France-Philippines Business Council of MEDEF International

presentation

COUNCIL CHAIRPERSON

Mr. Philippe LOUIS-DREYFUS
Chairman of the Supervisory Board of Louis Dreyfus Armateurs

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Makati Business Club

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COUNCIL ACTIONS FOR COMPANIES

MEDEF International has had relations with the Philippines since 1987, when French business leaders met with Mrs Maria Corazon SUMULONG, also known as Mrs Corazon AQUINO, the country's first woman President.

The France-Philippines Business Council was created in 1998 by MEDEF International and the Philippine counterpart, the Makati Business Club, and has been chaired since 2019 by Mr. Philippe LOUIS-DREYFUS, Chairman of the Supervisory Board of Louis-Dreyfus Armateurs.

The Philippines is the 2nd largest ASEAN country in terms of population (106 million inhabitants) and the 4th largest economy with a growth of over 6% in recent years, driven by investment and private consumption (fuelled by financial transfers from the diaspora, which represent 10% of GDP).

France is the Philippines' 14th trading partner and 11th investor. The French presence is estimated at more than 100 companies, with significant growth and sectoral diversification in recent years.

MEDEF International's last business delegation to the country (June 2019) was part of the visit for the 8th France-Philippines Joint Economic Committee of Mr. Jean-Baptiste LEMOYNE, Secretary of State for Europe and Foreign Affairs. This mission provided an opportunity to deepen relations with public and private decision-makers in the Philippines and to learn about the country's strategic orientations (notably the $170 billion "Build, Build, Build" infrastructure program between nowadays and 2022) and the opportunities for companies, particularly in the following sectors:

- maritime and defence,
- aeronautics and electronics,
- energy, including renewable energies,
- and the agricultural sector.

The economic and trade relationship between France and Philippines is recognized and privileged, the meetings of the Council, which are held on a regular basis in France, and business delegations:

1. open to the French companies a direct access to:

- the Government and key public decision-makers in the country,
- the administrative and public economic decision-makers with cross-cutting and sectoral competences,
- the Philippine private sector; the Makati Business Club

2. provide companies with keys to understanding and making decisions for their activities, mainly on:

- business opportunities in each sector depending on the evolution of the market and the country's priorities
- the business environment, operating and investment conditions, access to public markets,
- the financing and management of local projects, forms of partnership and localization,
- the structuring of industries and business sectors,
- and, more generally, elements for understanding the risks and opportunities related to internal developments and the country's regional environment;

3. increase the experience sharing between French companies of all sizes, active in the Philippines or in the region, and promote the meeting of new partners in this market.

→ Reports of business meetings and delegations are available to MEDEF International's members on request.