



SBGP TODAY

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SBDMC Welcomes New Locators



SBDPMC President Jeff Lin (right) shakes hands with Mr. Simon Su and Mr. Ming Meng Huang of Xantheng (Subic) International Corp.



SBDPMC President Jeff Lin (left) congratulates Blue Oak President Stephen Santos.

SBDMC welcomed two new locators-Xantheng (Subic) International Corporation and Blue Oak Logistics and Property Management Inc.-during the ceremonial contract signing on January 27, 2016 at SBDMC Formosa Hall.

Both companies are engaged in subleasing of warehouse facility and in construction business and will locate in Subic Bay Gateway Park (SBGP) Phase II. Blue Oak leased a 2.5-hectare lot and will invest US\$5 million for multi-purpose warehouse, manufacturing and logistics facilities. Xantheng is an affiliate company of MSK Group Work Incorporated. The new company will invest US\$4M to build warehouses for subleasing. It is also the developer of a leisure project inside Subic Bay Freeport Zone, which includes redevelopment of the Triboca Clubhouse and the construction and management of condominium buildings and luxury villas in the Triboca Area.

"This contract signing is a wonderful occasion and good start for the year," SBDMC President Jeff Lin said. "It continues the momentum in the leasing of lots in Phase II which is now 77% occupied. We commit to giving full assistance to our valued locators."

"Just this month, Taiwan International Ports Cor-

poration (TIPC), the company which handles the port of Kaohsiung and three other ports in Taiwan, has visited Subic Bay Freeport Zone. With the interest of TIPC in the Port of Subic, more businesses are expected to come in," added Lin.

Xantheng President Simon Su expressed his gratitude to SBDMC and revealed he considers SBGP as a lucky location for business. MSK Group already acquired more than 12.2 hectares of land inside SBGP including the 5.5-hectare lot of Xantheng.

Blue Oak President Stephen Santos is happy to be a SBGP locator. "Thank you for the trust and support given to us and the opportunity to start a new business," said Santos.

An existing SBGP locator, Anglo Asia Commodities Corporation, likewise acquired a 9,000-square meter lot in SBGP Phase I for the construction of warehouse facility. Anglo Asia is one of the awardees of the first SBMA Mabuhay Business Awards. It is currently building a commercial center in Phase I to be known as the Gateway Hub. The three-storey building with floor area of 5,735 m² will be located along Rizal Highway. It will house showrooms, multi-purpose/warehouse units and commercial units.

SBDMC is expecting more locators to come in this year.

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TAIWAN FIRM OFFERS SBMA HELP TO BRING IN MORE SHIPPING LINES

The Taiwan International Ports Corporation (TIPC) expressed its interest in investing in this Freeport and in helping develop the Port of Subic to become a certified major port destination in Asia.

TIPC Chairman Chih-Ching Chang, in a meeting with Subic Bay Metropolitan Authority (SBMA) Chairman Roberto Garcia at the SBMA office on January 14, 2016 said that Taiwanese investors are eyeing Subic because of its location and facilities.

Chang noted that TIPC will be hosting a meeting with shipping companies and port users in Taiwan, and among the agenda is to convince them to send bulk or containerized cargoes to Subic.

Meanwhile, Garcia said that as more Taiwan companies and other foreign investors express the desire to locate in Subic, he has been spearheading a move to develop idle lands between Subic and the nearby Clark Freeport and convert these for industrial use.



Delegation led by TIPC Chairman Chih-Ching Chang (center) visits SBDMC.

"Subic is the finest commercial and tourism destination in one that we have seen, and the future cargo shipping destination," Chang said.

Chang explained that because the ports in Taiwan are nearing full capacity, many shippers in the island-state are planning to invest overseas and among the preferred destinations for them is Subic, specifically inside the Taiwanese-managed Subic Bay Gateway Park here.

"Subic must prepare for the future as more cargoes are expected to come here from Taiwan because the port in Taiwan is already full. They are coming to Subic and we (TIPC) can help make that happen," Chang told Garcia.

Chang led an 18-man delegation from TIPC for an ocular inspection of the Subic port. The members included Kuo-Ying Huang, TIPC executive vice-president and CEO of the Kaohsiung Port; Min-Chuan Yen, director of Kaohsiung District Economic Development Association; and Carol Peng, president of the United Development Corp.

"Subic has no more space to offer and there, along the Subic-Clark-Tarlac Expressway, we can still develop at least 1,000 hectares for industrial parks that can be offered to investors," Garcia said.

The SBMA official also told the Taiwanese visitors that Subic has been making headway in terms of transshipment and maritime logistics services.

He said that Subic's P1.16 billion port revenue in 2015 has overshoot the 2014 collection of P908.6 million, thereby registering an increase of 25 percent.

Garcia attributed the growth in port revenue to the increase in the volume of containerized cargo recorded in Subic, from 77,618 twenty-foot equivalent units (TEUs) in 2014 to 123,558 TEUs in 2015. The port yard utilization is now 30 percent, he added.

"We are confident that the increase in container volume handled by the Port of Subic will continue because many shippers have already experienced the convenience of using the Port of Subic," Garcia noted. (RAV/MPD-SBMA)

SBMA EARNINGS INCREASED BY 12% TO P1.7B IN 2015

The Subic Bay Metropolitan Authority (SBMA) has posted a total of P1.7 billion in earnings before interest, tax, depreciation and amortization (EBITDA) in the previous year, thereby allowing the Subic agency not only to sustain its operations but also to fund more development projects in the Subic Bay Freeport.

SBMA Chairman Roberto Garcia, comparing the agency's EBITDA in the last two years, said that the P1.7 billion earnings last year represented an increase of 11.89 per cent over the P1.5 billion record in 2014.

"This positive inflow permitted us to undertake several infrastructure projects that were designed to improve the attractiveness of the Freeport to investors," Garcia said.

"The more we improve the Freeport, the more we earn; and the more we earn, the more we can afford further developments," he added.

Garcia said that the 2015 earnings of P1.7 billion was derived from a total of P2.75 billion in operating revenue, less the P1.05 billion total in operating expenses. He attributed the increase to the 12.8 per cent increase in operating revenues despite the 14.4 per cent increase in total expenditures in the same period.

According to a year-end report from the SBMA Finance Group, the SBMA posted operating revenues of P1.34 billion derived from leases; P933 million from port services; P12.6 million from tourism services; and P466.2 million from other operating incomes.

Meanwhile, the agency incurred operating expenses of P266.4 million in manpower; and P784.3 million in maintenance and other operating expenses.

As of December 31, 2015, the agency's net income after depreciation and FOREX stood at P1.6 billion. However, a 109 per cent loss on foreign exchange pulled the income before tax down to P1.1 billion, Garcia explained.

In 2013, the SBMA under Garcia shattered its all-time record by posting P1.2 billion in net profit, along with the highest gross revenue of P2.1 billion and the highest EBITDA of P992 million in the 21-year history of the Subic institution.

The present SBMA administration headed by Garcia has been largely credited for turning around the agency's financial standing from several years of non-profitability to attaining record earnings starting 2012.

Garcia said the SBMA continues to equal, if not surpass, its previous financial condition by attracting more investments into the Freeport. (RFD/MPD-SBMA)

SOCIO-ECONOMIC PROGRAM DONORS OFFERED TAX PERKS

Goodwill Sought in Areas of Health, Science and Math, Education, Housing
Ben O. de Vera, Philippine Daily Inquirer

The government is offering tax perks to private individuals and firms willing to donate their money to eight programs under this year's National Priority Plan (NPP). The National Economic and Development Authority (Neda) identified the priority programs under the 2016 NPP as follows: the Department of Education's adopt-a-school program, Department of Science and Technology (DOST)-Food and Nutrition Research Institute's malnutrition reduction program, DOST-Philippine Science High School System's special science secondary education program, as well as Social Housing Finance Corp./Housing and Urban Development Coordinating Council's community mortgage and high-density housing programs. Also part of the 2016 NPP are four projects of the Department of Health—child health development program, expanded program on immunization, health facilities enhancement program, as well as responsible parenthood and family planning program. "To help finance expenditures in these areas and thus free up public resources for other developmental activities, the government would encourage private sector donations for these priority programs and projects," the Neda said.

It noted that under the Tax Code, "any project/program/activity included in the NPP entitles its individual or corporate donors to full deduction of said donation from the donor's taxable income for the year when the donations were made." Donors' tax deductions can be claimed upon filing the income tax return the succeeding year. To avail of this tax incentive, the Neda will issue a certification to the donor that he or she has been included in the NPP program. The annual NPP lists down the government's priority initiatives in the sectors of economic development, education, health, human settlements, science and culture and youth and sports development. This year's NPP included for the first time the DOST's special science secondary education program, which was aimed at "[developing] young Filipinos with high aptitude in science and mathematics to become the country's future critical mass of professionals in science and technology through the provision of quality resources to [Philippine Science High School] scholars." The DOST's malnutrition reduction program, meanwhile, involves the "commercialization of complementary blends and snack foods" for young children.

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SBGP LOCATORS COMPETE IN MINI FIRE OLYMPICS



SBMA Fire Department, in cooperation with SBDMC, Inc., held the 2nd Mini Fire Olympics on March 18, 2016 at Subic Bay Gateway Park (SBGP) in observance of Fire Prevention Month. Seventy four employees from 13 companies participated in the half-day event.

Atty. Gina Orozco, SBDMC's In-House Counsel, welcomed the participants and thanked the SBMA Fire Department. "On behalf of SBDMC President Jeff Lin, I thank the SBMA Fire Department for again partnering with SBDMC," said Orozco.

"I hope you will have a great time and thank you again for accepting the invitation of SBDMC to join this fun activity, which will also be a learning experience for all of us," Orozco told the participants.

SBMA Fire Division Chief Raul Zapanta in his message stated that this year marks the 50th year of the Philippine Fire Prevention Month official celebration. "Fire Prevention Month is held every March to provide education and awareness and to lessen the incidences of fire in our country. The Philippine hot season or summer can cause 9,000 to 10,000 fire incidences nationwide. Today, as part of the celebration of the fire prevention month, the SBDMC again spearheaded our 2nd Mini Fire Olympics—a clear manifestation that the entire SBGP is very much aware of fire safety and compliance as well as fire safety standards," said Zapanta.

Zapanta added, "The Mini Fire Olympics promotes friendship, cooperation and camaraderie among all of us and most importantly preparedness. SBMA Fire Department is open 24/7 and all year round to serve and protect the entire Freeport community and other places in our country and abroad."

List of Participating Locators:

1. Cresc Incorporated
2. Grainpro Phils, Inc.
3. Hitachi Group
4. Kaneou Global Environmental Phils. Inc.
5. Lee Ming Plastic Corporation
6. Nakano Tonyeh International, Inc
7. Nakayama Precision Industries Incorporated
8. RingsThree Inc.
9. Sapphire Instruments Subic Bay, Inc.
10. Tailin Abrasives Corporation
11. Tong Lung (Phils.) Metal Industry Co., Inc.
12. Wistron InfoComm (Philippines) Corporation
13. Yi Phone Subic Bay Corporation



**Tonglung (Phils.) Metal Industry Co., Inc.
Fire Extinguisher Relay Winner**



**Sapphire Instruments Subic Bay, Inc.
Fire Hose Relay Winner**



Hitachi Group- Tug of War winner



After an audio-visual presentation on different types of fire extinguishers, the participants eagerly joined the games exhibiting their firefighting skills. SBMA Fire Department team monitored the games that included Tug of War, Fire Extinguisher Relay and Fire Hose Relay. In the tug of war, competing teams used fire hose instead of rope. Fire Extinguisher Relay saw members of the team wear a firefighter's uniform before running to the spot where a fire is raging and putting it out using fire extinguisher. In the Fire Hose Relay, each team has to connect fire hoses, climb a ladder then aim water at a traffic cone.

The Hitachi Air Conditioning Products (Phils), Inc. beat the competition in the Tug of War. Tong Lung (Phils.) Metal Industry Co., Inc. emerged as the fastest team in the Fire Extinguisher Relay while Sapphire Instruments Subic Bay, Inc. won the Fire Hose Relay. Each winning team received a plaque.

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Briefing on Electronics Permit



SBMA Building Permit and Safety Department (BPSD) in cooperation with SBDMC conducted briefing on electronics permit to SBGP locators on December 16, 2015. Nature of installation works and equipment/system that require Electronics Permit are telecommunication, cable and wireless TV, broadcasting, sound communication, security and alarm, electronics fire alarm, electronics control and conveyor, electronics/computerized process controls and automation, information technology, indoor and outdoor electronic signage, navigational aids and controls, building automation management and control, building wiring utilizing copper cable, fiber optic cable or other medial electronics system and any other electronics and IT system, equipment, apparatus, device and/or component.

New Landscaping Enhances SBGP



SBDMC is continuously improving the landscaping in SBGP to further enhance the Park's appearance and to present a welcoming business environment. Planting on utility areas and improvements at commercial area are being done by landscape maintenance team. This is aside from regular maintenance works such as grasscutting, trimming, propagation, pruning, watering and sweeping.

KEEPING DREAMS AFLOAT: RP ENERGY GIVES NEW BOAT TO SUBIC SCHOOL

DREAMS AFLOAT. Parent-Teacher Association Vice-President Gemma Pilapil, (1st from left); Principal Dr. Rod Raguine (4th from left); Meralco PowerGen Vice-President for External Affairs Litz Santana; RP Energy External Affairs Head Victor Chan; RP Energy CSR Officer Jason Gavina; with teachers and students of Kinabuksan Integrated School.



SUBIC, ZAMBALES- Amidst the bustling freeport zone is a fishing community situated in Sitio Kinabuksan, Barangay Cawag in Subic. Every day, around 100 students walk a rocky trail by the beach from Sitio Nagbayukan to attend class at Kinabuksan Integrated School -- the only public school in the area accessible to them. "When it is high tide, they have to trek at least 40 minutes in the dangerous trail going to school. Sometimes, they just ask for a free boat ride from the fishermen but oftentimes they need to walk. It gets worse during the rainy season," said Dr. Rod Raguine, school principal of Kinabuksan Integrated School. Faculty members who live in Subic town proper take the hour-long daily commute to the school, which costs around 50 pesos per head every day -- an unwelcome expense in their limited monthly budget.

"Because there is no available school service, we sometimes need to pay more for transportation. Kung wala pong masasabayan, kailangan ikontrata ang byahe at maghintay ng matagal (if we will not be able to hitch a ride, we need to contract a boat and wait for a long time)," shared Teacher Joel Arguilles. In response to these concerns, Redondo Peninsula Energy, Inc. (RP Energy) initiated a boat project that will benefit the school's stakeholders. "RP Energy believes that education is the best way to empower communities. Through RP Energy's 'Project Bangka,' we are hoping to contribute in improving the education performance of the students in order for them to get a better future," said Meralco PowerGen Vice-President for External Affairs Litz

Santana during the turnover ceremony of the project last February 22. "With the boat, they will have less reasons not to attend class," Ms. Santana added. The boat project is part of RP Energy's Corporate Social Responsibility Program for Education, which was launched in 2013 in order to address the transportation problems of students and teachers in coastal areas such as Subic, Zambales.

"Addressing the transportation challenges of students and teachers in Sitio Kinabuksan is just a part of the solution in addressing the problems of our public education system in grassroots communities. By providing the students and teachers with a boat, we will be able to provide them with a safe means to reach their school. Students will have more time to study since their travel time will be shorter, thus, improving their scholastic performance. As for the teachers, they will have more time with their families and they will be able to save more, which can greatly contribute in their daily budget," said Victor Chan, RP Energy Head for External Affairs. "Our goal is to be the catalyst for development in our host communities. Aside from providing a competitive and reliable energy source, this is our way of walking the talk when we say inclusive growth. We are enjoining our fellow freeport locators to partner with us and the SBMA (Subic Bay Metropolitan Authority) in order to synergize our efforts in helping our neighboring communities grow," Mr. Chan added. Gemma Pilapil, Vice President of the school's Parent-Teacher Association (PTA), expressed gratitude for the support from RP Energy: "We will take care of this gift. Maraming salamat po." As their contribution, the PTA provided the new anchor for the boat. The school and the PTA will be working together for the operations and maintenance of the vehicle. Besides transporting the students, the boat will also be used by the school's Fishery course, which is part of their K-12 curriculum

Redondo Peninsula Energy, Inc. is a consortium composed of MERALCO PowerGen Corporation, Aboitiz Power Corporation and Taiwan Cogeneration Corporation. It is the developer of an environment-friendly and state-of-the-art 600-megawatt coal-fired power plant at the Subic Bay Freeport Zone. The plant is expected to augment the power supply in the Luzon grid when it starts commercial operations.

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VISION: To make Subic Bay Gateway Park
(SBGP) a premier business destination
in Asia Pacific

**SBDMC, INC., VISION /
MISSION Statement**

MISSION: To develop a globally-competitive
Subic Bay Gateway Park (SBGP) that will
meet the needs of the foreign and local
investors through excellent service and
infrastructure, providing a rewarding work
environment for our employees and the
best value for our shareholders.

QUALITY POLICY

*SBDMC is dedicated to providing quality
services to meet the expectations of our
customers and in fulfillment of the compa-
ny's mission and vision by: • Continuously
improving our management system oper-
ating in accordance with ISO 9001, and
other business practices with the highest
ethical standards; • Complying with legal
and regulatory requirements; and • Nur-
turing our employees in their pursuit of
excellence by providing them with positive
working environment and the needed
training and resources.*

BUSINESS CENTER



Business Start-up Services:
Company Registration

Visa Processing

Temporary Work Permit
Special Subic-Clark Investor's Visa
Special Subic-Clark Working Visa
Visa for Employee Training to Taiwan

SEC Processing

Amendment of Articles of Incorporation and By-Laws
Increase/Decrease of Authorized Capital Stock
Fully Paid-Up Capital, Additional Paid-Up Capital
Transfer of Shares, Change of Directors and/or Officers,
Filing of GIS
Dissolution by Shortening Corporate Term

Other Government Liason (BI,SSS, PNP, NBI,PAG-IBIG, etc.)

Construction and Engineering Services
Heavy Equipment and Trucking Rentals
Security and Protection Services
Raw Materials and Product Sourcing
Other Services

Property Management and Maintenance (e.g. landscaping)

Legal, Financial and Accounting Services

Insurance Services (Life, Non Life, HMO)

Hotel Reservation, Flight Reservation

Housing Rentals, Leasing of Residential and Commercial
Condominium

Engineering Services including Preparation of Conceptual Plans

Preparation of Documents for Building & Occupancy Permit

TECO APPLIANCES

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24" LED TV Full HD



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1.5 HP Inverter Type

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