
MINUTES OF THE ANNUAL GENERAL MEMBERSHIP MEETING

Held on 16 June 2021, Wednesday, 3-4 pm
Via Zoom Meeting

I Call to Order

The Vice President, Mr. Lars Wittig chaired the meeting in behalf of the President, Mr. Nabil Francis who was out of the country at the time of the meeting. Mr. Wittig called the meeting to order while Atty. Peter Calimag, Assistant Corporate Secretary, recorded the minutes thereof.

II Proof of Quorum

The Assistant Corporate Secretary certified that there was a quorum, in person or represented by proxy, to transact business and that notice has been served in accordance with government guidelines that the ECCP AGM in 2021 will be conducted as a virtual meeting.

III Adoption of Minutes of the 2020 Annual General Membership Meeting

The minutes of the 2020 Annual General Membership Meeting were circulated to the members of the Chamber. Upon motion made and duly seconded, the same were approved.

IV Report of the President

The Report of the President was delivered by Mr. Lars Wittig. He reported on the challenges, achievements, initiatives and specific activities of ECCP in 2020-2021, to wit:

“This is the second AGM that we are conducting virtually since the Covid-19 pandemic changed our world in 2020. Today, I think we can rightly say that we have truly become digital citizens of the world. We have learned to use digital technology even more in our daily lives and have witnessed how digital innovation helps us in addressing the challenges we are facing in today’s world.

The Philippines has experienced enormous transformations over the last 15 months due to the Covid-19 pandemic. We no longer walk and talk the way we used to. The face mask and face shield are now the fashion while the acceptable social behavior has been redefined. We now do business differently with new protocols in place and practically we live in a digital world.

Since the start of the community quarantine in March 2020, ECCP has been the frontrunner among business organization in adapting to the New Normal. It digitally transformed operations immediately and built virtual ECCP communities to maintain constant contact with all members. It strengthened its communication lines with the business community by organizing online events and conducting several business surveys to determine how members are coping with the crisis and how they can be supported by ECCP.

We continued to work closely with the Philippine Government, the EU Delegation, the European embassies, bilateral European organizations as well as other business groups to ensure that we are able to coordinate our discussions and actions with the whole community of stakeholders for the effective delivery of solutions to our challenges today.

As a member of the ECCP Board, I can confirm that since the start of the lockdown in March 2020, ECCP has been working hard to play its role as facilitator between government and business in order to address the major issues affecting the business sector. Allow me to provide you with some highlights.

Amidst the lockdown and travel ban, the ECCP has advised and assisted over 140 members who were unable to enter the country due to the pandemic-related travel restrictions. We have been engaging with key government agencies to make sure that travel concerns and recommendations are heard; that our fellow members get to return to the Philippines, come home to their families and re-engage their jobs.

We also continue to undertake Covid-19 vaccination efforts, such as extending vaccine procurement support through the “Dose of Hope” initiative, as well as providing a platform to promote vaccine literacy as well as updates on the national vaccination program.

Another major issue is on the international schools re-opening. The ECCP has created a technical working group with the international school heads and has taken the lead in stakeholder engagements and drafting of position papers.

In terms of committee work, we currently have over 20 committees and have launched two committees earlier this year. In the first quarter of 2021, the ECCP launched the Defense and Disaster Resilience committee which aims to strengthen the collaboration amongst industry players to share best practices and technologies in promotion national security and enhancing the country’s disaster risk response and management.

Similarly, in April 2021, the Chamber also launched the Creatives committee - our youngest committee. This platform aims to bring together representatives from the government, private sector and other stakeholders. To engage in important exchanges on the contribution of, opportunities in, and the overall development of the Philippine creative economy.

Among the recent notable outcomes of our committee advocacies is this year’s Europa Awards and its sustainable program components, as well as the REPH 100 focused on green energy. In the interest of time I invite our dear members to read more about these committees and programs in our annual report. ECCP wishes to extend its sincerest gratitude to the Committee chairs and co-chairs for their hard work and leadership in the management of ECCP committees. Many thanks as well to our active committee members.

Overall, your “Chamber of Choice” has doubled its efforts to continue pushing for its advocacy priorities, generating a total of 574 advocacy wins since the last AGM.

We are proud to have been recognized by the Philippine Economic Zone Authority (PEZA) last month for the “Galing Pinas Ecozone Investment Partnership Award 2021”, a win we share with you as the Team ECCP.

ECCP continued to set the stage for the business community to discuss pressing issues and share best practices through webinars and e-learning sessions. Since we shifted our chamber activities online, we were able to host 174 events with 12,000+ in attendance. We also welcomed new annual partners.

Your Chamber has been active in building up the leadership, management and professional skills of ECCP members as well as in assisting enterprises become more competitive through increased competency. The ECCP Competency Hub played an active role in supporting the human capital development requirements of ECCP members and clients. It has supported ECCP members by organizing relevant and timely training programs with key partners.

Despite the slowdown of the global economy, we witnessed an inflow of enterprises seeking new business opportunities in the Philippines. ECCP's business consultancy services team assisted many European companies seeking partners and clients in the Philippines. It also partnered with business multipliers like Enterprise Ireland, Greenhouse, COMBTAS, embassies of Austria, Belgium Switzerland, Turkey, among others, in order to strengthen Europe-Philippines business relations.

Since the last AGM meeting, we have expanded and increased efforts to provide quality experience to our member companies both in the Philippines and abroad. This has expanded our growth in terms of numbers, giving us a total of 707 members today, compared to 26 when we were first founded in 1978.

We are also pleased to share that our Member retention rate is above 95%, which just reveals that more and more of our members have continued investing in a partnership with ECCP. More than that, we were able to welcome more companies like PLDT, PPI Pazifik Power and Zachry who have seen the value of partnering with ECCP, and have upgraded their partnership with us to one of the highest membership tiers. In total, the ECCP has welcomed 93 new members since 2020.

Together with our Luzon team with 490 members, the ECCP regional offices in Cebu with 56 members, Davao with 81 members, Cagayan de Oro with 19 members, remained very active as well.

We would like to extend our thanks to our business council chairpersons in these regions, namely, Andi Klippe in Clark, Valeiry Flores in Cebu, Mercedes Mejia in CDO and Tony Peralta in Davao for their outstanding support. Our presence outside Manila shows our commitment as ECCP to help our members expand its business network and market reach.

We would like to give special thanks to Tony Peralta for growing the membership Davao from 32 in 2019 to 80 to date and for initiating new ECCP advocacies in Mindanao that engaged the education, logistics and telecommunications sectors. I also wish to extend our thanks to Tony and of course to Dr. Stefan Jost of the Konrad Adenauer Stiftung for supporting ECCP in the

implementation of the MSME business initiative in the Bangsamoro Autonomous Region of Muslim Mindanao or BARMM.

In CDO, we thank Mercedes for her tremendous Support since 2018; From establishing the business council to the expansion of the membership in the city and region. We also thank her for being a great advocate on sustainability specifically in the bamboo industry; from disseminating bamboo updates through seminars, webinars and conferences to on-the-ground trainings.

In Cebu, we have been active in supporting the tourism sector and we thank Valeiry, our Cebu Business Council Chair, our team leads, Dottie and Gwen, for their utmost support and efforts in pushing for our initiatives as we continue to advocate for the safe and successful re-opening of the tourism sector.

And in Clark, we thanks Andi for hosting the ECCP office and for working hard to promote ECCP in the region and for actively support ECCP advocacies and events related to flood control.

The ECCP secretariat led by Executive Director Florian Gottein has done an excellent job in digitally transforming ECCP so that it can continue to deliver relevant services to our members. We thank the ECCP team for their commitment and dedication to serve our members.

Of course, this cannot be possible without the support of our Board of Directors. Our Directors were highly engaged in supporting ECCP and have actively attended not only board meetings but also ECCP events during which they share their insights on business concerns and opportunities. Thank you so much to all our Board members.

While success has been achieved by ECCP in 2020 until the first five months of 2021, I must say that the road ahead is not without risks as the country continues to keep the spread and impact of the Covid-19 pandemic under control. We remain watchful of the challenges as well as opportunities ahead.

We thank our members for their continued trust and support to ECCP. We thank our corporate partners and premium members for their commitment to support the advocacies and activities of the Chamber. We would like to thank all our members for their support and for joining us in today's meeting.

Thank you very much."

V Report of the Treasurer

The Report of the Treasurer was read by Ms. Helen Grace Baisa, to wit:

ECCP

*The chamber's external auditor, **KPMG R.G. Manabat & Co.**, has audited the year 2020 accounts and issued its opinion without qualifications. The financial statements are submitted to the membership for approval.*

Revenues

Total Revenues for the year 2020 decreased by 13% to Pesos 34.76 million, compared with Pesos 39.89 million in 2019; The decline is inevitable due to Covid-19 pandemic.

Given the situation, Membership; Chamber Events and other revenue streams were affected. A strategic approach was implemented and necessary adjustments on its annual budget were made to remain afloat.

Expenses

*As part of that approach, a careful review and application of cost reduction on various areas were executed. **Total expenses** decreased by **25%** to Pesos **33.55** million in 2020 compared with Pesos 44.57 million in 2019. Reductions that contributed to lower expenses are HR related costs; Travel & Transportation; Chamber functions; Office supplies and Maintenance expenses.*

Surplus of Income over Expenses

*As a result, the Chamber posted a surplus of Pesos **948** thousand in 2020 as compared to a deficiency in 2019 of Php 4.89M. Note that this already includes a depreciation charge of Pesos 2.20 million and share in net loss of ECCP's trade fair subsidiary,*

FMI

Assets/ Liabilities

***Total assets** declined by **1%** from Pesos 32.17 million in 2019 to **Pesos 31.75 million in 2020**. The minimal reduction in total assets is attributable to the decline in non-current assets and depreciation of fixed assets.*

***Total current liabilities** declined from Pesos 21.81 million in 2019 to **Pesos 20.43 million in 2019** due to the payment of accounts payable, particularly project related payables.*

*The net balance of ECCP's funds was increased to **Pesos 11.31 million at the end of 2020** from Pesos **10.36** million in 2019 as a result of the **948 thousand** surpluses in the 2020 operations.*

*With current assets of Pesos **29.74 million** and current liabilities of Pesos **20.43 million** as of end of 2020, your Chamber remains solvent, and its financial position remains stable.*

On ECCP's subsidiary, Fairs & More, Inc.:

*Fairs & More Inc or FMI was also audited by **KPMG R.G. Manabat & Co.**, who issued its opinion on the 2020 accounts without qualifications. The financial statements are submitted to the membership for information.*

***Total revenues** of FMI for the year 2020 decreased by **78%** to Pesos **996 thousand**, compared to Pesos 4.56 million for the year 2019. International trade fair business and local events suffered a major setback brought about by the pandemic.*

***The operating expenses** amounted to Pesos **2.37 million** in 2020, is lower by about **38%** than the Pesos **4.10 million** in 2019 due to decreased FMI activities. In general, its operating expenses were controlled, and cost reduction was implemented.*

*This development resulted in a **net loss after tax of Pesos 1.47 million**, which was shared with ECCP as FMI's parent company.*

FMI Management will continue to pivot until the end of the year 2021 to survive the crisis while adapting to the emerging business environment and corresponding opportunities before deciding on the future of the Company. Apart from continuing cost cutting efforts, Company will work towards discovering new opportunities in 2021

***Total assets** of the company decreased by 9% with total Pesos 2.99 million in 2020 down from Pesos 3.30 million in 2019 mainly decreased in equity.*

***Total liabilities** amounted to Pesos 3.01 million in 2020 up from Pesos 1.85 million in 2019.*

***Stockholders' equity** decreased to (Pesos 23 thousand) in 2020 from Pesos 1.44 million in 2019.*

VI Election of Directors

Following the amendment of the ECCP Articles of Incorporation and By-Laws on June 2015 and the start of its implementation in 2016, the Assistant Corporate Secretary presented to the membership the names representing regular members nominated for election to a term of 2 years to the ECCP Board of Directors:

- | | |
|----------------------|-------------------|
| 1. Mr. Jochen Bitzer | - Mercedes Benz |
| 2. Mr. Nabil Francis | - Republic Cement |
| 3. Ms. Kais Marzouki | - Nestle |
| 4. Mr. Jet Parma | - Syngenta |
| 5. Mr. Lars Wittig | - Regus |

Upon motion made and duly seconded, the nominees were deemed elected to the Board of Directors for 2021-2022. The said motion was unanimously approved by all the members present and represented by proxy.

The Chairman of the Meeting congratulated all those elected to the Board and advised the members that the election of the officers will take place during the first meeting of the new Board of Directors.

VII Other Business

The Chairman asked the members if there are other matters that they would like to discuss and the following was agreed upon:

Appointment of External Auditor – Upon motion duly made and seconded KPMG Manabat Sanagustin & Co. was re-appointed as the external auditor for the coming year with such compensation which shall be approved by the Board of Directors.

Upon motion duly made and seconded, all the acts of the Board of Directors and Officers of the Chamber for the year 2019 were duly approved and ratified by the membership.

Upon motion duly made and seconded, the membership expressed its appreciation for the work done by and the achievements of the Officers and Board of Directors during the year.

VIII Adjournment

Since there was no further business to transact, the meeting was adjourned upon motion duly made.

ATTY. PETER CALIMAG
Assistant Corporate Secretary

Attested by:

LARS WITTIG
Chairman of the Meeting