



“ In the Philippines, CHEC has completed more than 15 projects, including harbor, road and bridge (developments). We have built very good relationships with our local partners and also work well with international corporations. Since 2016, the China-Philippine relationship has entered a golden period of fast development.

Chinese President Xi Jinping's Belt and Road Initiative to help countries through infrastructure is a big idea in a world which is searching for big ideas.

CHEC is exactly in the right position. As far as we know, CHEC has the ability and experience in (project) implementation. Hence, we can assist clients in seizing great opportunities.

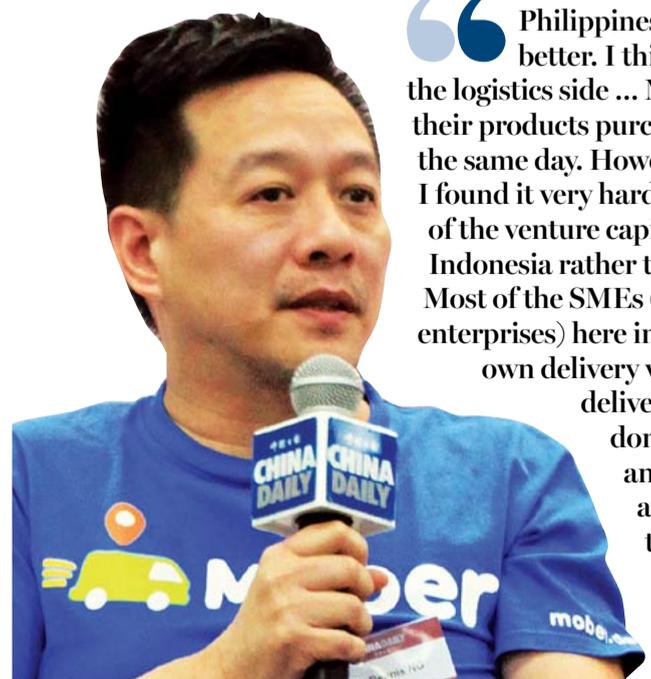
MA JIANHUA,
director, South Pacific regional division,
China Harbour Engineering Company
(CHEC)

“ We all know that China has the biggest population in the world and more Filipino enterprises could seize the opportunity to expose their products to its huge market.

For local companies planning to do business in China, it is important to have a keen understanding of its business culture, consumer needs, legal requirements, and form relations with government agencies and potential partners. Presently, a number of Filipino-Chinese companies have established their business in China.

Tourism is an area where there's room for growth in our relations with China. With our warmer ties, we look forward to welcoming more Chinese tourists to experience our beaches, mountains and culture. Indeed, we foresee greater potential for business partnerships and cooperation as China-Philippine relations flourish.

ANGEL NGU,
honorary president, Federation
of Filipino Chinese Chambers of
Commerce & Industry



“ Mober is a very unique solution in the Philippines. Our traction is getting better and better. I think one of Mober's advantages is on the logistics side ... Most of the e-commerce buyers want their products purchased online to be delivered within the same day. However, for startups in the Philippines, I found it very hard to raise funds. I noticed that most of the venture capitalists in the region prefer to go to Indonesia rather than come to the Philippines. Most of the SMEs (small and medium-sized enterprises) here in the Philippines have to buy their own delivery vans so that they can use it for delivery, but with Mober, the enterprises don't have to invest in delivery vans anymore. Instead they can use the app and a qualified driver will pick up their goods and deliver it on the same day.

DENNIS NG,
founder and CEO, Mober

“ When we look at the Philippine market, it's full of opportunities and potential. Through the Belt and Road Initiative, we find much room for collaboration, through Chinese (mainland) enterprises, international investments and Hong Kong professionals coming together as a win-win partnership. We can see in (the Chinese mainland) from the past 30 to 40 years, or Hong Kong in the past two decades, that we have successfully completed transport-oriented developments, such as the Mass Transit Railway (MTR) in Hong Kong, the high-speed railways across different cities (in the mainland), new townships allowing connectivity between different regions.

We are looking forward to bringing our services and technologies into the Philippines, and to work with the local governments and the local enterprises to build a much brighter future for the Philippines.

NICHOLAS HO,
deputy managing
director, hpa
(previously known
as Ho & Partners
Architects
Engineers &
Development
Consultants)



“ At the end of the day, e-commerce is supported by technology. Advanced technology like AI (artificial intelligence), big data, facial recognition; this kind of technology has to be developed. JD.com recently opened an unmanned store in Beijing, where there is no person in the store; you can just go and buy. That is the kind of technology (that e-commerce needs).

(For) anyone who wants to enter China, there is a logistics problem. Cooperate with long- and medium-reach logistics companies, but don't forget to cooperate with the last-mile delivery systems. You could be very fancy talking a lot, you could click on your mobile phones and computers, but products don't come to your doorstep if you don't have a very effective last-mile logistics system.

JEROME MA,
vice-president, JD.com

