

Developing Opportunities for Priority Investments and Trade

*TIEZA INVESTMENT FORUM
Waterfront Cebu City Hotel
13 September 2018*



About TIDCORP

*A Government
Financial
Institution
attached to the
Department of
Finance*

TIDCORP
obligations are
supported by the
***full faith and
credit*** of the
Republic of the
Philippines



Mission

- *We are a **SOVEREIGN GUARANTOR**, extending credit enhancement, insurance and related services to business entities.*
- *We are committed to contribute to **NATIONAL DEVELOPMENT** by:*
 - *Stimulating, increasing and developing the **export of goods and services**; and*
 - *Promoting and facilitating **investments in strategic sectors** of the economy*



BOARD OF DIRECTORS



Chairman

Department of Finance

Carlos G. Dominguez III, DOF Secretary

Alternate: **Rosalía V. de Leon**, Treasurer, Bureau of Treasury

Atty. William A. Beluso, Jr., Director of Legal Services, Bureau of Treasury



Vice Chairman

Philippine Export-Import Credit Agency

Emmanuel G. Herbosa, President & CEO



Member

Department of Trade & Industry

Ramon M. Lopez, DTI Secretary

Alternate: **Nora K. Terrado**, Undersecretary, DTI



Member

Bangko Sentral ng Pilipinas

Nestor A. Espenilla, Jr., BSP Governor

Alternate: **Maria Almasara Cyd N. Tuaño-Amador**,
Deputy Governor, BSP



Member

National Economic Development Authority

Ernesto M. Pernia, Director General

Alternate: **Rosemarie G. Edillon**, Deputy Director Gen., NEDA

Carlos Bernardo O. Abad Santos,
Assistant Secretary, NEDA



Member

Phil. Overseas & Construction Board

Isidro A. Consunji, Chairman

Alternate: **Michael Roberto P. Reyes**, Board Member, POCB

Member

Private Sector – Export Sector

Jay Y. Yuvallos

Member

Private Sector

Tomas H. Lipana

Member

Private Sector

Wilfrido A. Atienza

How we became PhilEXIM

January 31, 1977

- **Presidential Decree No. 1080** Established the Philippine Export & Foreign Loan Guarantee Corporation (PHILGUARANTEE)

February 12, 1998

- **Republic Act No. 8494** PhilGuarantee Renamed the Trade & Investment Development Corp. (TIDCORP) and expanded its function to include lending, insurance

March 18, 2002

- **Executive Order No. 85** Designating the TIDCORP as the Philippine Export-Import Credit Agency (PhilEXIM)

March 30, 1972

- **Republic Act No. 6424** Created the Philippine Export Credit Insurance and Guarantee Corporation

January 15, 1981

- **Presidential Decree No. 1785** Created the Export Credit Corporation



E.O. 58 s2018 Dated July 23, 2018

Merger of Guarantee Institutions



Our Mandate

Guarantee or Insure Investments of any Domestic Entity, Enterprise or Corporations

Assist in Development and Expansion of Domestic Entities, Enterprises & Corporations

Facilitate Domestic Loan Financing of Priority Projects

***Technical Assistance /
Financial Advisory***



Funding Solutions

Industries / Sectors

- **Exports (Direct & Indirect)**
- **Import Substitution Industries**
- **Priority Industries of NG as defined by BOI**
- **Housing**



Funding Solutions

Guarantee Programs

- **Guarantee Program for SMEs**
- **Guarantee Program for Large Accounts**
- **Portfolio Guarantee Program**



Scope of Services

- ❑ **Strategic and Operational Advisory**
 - ❑ *Exploration and evaluation of financial and strategic alternatives*
 - ❑ *Determination of optimal financing alternatives and capital structure*
 - ❑ *Transaction structure and timing*
 - ❑ *Negotiation and transaction closing*
 - ❑ *Post Transaction advisory to include negotiations of key contracts, business turnarounds and/or general assistance with overall finance functions*

Scope of Services

- ❑ **Fund/Capital Raising Advisory**
 - ❑ ***Project /Infrastructure Finance***
 - ❑ *Loan Arrangement and Syndications*
 - *Corporate Notes*
 - *Term Loans*
 - ❑ ***Private Equity***
 - ❑ *Public Private Partnerships*
 - ❑ *Strategic Alliances and Joint Ventures*
 - ❑ ***Business Finance***
 - ❑ *Working Capital Finance*
 - ❑ *Mezzanine Finance*

Scope of Services

- ❑ **Sovereign Guarantee**
 - ❑ ***Credit Risk Guarantee***
 - ❑ ***Political Risk Guarantee***
 - ❑ Currency Inconvertibility
 - ❑ Transfer Restriction
 - ❑ Expropriation
 - ❑ War, Terrorism and Civil Disturbance
 - ❑ Breach of Contract by Government

Institutional Partners



Investment Bank Partners





Project Portfolio



Exports

Moondish Foods (Processed Foods)



Exports



**Cutting Edge
Productions, Inc.**
(Animation)



Exports



**Sees International
Food Manufacturing Corp.
(Processed Food Banana Chips)**



Exports



Company : Alliance Select Foods International, Inc.
Purpose : Acquisition of Spence and Co. Ltd.
Funder : Rizal Commercial Banking Corp. *and*
Philippine Veterans Bank

Exports

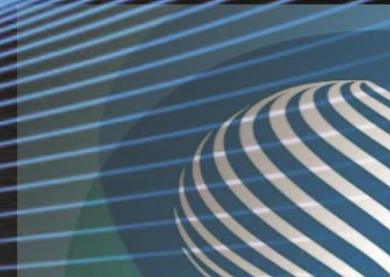
HBC, INC. Manufacturing of Cosmetics World Partners Bank



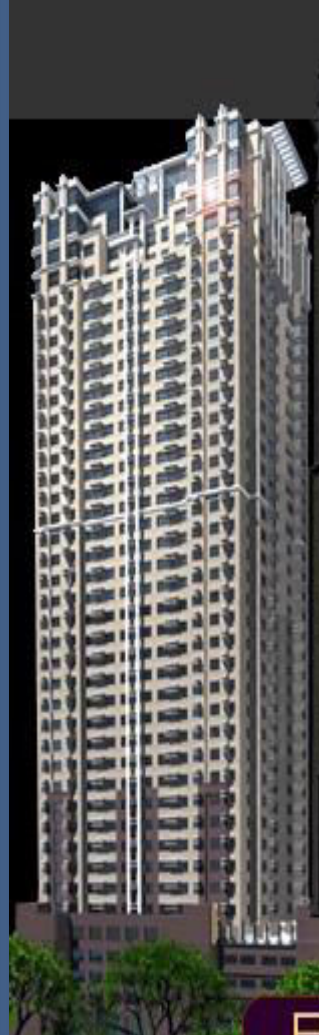
Exports



**70-80% of Vios Underchassis Assemblies
Worldwide came from
the Philippines**



Priority Project (Tourism)



**Pacific Concord
Properties, Inc.
Mandaluyong City**



Purpose : Construction of Condotel (*Lancaster Hotel*)

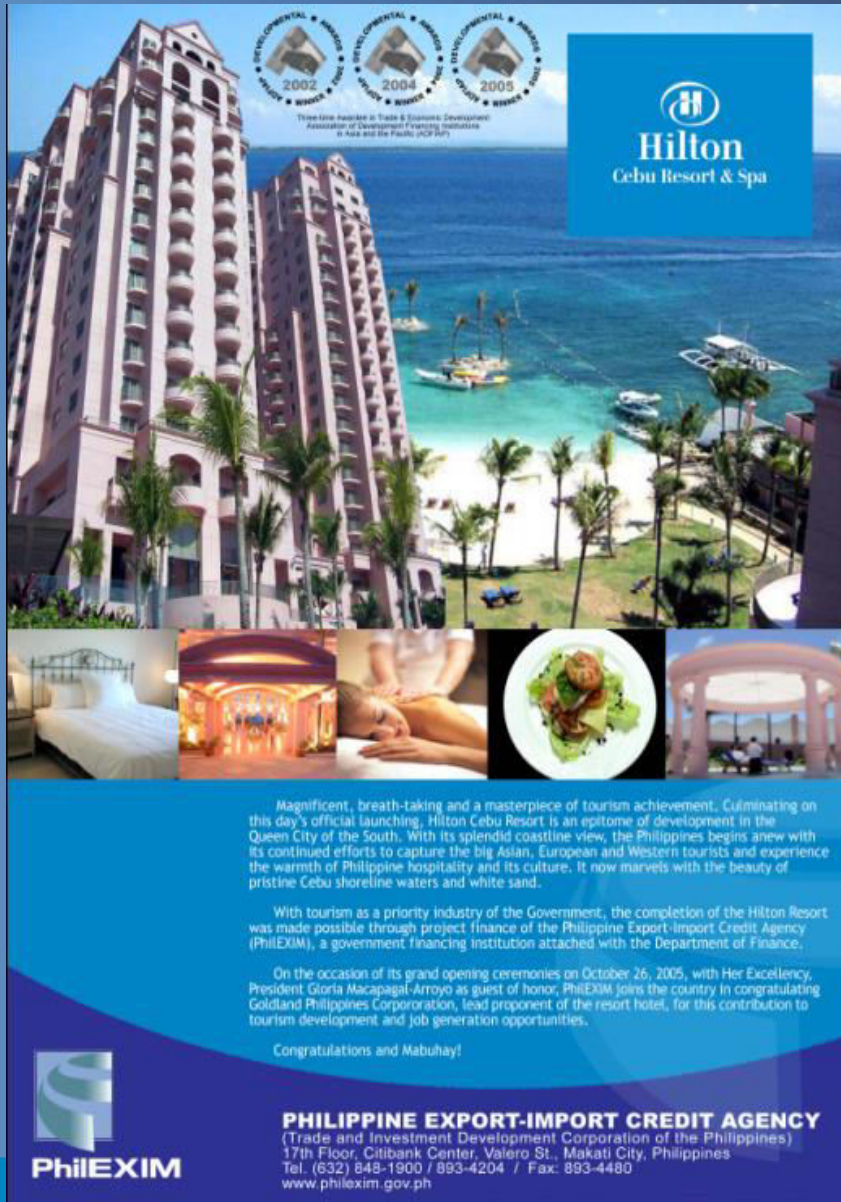
Priority Project (Tourism)



**Federal Land, Inc.
All over Metro Manila**



Priority Project (Tourism)



The poster features a large image of the Hilton Cebu Resort & Spa building overlooking the ocean. Above the building are three circular award logos for the years 2002, 2004, and 2005. To the right of the building is the Hilton Cebu Resort & Spa logo. Below the main image is a row of five smaller images: a hotel room, a spa treatment, a plate of food, a pool area, and a view of the resort. Text on the poster describes the resort as a masterpiece of tourism achievement and mentions its grand opening on October 26, 2005. At the bottom, the Philippine Export-Import Credit Agency (PhilEXIM) logo and contact information are provided.

Hilton
Cebu Resort & Spa

Magnificent, breath-taking and a masterpiece of tourism achievement. Culminating on this day's official launching, Hilton Cebu Resort is an epitome of development in the Queen City of the South. With its splendid coastline view, the Philippines begins anew with its continued efforts to capture the big Asian, European and Western tourists and experience the warmth of Philippine hospitality and its culture. It now marvels with the beauty of pristine Cebu shoreline waters and white sand.

With tourism as a priority industry of the Government, the completion of the Hilton Resort was made possible through project finance of the Philippine Export-Import Credit Agency (PhilEXIM), a government financing institution attached with the Department of Finance.

On the occasion of its grand opening ceremonies on October 26, 2005, with Her Excellency, President Gloria Macapagal-Arroyo as guest of honor, PhilEXIM joins the country in congratulating Goldland Philippines Corporation, lead proponent of the resort hotel, for this contribution to tourism development and job generation opportunities.

Congratulations and Mabuhay!

PHILIPPINE EXPORT-IMPORT CREDIT AGENCY
(Trade and Investment Development Corporation of the Philippines)
17th Floor, Citibank Center, Valero St., Makati City, Philippines
Tel. (632) 848-1900 / 893-4204 / Fax: 893-4480
www.philexim.gov.ph

Hilton Cebu Resort and Spa Mactan Island, Cebu



Priority Project (Tourism)



**Subic Park
Hotel**
Olongapo,
Zambales



Priority Project (Tourism)



Company : Widus International Leisure, Inc.

Purpose : Construction of Hotel

Priority Project (Manufacturing)

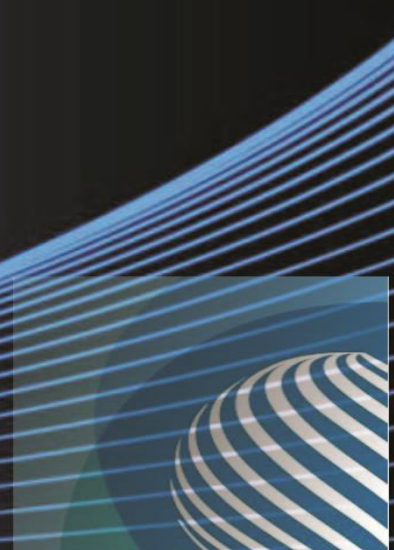


Company	: Steel Asia Manufacturing
Purpose	: Rebar Manufacturing

Priority Project (Infrastructure)



**Clark Development
Corporation
(Terminal Radar)**



Priority Project (Renewable Energy)

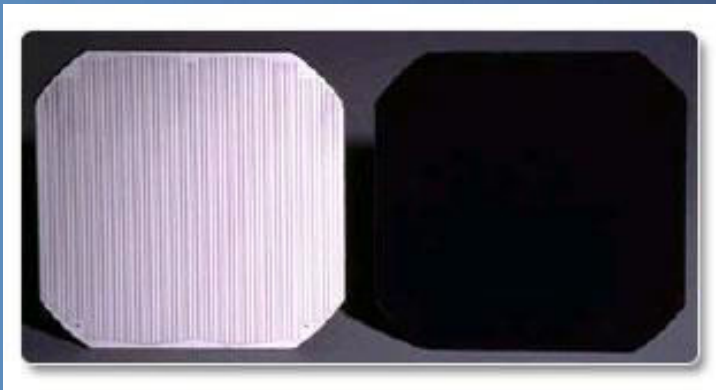


Company : **Northwind Power Development Corporation (Power Industry**
Purpose : **Power Generation / Wind Farm Facility**
(First in the Philippines and in Southeast Asia)

Priority Project (Renewable Energy)



**First Philec Solar
Power Corporation**



Priority Project (Renewable Energy)



Company	: First Gen Corporation (Power Industry)
Purpose	: Expansion of energy growth projects

Priority Project



Company	: Panay Energy Development Corporation
Purpose	: Fund equity via issuance of corporate notes

Priority Project (Support to Agri)



Company

: **Philippine Phosphate Fertilizer Corporation**

Purposes

: **Guarantee on Notes Facility / Working Capital**

Priority Project (Mining)



Carmen Copper Corporation

Contact Us

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Thank you!!!

