

PHILIPPINES

***A Guide
for Canadian Exporters***

stor
HF
1010
.G85P6
1989
STORAGE

THE PHILIPPINES:

***A GUIDE FOR
CANADIAN EXPORTERS***



MAIN
HF
1010
.G85P6
1989
STORAGE

REF

THE PHILIPPINES:

A GUIDE FOR CANADIAN EXPORTERS (1989 EDITION)

15-234-022

Asia Pacific South Trade Development Division

External Affairs
Lester B. Pearson Bldg.
125 Sussex Drive
Ottawa, Canada
K1A0G2

LIBRARY / BIBLIOTHÈQUE
DEPT. OF EXTERNAL AFFAIRS /
MINISTÈRE DES AFFAIRES ÉTRANGÈRES
125 SUSSEX
OTTAWA K1A 0G2



External Affairs
Canada

Affaires extérieures
Canada

CONTENTS

	Page
I. THE COUNTRY	4
<i>History and Government</i>	
<i>The People</i>	
<i>General Information</i>	
<i>Business Practices</i>	
II. ECONOMIC INFORMATION	7
III. BUSINESS INFORMATION	8
<i>Multilateral Lending Agencies</i>	8
<i>Marketing Information</i>	10
<i>Representation</i>	
<i>Philippine Import Regulations</i>	
<i>Exchange Controls</i>	
<i>Shipping Services from Canada</i> <i>to the Philippines</i>	
<i>Philippine Transportation, Commu-</i> <i>nications and Infrastructure</i>	
<i>Tendering on Projects</i>	
<i>Labor</i>	
<i>Advertising and Promotion</i>	
<i>Methods of Payment</i>	
<i>Business Dispute Procedures</i>	
<i>Banking and Local Finance</i>	
<i>Property Protection</i>	
<i>Investment</i>	19
<i>Philippine Legislation for Foreign</i> <i>Investment</i>	
<i>Forms of Business Organization</i>	
<i>Taxation</i>	
<i>Philippine Export Regulations</i>	

IV. YOUR BUSINESS VISIT TO THE PHILIPPINES	21
<i>Services of the Canadian Embassy</i>	
<i>Business Calls</i>	
<i>Importance of Presentation</i>	
<i>What to Bring</i>	
<i>Follow-up</i>	
<i>Travelling to the Philippines</i>	
V. LIST OF KEY PHILIPPINE GOVERNMENT DEPARTMENTS AND SELECTED BUREAUS AND ATTACHED AGENCIES	30
VI. USEFUL ADDRESSES	34
VII. REGIONAL CONTACTS	37
APPENDIX A - SOURCES OF ADDITIONAL INFORMATION	39
<i>South East Asia - General</i>	
<i>Philippines</i>	
APPENDIX B - FOREIGN TRADE STATISTICS	41
<i>Philippine Trade With the World, 1987</i>	
<i>Philippine Trade With Canada, Historical</i>	

I. THE COUNTRY

The Philippines is an archipelago comprising approximately 7,100 islands covering a combined area of 300,439 square kilometers. Luzon, located in the north, is the largest island of the chain and the most densely populated. The Visayas Islands in the center of the group and the island of Mindanao located in the south have smaller populations. Manila is the national capital and the seat of the government of the Philippines. Regional centers of importance include Bacolod, Iloilo and Cebu City in the Visayas; Iligan, Cotabato and Davao in Mindanao.

History and Government

The first European to visit the Philippines was Ferdinand Magellan who arrived in 1521. The islands were subsequently colonized by Spain in 1565 and named after King Philip II of Spain. Following the Spanish-American War in 1898, the islands were ceded to the United States. After being occupied by Japan during World War II, the Philippines was proclaimed independent in July 1946.

From 1946 until 1972, the form of government in the Philippines was based on the American democratic system. In September 1972, President Ferdinand E. Marcos proclaimed Martial Law.

In February 1986, Corazon C. Aquino was sworn in as the 11th president of the Philippines. A year after, the Filipino people ratified the New Constitution providing for a democratic republican state and a presidential form of government.

The People

The country's population is currently estimated at approximately 57 million, with an average growth rate of 2.7 %. By population size, the Philippines ranks 8th in Asia and 17th largest in the world. About 63 per cent of the population lives in rural areas. The Filipino people are predominantly of Malay origin with a history of Chinese, Indian, Spanish and American influence.

Approximately 85 per cent of the people follow the Roman Catholic religion. Many people in Mindanao and other islands in the south are Muslims. The remainder of the population observes indigenous religious customs or belongs to local Protestant sects.

Pilipino, the official form of Tagalog, is the national language of the Philippines and the government is promoting its use in schools throughout the country. English continues to be widely spoken and understood and taught in most schools, and is used in business and official work. The use of Spanish is declining.

The literacy rate of the Philippines is high — 97 per cent in Manila and approximately 83 per cent in the country as a whole. English is the official language of instruction in schools throughout the country.

General Information

CLIMATE. The climate of the Philippines is tropical with the average daily temperature varying from 25 degrees C in the cooler winter months, to 28 degrees C and occasionally as high as 32 degrees C in the hot season.

The northern half of the country has three seasons: a cooler period from November to February, a hot and dry season from March through June, and a wet interval from July to October during which the area is subject to typhoons. The climate in the southern half of the country is less variable and seldom affected by tropical storms.

HOLIDAYS. The statutory and religious holidays are:

New Year's Day	— <i>January 1</i>
Maundy Thursday	— <i>Variable</i>
Good Friday	— <i>Variable</i>
Labour Day	— <i>May 1</i>
Araw ng Kagitingan	— <i>May 6</i>
Phil. Independence Day	— <i>June 12</i>
Phil.-American Friendship Day	— <i>July 4</i>
Heroes Day	— <i>Last Sunday of August</i>
All Saints' Day	— <i>November 1</i>
Bonifacio Day	— <i>November 30</i>
Christmas Day	— <i>December 25</i>
Rizal Day	— <i>December 30</i>

In addition to these, there are others which may be proclaimed by the President from time to time as local or national holidays. Most business affairs are suspended on legal or specially declared holidays.

The day designated by law for holding a general election, national referendum or plebiscite is also a statutory holiday, as may be the day before and the day after an election or referendum. In addition, during typhoon season in Luzon and the Visayas, it is not uncommon for offices to remain closed for one or more days until the typhoon has passed.

MEASURES. The Philippines uses the metric system.

ELECTRICITY. Electricity is generally supplied at 220 volts, 60 cycles, AC; however, 110 volt outlets are not uncommon. For light industrial purposes, three-phase 460/320 volt, 60 cycle, AC power outlets are used. Two-prong, North American-type plugs are normally used for 220 volt outlets, although European style plugs are also used.

POST, TELEX, TELEPHONE. Air mail from Canada to the Philippines usually takes 10 to 14 days. Surface mail can take several months. Telegram, facsimile and telex facilities are available and are efficient. International telephone service is also available 24 hours a day.

Business Practices

Philippine time is **12** hours ahead of Canadian Eastern Standard Time. All of the islands fall within the same time zone.

BUSINESS HOURS. Commercial and business offices are open from 8:00 a.m. to 5:00 p.m., with a one-hour lunch break. Government offices are open Mondays through Fridays while some offices in the private sector are also open on Saturdays. Banking hours are from 9:00 a.m. to 4:00 p.m. on weekdays.

DRESS. Business dress is more relaxed than in many other countries. Local businessmen and expatriates working in the Philippines typically wear an embroidered shirt, the Barong Tagalog, that is very comfortable in the heat. Safari suits are acceptable, as are standard business suits, although frequently a jacket is not worn except on formal occasions.

II. ECONOMIC INFORMATION

The National Economic Development Agency (NEDA) is the highest planning and policy formulation body in the country. After consultation with the private sector, community organizations, local government and appropriate public agencies, it is responsible for: coordinating the formulation of socio-economic development plans, policies and programs, including the annual and medium-term public investment programs; programming of Official Development Assistance (ODA) in the form of grants and concessional loans from foreign governments and multilateral agencies; and monitoring and evaluating plan implementation.

The NEDA is composed of two separate and distinct entities: the NEDA Board and the NEDA Secretariat.

The powers and functions of the NEDA reside in the NEDA Board with the President as Chairman and 13 Cabinet Secretaries as Vice-Chairman and Members.

The government's overall development strategy focuses on agriculture as the driving force towards economic recovery. To achieve agricultural growth, programs and projects aimed at increasing employment and incomes in the rural sector have been launched. Complementing this strategy is the pursuit of industrialization anchored on the principles of industrial efficiency and comparative advantage. Priorities for development are given to industries that are competitive in the world market and supportive of the growth in agricultural output and rural incomes.

Detailed information on the country's economic development plans can be found in Medium-Term Development Plan (1987-1992). Accompanying the Plan are two documents called 1) Medium-Term Technical Assistance Program (MTTAP) and 2) Medium-Term Public Investment Program (MTPIP).

The real Gross National Product (GNP) of the Philippines at 101.1 billion pesos posted a 6.7 percent growth in 1988, exceeding the growth target of 6.4%. The real GNP per capita grew by 4.2% to 1,722 pesos.

The production side was marked by sustained industrial expansion and agricultural recovery.

GNP Growth By Sector

1987 to 1988

Sector	Growth Rate (%)
Agriculture	3.4
Industry	8.9
Mining Quarrying	5.9
Manufacturing	8.7
Construction	12.8
Utilities	5.3
Service	7.1
Transport, Communication & Storage	6.2
Other Services	9.8

III. BUSINESS INFORMATION

Multilateral Lending Agencies

Loans from international financial institutions have been responsive to the Philippine government's development priorities covering almost all major sectors in the economy. The United Nations publishes a newspaper entitled "Development Forum" in which multilaterally funded projects in various countries are listed.

The Asian Development Bank, which is headquartered in Manila, offers significant opportunities for Canadian business, both for consulting services and for capital project procurement. The Canadian Embassy in Manila maintains close contact with the Bank to alert companies to upcoming projects and assist them in pursuing contracts. The World Bank also undertakes projects in the Philippines. Both these agencies follow international competitive bidding procedures. In addition, opportunities occasionally arise to compete for projects funded by untied aid donations from other countries. Information on the status of projects is published by the information offices of the Asian Development Bank and the World Bank. Project information can also be obtained from the Commercial Division of the Canadian Embassy in Manila or the Asia Pacific South Trade Development Div. of the Department of External Affairs in Ottawa.

Export Development Corporation (EDC)

The objective of the Export Development Corporation is to encourage, facilitate and develop Canadian export trade by providing credit insurance, guarantees, loans and other financial assistance to enable exporters to meet international competition. For further information on EDC services contact:

Export Development Corporation
Head Office
151 O'Connor Street, P.O. Box 655
Ottawa, Ontario
K1P 5T9
Tel: (613) 598-2747

The Program for Export Market Development (PEMD)

This program, which was restructured in 1988, includes:

- 1) Government-Initiated PEMD (formerly the Promotional Projects Program or PPP) through which the Department of External Affairs plans and implements promotional projects abroad; and
- 2) Industry-Initiated PEMD through which repayable loans are made to individual companies to cover costs in developing export business.

Through the government-initiated section of PEMD, a variety of trade promotional activities are organized and implemented by the Department. The range of these activities includes participation in international trade fairs, solo shows and in-store promotions; the organizing of technical seminars and trade missions abroad; and the sponsoring of foreign visits to Canada to stimulate the sale of Canadian products in various export markets.

The industry-initiated component of PEMD is made up of several sections, each of which is designed to support a particular phase of market development including project proposal preparation, market identification, participation in trade fairs and sponsoring of incoming buyers. In all sections of the program, companies are encouraged to develop self-sustaining export markets for their products. For further information regarding these two PEMD programs, please contact the Asia Pacific South Trade Development Division of the Department of External Affairs.

CIDA Industrial Cooperation Program

The Canadian International Development Agency (CIDA), under its Industrial Co-operation Program (INC), funds proposals by Canadian companies for projects in developing countries such as feasibility studies for capital projects, joint ventures or licensing agreements. For more information contact:

Director General
Industrial Co-operation Division
200, Promenade du Portage
Hull (Quebec)
K1A 0G4
Tel: (819) 997-7901

Marketing Information

REPRESENTATION

Manila is the principal port and major financial, commercial and industrial center of the Philippines through which 90 per cent of all imports pass. As a distribution center, Manila serves as an inter-regional center for the northern islands and a major center for the remainder of the country. Import orders are commonly handled through either large established trading houses or through small agency firms located in Manila.

An aggressive and active representative in the Philippines can be an effective means of expanding sales. The Canadian firm should ensure that the chosen agent is both knowledgeable of the product and is familiar with the business practices prevailing in the particular sector. One must often rely on the representative to arrange appointments with appropriate government officials or buyers, as well as clear necessary documents through bureaucratic channels. A properly trained local agent can also perform as a translator when problems arise with communication or cultural differences. Consultants are well advised to have an arrangement with a local consulting firm to cooperate on a project-by-project basis.

A representative based in Manila can often provide adequate coverage of the national market. But regional representatives based outside Manila may eventually be necessary to fully develop the market or to provide after-sales service throughout the country.

Canadian exporters looking for suitable representation may wish to write to the Commercial Section of the Canadian Embassy in Manila, enclosing six sets of company brochures. The Embassy will then send these to prospective agents, and advise the Canadian firm of the most likely prospects. The Canadian company should then contact these Filipino firms directly, and as soon as serious correspondence takes place, they should plan a personal visit.

Canadian companies seeking reports on the credit rating and stability of local firms being considered as agents may contact the Credit Information Bureau, Inc. (CIB), through the Canadian Embassy in the Philippines.

In selecting agents, care should be taken to ensure that conflicting agencies are not appointed or that a firm is not over-committed and thus unable to give the necessary support. Any such appointments may be for a trial period of a year, to be confirmed at the end of the allotted time if performance is satisfactory. Letters of understanding should then be exchanged. It is important to support your agent by providing technical literature and visiting the Philippines regularly or bringing him to Canada to learn more about your product.

Finally, it is very important to establish good personal contract. Filipino businessmen in general are more conservative and risk averse than their counterparts in other countries, and will be reluctant to get into business relationships unless they are comfortable with their business partners.

PHILIPPINE IMPORT REGULATIONS

As part of the government's overall efforts to improve the efficiency and world-competitiveness of the industrial sector, a trade liberalization policy was adopted in 1981. Various programs were consequently initiated, foremost among which is the import liberalization program which provides for the phased lifting of tariffs and quantitative restrictions on some 3,049 items. From January 1981 to April 1988, a total of 2,287 were liberalized.

To complement the import liberalization program, a tariff reform program was also implemented. This program resulted in the recent adjustment of the rates of duty on 136 tariff lines covering certain agricultural products, iron and

steel products, artificial resins and plastic materials, tires, paper and paperboard products, polyester fibers, glass products and refractory goods. Parallel to these efforts, safeguards against unfair trade practices such as undervaluation of goods (to avoid import duties, taxes, insurance charges) and smuggling were also instituted.

The Philippine Government currently uses the Customs Cooperation Council Nomenclature (CCCN) system of trade classification with the basis of evaluation being the C.I.F. (Cost, Insurance, Freight) price. The Harmonized system is expected to be implemented in 1989. In general, all imports are subject to a tariff rate ranging from 10 % to 50 % of the home consumption value (HCV) of the imported goods. In addition, importers have to pay a value-added tax (VAT) of 10 % of HCV before the goods can be released from customs custody.

The following imports are prohibited: onions, potatoes, garlic, cabbage, certain varieties of raw coffee beans, rice, corn and used clothing. In addition, there are restrictions on imports of armaments, contraceptives, narcotics, pornography and gambling equipment. All imports from South Africa and countries with which the Philippines has no diplomatic relations are prohibited.

The consolidated rules and regulations governing import transactions in the Philippines are contained in the Central Bank Circular No. 1029 dated October 12, 1984.

Documentation. All import transactions follow basically the same procedures. Generally, the following documents are required: consular invoice from the Philippine consulate in the country of origin for shipments over 500 pesos in export value; certificate of origin; commercial invoice; bill of lading; inward cargo manifest; and delivery permit. For further details on all the required documents, Canadian firms should contact the Philippine Embassy in Ottawa or one of the Philippines' consular offices in Vancouver or Toronto.

Samples. Commercial samples of no value are permitted entry without duty. Samples of commercial value are admitted duty-free against a bond, on the condition that the samples are re-exported within six (6) months. Printed material may be imported duty-free as long as accompanying documents indicate that the articles are samples or advertising matter and not for sale. The only exception is calendars of all kinds which are subject to duty.

Labelling. Goods should be packed so as to withstand port handling, pilferage, and prolonged exposure to heat and humidity due to delays in port clearance. Specific labelling regulations apply to imports, and all goods and packaging must indicate the country of origin. Foodstuffs and drugs must comply with the provisions of the Philippine Food and Drug Act.

Although technically not required in many cases, shipments of all raw food items should be accompanied by a phytosanitary certificate to minimize delays in customs.

EXCHANGE CONTROLS

A floating exchange rate system has been in effect in the Philippines since 1970. Under this system, foreign exchange may be converted freely into Philippine pesos at the market rate prevailing daily in the foreign exchange market. As a general rule, all foreign exchange received from business transactions or other sources must be sold to authorized agent banks within three (3) business days after it is received.

Tourists and non-resident visitors may take or send out foreign exchange so long as the amount involved does not exceed money brought in by them. It is essentially for this reason that tourists are required to declare their foreign exchange at points of entry upon arrival in the Philippines.

It is important to bear in mind that any foreign exchange conversion to the local currency (Philippine pesos) should be covered by official receipts. Such receipts are offered as evidence when reconverting unspent pesos for foreign exchange at points of exit prior to leaving the country. Repatriation or remittance of profits, dividends and investment earnings by a non-resident is allowed subject to certain taxes, rules and regulations. Likewise, foreign investments duly registered with the Central Bank may be repatriated subject to specific guidelines.

SHIPPING SERVICES FROM CANADA TO THE PHILIPPINES

Shipping services from Canada to the Philippines include the following:

1. *American President Lines (APL)* schedules one sailing every week from the US West Coast to Manila. Feeder

vessels from Canadian ports converge at the US West Coast where an APL mother vessel departs weekly. The *Canadian representative is American President Lines Canada Limited based in Vancouver, Toronto and Montreal.*

2. *NYK Line* sails once or twice a week from Vancouver, Montreal, Toronto, Quebec City, Halifax and St. John to Manila. It is represented by *Greer Shipping Ltd.* in Vancouver, *March Shipping Ltd.* in Montreal and *NYK Line (Ontario), Inc.* in Toronto.

3. *Evergreen Line* schedules weekly sailings from Vancouver, Halifax, Toronto, and Montreal. The line is represented in Canada by *McLean Kennedy* in Montreal.

4. *International Sea-Land Shipping Services* schedules weekly sailings from Vancouver.

5. *Maersk Line* services the Canada to Hongkong to Manila route every week. The line is represented by *Maersk Line* offices in Toronto, Vancouver and Montreal.

6. *Orient Overseas Container Line* schedules weekly sailings from Vancouver and Halifax.

7. *Neptune Orient Line* schedules weekly service from Vancouver and Montreal. Its representatives in Canada are *Interocean Steamship Co.* in Vancouver and *Universal Cargo Services (UCS)* in Montreal.

PHILIPPINE TRANSPORTATION, COMMUNICATION AND INFRASTRUCTURE

The country has about 161,709 kilometers of roads which are mostly paved. Over 1.3 million vehicles, of which about 200,000 are trucks, use the road system, while over 4,200 inter-island domestic ships carry cargo and passengers. Urban transport is dominated by roads, and mass transit is generally in the form of buses and jeepneys. In Metro Manila, the mass transport system is complemented by a 15-kilometer elevated Light Rail Transit (LRT) system. A computerized traffic signal system is being installed to alleviate traffic congestion.

The seaport network is composed of 315 public ports and 292 private ports. The public ports consist of 38 ports of

entry, 15 sub-ports of entry, 237 municipal ports and 25 other national ports.

The country has 87 public airports, of which 2 are international, 4 are alternate international and 11 are trunkline. The Ninoy Aquino International Airport (NAIA), formerly Manila International Airport (MIA), is served by most of the world's major airlines. The Cebu International Airport located in the Southern Philippines, is much smaller, but its volume of international traffic is increasing. Philippine Air Lines (PAL), the country's major airline, serves 42 airports. The air navigation system is presently undergoing modernization.

Rail transport includes 474 kilometers for the Main Line South from Manila to Legaspi, and 266 kilometers for the Main Line North from Manila to San Fernando, La Union. The railway system has deteriorated over the years and substantial investment will be necessary to improve efficiency and competitiveness and recapture the traffic lost to other transportation modes.

About 64 per cent of the population of the country is now covered by water supply systems. Service areas cover 92 per cent in Metro Manila, 73 per cent in other urban areas, and 53 per cent in rural areas. The rest of the population rely mainly on open wells, rain water cisterns, and rivers and streams, many of which are of doubtful quality.

Electric power is supplied by the government-owned National Power Corporation. The rural electrification program has expanded distribution of power within the franchise areas of the 120 Regional Electric Cooperatives throughout the country. A 620-megawatt nuclear power plant was virtually completed in 1985 to provide additional power to the Luzon grid. However, because of safety, environmental and political considerations, the plant was never operated and remains mothballed. Overall, demand for power is increasing faster than supply, and shortages are forecast, particularly in the Metro Manila area, over the coming years.

The telecommunications network is made up of some 51 companies operating 216 telephone exchange stations, 2,131 telegraph stations and 122 telex stations. About 73 per cent of the total number of telephones are concentrated in Metro Manila with the remainder mainly restricted to other major urban centers. The government recently launched the Na-

tional Telephone Program aimed at substantially upgrading service throughout the country. Fax is becoming increasingly popular, especially in Metro Manila and other urban centers.

There are 2,106 post offices currently operating in the country. With recent improvements in the mail distribution and processing system, 88% of Metro Manila mail is now being delivered within 24 hours and interprovincial mail in 3 days.

TENDERING OF PROJECTS

Procurement by Philippine Government agencies may be financed through government funds or through funds made available by donor governments or international agencies. Procurement provisions, therefore, vary with the government department, lending country or international agency.

Only foreign companies which maintain registered branch offices or registered agents in the Philippines are permitted to bid on government procurement projects. Canadian firms interested in obtaining government business should apply for placement on the Bidders' Mailing List of the department of interest. A bidding preference of 15% is normally accorded to Philippine firms.

Successful project bidding requires close contact with the Philippine government department or international agency responsible for project planning or implementation. Canadian firms should choose a Philippine associate well in advance of a tender call to allow their involvement in the project at the earliest stage. Only those firms that are willing to invest a significant amount of time in the Philippine market are advised to seek project work.

Presidential Decree 1594 issued in 1979 prescribes the rules and regulations covering contracts and other construction projects with the national government while Executive Order 164 which came out in 1987 provides additional guidelines.

LABOR

As of 1987, the country's labor force was approximately 22 million, of whom 20 million are employed. Within the labor

force there is a shortage of skilled workers; however, government efforts are being directed at increasing opportunities for apprenticeship training and vocational schooling.

In 1974, the Philippine government consolidated its various labor laws into the Labor Code of the Philippines to ensure certain living and working conditions for employees. There are currently 2,837 active labor organizations in the country representing some 4.9 million members or almost 25% of the total workforce.

Foreign nationals may be employed in enterprises registered with the Philippine Board of Investments (BOI) for a period of up to five years. Foreigners with prearranged jobs may be granted entry visas for a period of two years. In the event that a renewal is requested, it is necessary to show that efforts have been made to train Filipino citizens in that work. For more information, Canadian businessmen should contact the Philippine Embassy in Ottawa or the Philippine Consulates General in Vancouver or Toronto.

ADVERTISING AND PROMOTION

The usual facilities and media used in Canada are available in the Philippines. There are a number of advertising and promotional agencies in Manila, and Canadian exporters are advised to consult them before embarking on comprehensive advertising campaigns. English-language promotional literature is acceptable to the Filipino business community. A Canadian company's complete address, postal code, telephone, telex and FAX numbers should be clearly marked on all catalogues and brochures. English is the language of all major newspapers in Manila, including nine daily general newspapers and three daily business newspapers. Due to the relative absence of technical publications in the Philippines, most suppliers (both foreign and local) use these dailies for purposes of advertising new products and processes.

METHODS OF PAYMENT

Generally, all imports valued at more than US \$ 1000 must be covered by letters of credit. Only manufacturers are allowed to import under documents against acceptance (D/A) and open account (O/A) arrangements.

BUSINESS DISPUTE PROCEDURES

Canadian exporters are advised to investigate thoroughly the financial status of prospective customers before concluding credit transactions. Legal procedures in the Philippines are usually slow. Companies should only consider litigation to collect debts when all other means have failed.

BANKING AND LOCAL FINANCE

The Central Bank of the Philippines controls and supervises the activities of all banks and credit institutions and is the administrator of the nation's monetary policy. Generally, borrowings by a foreign firm are allowed. Long-term and medium-term loans as well as short-term credits are readily available from commercial banks, the four branches of foreign retail banks in Manila, investment houses, offshore banks, development banks and finance companies.

The commercial banking system consists of 25 private banks, four foreign banks and three government banks, while the offshore banking system is composed of 17 foreign banks. One major Canadian bank, the Bank of Nova Scotia, maintains a branch office in Manila and has part ownership in a local commercial bank called Solidbank Corporation, formerly Consolidated Bank and Trust Corporation.

Bank of Nova Scotia

(Branch Office)

9F Solid Bank Bldg.

777 Paseo de Roxas

Makati, Metro Manila

Philippines

Tel.: 817-9751

Telex: 64025 BNS MLA

ITT: 45422 BNS PH

PROPERTY PROTECTION

The Philippines is a member of the Paris Union for the Protection of Industrial Property. A patent for an invention is granted to a resident principal or to the agent of a non-resident for 17 years, during which time the patentee is entitled to actions and remedies for the protection of his

rights. If a patentee does not properly exploit his invention for three years after its registration, however, the patent may be subject to a compulsory license.

The first user of a trademark is entitled to register it with the Bureau of Patents, Trademark and Technology Transfer for a period of 20 years. Registration is conditional upon the registrant's filing of an affidavit of use within one year following the 5th, 10th, and 15th anniversaries of the date of registration. Registration may be renewed for another 20 years.

Applications for copyright may be filed through the Copyright Division of the National Library. The Philippines intends to accede to the International Copyright Convention in 1989.

In practice, however, enforcement of infringements of intellectual property is so lax and litigation so cumbersome that little protection is afforded.

Investment

PHILIPPINE LEGISLATION FOR FOREIGN INVESTMENTS

The Philippine Board of Investments (BOI) under the Department of Trade & Industry, is the government agency responsible for the regulation and promotion of investments in the country. Before a foreign corporation can be issued a license to do business, it must first secure a certificate from the BOI that its operation is not inconsistent with existing laws on investments in the country.

Through the BOI, the government offers incentives such as tax exemptions, financial and technical assistance and other non-tax privileges to entities engaged in preferred areas of economic activity.

Preferred areas of investment are annually identified by the BOI in an Investment Priorities Plan (IPP). Pioneer enterprises (or those engaged in areas where local capital and expertise are inadequate) are open to 100 per cent foreign ownership while investments in non-pioneer or mature industry sectors are allowed a maximum of 40 per

cent foreign equity. The foreign equity limit in the other areas of investment varies according to the economic sector.

For 1988, a total of 277 areas of economic activity were declared priority/preferred areas for development. Detailed information is contained in the 1988 IPP. All pertinent rules and regulations governing investments in the country are embodied and consolidated in the Omnibus Investments Code of 1987.

FORMS OF BUSINESS ORGANIZATION

There are four forms of business organizations available to the Canadian investor: a sole proprietorship; a partnership; a branch office; and a corporation. Foreign firms may also conduct business in the Philippines through the appointment of agents or representatives. Except for professional firms, which are not permitted to incorporate, most business ventures adopt the corporate form of organization.

TAXATION

Resident foreign corporations are subject to 35 per cent income tax. Citizens, resident aliens, and non-residents engaged in business are also subject to a graduated tax on net income from all sources of income within and outside the Philippines.

Executive Order No. 273, which took effect in 1988 implemented the Value Added Tax Law. All persons engaged in the business of selling goods and services, including manufacturers, producers or importers and subsequent sellers, including wholesale distributors, traders and retailers, as well as contractors and brokers whose aggregate gross annual sales of articles and/or services exceed 200,000 pesos, will be levied with a 10 per cent tax on their gross sales. With respect to both corporate and income tax, a double taxation agreement is in force between Canada and the Philippines.

PHILIPPINE EXPORT REGULATIONS

All exports to South Africa are prohibited. Exports of certain strategic materials and items deemed essential for industri-

alization and economic development are also prohibited. Otherwise, exports are generally not restricted but are regulated to ensure that the foreign exchange proceeds are surrendered to an authorized agent of the Central Bank.

To further promote the growth of the export industry, the government has adopted a simplified set of export procedures and customs requirements. Executive Order No. 1016 further withdrew the inspection, commodity and export clearance requirements or a number of export items.

Generally the following documents will be required of an exporter:

- Report of Foreign Sales duly registered with the exporter's bank or with the Central Bank (CB) of the Philippines, if necessary;
- Export Declaration; Export Entry;
- Tax Clearance, which may be issued to exporters quarterly;
- Commodity Clearance, which may be obtained from appropriate government commodity offices; and
- Official Receipt showing payment of wharfage fees, except when the article is expressly exempted from the payment thereof.

In July 1986, Executive Order No. 26 abolished export duties on all export products, except logs, previously imposed under Section 514 of the Tariff and Customs Code. The Philippine Sugar Regulatory Administration (SRA) regulates the allocation of sugar to the domestic, export and world markets. Export trade with state-trading countries, excluding Yugoslavia, is handled through the Philippine International Trading Corporation. There are separate regulations for exports from border regions by barter traders.

IV. YOUR BUSINESS VISIT TO THE PHILIPPINES

Services of the Canadian Embassy

The Commercial Section of the Canadian Embassy in the Philippines functions as liaison between Canadian firms

and local business and industry and seeks business opportunities for interested and capable Canadian firms.

The Embassy can provide initial market assessments and recommendations as to how best to tackle the market and can assist in the identification and recruitment of agents or distributors. It can also assist in making appointments for visiting business persons, and can alert companies with demonstrated interest in the market to business opportunities. Finally, the Embassy can provide advice on matters such as trade disputes, government regulations and procedures, legal problems, and advertising modes.

As the head office of the Asian Development Bank is located in Manila, the Commercial Division of the Canadian Embassy offers the services of a Trade Commissioner for the promotion of Canadian commercial interests with the Bank. These services include :

- providing information on Bank projects and procedures;
- investigating commercial opportunities for Canadian participation in these projects;
- providing a channel of communication between the Bank and Canadian firms; and
- arranging meetings and briefings for Canadian businessmen seeking business on bank-financed projects.

The Commercial Section of the Embassy should be advised of visits to the Philippines well in advance of arrival. The extent to which the firm can be assisted by the Embassy will depend upon the information provided concerning the company, its product or service, desired marketing channel, the purpose of the visit and contacts previously established in the Philippine business community. Canadian firms should maintain an ongoing contact keeping the Commercial Section informed of subsequent activities and future plans.

Business Calls

The best introduction to the Philippines and its business opportunities is by personal visit. Local businessmen usually prefer to meet and deal with their prospective clients face to face. The Canadian businessman must convince

local contacts of his firm's technological and price competitiveness. A long-term commitment is of primary importance to a successful business strategy.

Business methods and customs in the Philippines are similar to those in Canada, but communication problems, heavy traffic during business hours, difficulties in arranging appointments and a generally slower-pace make doing business a time-consuming process. It requires an ongoing commitment and flexibility in meeting deadlines and planning visits.

The pursuit of contacts within the Philippine business community plays an important role in business strategy. A good local representative will establish appropriate contacts, ensure compliance with local business practices and act as a facilitator, continuing the contact in the absence of the Canadian businessman. In some cases, business is not discussed in the first meeting.

Rather, the initial session serves as an opportunity for the potential client to compare the Canadian firm's capabilities with those of other sources.

Importance of Presentation

Canadian firms should make a complete presentation to the prospective client in the initial stages of contact. This may include literature, specifications, samples and all the price, delivery, and quality control information the contact will require for his evaluation of the Canadian firm and its product or service. Businessmen should also have an adequate supply of business cards at all times. In the event of an equipment demonstration, it should be ensured that the system functions properly in the different heat, humidity and electrical environment.

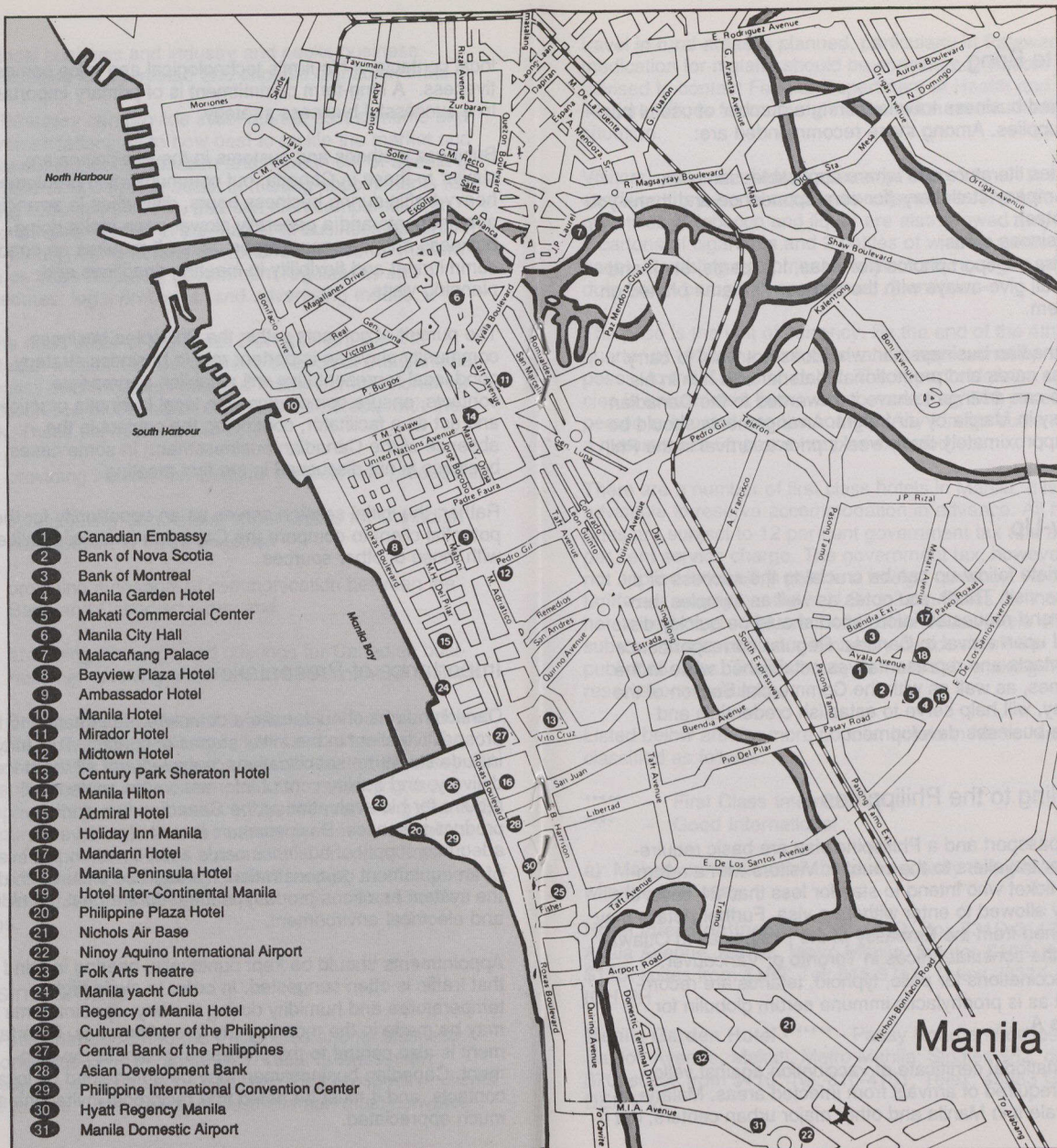
Appointments should be kept punctually, bearing in mind that traffic is often congested. In order to avoid high temperatures and humidity during the day, appointments may be made in the morning and late afternoons. Entertainment is also central to the process of business development. Canadian businessmen may be entertained by local contacts, and it must be noted that reciprocal invitations are much appreciated.

Tableau 5.

Exportations canadiennes à destination de la Suède
par principaux groupes de produits en 1982

(en millions de dollars canadiens)	
Denrées alimentaires et animaux vivants	34,3
poisson, préparations de poisson	23,2
céréales, préparations de céréales	4,5
Boissons	1,7
Matières brutes, non comestibles, sauf combustibles	28,1
pâte de bois, déchets de papier	9,7
minerais métallifères, déchets de métaux	9,4
cuirs, peaux et pelleteries, non apprêtés	3,9
graines oléagineuses	2,9
Combustibles minéraux, lubrifiants	29,3
charbon	16,9
produits du pétrole	12,4
Produits chimiques	14,0
produits chimiques organiques	5,0
matières plastiques	6,2
Produits manufacturés	37,2
métaux non ferreux	17,2
fer, acier	6,3
Machines et matériel de transport	66,8
machines, appareils électriques	26,3
machines non électriques	21,8
véhicules routiers	14,1
Articles manufacturés divers	13,3
vêtements	3,2
Autres articles	0,07
Total des exportations	225

En 1982, les importations du Canada en provenance de la Suède se chiffraient à 356 millions de dollars canadiens, soit une augmentation de 6 % par rapport à 1981, ce qui représente 1,1 % du total des exportations suédoises.



Source: The Hong Kong and Shanghai Banking Corporation

travel in rural areas is planned, particularly in Palawan, medication for malaria should be considered. Visitors are advised to contact Federal Department of Health and Welfare offices for up-to-date information on the medical situation.

Visitors' personal effects are exempt from duty on the condition they are re-exported on departure. The following quantities of tobacco and liquor are also allowed duty-free: 2 cartons of cigarettes and 2 bottles of wine or spirits (1 liter each). Gambling equipment and electronic gadgets are not duty-free if brought in commercial quantities.

The peso is the unit of currency. By the end of the 4th quarter of 1988, the exchange rate is approximately 17.5 pesos to the Canadian dollar. The import of foreign currencies is unrestricted, however, no more than 500 pesos per person is allowed into the country. Any foreign currency and a maximum of 50 pesos may be exported.

There are a number of first class hotels in Manila. It is advisable to reserve accommodation in advance. All hotel rates are subject to 12 per cent government tax and a 10 per cent service charge. The government tax, however, is not applied if the bill is paid in a foreign currency. Room tariffs are usually quoted in U.S. dollars. Rates for the major hotels as of end 1988 are listed below. Most hotels offer substantial corporate and embassy discounts off the published rates. The Embassy can assist in making hotel reservations in Manila.

Listed below are the more popular hotels in Metro Manila classified as follows:

- ***** - First Class International
- **** - Good International

a) Makati, convenient for those frequently doing business with the Embassy

Hotel Inter-Continental - ***** - P.O. Box 731D-3117, Ayala Avenue, Makati, Metro Manila; Singles \$105, doubles \$115, suites from \$180; Tel: 815-9711; Telex: 23314 (RCA) ICH PH

Manila Garden Hotel - ***** - Pasay Road and de los Santos Avenue, Makati, Metro Manila; Singles \$62, doubles \$70, suites from \$110; Tel: 810-4101; Telex: 45883 GAR-DEN PM

Manila Mandarin - ***** - Paseo de Roxas and Makati Avenue; Singles \$130, doubles \$150, suites from \$200; Tel: 816-3601; Telex: 63756 MANDA PN, 22391 MANDA PM

Manila Peninsula Hotel - ***** - Corner Ayala and Makati Avenues, Makati, Metro Manila; Singles \$130, doubles \$145, suites from \$270; Tel: 819-3456; Telex: 22507 PEN PH

b) Downtown Manila

Admiral Hotel - **** - 2138 Roxas Boulevard, Metro Manila; Singles \$60, doubles \$65, suites from \$90; Tel: 572-081; Telex: ADHOTEL PM 40488

Ambassador Hotel - **** - 2021 A. Mabini Street, Metro Manila; Singles \$53, doubles \$61, suites from \$99; Tel: 506-011; Telex: 63413 AMBASS HOTEL PN

Bayview Plaza - **** - Roxas Boulevard, Metro Manila; Singles \$32, doubles \$36, suites from \$65; Tel: 503-061; Telex: 22311 BAY PH

Century Park Sheraton Manila - ***** - Corner Vito Cruz and M. Adriatico, Metro Manila; Singles \$105 (less 25% discount), doubles \$110, suites from \$170 (less 40% discount); Tel: 506-041; Telex: 40489 SHERMLA PM

Holiday Inn Manila - ***** - 3001 Roxas Boulevard, Metro Manila; Singles \$100, doubles \$110, suites from \$150; Tel: 597-961; Telex 63487 HOLIDAY PN

Hyatt Regency - ***** - 2702 Roxas Boulevard, Metro Manila; Singles \$97, doubles \$107, suites from \$212 ; Tel: 831-2611; Telex: 3344 PN/3462 PN

Manila Hilton International - ***** - United Nations Avenue, Metro Manila (P.O. Box 4430 Manila); Singles \$72, doubles \$82, suites from \$114; Tel: 573-711; Telex: 63387 HILTEL PN

Manila Hotel - ***** - Rizal Park, Metro Manila (P.O. Box 307, Manila); Singles \$120, doubles \$135, suites from \$175; Tel: 470-011; Telex: ITT 40537 MHOTEL PM

Manila Midtown Ramada Hotel - **** - Corner Pedro Gil and M. Adriatico Streets, Ermita, Metro Manila; Singles \$70, doubles \$78, suites from \$100; Tel: 573-911; Telex: 27797 MMR PH

Philippine Plaza - *** - Roxas Boulevard, Metro Manila.**
Part of Cultural Center Complex, next to Philippine Convention Center; Singles \$105, doubles \$125, suites \$260; Tel: 832-0701; Telex: 40443 FILPLAZA

In addition to those in the international standard hotels, there are many excellent restaurants serving European, Chinese, and Filipino cuisine. Major Canadian credit cards such as Visa and Master Card are generally accepted in tourist areas.

On tipping, airport and hotel porters receive three pesos per bag. If a hotel or restaurant does not include a 10 per cent service charge, a tip of 10 per cent is adequate. Where service is included, a tip of 2-3% may be left in appreciation of especially good service. Bartenders and taxi drivers are also customarily given a maximum tip of 10% of total fare.

Taxis are plentiful and cheap in Manila. However, care should be taken in dealing with taxi drivers and the meter should be used rather than a pre-arranged fare. If a vehicle is required for longer journeys, hire cars with drivers are available at the hotels.

On the island of Luzon, there are a number of local and long-distance buses that provide good and frequent service. Inter-island transport is provided by boats and ferries. Air travel, however, remains the most convenient method of local transportation, with flights servicing all important provincial cities. Philippine Airlines holds a monopoly on domestic flights.

The following airlines serve Manila :

Air France	- 831-2226
Air India	- 815-1280
Air Niugini	- 810-1846
Alitalia	- 850-265
British Airways	- 817-0361
Cathay Pacific	- 815-9401
China Airlines	- 590-086
Egypt Air	- 815-8476
Japan Airlines	- 505-611
KLM	- 815-9701
Lufthansa	- 815-9271
Malaysian Airline System	- 575-761
Northwest Orient	- 521-1911

Pakistan International Airlines	— 818-2311
Philippine Airlines	— 832-3166
Qantas Airways	— 815-9491
Sabena	— 508-636
SAS	— 810-0906
Singapore Airlines	— 818-9951
Swissair	— 818-8351
Thai International	— 815-8421

Airport Tax is ₱=200 on departure (terminal fee).

V. LIST OF KEY PHILIPPINE GOVERN- MENT DEPARTMENTS AND SELECTED BUREAUS AND ATTACHED AGENCIES

Department of Trade and Industry

4th Flr. BOI Bldg.

385 Gil Puyat Avenue Extension

Makati, Metro Manila

Philippines

Tel : 818-5701 to 40/818-1831 to 39

- Trade & Industry Information Center
- Construction Industry Authority of the Phils.
- Export Processing Zone Authority
- Bureau of Patents, Trademarks & Technology Transfer
- Iron & Steel Authority
- Bureau of Product Standards
- Bureau of Export Trade Promotion
- Bureau of International Trade Relations
- Center for International Trade Expositions and Missions
- Foreign Trade Services Corp.
- Bonded Export Marketing Board
- Bureau of Import Services
- Bureau of Small & Medium Business Development
- Bureau of Domestic Trade

Board of Investments (BOI)

Industry and Investments Bldg.
Sen. Gil Puyat Avenue Extension
Makati, Metro Manila
Philippines
Tel: 818-18-31 to 39

Department of Transportation and Communications

Philcomcen Building, Ortigas Avenue
Pasig, Metro Manila
Tel : 721-9088/721-3781 to 89

- Philippine Ports Authority
- National Telecommunications Commission
- Maritime Industry Authority

Department of Finance

DOF Bldg., Agripina Circle
Manila, Philippines
Tel : 586-719/596-913

- Bureau of Customs
- Bureau of Internal Revenue
- Insurance Commission
- Economic Intelligence & Investigation Bureau

Department of Health

San Lazaro Compound, Rizal Avenue
Manila, Philippines
Tel : 711-6080

- Bureau of Food and Drugs
- Bureau of Licensing & Regulations
- Dangerous Drugs Board
- Bureau of Research & Laboratory
- National Quarantine Office

Department of Justice

DOJ Bldg., Padre Faura
Manila, Philippines
Tel : 592-948/509-946

- National Bureau of Investigation
- Commission on Immigration & Deportation
- National Land Titles & Deeds Registration

Department of Agriculture

DA Building Elliptical Road

Diliman, Quezon City

Philippines

Tel : 974-244/988-946

- Bureau of Animal Industry
- Bureau of Plant Industry
- Bureau of Fisheries & Aquatic Resources
- Fertilizer & Pesticide Authority
- Fiber Industry Development Authority
- Sugar Regulatory Administration
- Philippine Coconut Authority

Department of Agrarian Reform

Quezon Memorial Circle

Elliptical Road

Quezon City, Philippines

Tel : 993-971/993-573/993-088

- Bureau of Land Acquisition & Distribution
- Bureau of Land Development

Department of Budget & Management

Administrative Bldg., Malacanang

Manila, Philippines

Tel : 483-475/467-420

- Foreign Assisted Projects Bureau

Department of Public Works and Highways

Bonifacio Drive, Intramuros

Manila, Philippines

Tel : 403-552/473-180

- Bureau of Construction
- Bureau of Materials & Quality Control
- Bureau of Equipment
- Foreign Assisted Projects Office

Department of Education and Culture

Palacio del Gobernador Building

Intramuros

Manila, Philippines

Tel : 482-211

Department of Environment and Natural Resources

DENR Bldg. Visayas Avenue, Diliman

Quezon City, Philippines

Tel : 990-691

- Land Management Bureau
- Forest Management Bureau
- Mines & Geo-Sciences Bureau
- Foreign Assisted & Special Projects Office

Department of Science & Technology

DOST Complex, Bicutan, Taguig

Metro Manila, Philippines

Tel : 822-0961 to 67/822-0564

- Industrial Technology Development Institute
- Philippine Council for Industry & Energy Research & Development
- Technology Application & Promotion Institute
- Metal Industry & Development Center

Department of Tourism

DOT Building, T. M. Kalaw St.

Manila, Philippines

Tel : 585-528/501-742/599-031

- Bureau of International Tourism
- Bureau of Domestic Tourism Promotion
- Philippine Tourism Authority
- Office of Tourism Information

Department of Foreign Affairs

PICC Bldg., CCP Complex

Roxas Blvd., Manila, Philippines

Tel : 832-0309

- Board of Overseas Promotions
- Office of Foreign Investment
- Office of Export Promotion

Department of National Defense

3rd Flr., DND Bldg., Camp Aguinaldo

Quezon City, Philippines

Tel : 790-390/721-9001/789-726

Department of Labor and Employment

DOLE Executive Building, Intramuros

Manila, Philippines

Tel : 484-852

- Bureau of Local Employment
- Bureau of Labor Relations
- Philippine Overseas Employment Administration
- National Wages Council

National Economic & Development Authority

NEDA-sa-Pasig Bldg., Amber Avenue

Pasig, Metro Manila, Philippines

Tel : 673-5031 to 39

- Infrastructure Staff
- Public Investment Staff
- Agriculture Staff
- Tariff Commission
- National Statistics Office

VI. USEFUL ADDRESSES

Department of Social Welfare & Development

Batasan Pambansa Complex, Constitution Hills

Diliman, Quezon City, Philippines

Tel : 963-001

Canadian Embassy

9th Floor, Allied Bank Building

6754 Ayala Avenue

Makati, Metro Manila

Tel : 815-9536/41

Telex : 63676 DOMCAN PN

Fax : 815-9595

Philippine Airlines

PAL Building

Legaspi Street

Legaspi Village

Makati, Metro Manila

Tel : 832-3166

Telex : RCA-22160 SGV PH

EAS-637343 SGV PN

ITT-46096 CERTIFY PM

Central Bank of the Philippines

A. Mabini Street

Ermita, Manila

Tel : 507-051

Telex : RCA-27550CPB PH

ITT-40030 CENBANK PM

EAS-63343 CENBANK PN

Embassy of the Philippines

130 Albert Street, Suite 606-607

Ottawa, Ontario, Canada

K1P 5G4

Tel: (613) 233-1121/23

Consulate General of the Philippines

111 Avenue Road

Toronto, Ontario, Canada

M5R 3J8

Tel: (416) 922-7181

Consulate General of the Philippines

#301 - 308, 407 Granville Street

Vancouver, British Columbia

V6C 1V5

Tel: (604) 685-7645

Securities and Exchange Commission

SEC Building

EDSA Greenhills

Mandaluyong, Metro Manila

Tel : 780-931

Quasha, Asperilla, Ancheta, Valmonte,

Pen~a and Marcos Law Office

Don Pablo Building

Amorsolo Street, Legaspi Village

Makati, Metro Manila

Tel: 863-011

Telex: RCA-22383 LAW PH

ITT-45015 QUASHA PM

EAS-63678 QUASHA PN

Development Bank of the Philippines

Buendia Avenue Extension

Makati, Metro Manila

Tel: 818-9511

Telex: ITT-45128 DBPHIL

RCA-22197

EAS-63771

Asia Pacific South Trade Development Division

L. B. Pearson Bldg.

125 Sussex Drive

Ottawa, Ontario, Canada

K1A 092

Tel: (613) 995-7680

Joaquin Cunanan and Co./

Price Waterhouse

8th Floor

BA-Lepanto Building

Paseo de Roxas

Makati, Metro Manila

Tel: 818-7622 to 25

Telex: RCA-22370 PRW PH

ITT-45087 PRICE WT PN

EAS-66546

TELECOPIER: (632) 815-3514

Sycip, Gorres, Velayo (SGV) & Co.

SGV Bldg.

6760 Ayala Avenue, Makati

Metro Manila, Philippines

Tel. : 819-30-11

817-03-01

Telex : RCA 22160 SGV PH

EAS 63743 SGV PN

ITT 46096

CERTIFY PM

VII. REGIONAL CONTACTS

The International Trade Centres in the following offices of the Industry, Science and Technology Canada (ISTC), formerly Department of Regional Industrial Expansion or DRIE, can provide useful guidance on both export marketing and overseas trade opportunities to both new and experienced exporters.

Newfoundland-Labrador

Parsons Building
90 O'Leary Avenue
P.O. Box 8950
St. John's, Newfoundland
A1B 3R9
Tel: (709)772-5511
Telex: 016-4749
Fax (709)772-5093

Alberta

Cornerpoint Building
10179-105th Street,
Suite 505
Edmonton, Alberta
T5J 3S3
Tel: (403)420-2762
Fax: (103)420-4507

Nova Scotia

1496 Lower Water Street
P.O. Box 940, Station M
Halifax, Nova Scotia
B3J 2V9
Tel: (902)426-6125
Telex: 019-22525
Fax: (902)426-2624
Telex: 04-51191
Fax: (604)666-8330

British Columbia

650 West Georgia Street,
Suite 900
P.O. Box 11610
Vancouver
British Columbia
V6B 5H8
Tel: (604)661-2239

New Brunswick

Assumption Place
770 Main Street
P.O. Box 1210
Monoton, New Brunswick
E1C 8P9
Tel: (506)857-6472
Telex: 014-2200
Fax: (506)857-6429

Quebec

Stock Exchange Tower
800 Victoria Square
Room 3800
P.O. Box 247
Montreal, Quebec
H4Z 1E8
Tel: 055-60768
Fax: 514-283-3302

Prince Edward Island

Confederation Court Tower
134 Kent Street, Suite 400
P.O. Box 1115
Charlottetown,
Prince Edward Island
C1A 7M8
Tel: (902)566-7400
Telex: 014-4125
Fax: 566-7450

Manitoba

330 Portage Avenue
8th Floor
P.O. Box 981
Winnipeg, Manitoba
R3C 2V2
Tel: (204)983-2387
Telex: 07-57624
Fax: (204)983-2187

Saskatchewan

105-21st Street East
6th Floor
Saskatoon, Saskatchewan
S/K OB3
Tel: (306)975-5318
Telex: 074-2742
Fax: (306)975-5334

Ontario

1 Front Street West,
4th Floor
Toronto, Ontario
M5J 1A4
Tel: (416)973-5052
Telex: 065-24378
Fax: (416)973-8714

Northwest Territories

P.O. Box 6100
Yellowknife,
Northwest Territories
X1A 1C0
Tel: (403)920-8575
Fax: (403)873-6228

Yukon

108 Lambert Street
Suite 301
Whitehorse, Yukon
V1A 1Z2
Tel: (403)668-4655
Fax: (403)668-5003

APPENDIX A

SOURCES OF ADDITIONAL INFORMATION

I. SOUTHEAST ASIA - General

All Asia Guide: Far Eastern Economic Review

17th Edition; published by the Far Eastern Economic Review Ltd., Hongkong

Asiaweek; published weekly by Asiaweek Ltd., Hong Kong

Business Directory of Canadian Trade Representatives

Abroad; published twice annually by the Department of External Affairs, Ottawa

Business Opportunities Under Projects Financed by the

Asian Development Bank; published by the ADB, April 1985

Developing Export Markets - The IFI Approach (two

volumes) Equipment and Civil Works Consulting Services; published by the Department of External Affairs, Ottawa 1985

Far Eastern Economic Review; published weekly by the

Far Eastern Economic Review Limited, Hong Kong

International Trade Reporter; Export Shipping Manual;

published by The Bureau of National Affairs, Inc., Washington D.C.

II. PHILIPPINES

Central Bank of the Philippines : Annual Report

Central Bank of the Philippines, 1988

Doing Business in the Philippines

Price Waterhouse, 1988

Foreign Trade Statistics of the Philippines 1988

National Statistics Office (NSO)

How To Invest In The Philippines

Price Waterhouse; 1987

The Philippines Economic Atlas

Manila; National Economic Council

Philippine Yearbook 1988

Manila; National Statistics Office

Philippine Five-Year Development Plan 1988-1992)

National Economic Development Authority

Questions and Answers on Foreign Investment in the Philippines

Manila; Board of Investments

Statistical Bulletin

Manila; Central Bank of the Philippines

Doing Business in the Philippines 1988

Manila; The SGV Group

FOREIGN TRADE STATISTICS

I. PHILIPPINE TRADE

1987 (FOB Value in Million US\$)

Source: Philippine Trade Statistics

	World	Canada	(Rank)
Phil. Imports	6,736.960	884.468	(16th)
Phil. Exports	5,570.911	83.382	(15th)
Phil. Re-exports	149.327	.001	
	<hr/>	<hr/>	
TOTAL	12,457.207	167.851	
	<hr/>	<hr/>	

Main Imports

Mineral fuels, lubricants & related materials
 Machinery other than electrical machinery
 Base Metals
 Electrical machinery, apparatus and appliances
 Cereals and cereal products
 Transport equipment
 Chemical elements & compounds
 Manufactures of metals
 Textile yarns
 Artificial resins and plastic materials

Main Exports

Semi-conductors and electronic microcircuits
 Garments
 Crude coconut oil
 Copper concentrates
 Centrifugal sugar
 Lumber
 Gold from copper ores
 Iron agglomerates (sinters)
 Banana

Dessicated coconut
 Copra oil, cakes
 Plywood
 Canned Pineapple
 Prepared Tuna
 Coffee, not roasted
 Copper Bars, rods
 Shrimps and prawns

Chief Export Markets in 1987

Country	Value	Per Cent
U.S.	1,976,191	34.55
Japan	984,407	17.16
Netherlands	310,554	5.43
Germany	292,709	5.12
Hong Kong	279,209	4.88
United Kingdom	246,343	4.31
Singapore	196,611	3.44
Taiwan	144,389	2.52
France	125,801	2.20
Thailand	125,593	2.20

Chief Supplier Markets in 1987

Country	Value	Per Cent
U.S.	1,485,776	22.05
Japan	1,121,166	16.64
Taiwan	372,430	5.53
Hong Kong	312,078	4.63
Germany	281,640	4.18
Singapore	232,246	3.45
Saudi Arabia	212,606	3.16
China (PROC)	205,562	3.05
Australia	201,804	3.00
Korea, Rep. of	198,247	3.00

II. PHILIPPINE TRADE WITH CANADA (Value in Thousand Canadian Dollars)

The following figures were taken from Canadian Trade Statistics. There is a substantial variation between Philippine and Canadian figures, so the totals will differ from those shown in Section I of this appendix.

Major Canadian Exports to the Philippines

	1987	1986	1985
Wheat	21,459	2,454	0
Rubber & plastic materials	13,833	3,571	610
Fertilizers	13,389	2,079	2,811
Iron ores & concentrates	12,306	4,642	4,325
Steel Plate, sheet & strip	10,069	5,768	0
Wood pulp	8,469	4,920	8,708
Barley	7,847	0	0
Textile & related fibers	3,626	2,979	3,774
Zinc, incl. alloys	2,976	3,561	3,551
Other inorganic chemicals	2,750	459	1,221
Paperboard	2,407	1,003	628
Organic chemicals	2,326	3,043	2,168
Plastics, basic shapes & forms	1,502	186	111
Med. & pharm. prods., in dosage	1,467	984	460
Dairy produce, eggs & honey	1,383	1,467	2,272
Telecommunication & related equipment	1,186	805	2,282
Other chemical products	1,084	939	453
Drilling, excavating, mining mach.	1,075	547	444
Pulp & paper industry mach.	1,071	230	226
Food products	914	610	209
Textile fabricated materials	899	609	452
Measuring, laboratory, medical & optical equipment	777	137	181
Woodworking mach. & equipment	641	206	0
Aircraft parts, except engines	586	145	385
Others	8,609	8,533	11,154
Total	122,651	49,877	46,425

Major Canadian Imports from the Philippines

	1987	1986	1985
Outerwear, except knitted	18,393	19,888	14,685
Other apparel & apparel accessories	13,107	13,637	11,235
Electronic tubes & semicon.	11,892	9,801	12,408
Outerwear, knitted	11,566	7,713	6,662
Veg. oils & fats	8,441	1,615	6,424
Fruits & products, canned	8,005	7,409	10,244
Watches, clocks, jewelry, silverware	7,072	6,635	5,643
Fish & marine animals	5,888	4,718	8,865
Nuts	5,368	4,778	7,619
Furniture & fixtures	4,721	3,851	2,782
Special trade transactions	2,550	967	1,159
Personal & household goods	3,445	2,526	2,055
Other end products, inedible	3,256	2,352	1,377
Fruit juices & concentrates	3,045	3,601	2,110
Games, toys & children's vehicles	2,358	2,878	342
Footwear	2,286	1,940	3,009
Other wood fabricated materials	2,283	2,991	3,313
Lumber	2,020	1,863	1,564
Metals in ores, concentrates scrap	1,810	1,854	2,820
Coffee	1,499	21,500	10,788
Electronic computers	1,397	136	74
Cotton broad woven fabrics	1,277	0	0
Other textile fabricated materials	1,138	1,184	725
Others	8,985	9,670	9,619
Total	132,802	133,507	125,522

The following figures were taken from Canadian Trade Data for 1985. There is a substantial variance between Philippine and Canadian figures, so the totals will differ from those shown in Section I of this appendix.

Notes

Notes
 1997 1998 1999

	1997	1998	1999
Outerwear, except leather	15,293	19,898	14,085
Accessories	13,707	13,837	17,235
Summer	11,892	9,301	12,468
Vegetables & fruits	5,441	1,615	3,424
Fruits & vegetable products	3,895	7,329	10,511
Watches, clocks, jewelry			
Shirts	7,072	8,635	9,613
Fish & marine animals	5,492	4,716	9,865
Nuts	5,392	4,773	7,619
Furniture & fixtures	4,721	3,451	2,732
Special trade transactions	2,530	987	1,159
Personal & household goods	2,445	2,524	2,055
Clothing and products, invaluable	3,356	2,352	1,377
Food products & concentrates	2,325	1,001	2,115
Games, toys & children's products	2,287	2,070	2,222
Footwear	2,236	1,940	3,009
Materials	2,245	2,991	3,313
Lumber	2,136	1,353	1,623
Metals in ores, concentrates or slag	1,810	1,953	2,825
Coffee	1,499	21,500	10,788
Electronic computers	1,397	139	76
Cotton broad woven fabrics	1,277	0	0
Other textile fabricated materials	1,138	1,184	725
Others	8,985	9,970	9,619
Total	132,902	135,507	125,522

Notes

LIBRARY E A/BIBLIOTHEQUE A E



3 5036 20001991 0

Storage

HF 1010 .G85P6 1989 STORAGE

Philippines, a guide for Canadian
exporters. --

15234022





External Affairs
Canada

Affaires exterieures
Canada

Canada