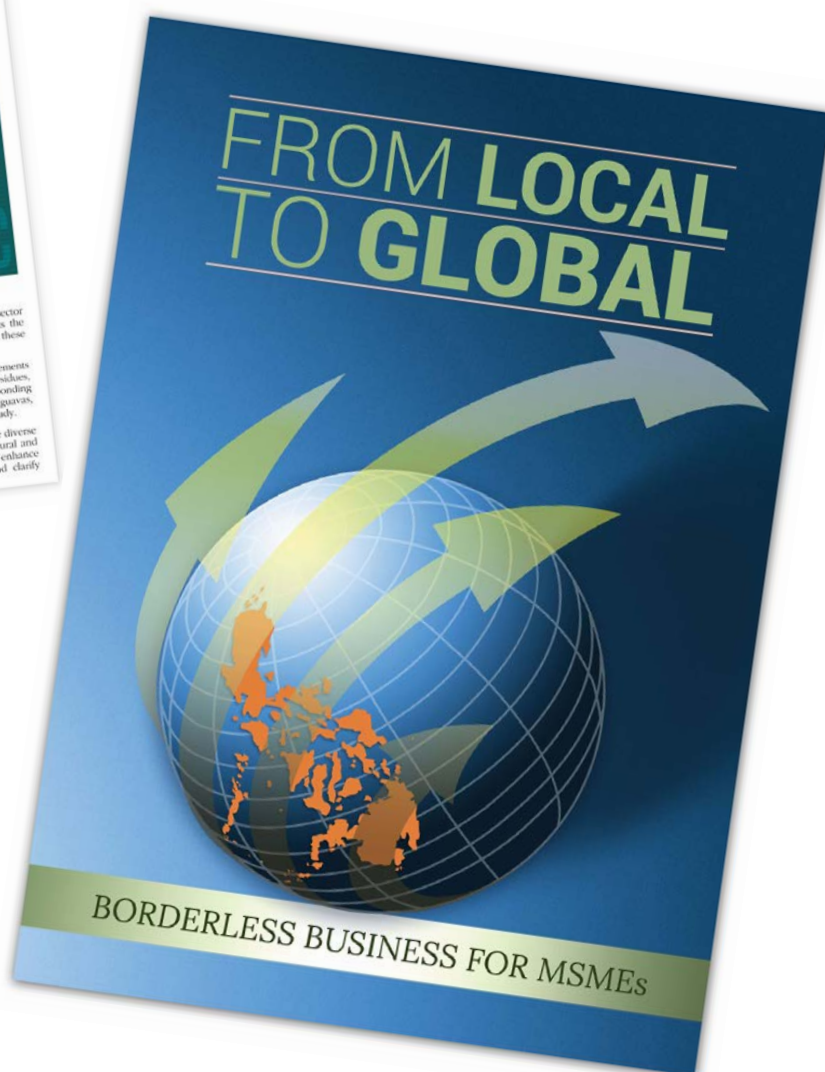
September 2017

Research Study

“Exploitation of Intellectual Property Rights by Pharmaceutical Companies in the Philippines”

September 2017

Research Study



IDAR EVENTS

EVENT	DATE CONDUCTED	EVENT TYPE
[IDAR-supported] PBG-JFC Meeting	8 July 2014	Meeting
[IDAR-supported] PBG-JFC Dialogue with Congress	26 November 2014	Dialogue
“In Aid of Legislation: Understanding Regional Economic Integration”	23-24 October 2014	Workshop
[IDAR-supported] PBG-JFC Meeting	22 April 2015	Meeting
[IDAR-supported] Dialogue with Senate President Franklin Drilon	6 August 2015	Dialogue
Briefing with Peter Petri	16 September 2015	Briefing
[IDAR-supported] PBG-JFC Dialogue with Economic Cluster	16 October 2015	Dialogue
“Pressing the Agenda: The Philippines and International Trade Agreements”	5 December 2015	Workshop
[IDAR-supported] PBG Dialogue with House of Representatives	2 December 2015	Dialogue
[IDAR-supported] PBG-JFC Technical Working Group Meeting	14 June 2016	Meeting
“Roundtable on the Trans-Pacific Partnership: What It Means for Industries”	20 April 2016	RTD/ Consultation
“Philippine Services Conference and Roundtable Discussion: Creating Synergies and Value for Global Participation”	4 October 2016	RTD/ Conference/ Consultation

SDGs IS OUR BIZ PROJECT



In 2017, a **UNDP Private Sector Advisory Council for Sustainable Development Goals (SDGs)** was established through a memorandum of understanding signed on December 13, 2017. MBC was one of the 5 business groups that signed the MOU, together with Philippine Business for the Environment (PBE), Philippine Chamber of Commerce and Industry (PCCI), Philippine Business for Social Progress (PBSP), Philippine Disaster Resilience Foundation (PDRF), and the Global Compact Network Philippines.

Members of the council will collectively promote measurement of and reporting on SDG contribution using the guidance document and reporting platform developed in the SDGs is Our Biz project, as well as impact measurement through the Business Call to Action (BCtA) initiative, especially among their members and the MSME sector. They will also engage the public sector to formulate incentives for SDGs-contributing businesses and activities at the national and local level.

Part of MBC's commitment is to reach out to top-level management and industry leaders to promote the adoption of the 17 sustainable development goals in company policies, operations, and culture. As awareness of SDGs among businesses increases, practical guidance and direction in integrating SDGs into business activities is critical.

The SDGs is Our Biz project is all about guiding Philippine businesses in integrating SDGs into their business models and CSR initiatives. Together with the Ateneo Institute of Sustainability, the project developed a platform for evidence-based decision making, sharing of best practices, and creating knowledge among companies, government, and other stakeholders that will better recognize and strengthen the role of the private sector in achieving these goals by 2030.

MBC actively participated in several consultation sessions and workshops through six months of the project's implementation and contributed to the development of the Assurance Protocol and Recognition System. Linked to this output is the establishment and operationalization of a mechanism that will allow for regular dialogue between government and the private sector on SDGs, not just to ensure integration of private sector inputs to the national report on SDGs, but to serve as a venue to discuss and agree on a research agenda to improve the enabling



Through MBC's regional affiliates—the Mindanao Business Council and Cebu Business Club—the United Nations Development Programme and the Philippine Business for the Environment have successfully organized SDG Roadshows for enterprises and business organizations in Cebu (October 23-24, 2017) and Davao (October 26-27, 2017). The roadshows featured lectures and workshops on the Philippine business sustainability context, providing guidance on how to measure and report contributions and helping businesses them value their role in achieving the goals.

INTEGRITY INITIATIVE

Integrity Initiative, Inc. is a non-profit organization incorporated on July 9, 2013 under the direction and purview of a Board comprised of representatives from MBC, the Financial Executives Institute of the Philippines, the Management Association of the Philippines, American Chamber of Commerce of the Philippines, and European Chamber of Commerce of the Philippines. II, Inc. is primarily engaged in a long-term private sector-led campaign to promote common ethical and integrity standards in the business community and among the various sectors of society.

In 2017, MBC co-organized the following II, Inc. events:



Special Forum on Corporate Governance Best Practices with the British Embassy (March 3)



Forum with TRACE Internationals' Alexandra Wrage (May 25)

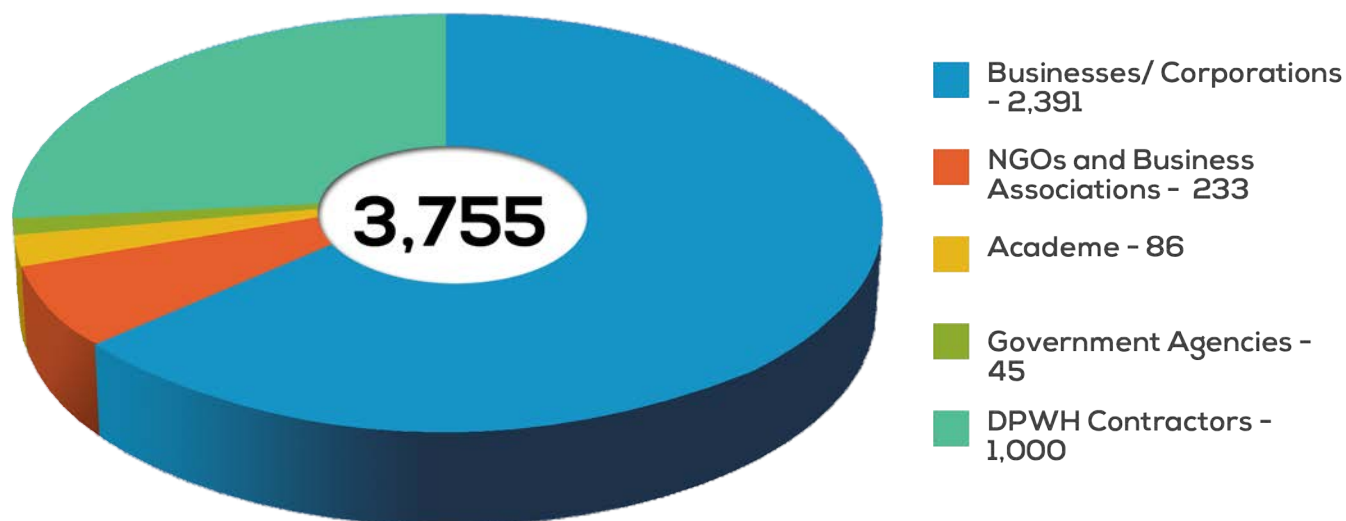


Forum: Special Launch of the Seal of Honesty Certification Program with Vice President Leni Robredo (May 31)

The Seal of Honesty was crafted by the Center for Strategic Reforms of the Philippines, in partnership with the Bureau of Internal Revenue, the Department of Trade and Industry, and the II, Inc.

Integrity in Numbers

Since its incorporation, more business associations are joining the Integrity Initiative campaign to institutionalize a standard and ethical way of doing business in the Philippines. A total of 3,755 corporations, business and non-government associations, national government agencies, members of the academe, local government units, and DPWH contractors have signed the Integrity Pledge. These organizations will be committing their suppliers, members, and other partners to adopt the Unified Code of Conduct for Business..



It, Inc. also welcomed its first 9 premium and 2 regular members, who have been supporters of the initiative since its inception.

Premium (Platinum Category) Members



Regular Members



PHILIPPINE DAILY INQUIRER'S "BUSINESS MATTERS"

Since 2008, MBC has partnered with the *Philippine Daily Inquirer* to publish the regular Saturday column "Business Matters." The column has served as a platform for MBC thought leaders to share their insights on national issues, as well as to raise awareness on such matters as business integrity, corporate responsibility, and good governance. In 2017, 50 articles were featured in the column by the following contributors tapped by MBC:

- Ramon del Rosario, Jr.
- Roberto F. de Ocampo
- Amb. Jose L. Cuisia Jr.
- Edilberto de Jesus
- Corazon dela Paz-Bernardo
- Bernardo M. Villegas
- Tommy I. Alcantara
- David L. Balangue
- Guillermo M. Luz
- Peter Perfecto

FYLPRO (Filipino Young Leaders Program)

The brainchild of former Philippine Ambassador to the US and MBC trustee Jose L. Cuisia Jr. and his wife, Victoria, in partnership with Ayala Foundation, FYLPro selects 10 outstanding young professionals from Filipino communities across the United States and other US territories and provides them with access to private and public sector leaders in the Philippines. Since 2012, MBC has been supporting FYLPro, mainly by hosting a luncheon where the delegates get to network and dialogue with Philippine business leaders.



The visit of the sixth cohort, from October 9 to 13, 2017, gave the delegates invaluable community, business, government, and cultural insights that would hopefully build empathy towards Filipino communities in the Philippines and the US. As the culmination of their varied interactions, the delegates design their own legacy projects that will benefit a community in the Philippines.



UNITED FOR MARAWI CONSORTIUM



Previous initiatives to address disasters in the Philippines have had struggles in the planning and implementation phases, and there has been a lack of coordination in addressing identified needs at the national and local levels. The private sector and civil society organizations have experienced implementing isolated and overlapping initiatives due to a lack of strategy for coordination.

To address this, several business groups, including MBC and non-government organizations have decided to work together to undertake response, recovery, and rehabilitation initiatives more systematically. With the creation of a consortium, addressing Marawi's needs will be based on the private sector's core operational strengths and the alignment of corporate social responsibility activities.



The consortium held a business leaders' summit, United for Marawi, on November 10, 2017. The event presented national and local governments' rehabilitation plans, listed at least 24 commitments and pledges, and provided a venue for stakeholders to collaborate on particular issues addressing post-conflict needs. The summit's outcome was the creation of a Technical Working Group that can integrate all private-sector efforts and coordinate these with the Task Force Bangon Marawi.

PROSPERITY FOR ALL ALLIANCE

The Department of Trade and Industry has been pushing for the 7Ms of entrepreneurship to boost Micro, Small, and Medium Enterprises' competitiveness. These 7Ms are mindset, mastery, mentoring, market, machine, money, and models.

In support of this advocacy, Presidential Adviser for Entrepreneurship and ASEAN Business Advisory Council chairman Joey Concepcion established the Alliance Towards Prosperity For All, a private sector-led campaign to build a multi-sectoral, multi-disciplinary alliance of organizations and individuals to pursue goals for MSME development for all ASEAN nations.



The private sector is championing three of the entrepreneurship elements-money, mentorship, and market. These 3Ms will be the anchor of all the private sector-led programs for MSME development under the Duterte administration and beyond. Companies, entrepreneurs, and advocates will create opportunities and facilitate infrastructure and financing for MSMEs that will harmonize with ongoing and future government programs.



Following the the 1st Technical Working Group Meeting on June 16, 2017, MBC and the Management Association of the Philippines were identified to champion the market element by convening an Inclusive Business (IB) Committee.

By including MSMEs in the ecosystem, companies can offer a more sustainable income and a wider market reach. The IB Committee, aims to prioritize MSMEs by providing market access and linkages to big brother companies.

UNICEF CHILDREN'S RIGHTS AND BUSINESS PRINCIPLES

UNICEF, in partnership with MBC, launched on June 14, 2017, the Children's Rights and Business Principles (CRBP) to members of the Philippine business community.

The CRBP is the first comprehensive set of principles to guide companies on the full range of actions they can take in the workplace, marketplace, and community to respect and support children's rights. While the business and human rights agenda has evolved significantly in recent years, a child rights perspective has not yet been sufficiently addressed.



By integrating these principles into the core strategies of business development, management, and operations, leaders can strengthen their existing corporate sustainability initiatives, while ensuring an increase in performance and growth. Moreover, these efforts build a trusted reputation within the community, improve risk management, and secure a social license to operate.

A commitment to children can also help recruit and maintain a driven and motivated workforce, and help build strong, well-educated communities that are vital to a stable, inclusive, and sustainable economic environment.

MBC is also a member of the following organizations and coalitions:

- Judicial Reform Initiative (JRI)
- Corporate Network for Disaster Response, Inc. (CNDRI)
- European Chamber of Commerce of the Philippines. (ECCP)
- Philippine Council for NGO Certification, Inc. (PCNC)

BOARD OF TRUSTEES AND SECRETARIAT



BOARD OF TRUSTEES 2016- 2017



Chairman

EDGAR O. CHUA

President and CEO, Cavitex Holdings Corporation



Co-Vice Chairman

JAIME AUGUSTO ZOBEL DE AYALA II

Chairman and CEO, Ayala Corporation



Co-Vice Chairman

ROBERTO F. DE OCAMPO

Chairman, Philippine Veterans Bank



Treasurer

AURELIO R. MONTINOLA III

Director, Bank of the Philippine Islands



Corporate Secretary

CIRILO P. NOEL

Chairman and Managing Partner, SGV & Co.



JOSE L. CUISIA, JR.

Chairman and CEO, Covenant Car Company



CORAZON S. DE LA PAZ-BERNARDO

Adviser to the Board, BDO Unibank, Inc.



RAMON R. DEL ROSARIO JR.

President and CEO, Philippine Investment Management, Inc.



DORIS MAGSAYSAY HO

President and CEO, A. Magsaysay, Inc.



GUILLERMO D. LUCHANGCO

Chairman and CEO, The ICCP Group



WILFRED STEVEN UYTENGSU JR.

President and CEO, Alaska Milk Corporation



SECRETARIAT



SECRETARIAT

PETER ANGELO V. PERFECTO
Executive Director

COCO ALCUAZ
Deputy Executive Director

MARIA ROXANNE V. LU
Programs and Projects Unit Director

Programs Unit
ELIZABETH A. BAUTISTA
ANTHONY PATRICK DP. CHUA
GENEVA C. GUYANO

Special Projects Unit
MAYA P. GABUNALES-BAROL
CHESKA THALIA B. CASTILLO
MAANE G. CAUTON

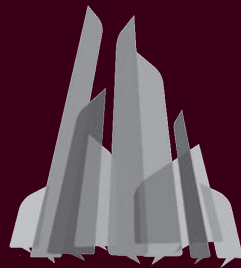
Support Services Unit
FELIX B. ALMONTE
CORA N. BAÑAGA
NERISSA A. BOLLOSA
ROBI F. DEL ROSARIO
BETTY A. LEGARZA
MARIA LUISA N. MAURICIO
EFREN M. TABORLONG

MAKATI BUSINESS CLUB, INC.
STATEMENT OF ASSETS, LIABILITIES AND FUND BALANCES
FOR THE YEAR ENDED DECEMBER 31, 2017

	2017			2016		
ASSETS	Restricted	Unrestricted	Combined	Restricted	Unrestricted	Combined
Current Assets						
Cash and cash equivalent	-	6,335,078.00	6,335,078.00	-	2,216,931.00	2,216,931.00
Short-term investments	-	3,720,470.00	3,720,470.00	-	3,668,388.00	3,668,388.00
Restricted assets	68,143,431.00	-	68,143,431.00	70,207,779.00	-	70,207,779.00
Receivables	-	4,602,584.00	4,602,584.00	-	6,814,050.00	6,814,050.00
Prepayments and other current assets	-	9,299,833.00	9,299,833.00	-	8,559,770.00	8,559,770.00
Total Current Assets	68,143,431.00	23,957,965.00	92,101,396.00	70,207,779.00	21,259,139.00	91,466,918.00
Non-current asset						
Property and equipment, net	-	5,237,272.00	5,237,272.00	-	784,444.00	784,444.00
TOTAL ASSETS	68,143,431.00	29,195,237.00	97,338,668.00	70,207,779.00	22,043,583.00	92,251,362.00
LIABILITIES AND FUND BALANCES						
Current Liabilities						
Accrued expenses and other liabilities	-	3,718,895.00	3,718,895.00	-	2,711,246.00	2,711,246.00
Membership fees collected in advance	-	4,554,708.00	4,554,708.00	-	5,728,949.00	5,728,949.00
Liability to members	-	1,350,000.00	1,350,000.00	-	1,350,000.00	1,350,000.00
Income tax payable	-	362.00	362.00	-	-	-
Total current liabilities	-	9,623,965.00	9,623,965.00	-	9,790,195.00	9,790,195.00
Non-current liability						
Retirement benefit liability	-	2,677,954.00	2,677,954.00	-	4,055,325.00	4,055,325.00
Total Liabilities	-	12,301,919.00	12,301,919.00	-	13,845,520.00	13,845,520.00
Fund Balances	75,354,174.00	9,682,575.00	85,036,749.00	78,205,023.00	200,819.00	78,405,842.00
TOTAL LIABILITIES & FUND BALANCES	75,354,174.00	21,984,494.00	97,338,668.00	78,205,023.00	14,046,339.00	92,251,362.00

MAKATI BUSINESS CLUB, INC.
STATEMENT OF REVENUES AND EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2017 AND 2016

		2017			2016		
		Restricted	Unrestricted	Combined	Restricted	Unrestricted	Combined
Revenues	Notes						
Donations and contributions	11	889,990	11,945,886	12,835,876	16,943,537	2,203,517	19,147,054
Membership fees		-	16,577,763	16,577,763	-	16,329,290	16,329,290
Admission fees on meetings		-	459,784	459,784	942,166	462,753	1,404,919
Advertising		-	324,000	324,000	-	99,143	99,143
Interest income	2.4	117,840	84,291	202,131	73,024	86,672	159,696
Others	12	-	3,908,541	3,908,541	-	940,362	940,362
		1,007,830	33,300,265	34,308,095	17,958,727	20,121,737	38,080,464
Expenses							
Salaries, bonuses and allowances		1,262,364	7,674,714	8,937,078	684,710	8,443,277	9,127,987
Meetings and conferences		320,093	3,754,649	4,074,742	1,213,917	2,592,236	3,806,153
Advertising		-	2,298,220	2,298,220	-	26,630	26,630
Rent	14	-	2,290,488	2,290,488	-	2,000,620	2,000,620
Employee benefits		165,905	1,950,972	2,116,877	125,653	1,655,254	1,780,907
Direct project expenses	11	519,944	1,545,627	2,065,571	7,072,772	184,594	7,257,366
Professional fees		801,000	674,834	1,475,834	1,379,500	397,820	1,777,320
Travel and transportation		600,889	56,490	657,379	1,186,610	476,981	1,633,591
Communications		126,003	407,115	533,118	185,480	310,600	496,080
Utilities		-	429,977	429,977	-	452,444	452,444
Depreciation	7	-	313,627	313,627	-	456,217	456,217
Trainings and seminars		-	115,781	115,781	38,749	11,150	49,899
Repairs and maintenance		-	14,767	14,767	26,630	192,553	219,183
Others		429,875	2,160,469	2,590,344	181,845	1,676,403	1,858,248
		4,226,073	23,687,730	27,913,803	12,095,866	18,876,779	30,972,645
Other income (expenses), net (Deficiency) excess of revenues over expenses before income tax	13	367,394	(130,779)	236,615	10,905,224	(73,369)	10,831,855
		(2,850,849)	9,481,756	6,630,907	16,768,085	1,171,589	17,939,674
Income Tax expenses (Deficiency) excess of revenues over expenses for the year	15	-	-	-	-	-	-
		(2,850,849)	9,481,756	6,630,907	16,768,085	1,171,589	17,939,674



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