

Overview & the Business Opportunities under the

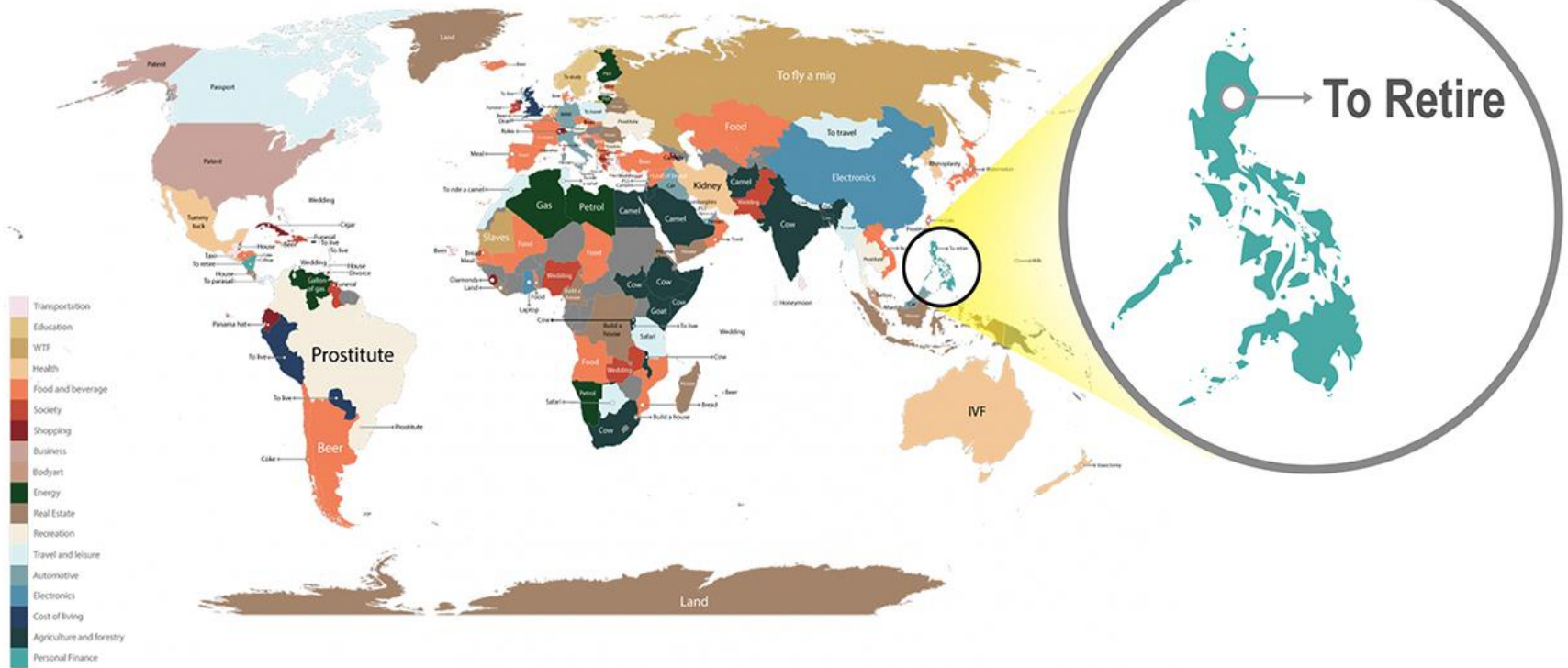


by: Scarlet L. Lachica, *MPA*
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TEZ Investment Forum
By the Sea Resort Hotel, Olongapo
May 8, 2018 / Tuesday

"Most Google^d product" per country by *fixr.com*

The World





Recognitions for the PHT from the past years

19th

World's Best Places to Retire 2017

International Living, Annual Global Retirement Index

23rd

World's Best Places to Retire 2015

International Living, Annual Global Retirement Index

8th

Top Expat Destination 2014

Inter Nations Survey by Expats Insider

Global Demographic Trends





Pension payments to retirees in developed countries have become **unsustainable**

Pension of \$1,000 - \$1,500 is **insufficient** to live in these countries

Retiring and retired nationals of these countries are looking for alternative & affordable retirement places



Potential Retirees in Select Markets

	25 to 54 years old	55 to 64 years old	65 years old & over
	640,159,860 (47.2%)	153,489,068 (11.3%)	130,748,905 (9.4%)
	48,403,298 (38.1%)	16,814,825 (13.2%)	32,750,308 (24.8%)
	23,175,834 (47.3%)	6,093,531 (12.4%)	6,209,516 (12.3%)
	127,124,423 (39.9%)	40,029,303 (12.6%)	46,179,004 (13.9%)

(% based on country's population, source: CIA World Fact Book)

PRA Through the Years



Executive Order No. 1037 created the Philippine Retirement Park System (now PRA) as a government-owned and controlled corporation on July 4, 1985.

1

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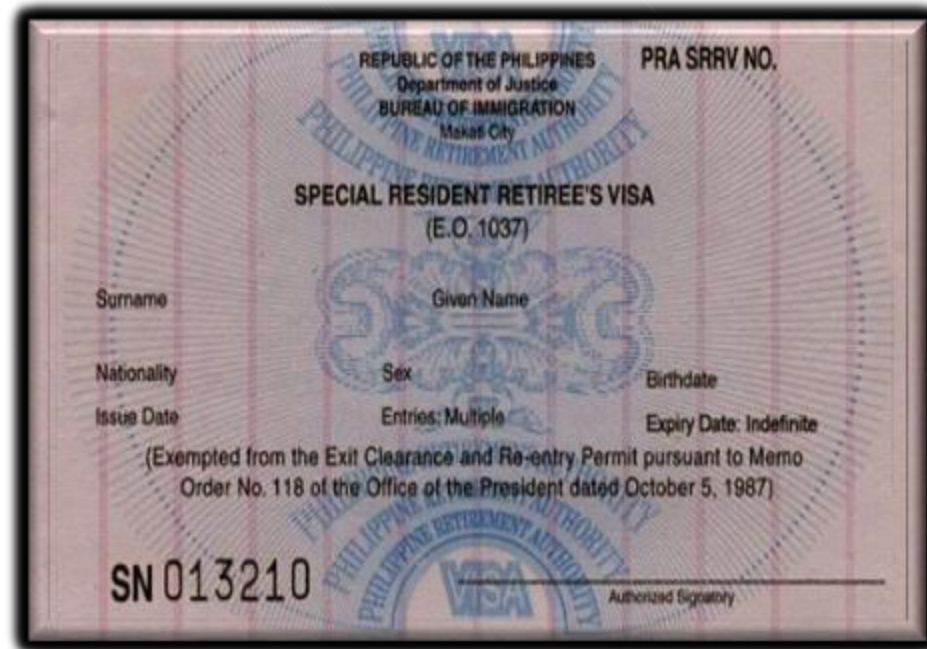
Executive Order No. 26 placed the PRA under the supervision and control of the BOI-DTI on August 31, 2001



Republic Act No. 9593 otherwise known as Tourism Act of 2009 made PRA an agency attached to the DOT on May 12, 2009

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PRA's Core Product



The Special Resident Retiree's Visa **SRRV**

SRRV Features / Benefits

- *Option to reside permanently in the PH*
- *Multiple-entry & indefinite stay privileges*
- *Exemption from the Bureau of Immigration Alien Certificate of Registration Card, **ACR***
- *Exemption from customs duties and taxes for importation of household goods & personal effects **up to US\$7,000.00***

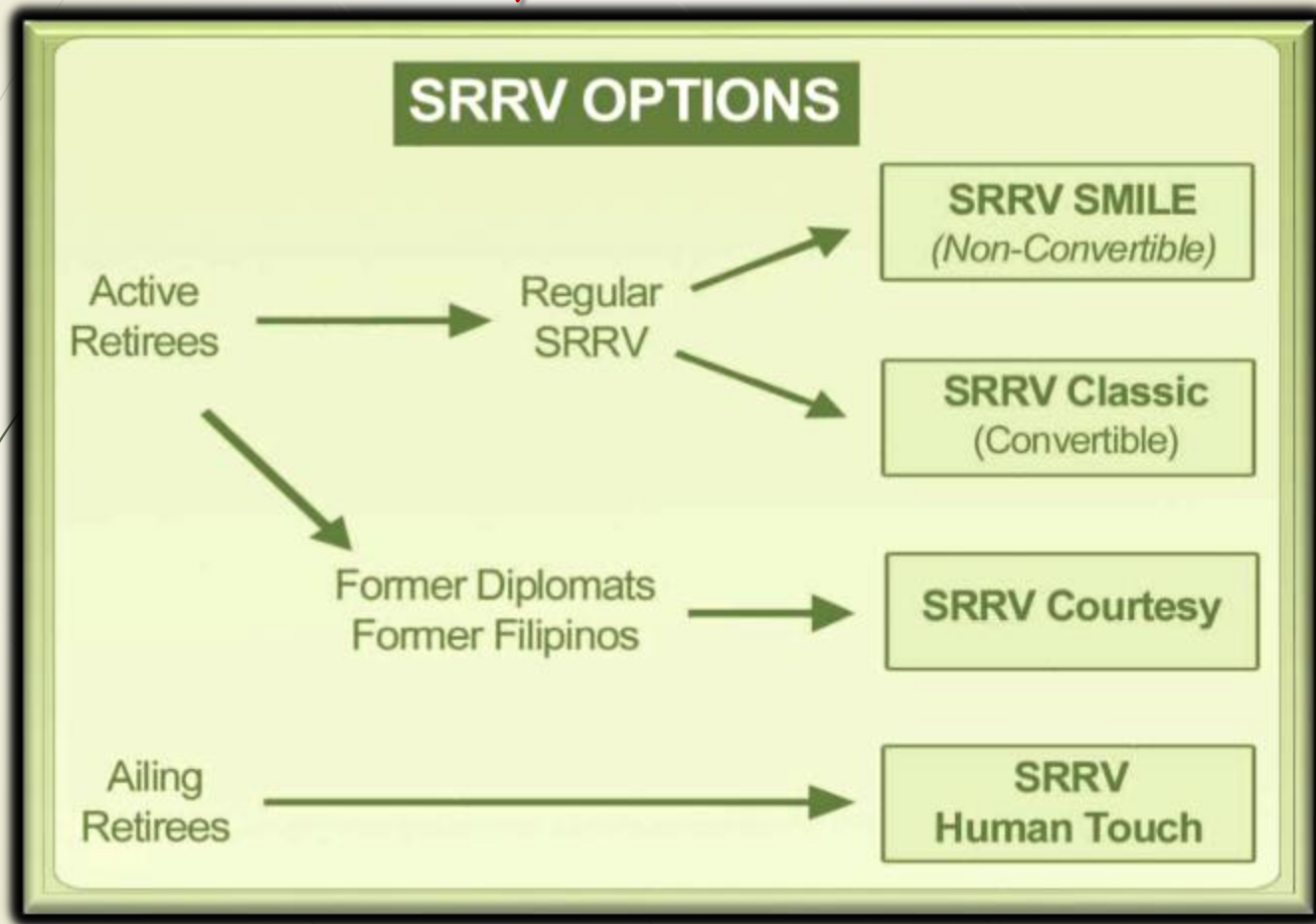


SRRV Features / Benefits

- *Exemption from paying tax from pension & annuities;*
- *Exemption from paying the travel tax;*
- *Exemption from securing a separate Work Visa;*
- *Exemption from securing the Student 's Visa/Study permit;*



One Visa, Four Options



SRRV Option 1

SRRV Smile



For active/healthy foreign retirees

35 years old & above

Visa Deposit of US\$20,000.00

Visa Deposit cannot be converted to active investment

Visa Deposit may only be used for end-of-term obligation

SRRV Option 2

For active/healthy foreign retirees

35 years old & above

Visa Deposit

for 35 to 49 years old is US\$50,000.00

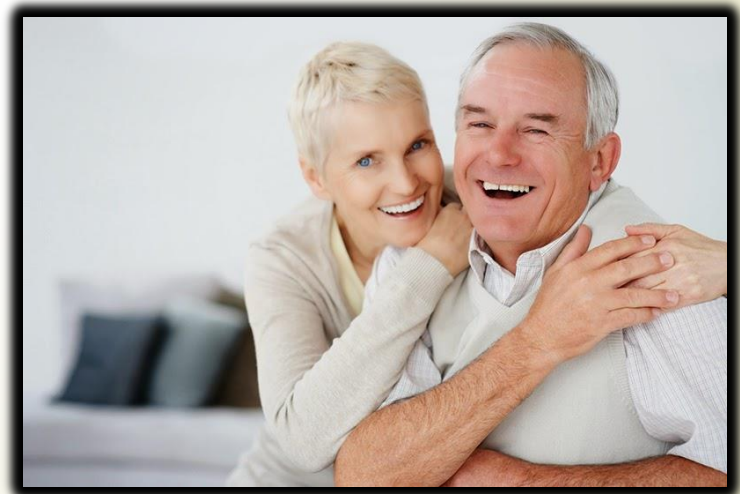
for 50 years old & above

With Pension	US\$10,000.00
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Without Pension	US\$20,000.00
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Visa Deposit may be converted to active investment e.g. purchase of a RFO condominium unit/s, or long term lease of house or house and lot

SRRV Classic



SRRV Option 3

SRRV Courtesy



For active/healthy foreign retirees

50 years old and above who worked for international organizations in the Philippines

For former Filipinos 35 years old and above

Visa Deposit of US\$1,500.00

Additional Requirements:

Certification from the concerned organization of the position held by the applicant

SRRV Option 4

For ailing foreign retirees in need of medical care & assistance

Principal Retiree applicants must be 35 years old and above

Visa Deposit of US\$10,000.00

Additional Requirements

Certification from the doctor/hospital of a pre-existing health condition of the retiree-applicant

Proof of monthly pension of at least US\$1,500.00

Health Insurance portable to and acceptable in the Philippines









SRRV Human Touch



BASIC REQUIREMENTS for SRRV Applicants

- 1. PRA Application Form**
- 2. Medical Clearance** (issued in PH or abroad)
- 3. Police Clearance** (issued from last residence)
- 4. + NBI Clearance** (for retirees staying in PH for the last 30 days prior to his PRA application)
- 5. Bank Certification for the Visa Deposit**
- 6. Original Passport with updated Visa/stay**
- 7. Photos**
- 8. Marriage Contract** if spouse will join
- 9. Birth Certificate** for joining children
- 10. Processing/Service Fee US\$1,400 for Principal**
- 11. Processing/Service Fee US\$300 for dependent**
- 12. PRA Annual Fee US\$360 for Principal**

PRA Accredited Banks

PRA ACCREDITED BANKS			
1.		Bank of China	G/F & 36/F Philamlife Tower, 8767 Paseo De Roxas, Makati City
2.		Banco De Oro (BDO)	<ul style="list-style-type: none"> Pacific Star Makati Branch Cebu – I.T Park Cebu Branch
3.		Malayan Bank	All Branches
4.		Philippine National Bank	All Branches
5.		Union Bank of the Philippines	All Branches
6.		Yuanta Savings Bank (Formerly: Tong Yang Bank)	<ul style="list-style-type: none"> Ortigas Branch Alabang Branch Makati Branch
7.		Bank of Commerce	All Branches
8.		Development Bank of the Philippines (DBP)	Makati Ave. cor. Gil Puyat Ave. Makati City

PRA Foreign Retirees

Top Enrollees (as of December 2017)

Nationality	Total	%
1. Chinese (PROC)	19,752	37%
2. Korean	11,206	21%
3. Indian	4,497	8%
4. ROC Taiwan	4,373	8%
5. Japanese	3,547	7%
6. American	2,434	5%
7. Chinese (Hong Kong)	1,526	3%
8. British	1,077	2%
9. German	627	1%
10. Australian	595	1%
OTHERS	4,298	8%
Total	53,932	100%

Where our retirees come to stay



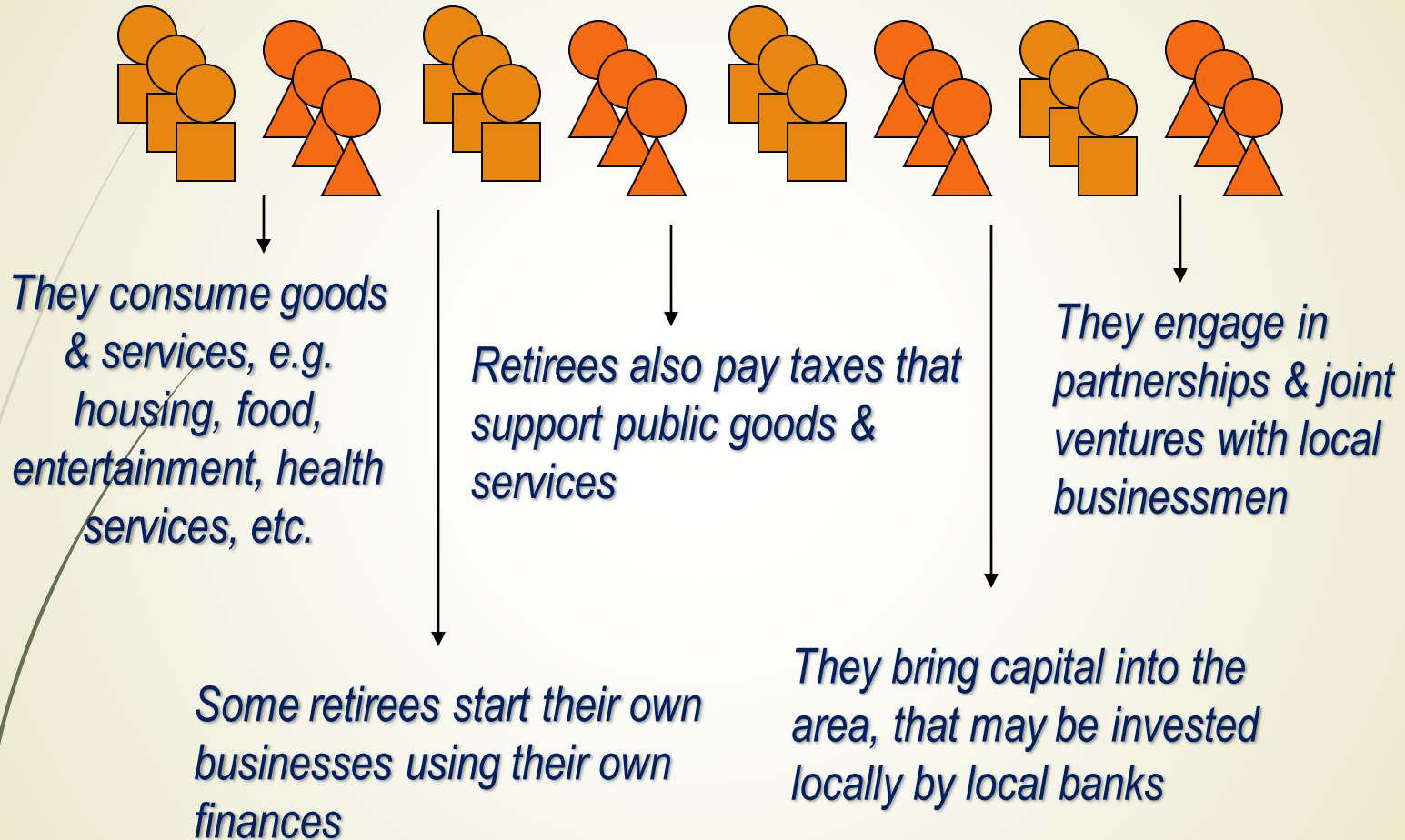
NCR	= 59.42 %
CaLaBarZon	= 8.46 %
Central Luzon	= 6.80 %
Central Visayas	= 5.61 %
Davao Region	= 2.75 %
CAR	= 1.68 %
Western Visayas	= 1.44 %
Ilocos Region	= .93 %
MiMaRoPa	= .91 %
Northern Mindanao	= .82 %
Bicol Region	= .81 %
Cagayan Valley	= .61 %
SoCCSKARGEN	= .19 %
CaRaGa	= .06 %



Why they come to stay

- *Make the Philippines as their 2nd home, since pension received is not enough for their daily subsistence in their country*
- *Children are sent to schools/ universities to study English and finish college*
- *Invest and start their own businesses*
- *Make the Philippines their half-way home particularly during the harsh winter seasons in their countries*
- *Make the Philippines their weekend get-away destination (scuba dive, play golf)*
- *Simply retire from work & enjoy life*

How can foreign retirees benefit a community



The continuous cycle of consumption & investment creates jobs and stimulates local businesses.



Business Opportunities under the PRA Retirement Program

Business Opportunities



- **Merchant Partners**



- **Retirement Facilities**



- **Marketers**

Business Opportunities



MERCHANT PARTNERS - 28

Accreditation of service providers such as hotels, resorts, restaurants, drug stores, wellness centers, spas, bookstores, laundry shops, clinics that may give preferential treatment and discounts to PRA retiree-members

Business Opportunities



RETIREMENT-RELATED FACILITIES – 75 projects

***Accreditation of accommodations/
dwellings for PRA retiree-members
such as condominium units (RFO &
Pre-Selling) and townhouses, houses,
house & lots (for long term lease)***

Business Opportunities



MARKETERS-

Accredited a) companies such as travel agencies, law firms, hotels, restaurants, other business providers, b) sole proprietors, lawyers, PRC licensed brokers & other individuals who may help PRA promote the SRRV program

MARKETERS



**MARKETER'S Fiscal Incentive for enrolling
a retiree in the SRRV Program = US\$500.00**



PRA Services & Retention Efforts

Open More PRA Satellite Offices/Correspondence Office

<i>Cebu City</i>	<i>2008</i>
<i>Davao City</i>	<i>2008</i>
<i>Baguio City</i>	<i>2009</i>
<i>Subic/Clark</i>	<i>2010</i>
<i>Laoag City</i>	<i>_____</i>
<i>Kalibu, Aklan</i>	<i>_____</i>
<i>Puerto Princessa, Palawan</i>	<i>_____</i>

PRA Services & Retention Efforts

Identification of Retiree and Age-friendly Destinations in the PH

<i>Makati City</i>	<i>2012</i>
<i>Angeles City</i>	<i>2017</i>
<i>Dumaguete City</i>	_____
<i>Tagaytay City</i>	_____
<i>Cebu City</i>	_____
<i>Province of Aklan</i>	_____

PRA Services & Retention Efforts



through the PRA Legal Division

acceptable in the Philippines

PhilHealth Coverage
for Foreign Retirees



PRA Services & Retention Efforts



Greet & Assist at the Airport



SRRV Airport Lane

PRA Services & Retention Efforts

Inclusiveness
through Social Dynamic Activities





Thank You!



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