

# 2012 RBOI Annual Accomplishment Report

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## **I. Introduction:**

The ARMM Regional Government (ARG) under the Hataman Administration in its determination to carry out Economic Reforms as one of its priority concerns tapped RBOI, the region's lead agency responsible in the promotion and generation of investments to initiate projects that will support said reforms. These reforms are expected to bring about gainful employment, increase income and uplift the lives of the ARMM people.

With the agency's effort to strengthen its capacity, major strategic improvements were initiated in the promotion, facilitation and generation of investments. RBOI revitalized its linkage with the local government units (LGUs) through the NILE Project. Strengthen partnerships with line agencies both national and ARMM as well as with the private sector through the signing of a MOA with MinDA. It also connected itself closer to potential investors both domestic and foreign through intensified investment promotion activities.

## **1. Investment Generation**

**(Table 1.) 2012 Target vs. Actual Accomplishment**

<b>Performance Indicator</b>	<b>Target</b>	<b>Actual Accomplishment</b>	<b>Percentage of Accomplishment</b>
Firms Registered	4	1	25%
Value of Investments Generated	PhP500 million	PhP 569 million	114%
Jobs Created	600	1016	203%

With the registration of Del Monte Fresh Produce Inc. (Philippines) through its subsidiary company, the Delinanas Development Corporation, RBOI has exceeded its target for 2012 which is to register investment projects amounting to P500M.

The company which invested P569 Million for cavendish banana plantation in Datu Abdullah Sangki Municipality (DAS), Province of Maguindanao is expected to generate 866 job opportunities for the local residents.

From an initial 500 hectares of lands in DAS, Delinanas will expand for additional 3000 hectares to be located in the municipalities of South and North Upi, Datu Odin Sinsuat and Parang, all in Maguindanao Province.

The agency has started its exploratory talks with concern heads of said LGUs and landowners at the same time continuously coordinating with Del Monte and Delinanas to ensure success of the company's expansion plans.

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*ARMM RG Mujiv S. Hataman led the Del Monte ceremonial planting in Datu Abdullah Sangki (DAS) Municipality. Assisting the Governor were DAS Mayor, Datu Akmad S. Sangki, RBOI Chairman/Managing Head, Sakiran A. Hajan and Del Monte Manager. Engr. Miguel Portuguez on November 13, 2012*

*CEO and Chairman of Del Monte Fresh Produce, Mohammed Abu Ghazaleh and party met with ARMM Regional Governor, Mujiv S. Hataman on December 11, 2012 at the Office of the Regional Governor, to discuss about their investment project in the region with an initial cost of Php 569 million and to expand for another 3,000 hectares for Cavendish banana production geared for export.*



### 1.1 Jobs Creation

Delinanas Development Corporation has registered 866 jobs created while La Frutera Inc. hired additional 150 workers. Collectively, the two (2) companies, Del Monte and La Frutera produced a total of 1,016 jobs for the year 2012.

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## 1.2. Issuance of Certificate of Entitlements and URN

RBOI issued Certificate of Entitlements for availment of Income Tax Holiday to Agumil Philippines Incorporated also Certificate of Authority to import capital equipment.

Mt. Kalatungan Agri-Ventures Inc. (MKAVI), Wao Development Corporation (WDC), Agumil Philippines Inc. and MINRICO Lumber Company Inc. were issued by RBOI with Unique Reference Number (URN) as an additional requirement by the Bureau of Customs in exporting goods abroad.

## 1.3 Monitoring of RBOI Registered Firms

The on-site monitoring of RBOI registered firms is aimed at evaluating the status of operations of the firms and to continue the good working relationship the RBOI and these companies established.

The firms visited were as follows: (1) Agumil Philippines Inc, Buluan, Maguindanao, (2) La Frutera Inc., Datu Paglas, Maguindanao, (3) Alip River Development Export Corporation (ARDEXCOR), Datu Paglas, Maguindanao (4) Philippine Trade Center (PTC), Sultan Kudarat, Maguindanao, (5) Minrico Lumber Company Inc., Sultan Kudarat, Maguindanao (6) Mt. Kalatungan Agri-Ventures, Inc. (MKAVI), Bumbaran, Lanao del Sur, (7) Wao Development Corporation (WDC), Balatin, Wao, Lanao del Sur, and (8) Itil Plantation Inc., Balabagan, Lanao Del Sur.



*RBOI personnel in a Plant Tour at the Agumil Philippines Inc., Buluan, Maguindanao on April 25, 2012*

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## II. Investment Promotion

### **2.1 ). Networking on Investments for Local Executives (NILE) Seminar-Workshop**

<b>LGU</b>	<b>Date</b>	<b>No. of Participants</b>
Municipality of Parang, Maguindanao	May 24, 2012	35
City of Lamitan, Basilan	June 5, 2012	33
Province of Tawi-Tawi	June 25, 2012	77
Province of Lanao del Sur	September 16, 2012	74
Province of Maguindanao	September 20, 2014	37
Municipality of Jolo	October 5, 2012	35

A total of 291 were able to participate in the conduct of NILE with 35 in the Municipality of Parang, 33 in Lamitan City and 35 in the Municipality of Jolo . Among the provinces, Tawi-Tawi has the highest number of participants with 77, followed by Lanao del Sur with 74 and Maguindanao with the least number of 37.



*The RBOI Team together with some officials of the Lamitan City-LGU, BOI-Davao and NDC posed for photo shoot after the culmination of the NILE Seminar-Workshop on June 5, 2012.*

The conduct of NILE aims to empower our Local Government Units (LGUs) by assisting them how to formulate their own Local Investments and Incentives Code (LIIC). The NILE is one strategy of enabling our LGUs to tap local resources and business opportunities to boost development in their respective localities.

The code will give details of the guidelines and procedures for the availment of local incentives as well as define and promote the investment priority areas of the LGUs. The LIIC will also lead to the setting-up of Investments Promotion Centers (IPCs) that will handle investors' needs. Aside from attracting foreign investors, the code will unfold the development of the Micro, Small and Medium Enterprises (MSMEs).

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The LIIC and IPC are tools to attract investors to generate investments and create jobs and income in the localities. NILE activities will also be conducted in the Provinces of Sulu and Basilan as well as in other municipalities throughout ARMM.

## 2.2. Investment Promotion Activities/Initiatives

### 2.2.1. 2012 Investment Priority Plan

RBOI prepared and submitted the ARMM 2012 **Investment Priority Plan (IPP)** to BOI-National for consolidation with the National IPP which was approved by President Benigno Semion C. Aquino III on June 13, 2012.

### 2.2.2. RBOI-MINDA MOA Signing on “Investments Facilitation in Mindanao” Project

The ARMM Regional Government (ARG) through the Regional Board of Investments (RBOI-ARMM) and the Mindanao Development Authority (MinDA) signed a Memorandum of Agreement (MOA) for a partnership on the Program “**Investments Facilitation in Mindanao**”. To be implemented by RBOI-ARMM, the program will undertake three components; first is the establishment of a trade and investment databank; second is the conduct of capacity building activities to build competency for both MinDA and RBOI-ARMM in investment facilitation; and third is organizing of joint investment promotion initiatives such as stakeholders’ consultation, forums, dialogues and immersions.



**ARMM Government-MinDA Partnership.** ARMM Reg'l Gov. Mujiv S. Hataman (2<sup>nd</sup> left) signs a partnership agreement with Mindanao Development Authority (MinDA) represented by Executive Director Janet Lopez (center), Joining them at the signing during the 1<sup>st</sup> ARMM Economic Summit on March 27, 2012 at Alnor Convention Hall, Cotabato City are RBOI Chairman and Managing Head, Sakiran A. Hajan (1<sup>st</sup> left), BOI-Davao City Head and Engr Gil Dureza (2<sup>nd</sup> right).

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### 2.2.3. Memorandum of Agreement (MOA) forged among Investment Promotion Agencies (IPA)

RBOI is also a signatory in a Memorandum of Agreement (MOA) forged among Investment Promotion Agencies (IPA) in the Philippines committed to support an integrated collaborative and harmonized investment promotion program in accordance with the National Investment Promotion Plan (NIPP).

RBOI Chairman and Managing Head, Sakiran A. Hadjan represented the ARMM Regional Government (ARG) during a Meeting at BOI Office, Makati City on May 25, 2012 highlighting the Signing of a Memorandum of Agreement (MOA) among Investment Promotion Agencies (IPA) in the Philippines. Through the MOA, the IPAs will be implementing an integrated collaborative and harmonized investment promotion program in accordance with the National Investment Promotion Plan (NIPP).



RBOI-ARMM also organized an Economic Meeting in Lamitan City with the Economic Consultant of RG Hataman, Dr. Cieleto Habito to discuss investment opportunities in the Province of Basilan.



*Mayor Roderick H. Furigay (center) discussed the investment potentials of Lamitan City with RBOI Chairman, Sakiran A. Hadjan (1<sup>st</sup> left) and BTI President Ceilito Habito (1<sup>st</sup> right) in his office at the City Hall.*

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The agency gave recognition to seven (7) top investors in ARMM during the RBOI 21<sup>st</sup> Anniversary on May 17, 2012 for their contributions in the socio-economic development in the region. The awardees were Agumil Philippines, Inc., Alip River Development Export Corp (ARDEXCOR), Philippine Trade Center, Inc., Mt. Kalatungan Agri-Ventures, Inc., Wao Development Corporation, Matling Industrial and Commercial Corporation and La Frutera, Inc.



(From left) RBOI Chair/Managing Head, Sakiran A. Hajan, DAR Sec. Abdul Halim Y. Mohammad, Chief of Staff, Amihilda J. Sangcopan-Abdulkhikim and Exec. Sec. Atty. Anwar A. Malang conferred a plaque of recognition to ARDEXCOR, one of the 7 top investors in ARMM represented by its Administrative Officer, Mr. Danilo Parreñas.

RBOI participated in various events to present the region's investment potentials and encourage investments in the region. Some of these activities were the Maguinda Now Halal Forum, 2<sup>nd</sup> Davao Investment Conference, ARMM International Investment Forum, Connection, Cooperation for Peace and Development in Mindanao Investment Forum and the International Business Conference and Food Expo in Malaysia.



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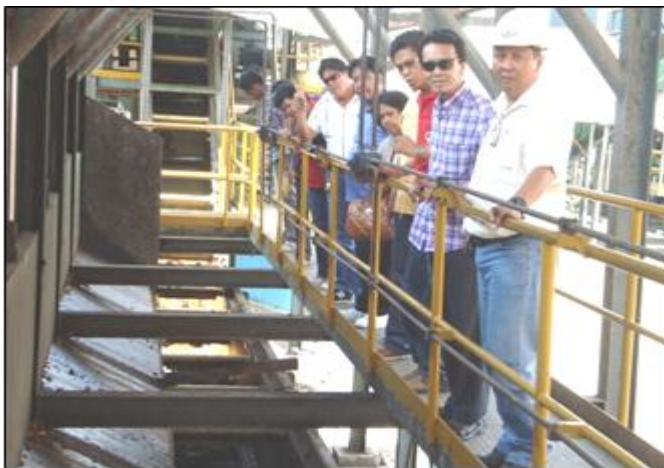
## 2.2.4. Generation and Dissemination of Information

Two (2) radio interviews were aired over DXMS and DZRH. Three (3) TV interviews were covered through TV Patrol, ABS-CBN- Cotabato City.

The RBOI- ARMM official website [www.rboiarmm.org](http://www.rboiarmm.org) was launched during the agency's 21<sup>st</sup> Anniversary. Said anniversary highlighting the recognition of top investors was also featured in the ARMM official website.

Press releases were published in three (3) local newspapers namely Kotawato Express, Mindanao News Star and Mindanao Cross also published in national news daily, Manila Bulletin. Two hundred (200) copies of ARMM-Investment and Incentive Primer were produced and printed as information material readily available to investors.

Updating and profiling of major investment industries as well as of the LGUs in the region were prepared for proper data banking. Another is the preparation of feasibility studies.



*RBOI personnel in a Tour at the Agumil Philippines Inc. Plant Site in Buluan, Maguindanao on April 25, 2012 during an on-site monitoring.*

## 3.3 RBOI Governance

*From left: RBOI Members of the Board, Mr. Johari M. Macarampat, Chairman and Managing Head, Sakiran A. Hajan, Haron U. Bandila and Redentor W. Lauddin, during a Joint Board and ManCom Meeting at the RBOI Office on July 4, 2012.*





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## Table on Targets vs. Actual Accomplishments

BOI-ARMM	Units	Target	Actual	Percentage (%) Accomplishment
<b>PERFORMANCE INDICATOR</b>				
<b>1. REGULATORY FUNCTIONS</b>				
<b>A. REGISTRATION</b>				
- Evaluation	No. of Firms	4	1	25%
- Approval	No. of Firms	4	1	25%
<b>B. DISPENSATION OF INCENTIVES</b>				
- Evaluation	No. of Firms	8	6	75%
- Approval/Endorsement	No. of Firms	8	6	75%
<b>C. FIRMS MONITORING</b>				
- BOI Firms Evaluation	No. of Firms	68	68	100%
- BOI Firms Monitoring	No. of Firms	68	68	100%
<b>2. RESEARCH AND STUDIES</b>				
- Industry/Sectoral studies Prepared	Number	8	7	88%
- Situationers/Factsheets Profile prepared	Number	4	4	100%
- Project Proposal prepared	Number	12	17	100%
- Policy prepared	Number	1	-	-
- Pre-investment studies	Number	10	6	60%
- PFS Prepared/Evaluated	Number	3	1	33%
<b>3. REGIONAL DEV'T. PLAN COMPLETED/UPDATED</b>				
- Reg'l resource profile updated	Number	4	5	125%
- IPP updated	Number	1	1	100%
- Investment Info Plan	Number	1	1	100%
<b>4. INVESTMENT PROMOTION</b>				
- Investment Forum	Number	4	6	150%
- Investment served/matched	Number	4	4	100%
- Proponents Identified	Number	14	30	214%
- Investment Mission Local/Foreign	Number	5	5	100%
- Investment Paraphernalia	Number	600	600	100%
<b>5. INFORMATION DISSEMINATION</b>				
- Radio Spots/Interviews aired	Minutes	220	240	109%
- News/Articles (print/website)	Number	8	13	162%
<b>6. VALUE OF INVESTMENTS GENERATED</b>				
- Investment Generated	Pesos	500M	569 M	114%
- Employment	Number	500	1016	203%
<b>7. VALUE OF SALES RECORDED</b>				
- Export Sales	Pesos	1.4B	1.66 B	118%
- Domestic Sales	Pesos	700M	734M	85%

- Export Sales Report (as of December 15, 2012 )
- Domestic Sales Report (as of November 30, 2012)