

PHILIPPINES: Electronics Manufacturing Services & IT Business Process Services Outsourcing

N I C A N O R B A U T I S T A

DE & PH Complementarity

Germany

The Philippines



Population

84 M

113 M

50 Million Labor Force

Median Age

44.9

25.7

800K University graduates annually

**GDP as of Apr
2023 in USD
(IMF)**

4.31
Trillion

440.9
Billion

Stable wage rates; among lowest
in major Southeast Asia

**GDP Growth
(Q1 2023)**

0.2%

6.4%

By far, lowest number of Labor
Strikes & Labor turn-over rates

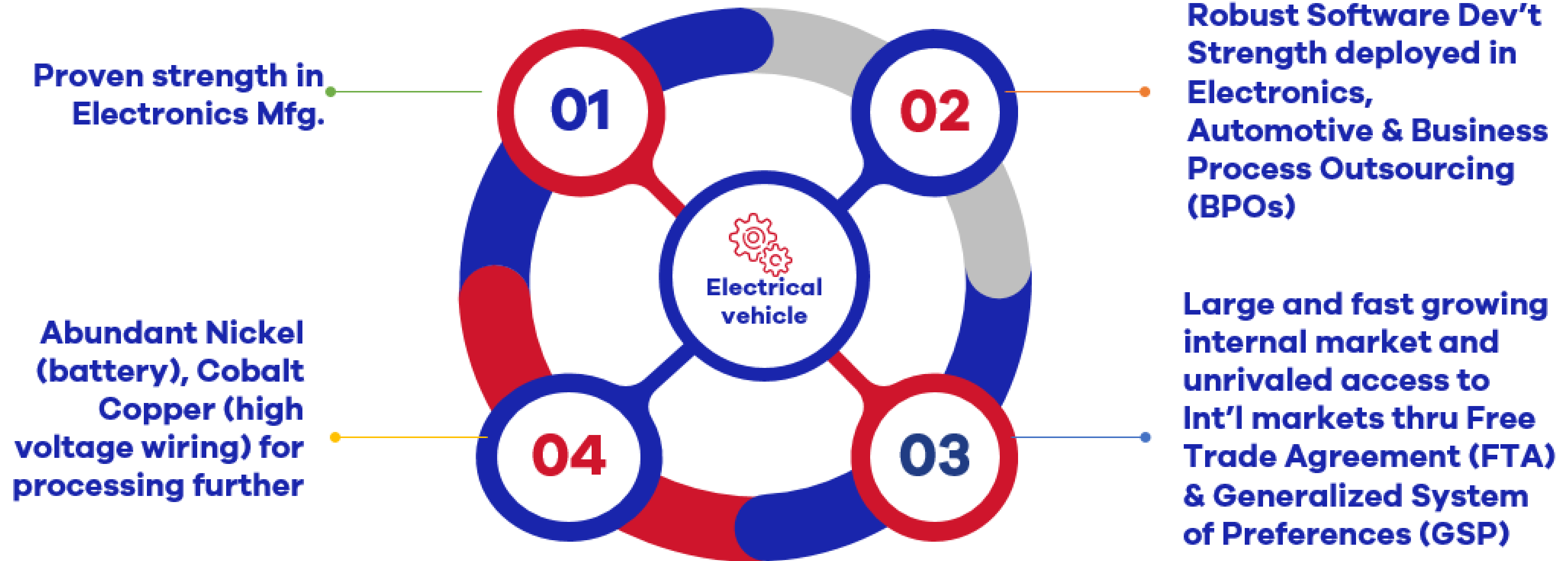
DE & PH Complementarity

Germany's Top Export Markets	PH' Preferential Market Access
EU	GSP+, (potentially an FTA)
US	GSP (for re-authorization; (possibly a Sectoral Agreement)
China	ASEAN-China, Joint Committee on Economic & Trade Cooperation
UK	GSP+ level Developing Country Trading Scheme
Switzerland	PH-EFTA FTA
Japan	PH-Japan EPA, ASEAN-Japan CEP
South Korea	PH-Korea FTA (for signing), ASEAN-Korea FTA

Electric Vehicles and Green Metals

Why Philippines for EV?

Has the critical building blocks for an EV Ecosystem, without baggage of Internal Combustion Engine (ICE)



- Government policy for EV development in place (EV Industry Dev't. Act)
- Incentives regime, highly competitive

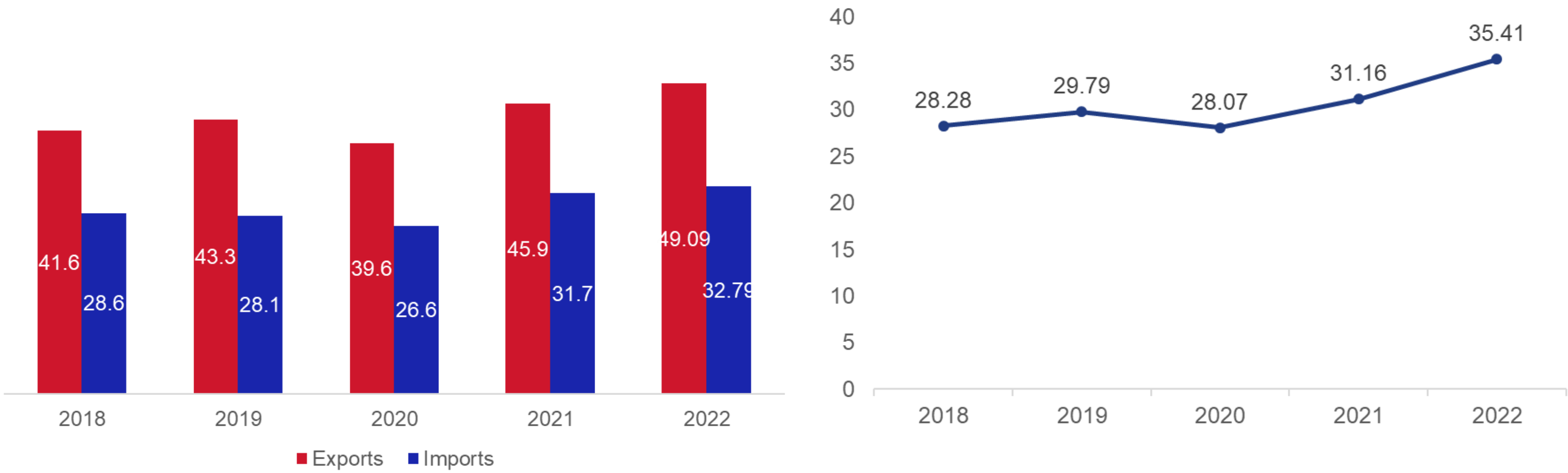
Electric Vehicles and Green Metals

Opportunities in the Green Metals Sector

1. Exploration and development of additional mineral resources
2. Mineral processing
3. Battery precursor production
4. Battery production
5. Growing demand for EVs

Electronics and Semiconductor Industry

Trade Data of Electronics and Semiconductor Products (2018-2022)



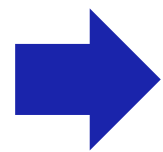
The Philippines' Electronics and Semiconductor Industry

Enabling innovation and technology driven sectors

- ✓ Outsourced Semiconductor Assembly and Testing with exceptional IC design capabilities (OSAT)
- ✓ A successful hub for Electronics Manufacturing Services

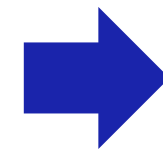
PH Semiconductor Industry

73%

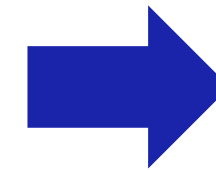


Semiconductor Manufacturing Services (SMS)

27%



Electronics Manufacturing Services (EMS)



Specializing on Back-End of Chip Fabrication:

- **Testing** (Wafer Probing, In-Circuit Testing, Functional Testing, RF Testing, Flying Probe, etc.)
- **Assembly and Packaging**

Electronics and Semiconductor Industry

Major Companies in the Philippines

Semiconductor Manufacturing Services



Electronics Manufacturing Services



THE PHILIPPINE IT-BPM INDUSTRY: BY THE NUMBERS

The preferred destination of choice for delivering IT-BPM services

1.6M



Talent Force
(2022)

18%



Global IT-
BPM Market
Share

\$32.5B



Revenues
Generated
(2022)

#1



In Customer
Experience

#1



In Employee
Satisfaction
Among GICs

#2



In IT & Digital
Services by
Scale

#2



GICs by
Scale

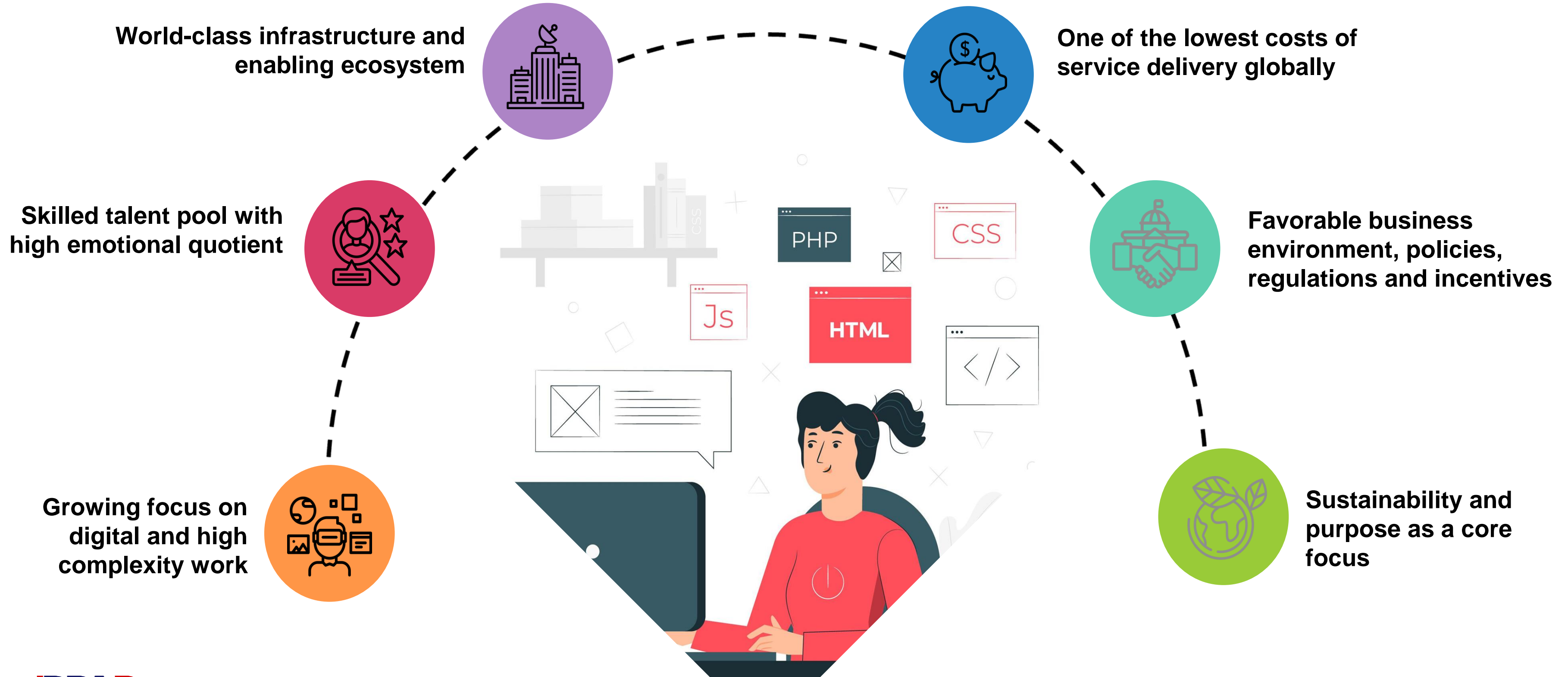
15%



Fastest Growing
Creatives
Industry

THE PHILIPPINE ADVANTAGE

Magnifying the Philippines' unique IT-BPM value proposition



STRENGTH BEYOND VOICE

Offering both transactional and complex voice and non-voice services



Clinical Trial Management



Patient Care



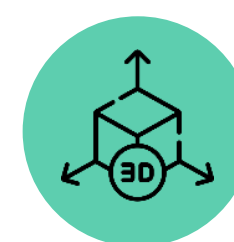
Pharmacovigilance



Medical Billing/Coding



2D Animation



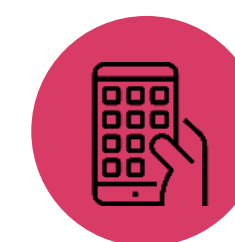
3D Animation



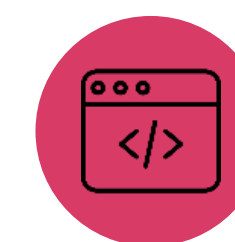
Game Quality Assurance



System Integration



Mobile App Development



Software Dev



Software Quality Assurance



Legal Research



Auditing



HR Services



Bookkeeping



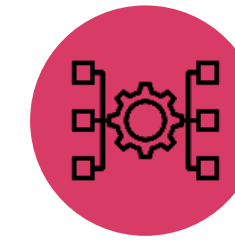
Content Creation



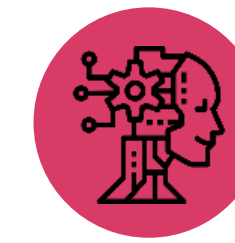
Content Moderation



Game Development



IT Infrastructure



Data Science



Cloud Computing



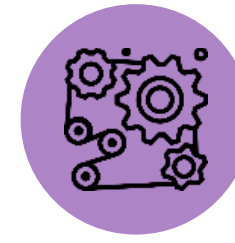
Cybersecurity



Financial Reporting



Core Banking



Engineering Design



Payroll Processing



Data Analytics



Accounting



Asset Management



Tax Reporting



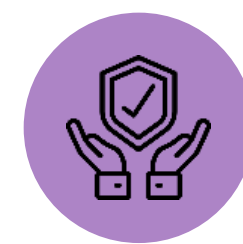
Commercial Mortgage



Social Media



Real Estate



Insurance Administration



Financial Analysis



Business Intelligence



Inventory Management



Market Research



Claims Management

	Animation		Healthcare
	Contact Center		Global Shared Services
	Game Development		I.T. & Software

THE PHILIPPINES OFFERS A SKILLED TALENT POOL WITH HIGH EMOTIONAL QUOTIENT

Skilled Talent Pool



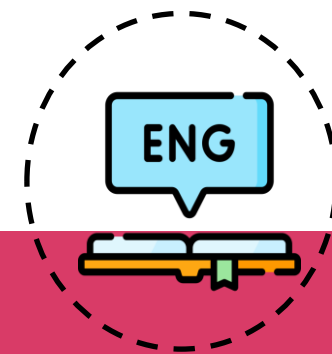
Demographic advantage

~30% population is between the age of **15-30 years**



Diverse workforce

>50% workforce in the Philippines IT-BPM industry is **female**



English proficiency

Amongst the **top ranked** countries in **English proficiency**



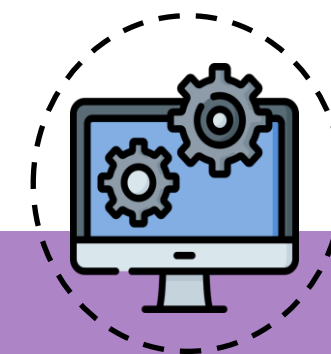
Emotional quotient

Ranked **#1** in **emotionally aware** country



Business acumen

~30% of graduate pool is from **business administration** discipline



Technological skills

~23% of graduate pool is from **engineering & IT-related** discipline



Medically trained

Largest pool of **US registered nurses** outside the USA

A HUB FOR GLOBAL INDUSTRY LEADERS

The Philippines is home to some of the best companies in the world



Thank you!