



Doing Business in General Santos City



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Republic of the Philippines - General Santos City

Message from the Representative of the Lone District of General Santos City



Magandang GenSan and welcome to your next investment destination!

Over the years, General Santos City has transformed from a city of dust to a city that lasts. Due to its promising business environment, economic dynamism, government efficiency, infrastructure, and resiliency, GenSan is considered as one of the fastest developing trade and commercial hubs in the country. In fact, the city ranked as the 2nd most improved city (2021 CMCI), top 3 in government efficiency (2022 CMCI), and top 5 in innovation (2022 CMCI) in the Highly Urbanized Cities (HUC) category of the Cities and Municipalities Competitive Index (CMCI) survey conducted by the Department of Trade and Industry (DTI)-Competitiveness Bureau. This makes GenSan the 3rd most competitive HUC in Mindanao.

While we take pride in these achievements, LGU-GenSan continuously improves on ways of attracting local and foreign investors to accelerate economic progress, generate employment opportunities, increase revenues and income, reduce poverty, and improve and develop the City's investment climate in the coming years.

Recently, procedures for business registration are being simplified in line with the Ease of Doing Business and Efficient Government Service Delivery Act of 2018. This is in line with our objective of having a more investor-friendly atmosphere, which will stimulate new businesses and support entrepreneurship.

Thus, this issue of "Doing Business in General Santos City", developed in cooperation with SGV & Co. not only offers a snapshot of the immense growth potential of the City, the competitiveness of our industries, the resilience of our talented workforce and the richness of our resources, but also serves as manifestation of our strong commitment to you as our partner.

We are confident that with your active participation, GenSan will tread the path to economic recovery and continue to lead in the agro-industrial endeavor in Region XII.

Daghang Salamat.

Hon. Loreto B. Acharon
*Representative of the Lone District
of General Santos City*



Republic of the Philippines - General Santos City

Message from the 14th Mayor of General Santos City



Magandang GenSan!

On behalf of the Local Government Unit of General Santos City, I, City Mayor Lorelie Geronimo-Pacquiao, fully support the publication of Doing Business in General Santos City.

I am extremely pleased that the City of General Santos was chosen by SGV to be a part of their "Doing Business in the Philippines" publication series, which aims to promote investment opportunities in various locations in the country.

We, the Local Government Unit are glad to be a part of the same publication series that was also offered to big cities in the Philippines.

With this partnership, I believe it will become an avenue for the promotion of the City as an investment location to investors while highlighting its great potential to become one of the top economic and tourism hubs in the country.

We in the Local Government Unit shall ensure that progress shall continue to transpire in our City, so let us all continue to work together for the improvement and betterment of the City of General Santos.

Maraming Salamat!

Hon. Lorelie Geronimo-Pacquiao
Mayor of General Santos City



Republic of the Philippines - General Santos City

Message from the 14th Vice Mayor of General Santos City



Greetings and welcome to GenSan!

General Santos City, best known for its moniker, “The Home of the Champions,” is a frontier land in Mindanao and one of the most urbanized places in the country’s South. One of the most desirable places to live, the City offers auspicious opportunities for its residents. Beyond being regarded as the country’s “Tuna Capital,” GenSan, as it is heralded, is a City of kaleidoscope cultures, offering a delightful mix of heritage that culminates in a harmonic appeal in a class of its own. The local economy continually thrives as its residents revel in the ease of life, with necessities readily available within the City. GenSan, long known as the “Boom City of the South,” entices investors with its business-responsiveness.

For its sustained economic development and better business-investment climate, the City has emerged as the South’s premier investment destination. As GenSan showcases a wide array of promising features in terms of being a perfect home location, the continuous development and construction of different establishments within the City captures the interest of the private sector. This indicates GenSan as the next Metro City in the SoCSKSarGen region. Anent thereto, the City Government of General Santos strongly gears toward the advancement of the general welfare of its citizenry and promoting the interest of the City within the framework of sustainable and integrated development, therefore bolstering the participation of the private sector in local governance through forging strategic, effective, and viable ties with investors. The City’s dynamic economy has achieved significant success in trade and investment throughout the years. With the comprehensive range of industry requirements and inputs, investors in General Santos City may expect substantial earnings.

We cordially invite you to a City with tremendous and increasing potential, where abundant resources, a skillful workforce, and a thriving economy allow new businesses to thrive and markets to develop substantially. The excellent strategic alignment among industrial partners and our local leaders continues to produce wealth and economic abundance, hence driving the City’s overall growth and development. Investigate the City’s numerous commercial potentials, provided by its status as a melting pot.

Yours in public service,

Hon. Rosalita T. Nuñez, MNSA, PhD
Vice Mayor of General Santos City



Republic of the Philippines - General Santos City

Message from the 13th Mayor of General Santos City



Warmest greetings to our investors!

General Santos City is a city blessed with vast natural and human resources and good leaders that are highly capable of putting General Santos City on the map of the top Highly Urbanized Cities in the Philippines.

The City takes pride in being one of the solid investment destinations in Mindanao. And investing in our City is indeed a rewarding experience, for we have created a business environment keen on your needs and sensitive toward business essentials.

General Santos City has been sincere and dedicated to innovating and improving its services to create a livable city with an established healthy business environment for our local businessmen and potential local and foreign investors in the context of sustainable development.

To achieve this vision, General Santos City continues to deliver a business environment whose primary focus is nurturing, diversifying, and expanding your investments. As your business partner, we create leverage to achieve growth by providing incentives and economic advantages that make an avenue to maintain the strong collaborative relationship between the local government unit and the private sector, thus, further improving the ease of doing business in the City.

As an economic center of the SoCSKSarGen Region, we invite you to visit General Santos City and experience the vibrant and dynamic atmosphere. We hope to showcase more opportunities that could transform your business and life.

You are most welcome to explore, talk about your business, and experience a *Magandang GenSan*, the right place to be!

Your Partner,

Mr. Ronnel C. Rivera

Former Mayor of General Santos City



Welcome to the
Philippines





The Philippines is a place of natural wonders with bountiful natural resources. Strategically located in the world's fastest growing region and flanked by two great trade routes - the Pacific Ocean and the South China Sea - the Philippines is an ideal base for business. It is a critical entry point to over 600 million people in the ASEAN market and a natural entry point to the East Asian economies. The country is also situated at the crossroads of international air routes.

In the 2019 World Economic Forum's Global Competitiveness Index, the Philippines ranked among the top 45% globally competitive countries and 6th overall in ASEAN. Over the years, the country has improved in several global indices, including the IMD World Competitiveness Ranking, Global Innovation Index, and WEF Travel and Tourism Competitiveness Index. The key driver behind the competitiveness improvement was in the area of Institutions (up 14 from no. 101 to no. 87), with notable improvements under this pillar including Shareholder Governance (up 11 from no. 106 to no. 95). The country also ranks in the upper third globally for indicators collectively measuring commitment to sustainability, including Energy Efficiency Regulation (no. 39), Renewable Energy Regulation (no. 43) and Environment-Related Treaties in Force (no. 36). Moreover, among 141 countries, the Philippines landed in the Top 10 for the following indicators: Internal Labor Mobility (no. 7), Insolvency Regulatory Framework (no. 9), Diversity of Workforce (no. 9), and Companies Embracing Disruptive Ideas (no. 10). Other strong indicators include Ease of Finding Skilled Employees (no. 13), Pay and Productivity (no. 13), and Cooperation in Labor-Employer Relations (no. 15). The performance of the Philippines in the Skills pillar is above the ASEAN average, maintaining its global rank of no. 67. Among the 12 pillars in the report, the strongest pillars of the Philippines are its Market Size (no. 31), Labor Market (no. 39), Financial System (no. 43), Business Dynamism (no. 44) and Product Market (no. 52). The report also noted the country's strong edge in terms of human capital, where businesses in the Philippines find it relatively easy to find skilled workers, and employees hired are given growth opportunities through training. The Philippines ranked 95th among 190 economies in the ease of doing business, according to the latest World Bank annual ratings. In 2022, the country's economy continues to recover from the COVID-19 slump according to the National Statistics Office.



**WELCOME TO
GENERAL SANTOS CITY**

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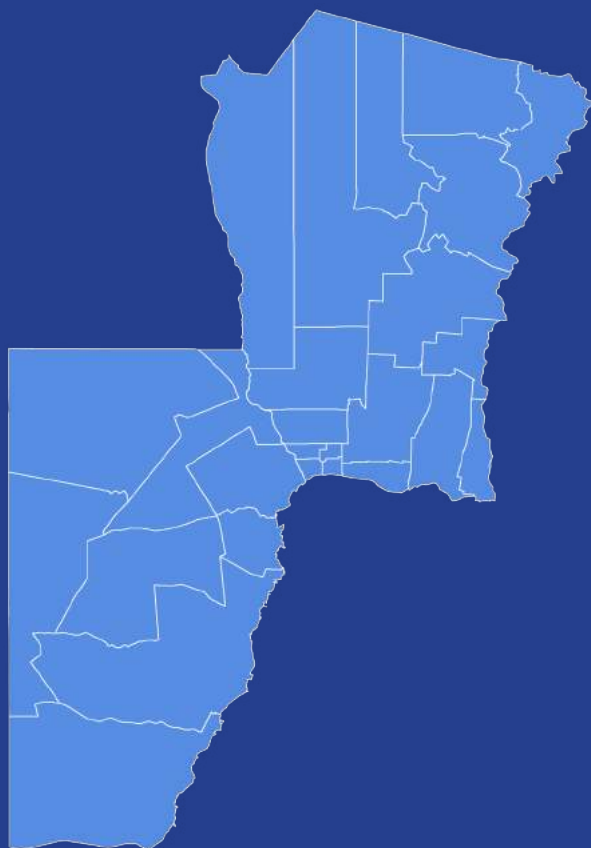
Republic of the Philippines - General Santos City City Economic Management and Cooperative Development Office

General Santos City, popularly known as **“GenSan”** is considered one of the most vibrant economies and preferred investment destinations in the Southernmost part of the Philippines. It is strategically located within the trading and economic center of the SoCSKSarGen (South Cotabato, Sultan Kudarat, Sarangani, and General Santos) Growth Area. It provides good trade access to major foreign markets - Brunei, Singapore, Malaysia, Indonesia, Australia, the Pacific Islands, Japan, Hongkong, the Middle East, Continental Europe, and the United States.

Tagged as the “Tuna Capital of the Philippines”, the City embraces inclusive growth and industry diversification as prime factors to sustain its economy. It is the only highly urbanized city in Region XII and the acknowledged industry leader in the fishing, trade and commerce, finance, health, logistics, manufacturing/processing, transportation, education, and Meetings, Incentives, Conventions and Exhibitions (MICE) sectors.

As the “Home of the Champions”, GenSan banks on its local talents as a strength and significant asset. The City thrives on its diversity of people, facets, and resources for continuous improvements and innovations. As such, the City has been receiving recognition and commendations. In the 2022 Cities and Municipalities Competitiveness Index (CMCI) of the DTI-Competitiveness Bureau, the City was awarded top 3 in government efficiency, top 5 in innovation, ranked third (3rd) most competitive city in Mindanao and twelfth (12th) out of 33 cities in the overall most competitive highly urbanized cities (HUC) category. GenSan was also part of the top 10 in both the economic dynamism and government efficiency categories.

GenSan at a Glance



Philippine Economic Zone

Authority (PEZA) Economic Zones

Agrotex GenSan Economic Zone, GenSan Economic Zone, SRC Calumpang Economic Zone, Millennium Industrial Economic Zone, and Mabuhay IT Park

Preferred Investment Priority Areas

Agribusiness, creative industries/knowledge-based services, green projects, healthcare services and facilities, housing projects, infrastructure and logistics, manufacturing, retail industry and tourism industry

Major Tourist Attractions

GSC Fishport, Pacquiao Mansions, Queen Tuna Park, Plaza Heneral Santos, Sarangani Highlands, Mt. Sabrina, London Beach Resort, Shamcey's GenSan Art Gallery, Klaja Karst Eco Park, Sanchez Peak, Bangkapayapaan, Japanese Bunker, Felicidad Farm, Bula Coral Reef, Olaer Spring Resort



Land Area

53, 606 ha (190.3 sq.mi)

Existing land and water use (%of total):

Grassland Pasture

43.53%

Agricultural

52.62%

Forest

56.47%

Urban

6.95%

Water Use

3%



Population (June 2022)

745, 683

Average annual growth rate (June 2022)

3.41%

Percentage of region's population (2020)

14.23%

Density, persons / sq.km. (June 2022)

1,415

Household population (2015)

592, 884

Average household size (2015)

4.11

Literacy rate (as of 2015)

98.9%



Tourist arrivals

555, 345 (2021)

800, 968 (Q1 to Q3 2022)

Estimated tourism receipt (Q1 to Q3 2022)

Php1.2 billion

Airport

General Santos City
International Airport

Seaport

Makar Wharf

Fish port

General Santos Fish
Port Complex



Why choose General Santos City?

Strategic Location

Located in the southernmost part of the Philippines, General Santos City is the country's gateway to other countries in the Brunei Darussalam-Indonesia-Malaysia-Philippines East ASEAN Growth Area (BIMP-EAGA), which has a market base of over 70 million people. It is also within a three- to four-hour flight from the ASEAN region's major capitals.

As a major logistics and transshipment hub, GenSan is one of the privileged few cities in the country that has four gateways. The City has an airport, seaport, fish port, and land transport terminal that connect to key cities in Mindanao and beyond. These have become strategic entry points for the country's fishing and agri-business industry, which contribute to employment, net foreign exchange earnings, and investments in the Philippines.

GenSan has four direct flights to Manila daily and one each daily to Cebu and Iloilo in Central Visayas, making it more convenient to set business appointments and conduct business meetings to and from these cities within the day.



Favorable Climate Condition

GenSan enjoys evenly distributed rainfall and rare typhoon occurrences throughout the year. The City is protected by Mt. Matutum, and its deep natural harbor provides shelter during typhoons. Its climate allows businesses to be consistent and timely in their delivery and provision of various agri-products and other services globally.



Average Monthly Rainfall (mm)	2020
Highest (June)	118.1
Lowest (March)	51.4



Temperature (C°)	2022
Highest (April)	36.0
Lowest (July)	22.0



Quality Manpower Resources

General Santos City has an annual average number of 6,953 college graduates, making up 28.69% of Region XII's annual average number of college graduates of 24,234. These figures are based on data for the cumulative five-year period from 2017 to 2021. The City projects to produce about 7,000 to 8,000 college graduates annually from the bachelor's degree programs post-pandemic. Centers of Excellence and Centers of Development in different courses including technical-vocational courses are also present throughout the City's educational institutions.

GenSan has a vast pool of highly trainable workers that can meet industry needs. Data shows an increasing trend in the annual number of college enrollees who are residents of nearby provinces such as Sarangani, South Cotabato, and Sultan Kudarat. An estimated 10% to 20% of the total workforce in the City are from these provinces.

Local businesses and employers benefit from having educated and highly trainable workers who are flexible, productive, competent, and committed.



International-standard Infrastructure Support

GenSan is the economic center of the SoCSKSarGen (South Cotabato, Sultan Kudarat, Sarangani, General Santos City) Growth Area. It is endowed with world-class infrastructure to support the City and its neighboring provinces' growing economy.



Among the City's strategic infrastructure facilities are:

- ▶ International-standard airport, modern international seaport (Makar Wharf), fish port complex, sports complex and well-paved road networks that connect to the rest of Mindanao
- ▶ Modern and state-of-the-art communication facilities and telecommunications systems such as those of PLDT, Globe, DITO, Sky Cable, Marble Cable, and DCTech, which allow access to reliable and secured network communications providing connectivity to the rest of the world. Converge ICT plans to build a cable landing station to strengthen the digital infrastructure in GenSan.
- ▶ Economic zones such as the Agrotex GenSan Economic Zone, GenSan Economic Zone, SRC Calumpang Economic Zone, Millennium Industrial Economic Zone, and Mabuhay Technopark Corporation
- ▶ Department of Tourism (DOT)-accredited hotels and other accommodations
- ▶ Office space within GenSan's Central Business District (CBD) which can be easily secured.

Competitive Cost of Doing Business

Competitive rates relative to minimum wage, utilities and lease of spaces, are as follows:

- ▶ Labor - minimum wage rate (non-agri) is Php 336 in GenSan. The labor cost savings for value-added services is about 40% lower than in Metro Manila (Php 537 minimum wage rate).
- ▶ Utilities (power and water)

a. Electricity - SOCOTECO-II average rates as of December 2021:

Commercial Users - 8.63 / kWh | Industrial Firms/Customers - 7.15 / kWh;

b. Water

Classification	Consumption				
	Minimum (0-10 cu.m.)	11-20 cu.m.	21-30 cu.m.	31-40 cu.m.	41 cu.m. and up
Commercial/ Industrial	424.00	46.10	53.30	61.00	69.00
Commercial-A	371.00	40.30	46.60	53.35	60.35
Commercial-B	318.00	34.55	39.95	45.75	51.75
Commercial-C	265.00	28.80	33.30	38.10	43.10
Bulk/Wholesale	636.00	69.15	79.95	91.50	103.51

- ▶ Cost of Land in the Central Business District - ranges from Php 13,500 to Php 15,000 per square meter



Quality Living

GenSan offers quality living at a lesser cost compared to other highly urbanized cities in the country. You breathe clean air in GenSan. And the roads are free from traffic jams, leaving you more time to spend with family and enjoy your hobbies. A retreat to our resorts to experience the best of the sun and sea does not cost much. Expatriates will enjoy affordable access to educational institutions, housing, schools, hospitals, shopping malls, hotels and restaurants, beach resorts, recreation centers, and even other services like household help.

Strong Government - Private Partnership and Support

Supporting the private sectors' role in the growth and development of the City, the Local Government of General Santos City has created business-friendly policies, such as:

- ▶ GSC Investments and Incentives Code
- ▶ Investments Priorities Plan/IPAs
- ▶ PPP Code
- ▶ GSC Joint Venture Ordinance

The City Economic Management and Cooperative Development Office (CEMCDO) also continually creates projects and programs to support the business needs of micro, small and medium enterprises (MSMEs), cooperatives, and investors.

Incentives are granted to investment priority areas (IPAs). These IPAs have been regularly updated to reflect the latest development needs of the City through the active participation of the General Santos City Investment Board (GSCIB), a special body composed of the public and private stakeholders from the offices concerned within the local government unit, the national government agencies, and private and business sector organizations.

As covered in Ordinance No. 35 series of 2021, also known as the General Santos City Investments and Incentives Code of 2021, the GSC Investments Priorities Plan (IPP) for CY 2020-2022 contains the General Santos City Investment Priority Areas (GSCIPAs) eligible for investment incentives. These IPAs include:

- | | |
|---|---------------------------------|
| 1. Agriculture/Agribusiness | 5. Housing Projects |
| 2. Creative Industries/
Knowledge-Based Services | 6. Infrastructure and Logistics |
| 3. Green Projects | 7. Manufacturing |
| 4. Healthcare Services and Facilities | 8. Retail Industry |
| | 9. Tourism Industry |

Vibrant Industry and Economy

► Agri-business

Agribusiness has been a strong economic driver of the City considering its impact on exports, value-chain creation, jobs generation, investments, and other business opportunities.

GenSan is the agro-processing and manufacturing hub in the SoCSKSarGen Region. With its rich volcanic soil, ample and well distributed rainfall throughout the year, and typhoon-free climate, General Santos City, like the rest of the Region, produces high-value export quality crops such as corn, coconut, pineapple, asparagus, banana, fruits, and other crops. The City is also a leading producer and exporter of quality livestock such as poultry, hogs, and cattle.

► Fishing Industry

General Santos City has always been best known as the “Tuna Capital of the Philippines” since the early 70s. The fishing industry, which is primarily centered in GenSan, employs thousands, generating millions in foreign exchange earnings.

GenSan is the largest producer of sashimi-grade tuna in the country. It accounts for the second-largest daily total catch of fish in the country after Navotas City and GenSan locals boast about the quality of fresh fish and seafood in the City. GenSan’s fishing industry yields a maximum daily fish catch volume of 750 metric tons. It is home to seven out of the eight tuna processing plants in the country.

The General Santos Fish Port Complex (GSFPC) is considered of great importance in the East ASEAN Growth Area (EAGA) since it is the major fishing post-harvest infrastructure in the Mindanao area. The fish port is also equipped with modern facilities that comply with international standards. It boasts six complete -35°C cold storage facilities each with 300 metric tons capacity, a 4 tons/day brine freezer, a 60-tonner ice plant, and a 1,680-meter landing/preparation area.

► Digital Industry

Identified as one of the Digital Cities in the Philippines in 2020, GenSan commits to position itself as one of the most dynamic locations and preferred investment destinations for the information and communications technology (ICT) industry. Among its strengths are its young and growing population and strong government partnership with the private sector, industry associations, and the academe that actively participate in local economic governance. Supporting this industry is the presence of PEZA-registered Mabuhay IT Park and local ICT industry players.

► Economic Dynamism

General Santos City had a total of 1,285 newly registered enterprises in 2020 with an aggregate investment value of Php 1.469 billion. Wholesale & Retail Trade, Repair of Motor Vehicles, Motorcycles and Personal & Household Goods accounted for 53% of new investments in 2020. The rest were as follows:

Wholesale & Retail Trade, Repair of Motor Vehicles, Motorcycles and Personal & Household Goods - 53%; Other Community, Social & Personal Services - 16%; Hotels and Restaurants - 8%; Real Estate & Renting Business Activities - 5%; Construction and Engineering - 4%; Transport, Storage and Communication - 4%; Financial Intermediation - 2%; Manufacturing - 2%; Electricity, Gas, and Water Supply - 2%; Agriculture/Agribusiness - 1%; Fishing - 1%; and Education - 1%

► Finance and Banking

As of 2021, around 82 banks are serving the City. Forty-six are commercial banks, 27 thrift and savings banks, 9 rural and cooperative banks, and 200 cooperative banks/institutions. Aside from these banks, there are 150 pawn shops, 135 money changers/forex dealers, and 199 remittance centers operating within the City. The Bangko Sentral ng Pilipinas’ Region XII office is also located in GenSan.

► Geography

General Santos City is situated at the southern part of the Philippines. It is located at 6°7’N 125°10’E latitude. The city is southeast of Manila, southeast of Cebu and southwest of Davao.

The City is bound by municipalities of Sarangani Province, namely Alabel in the east, and Maasim in the south. It is bound by the South Cotabato municipality of Polomolok and Sarangani Province municipality of Malungon in the north, and the municipality of T’boli in the west.

► **Commerce and Business**

General Santos City is the commercial and entertainment center of Region XII. It has all the amenities of an urban setting wherein residents enjoy both peace and progress.

Most of the shops are open from 7:00 a.m. to 8:00 p.m., but there are convenience stores which operate 24/7. Commercial banks skip noon breaks and their ATMs are accessible round the clock. The City also has several internet cafes, food chains, major car dealers like Mitsubishi, Foton, Honda, Toyota, Ford, Hyundai, Isuzu, and Chevrolet, and other thriving service providers.

► **Government Offices**

Various national government agencies have field offices in the City. Both national and local government agencies operate from 8:00 am to 5:00 pm on weekdays.

► **Dining**

Residents and tourists can unwind and indulge in the City's fine dining restaurants either in shopping malls such as SM GenSan, Gaisano Mall of GenSan, KCC Mall, and Robinson's Place or elsewhere. Known and branded fast-food chains operate stores in the City. Meanwhile, night markets along Pioneer Avenue and Oval Plaza also provide exciting dining experiences at affordable prices.

► **Housing**

Major housing developers in the country, such as Vista Land (Camella Homes), Filinvest, Sta. Lucia's (Colinas Verdes), Agan Homes, and others, are

established to provide decent homes for the residents. Two of the largest real estate developers in the country also plan to construct upscale/condominium projects. More economic, lower-cost, and medium-cost housing projects are also sprouting in the outskirts of the City to cater to the City's increasing population.

► **Educational Institutions**

General Santos City is the cultural and educational center of the region. It has around 15 higher education institutions (HEIs) such as universities (both public and private), colleges, and other educational institutions offering programs attuned to the needs of the City. Some of these HEIs are centers of excellence for the development of various courses and programs that cater to the industry's needs. They produce a large pool of talented and agile workers who are adaptable to technological change.

The Mindanao State University, Notre Dame of Dadiangas University, Holy Trinity College, Ramon Magsaysay Memorial Colleges (RMMC), Stratford International School, Mindanao Polytechnic College, and other universities in GenSan produce topnotchers in the fields of education, nursing, and engineering. The Mindanao State University is also among the top schools in the country producing topnotchers in licensure exams for mechanical, electrical, and agricultural engineers. In addition, the University of Santo Tomas (UST) GenSan Campus is under construction and set to rise in Barangay

Ligaya. Most of the City's private and public schools are K-12 ready, giving quality education for future generations.

► **Convention Facilities/Hotel Accommodations**

General Santos has hotels with complete amenities and convention facilities that can accommodate between 50 and 2,000 people. Prominent hotels and convention facilities include the Greenleaf Hotel, Grand Summit Hotel, Avior Hotel, Microtel, Mt. Sabrina, London Beach and Resort, Sarangani Highlands, Family Country Hotel and Convention Center, NDDU Bro. McKnight Auditorium, KCC Convention Center, East Asia Royale Hotel, and Venue 88. The City has catered to numerous regional, Mindanao-wide, and national conventions.

► **Logistics/Transshipment Hub**

Being a major transshipment hub in the country, General Santos City hosts several shipping lines that ship cargoes to Singapore, Malaysia, Kaohsiung, Busan and Shanghai.



Achievements and Distinctions

- ▶ 10th Cities and Municipalities Competitiveness Index (CMCI) Summit and Awards held last 20 October 2022:
 - a) Top 3 in Government Efficiency (HUC category);
 - b) Top 5 in Innovation (HUC category);
 - c) 3rd Most Competitive Highly Urbanized Cities (HUC) in Mindanao; and
 - d) 12th Most Competitive Highly Urbanized Cities (HUC) in the Philippines
- ▶ 2022: Finalist - PCCI Most Business-Friendly Local Government Unit - City Level 1B;
- ▶ 2021: Finalist in the DICT Digital Governance Awards (DGA) 2021 "LGU's best practices in ICT, Best in Business Empowerment (G2B) category"
- ▶ 2020: One of the 25 recognized Digital Cities in the Philippines
- ▶ 2019: Best Promotion on Investment Cooperation and City of Charm of 13th CAEXPO in Nanning City, China
- ▶ 2014: Top 9 MICE Destination in the Philippines
- ▶ 2011: Ranked No. 1 in Ease of Starting a Business category by the International Finance Corporation (IFC) - Doing Business Philippines
- ▶ Top 2 in Total Daily Fish Catch unloading volume next to Navotas, Metro Manila
- ▶ One of the privileged few and elite LGUs with 4 major gateways (Airport, Seaport, Fishport, and Transport Hub)
- ▶ Kalilangan & Tuna Festival as Best Tourism Event of the Philippines Culture & Arts Category
- ▶ GenSan Eco-Karera, Best Tourism Event of the Philippines



Shopping Destination

General Santos City is the shopping capital of SoCSKSarGen. Tourists and residents from nearby towns and provinces visit the City for shopping and leisure. Among big shopping malls in the City, notable ones are the KCC/Veranza Mall of GenSan, SM City General Santos/SM Savemore, Robinsons Place GenSan, Gaisano Mall of GenSan, RD Plaza (Fitmart), All Homes, and other branded home and living depots.



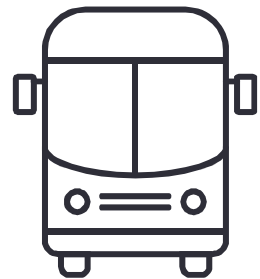
Via Air

With a 3.2 km runway that can comfortably accommodate landings of the most modern wide-bodied aircraft, the GSC International Airport can be reached directly from Manila, Cebu, and Iloilo. These flights can be booked through Cebu Pacific and Philippine Airlines. The airport is one of the few airports in the country according to the Air Transportation Office that can accommodate wide-bodied planes. Negotiations are on with AirAsia and Pan Pacific Airlines for air connectivity with the Clark International Airport.



Via Sea

GenSan is easily accessible through the GSC Makar Wharf, which is the main international seaport of the City. With a 732-nautical-mile sailing distance from Manila, the seaport is one of the finest in the country having a 740-meter docking length and a 19-meter width. The wharf can accommodate up to a ship berthing position. Sea cargoes from Manila take around 30 hours with varying fares accordingly. Bananas, livestock, and other agricultural products are transported to Manila and Cebu.



Via Land

Inbound and outbound land travel within Region XII to other cities and provinces in Mindanao is fast and convenient through passenger buses, vans, and other forms of transportation. Residents and visitors take the tricycle, taxi, or jeepney to places within the City.

Tricycles are common in the City and they are all painted sky blue. They can also take you to destinations just outside of the city proper. Jeepneys ply the main city streets. Rental cars are also available upon request in most hotels and at the airport.

Calendar of Regular Events

January



Isda-Isdaan Festival and Sto. Niño Fluvial Parade

This fluvial pageantry in thanksgiving for the ocean's bounty commences at the shores of Barangay Bula and traverses through the Sarangani Bay. It is then followed by a whole-day community fiesta where every home prepares a lavish feast and opens its doors to visitors from all walks of life.

February



Kalilangan Festival

A multi-awarded cultural festival that showcases the heritage of the City is set every February. It is flavored with local textures, rhythm, and vibrant culture. It is also in commemoration of GenSan's Foundation Day.

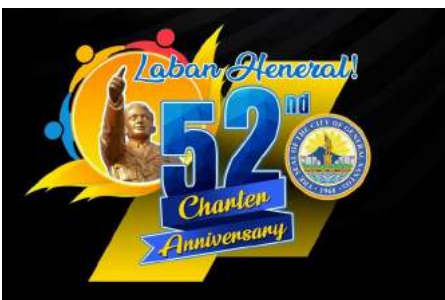
May



GenSan's Summer Youth Fest

One grand summer affair dedicated to GenSan's youth. An event seasoned with sports (Summerlympics), dance, music and performing arts, and values formation components. For years, this event has been an avenue for discovering local talents who placed the name of the city in the national and international maps of excellence.

June



City Charter Anniversary

Celebrating GenSan's cityhood, the event commemorates the splendor of a competitive and dynamic city in southern Philippines.

September



Tuna Festival

GenSan's Tuna Festival is a major event celebrating the city's bounty of the sea. This is to pay tribute to our fisher folks who were responsible for GenSan's tagline as the "Tuna Capital of the Philippines." The bounty of the sea takes center stage through colorful water adventure and events.

September



National Tuna Congress

This is a big international event that convenes all tuna-producing countries of the world in the City. Organized by the SoCSKSarGen Fishing Federation & Allied Industries, Inc., (SFFAI), the event highlights the biggest Tuna Fishing Trade Exhibit, Tuna Plenary, and Tuna Pavilion to discuss and strategize the sustainability of the tuna industry while complying with regulations and guidelines from the governing bodies.

Of all the MICE events hosted by the City, the National Tuna Congress continues to have the most participants in terms of foreign delegates and national officials. Fishing authorities and stakeholders worldwide discuss and agree on the necessary measures to safeguard the industry and come to a common understanding for the benefit of all.

October



Yaman GenSan

Yaman GenSan or Yabong Maliliit na Negosyo sa GenSan is an annual business month celebration of the City Government in partnership with other stakeholders to showcase the products and services of GenSan's MSMEs.



Cooperative Month

This is a month-long event to celebrate the prosperity of cooperatives in the City. The event is an opportunity to encourage more people to join cooperatives and to raise awareness of a trusted, proven way to do business and build communities. Culminating the month-long event is the Koop Gawad Parangal. The event is managed by LGU-GenSan and the General Santos City Cooperative Federation (GENCOFED) as covered in the Memorandum of Agreement (MOA) between the said partners.

December



Paskuhan sa GenSan

As a celebration of life, Paskuhan sa GenSan is the longest running festivity of the City. The event gathers people from all walks of life celebrating the Christmas spirit amidst the colorful and joyful ambiance of the yuletide season. GenSan thoroughfares, the government center, and parks are decked out in twinkling lights to lift everybody's spirit, reminding everyone that Christmas is a season of giving and enjoyment.

Directory of Major Hotels



Greenleaf Hotel

(+6383) 552-1111 / (+63) 9177198977
reservations@greenleafhotelgensan.com

East Asia Royale Hotel

(+6383) 553-412
eastasiaroyale@yahoo.com

Phela Grande Hotel

(+6383) 552-4925/552-4240
reservation@phelagrandehotel.com

Sun City Suites Hotel

(+6383) 552-3333
suncitysuites@gmail.com

Anchor Hotel

(+6383) 552-6517 / (+63) 9175214657
anchorinfo@doloreshotels.com.ph

Microtel By Wyndham

(+6383) 553-8080
gensan.acctg@microtel.ph

Avior Hotel

(+6383) 877-6676
manager@aviorhotel.com

Sydney Hotel

(+6383) 552-5479 to 81
sydneyhotelgsc@yahoo.com.ph

Horizon Suites

(+6383) 552-0957
thehorizonsuites@gmail.com

Hotel San Marco

(+6383) 301-1818
hotel_sanmarco@yahoo.com

Venue 88 Resort and Events Place

(+6383) 552-0457
venue88@yahoo.com

Hotel Dolores

(+6383) 552-4139
doloreshotelandresorts@yahoo.com

Q-Citipark Hotel

(+6383) 887-1156
qcitiprk@gmail.com

Sarangani Highlands Garden Hotel

(+6383) 554-3336
londonsalesmarketing@gmail.com

Mt. Sabrina Panoramic View & Resort, Inc.

(+6383) 826-0230
mtsabrina@yahoo.com

London Beach Resort

(+6383) 878-2966
londonsalesmarketing@gmail.com

Grand Summit Hotel

(+6332) 888-1777 / (+63) 9686357265
reservations@summithotels.ph

Family Country Hotel & Convention Centre

(+6383) 552-8895 to 97
family_country_hotelgsc@yahoo.com

Major Industry Associations

Business associations

General Santos City Chamber of Commerce and Industry, Inc. (GSCCCI)

Mr. Benirando D. Claudio,
President
(+6383) 554-6108

Agri-Business industry associations

South Cotabato Swine-Producers Association (SOCOSPA)

Mr. Edward Clinton Ang,
President
(+63) 9177141800
socospaph@gmail.com

SoCSKSarGen Fishing Federation and Allied Industries, Inc. (SFFAI)

Mr. Dominic R. Salazar,
President
(+6383) 887-6103
fishing.federation@gmail.com

GenSan's Producers Association

Ms. Felicidad P. Into
(+63) 9668850595
fpalma_into_cpa@yahoo.com

ICT industry association

ICT Solutions Associations

Mr. Jan Ced,
President
(+63) 9235260748
jan.ced@mabuhayone.com

Tourism industry associations

GSC Hoteliers Association

Atty. Rabmor Thomas
T. Bartolome, *President*
(+63) 9228179265
attyrabmor@gmail.com

East Coast Tour Guide Association of Bula

Eleazar D. Sabalones,
President
(+63) 9074462840

WOW GenSan Association of Travel Agents (WGATA)

Ms. Elsie Romano,
President
(+6383) 554-3588
romanoelsiep@yahoo.com

GenSan Association of Tour, Transport, and Sites (GATTS)

Ms. Annabel P. Mabanta,
President
(+6383) 552-9060
alannaairtravel@yahoo.com

GenSan League of Event Organizers (GLEO)

Ms. Lee Ann Omega,
President
(+63) 9275281948
eventsbyleeann@gmail.com

Klaja Karst Tour Guide Association

Ms. Annabel P. Mabanta,
President
(+6383) 552-9060
alannaairtravel@yahoo.com



General Santos City: Growing Your Business

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Incentives for investors provided by the local government of General Santos City

The Local Government of GenSan offers location-based incentives aligned with the City's comprehensive land use plan (CLUP). Qualified applicants may enjoy the following fiscal incentives:

- a. **Local Business Tax (LBT) Exemption** - shall be based on the gross receipts of the registered project in accordance with the GSC Revenue Code; and
- b. **Real Property Tax (RPT) Exemption** - shall cover buildings, improvements, machinery and equipment, gender and development related facilities, green technology or energy efficient equipment or technologies that are directly and exclusively used in the registered activity of registered enterprise. RPT exemption excludes land.

An additional incentive of up to three (3) years may be provided to a registered enterprise that engages in any of the following projects and meets the qualification criteria as indicated in Section 27 of Ordinance 35 series of 2021:

- a. **Iconic Design Architecture** - serves as a global and destination landmark that stands the test of time. Iconic structures become part of the City's physical environment that enhance the City's image, living conditions, social well-being, and economic profile.
- b. **Inclusive Business (IB) Models** - activities by medium and large enterprises, which will benefit the MSMEs and the vulnerable sectors of the City as part of their value chain.
- c. **Green Technologies** - registered enterprises that use environmental or clean technology may qualify as green technology projects.
- d. **Projects located in Less-Developed Communities (LDCs), like *Barangays* (villages) or *Puroks* (district or zone within a barangay)** to align with the goal of creating sustainable communities - a dispersal of essential industries, such as but not limited to retail industries; healthcare facilities; transport terminals; identified priority projects based on the zonal areas of the CLUP; and other important industries as the Board may determine, are encouraged. These projects or industries would allow resilience and sustainability by providing livelihood and employment in LDCs; easing traffic congestion and less movement of people to the CBDs; and, addressing the immediate basic needs of the people, during the period of disasters, crises and pandemics.

In addition, the City through the CEMCDO provides the following **non-fiscal incentives** to registered enterprises:

1. Assistance in site selection, negotiation for right-of-way and acquisition of permits and licenses from the different offices of the City Government.
2. Joint venture matching/partner identification and referral.
3. Identification of possible source of required local labor and raw materials.
4. Assistance and/or referral to technical and financial assistance programs available from the national and local governments.
5. Assistance in participation in organized missions, trade fairs and exhibits, seminars, and business-related events.
6. Consultation and advice on doing business in General Santos City.
7. Aftercare services that may be accorded to investors.

Requirements for application for registration for the grant of incentives

For New Projects

1. Official receipt issued by the City Treasurer as payment of a non-refundable filing fee.
2. Three (3) copies of fully accomplished and notarized application form.
3. Three (3) copies of project study to include list of branches, subsidiaries and/or sister companies engaged in similar activity of the proposed investment and list of officers of the corporation and the persons responsible for the project.
4. For corporations, Board Resolution or Letter of Intent of applicant enterprise authorizing the filing of the application for incentives with the General Santos City Investment Board and designating a representative for the purpose

For Expansion/Modernization or Rehabilitation Projects

1. All requirements for new projects (as stated above).
2. Mayor's permit of the existing enterprise.
3. Certified true copy of the registration of the applicant to do business in the Philippines as issued by the DTI, SEC, or the CDA, whichever is applicable.
4. Latest Audited Financial Statement acknowledged by the BIR.
5. List of buildings, improvements and machineries used directly and exclusively in the registered activity or activities of enterprise and copy of their tax declarations.
6. Other information and or documents that the Board may require.



Who can avail of the incentives?

New, Expanding, Modernization or Rehabilitation, from Single Proprietorships, Partnerships, Corporations, or Cooperatives with a minimum capital of Php 3 million and can be classified under any of the Preferred Investment Areas.

Criteria/qualifications for application for registration

1. Must meet the minimum capitalization and employment requirement.

Criteria	Maximum of 5 years	Maximum of 4 years	Minimum of 3 years
% of Local Staff against the Total Number of Staff	Over 75%	51-75%	10-50% except for Microenterprises or BMBE's
Capitalization (Total Project Cost)	Php 100,000,001 and more	Php 15,000,001 to Php 100,000,000	Up to Php 15,000,000

2. The eligible project should be located in General Santos City, and should be based on the location policy of the GSCIPP and/or zoning ordinances of the City or the city land use plan (CLUP).
3. The investment project, whether new, expansion, modernization or rehabilitation is among the identified Preferred/Priority Areas of Investments: agriculture/agribusiness, creative industries, green projects, healthcare services and facilities, housing projects, infrastructure and logistics, manufacturing, retail industry and tourism industry.
4. Required filing fee:

Classification	Capitalization	Filing Fee
Micro	Not exceeding Php 3 million	None
Small	Exceeding Php 3 million but not over Php 15 million	Php 1,500.00
Medium	Exceeding Php 15 million but not over Php 100 million	Php 3,000.00
Large	Over Php100 million	Php 6,000.00

*The date indicated in the official receipt issued by the City Treasurer's Office shall be the Date of Official Acceptance.

National Incentives

Fiscal Incentives available to Registered Business Enterprises (RBE) with Investment Promotion Agencies or (for GenSan it will be PEZA or BOI) pursuant to R.A. No. 11534 or the Corporate Recovery and Tax Incentives for Enterprises (CREATE) Act.

To qualify as an RBE, the project or activity is included in the Philippines' Strategic Investment Priority Plan (SIPP).

The 2022 Strategic Investment Priority Plan (SIPP) List of Priority Activities

Tier I

This includes all activities listed in the 2020 Investment Priorities Plan, as amended by Memorandum Circular No. 2021-005)¹, unless listed herein under Tier II or Tier III.

Tier II

This includes, but not limited to, the following activities:

1. Green Ecosystems

This covers electric vehicle (EV) assembly (e.g., pure EV, plug-in hybrid EV, hybrid EV, fuel cell EV), manufacture of EV parts, components and systems, establishment and operation of EV infrastructure; manufacture of energy efficient maritime vessels and equipment; electronic devices and circuits for smart grid and renewable energy (includes wearable solar devices); bioplastics and biopolymers; renewable energy, energy efficiency and conservation projects; energy storage technologies, and integrated waste management, disposal, & recycling.

2. Health related activities

This covers health related activities such as manufacturing in support of the Vaccine Self-Reliance Program or other health-related programs as endorsed by Department of Health (DOH), Department of Science and Technology (DOST) or other similar agencies, medicines, active pharmaceutical ingredients, and specialty hospitals.

3. Defense related activities

This covers defense related activities as endorsed by the Department of National Defense (DND), Armed Forces of the Philippines (AFP), or National Security Council (NSC).

4. Industrial Value-chain Gaps

This covers activities that will address value chain gaps in, among others, steel, textiles, chemicals; green metals processing (e.g. copper, cobalt, nickel), crude oil refining; and lab-scale wafer fabrication.

5. Food Security related activities

This covers products and services critical to competitively ensure food security or in support of green/organic agriculture, as endorsed by the Department of Agriculture (DA) or Philippine Council for Agriculture, Aquatic and Natural Resources Research and Development (PCAARRD) such as but not limited to integrated food production and processing activities (e.g., dairy); production and/or adoption of hybrid seeds contained in the National Seed Industry Council (NSIC) Crop Variety Registration; manufacture of animal vaccine, pesticides and fertilizers, and agricultural and fisheries machinery and equipment, and parts and components therefor.



Tier III

This includes, but not limited to, the following activities:

1. Research & development (R&D) and activities adopting advanced digital production technologies of the fourth industrial revolution, such as but not limited to, robotics; artificial intelligence (AI); additive manufacturing; data analytics, digital transformative technologies (e.g., cloud computing services, hyperscalers, data centers, and digital infrastructure); nanotechnology (includes nanoelectronics); biotechnology, production and/or adoption of new hybrid seeds; and other Industry 4.0 technologies.
2. Highly technical manufacturing and production of innovative products and services such as but not limited to manufacture of equipment, parts & services; commercialization of intellectual property (IP) and R&D products/services, aerospace, medical devices (except personal protective equipment); internet of things (IoT) devices and systems (includes wireless sensors and devices); full-scale wafer fabrication, and advanced materials.
3. Establishment of innovation support facilities such as but not limited to R&D hubs; Centers of Excellence; science & technology parks, innovation incubation center; tech startups, startup enablers: incubators & accelerators, and space-related infrastructures.

Pursuant to Section 302 of the CREATE Act, additional activities that comply with Section 296 of the CREATE Act can qualify under Tiers II and III; Provided that, the additional activities under Tier III are duly endorsed by the relevant agencies such as the Department of Science and Technology.

Footnotes

1. Amendments to the General Policies and Specific Guidelines to Implement the 2020 Investment Priorities Plan on the Lifting of the Locational Restriction of Contact Centers and Non-Voice Business Processing Activities Located in Metro Manila (22 July 2021). The moratorium on the processing of applications for economic zones (ecozones) in Metro Manila under Administrative Order 18 series of 2019 shall apply, unless otherwise lifted.

Fiscal Incentives

- ▶ Income Tax Holiday (ITH) - 100% exemption from corporate income tax. Applicable to both Export and Domestic Market Enterprises, ITH may be granted for five (5) to seven (7) years (for metropolitan areas outside of NCR) depending on industry priorities

Tier 1 (5-year ITH)	Tier 2 (6-year ITH)	Tier 3 (7-year ITH)
▶ Activities which have high potential for job creation ▶ Take place in sectors with market failures resulting in under-provision of basic goods and services ▶ Generate value creation through innovation, upgrading or moving the value chain ▶ Provide essential support for sectors that are critical to industrial development ▶ Are emerging owing to potential comparative advantage	▶ Activities that produce supplies, parts and components ▶ Intermediate services that are not locally produced but are critical to industrial development ▶ Import-substituting activities, including crude oil refining	▶ R&D resulting in demonstrably significant value-added, higher productivity, improved efficiency, breakthroughs in science and health and high-paying jobs. ▶ Generation of new knowledge and intellectual property registered or licensed in the Philippines ▶ Commercialization of patents, industrial designs, copyrights and utility models ▶ Highly technical manufacturing ▶ Activities critical to the structural transformation of the economy and require substantial catch-up efforts ▶ Agriculture, fishing, forestry, agribusiness, and other activities and services that require the employment of knowledge processing, modern science, data analytics



- ▶ The ITH shall be followed by Special Corporate Income Tax Rate (SCIT) or Enhanced deductions (ED):

Export enterprises:

Option to avail of the enhanced deductions OR the SCIT rate for ten (10) years.

Cannot be availed simultaneously.

- ▶ SCIT - a tax rate equivalent to five percent (5%) based on the gross income earned in lieu of all national and local taxes
- ▶ ED - enhanced deductions in addition to the allowable ordinary and necessary deductions:
 - ▶ Additional deduction: depreciation allowance - buildings (10%), machineries and equipment (20%); labor expense (50%); research and development expense (100%); training expense (100%); domestic input expense (50%); and power expense (50%) incurred in the taxable year
 - ▶ Deduction for reinvestment allowance to manufacturing industry - 50% of reinvested amount within a period of five (5) years from the time of reinvestment
 - ▶ Enhanced Net Operating Loss Carry-over (NOLCO) - carried-over within the next consecutive five (5) years incurred during the first three (3) years
- ▶ Value-Added Tax (VAT) exemption on importation and zero-rating on local purchases of goods and services directly and exclusively used in the registered project or activity of export enterprises.
- ▶ Customs Duty Exemption on Importation of Capital Equipment, Raw Materials, Spare Parts, or Accessories



Domestic Market Enterprise:

- ▶ Enhanced deductions for five (5) years, same deductions with export enterprises.
- ▶ Customs duty exemption for capital equipment, raw materials, spare parts, or accessories

Non-fiscal Incentives

Board Of Investments (BOI)

Certain non-fiscal incentives are also available to registered enterprises, among which are:

- ▶ Employment of foreign nationals;
- ▶ Guaranteed repatriation of foreign investments and earnings thereon; and
- ▶ Importation of consigned equipment for an unlimited period subject to posting of a re-export bond

Philippine Economic Zone Authority (PEZA)

- ▶ Special non-immigrant visa with multiple entry privileges for foreign investors and immediate family members - For the following non-resident Foreign Nationals in a PEZA-registered Economic Zone Enterprise : Investor/s, officers, and employees in supervisory, technical or advisory position, and their spouses and unmarried children under twenty-one years of age. PEZA extends Visa Facilitation Assistance to foreign nationals their spouses and dependents
- ▶ Employment of foreign nationals - may be employed by PEZA-registered Economic Zone Enterprises in supervisory, technical or advisory positions.
- ▶ Long-term land lease of up to 75 years



For Foreign Investors

Philippines Foreign Investments Act (FIA) of 1991 (or Republic Act No. 7042 as amended by RA No. 8179)

The Foreign Investments Act (FIA) of 1991 liberalized the entry of foreign investments into the Philippines. Under the FIA, foreign companies are generally allowed to conduct business in the Philippines subject to restrictions spelled out in the Foreign Investments Negative List (FINL), which the government periodically updates. The FINL is a shortlist of areas of economic activities where foreign investments are restricted or limited. It has two components:

List A contains areas of activities reserved for Philippine nationals by mandate of the Constitution and other specific laws.

List B contains the areas of activity and enterprises where foreign ownership is limited pursuant to law. Among these are defense or law enforcement-related activities and those with implications on public health and morals. The 12th Foreign Investment Negative List (FINL) was promulgated on 27 June 2022.

12th Regular Foreign Investment Negative List

List A

Foreign Ownership Is Limited By Mandate of the Constitution And Specific Laws

No Foreign Equity

1. Mass media, except recording (Art. XVI, Sec. 11 of the 1987 Constitution; Presidential Memorandum dated 05 May 1994) and internet business (DOJ Opinion No. 40, s. 1998)¹
2. Practice of professions 2 (Art. XII, Sec. 14 of the Constitution, Sec. 1 of RA No. 5181, Sec. 7[j] of RA No. 8981), including Radiologic and x-ray technology (RA No. 7431), Criminology (RA No. 6506), Law (Art. VIII, Section 5 of the Constitution; Rule 138, Sec. 2 of the Rules of Court of the Philippines), marine deck officers and marine engine officers (RA No. 10635), subject to the Annex on the Professions attached herewith and forming an integral part of this document, indicating the professions where (a) foreigners are allowed to practice in the Philippines subject to reciprocity; and (b) where corporate practice is allowed. Foreigners may teach at higher education levels (RA No. 8292), provided the subject being taught is not a professional subject (i.e., included in a government board or bar examination)³
3. Retail trade enterprises with minimum paid-up capital of PhP 25,000,000 (RA 11595 Amendment)³
4. Cooperatives (Ch. III, Art. 26 of RA No. 6938, as amended by Ch. II, Art. 10 of RA No. 9520)
5. Organization and operation of private detective, watchmen or security guards agencies (Sec. 4 of RA No. 5487)
6. Small-scale mining (Sec. 3 of RA No. 7076)
7. Utilization of marine resources in archipelagic waters, territorial sea and exclusive economic zone as well as small-scale utilization of natural resources in rivers, lakes, bays and lagoons (Art. XII, Sec. 2 of the Constitution)
8. Ownership, operation and management of cockpits (Sec. 5 of PD No. 449)
9. Manufacture, repair, stockpiling and/or distribution of nuclear weapons (Art. II, Sec.8 of the Constitution)⁴
10. Manufacture, repair, stockpiling and/or distribution of biological, chemical and radiological weapons and anti-personnel mines (various treaties to which the Philippines is a signatory and conventions supported by the Philippines)⁵
11. Manufacture of firecrackers and other pyrotechnic devices (Sec. 5 of RA No. 7183)

Up to 25% Foreign Equity

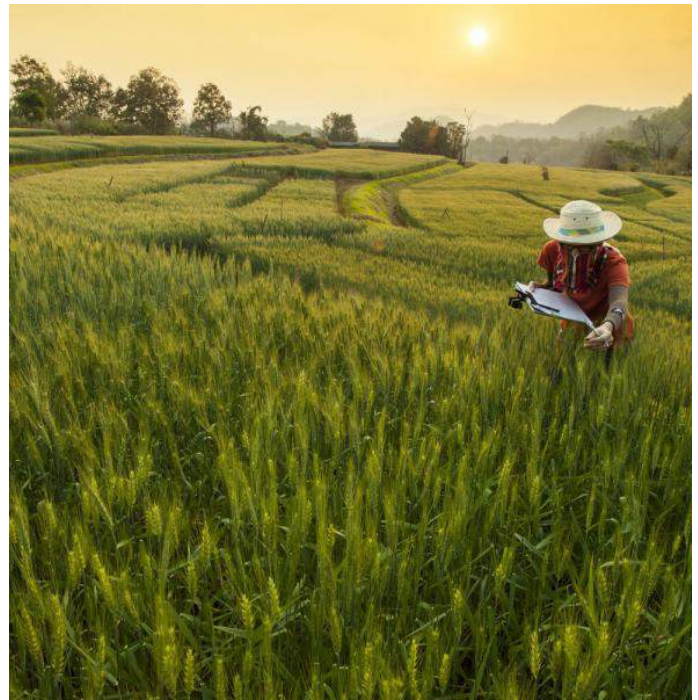
1. Private recruitment, whether for local or overseas employment (Art. 27 of PD No. 442)
2. Contracts for the construction of defense-related structures (Sec. 1 of Commonwealth Act No. 541)

Up to 30% Foreign Equity

1. Advertising (Art. XVI, Sec. 11 of the Constitution)

Up to 40% Foreign Equity

1. Subject to applicable regulatory frameworks, contracts for the construction and repair of locally-funded public works (Sec. 1 of CA No. 541, Letter of Instruction No. 630), except: a. Infrastructure/development projects covered in RA No. 7718; and b. Projects which are foreign-funded or assisted and required to undergo international competitive bidding (Sec. 2[a] of RA No. 7718)⁶
2. Exploration, development and utilization of natural resources (Art. XII, Sec. 2 of the Constitution)⁷
3. Ownership of private lands (Art. XII, Sec. 7 of the Constitution; Sec. 22 of CA No. 141; Sec. 4 of RA No. 9182)
4. Public Service Act (PSA) (RA 11659) Amendment allows 100% ownership of a business which is considered a public service but is not a public utility. These include telecommunications (subject to reciprocity requirements), freight forwarders, railway operators, airports and the shipping industry.
5. Educational institutions other than those established by religious groups and mission boards, for foreign diplomatic personnel and their dependents, and other foreign temporary residents (Art. XIV, Sec. 4 of the Constitution)¹⁰, or for short-term high-level skills development that do not form part of the formal education system as defined in Sec. 20 of Batas Pambansa No. 232 (1982)
6. Culture, production, milling, processing, trading except retailing, of rice and corn and acquiring, by barter, purchase or otherwise, rice and corn and the by-products thereof (Sec. 5 of PD No. 194)¹¹
7. Contracts for the supply of materials, goods and commodities to government-owned or controlled corporation, company, agency or municipal corporation (Sec. 1 of RA No. 5183)¹²
8. Operation of deep-sea commercial fishing vessels (Sec. 27 of RA No. 8550, as amended by RA No. 10654) amended by Ch. II, Art. 10 of RA No. 9520
9. Ownership of condominium units (Sec. 5 of RA No. 4726)
10. Private radio communications network (Art. XII, Sec. 11 of the Constitution, NTC MC. No. 10-8-91)



List B

Foreign ownership is limited for reasons of security, defense, risk to health and morals and protection of small and medium scale enterprises

Up to 40% Foreign Equity

1. Manufacture, repair, storage and/or distribution of products and/or ingredients requiring Philippine National Police (PNP) clearance:
 - a. Firearms (handguns to shotguns), parts of firearms and ammunition therefore, instruments or implements used or intended to be used in the manufacture of firearms;
 - b. Gunpowder;
 - c. Dynamite;
 - d. Blasting Supplies;
 - e. Ingredients used in making explosives:
 - i. Chlorates of potassium and sodium;
 - ii. Nitrates of ammonium, potassium, sodium barium, copper (11), lead (11), calcium and cuprite;
 - iii. Nitric acid;
 - iv. Nitrocellulose;
 - v. Perchlorates of ammonium, potassium and sodium;
 - vi. Dinitrocellulose;
 - vii. Glycerol;
 - viii. Amorphous phosphorus;
 - ix. Hydrogen peroxide;
 - x. Strontium nitrate powder;
 - xi. Toluene; and
 - f. Telescopic sights, sniper scope and other similar devices.

However, the manufacture or repair of these items may be authorized by the Chief of the Philippine National Police to non-Philippine nationals; provided that a substantial percentage of output, as determined by the said agency, is exported. Provided further that the extent of foreign equity ownership allowed shall be specified in the said authority/clearance (RA No. 7042 as amended by RA No. 8179).

2. Manufacture, repair storage and/or distribution of products requiring Department of National Defense (DND) clearance:
 - a. Guns and ammunition for warfare;
 - b. Military ordnance and parts thereof (e.g., torpedoes, depth charges, bombs, grenades, missiles);
 - c. Gunnery, bombing and fire control systems and components;
 - d. Guided missiles/missile systems and components;
 - e. Tactical aircraft (fixed and rotary-winged), parts and components thereof;
 - f. Space vehicles and component systems;
 - g. Combat vessels (air, land and naval) and auxiliaries;
 - h. Weapons repair and maintenance equipment;
 - i. Military communications equipment;
 - j. Night vision equipment;
 - k. Stimulated coherent radiation devices, components and accessories;
 - l. Armament training devices; and
 - m. Others as may be determined by the Secretary of the DND.

However, the manufacture or repair of these items may be authorized by the Secretary of National Defense to non-Philippine nationals; provided that a substantial percentage of output, as determined by the said agency, is exported. Provided further that the extent of foreign equity ownership allowed shall be specified in the said authority/clearance (RA No. 7042 as amended by RA No. 8179).

3. Manufacture and distribution of dangerous drugs (RA No. 7042 as amended by RA No. 8179)
4. Sauna and steam bathhouses, massage clinics and other like activities regulated by law because of risks posed to public health and morals, except wellness centers (RA No. 7042 as amended by RA No. 8179)

5. All forms of gambling (RA No. 7042 as amended by RA No. 8179) except those covered by investment agreements with PAGCOR (PD No. 1869, as amended by RA No. 9487)
6. Domestic markets enterprises with paid-in equity capital of less than the equivalent of USD200,000 (RA No. 7042, as amended by RA No. 8179)
7. Domestic market enterprises which involve advanced technology, endorsed as a startup or startup enablers or have at least 15 Filipino direct-hire employees with a minimum paid-in equity capital of of USD100,000 (RA No. 7042, as amended by RA No. 11647)

Footnotes

1. DOJ Opinion No. 40 (s. 1998) uses the term "Internet Business" to refer to internet access providers that merely serve as carriers for transmitting messages, rather than being the creator of messages/information.
2. Section 1(b) of Professional Regulation Commission Resolution No. 2012-668 defines "practice of a profession" as an "activity/undertaking rendered by a registered and licensed professional or a holder of a Special Temporary Permit as defined in the scope of practice of a professional regulatory law."
3. Full foreign participation is allowed for retail trade enterprises: (a) with minimum paid-up capital of Php 25,000,000, (b) that fulfill the requirement for reciprocity, (c) with more than one (1) physical store with a minimum investment of at least Php 10,000,000 per store and (4) must be able to maintain the minimum paid-up capital in the Philippines at all times. (Sec. 5 of RA No. 8762; Amended by RA 11595).
4. Domestic investments are also prohibited (Art. II, Sec. 8 of the Constitution; Conventions/Treaties to which the Philippines is a signatory).
5. Section 2 (a) of RA No. 7718 states that "[f]or the construction stage of these infrastructure projects, the project proponent may obtain financing from foreign and/or domestic sources and/or engage the services of a foreign and/or Filipino contractor. Provided, That, in case an infrastructure or a development facility's operation requires a public utility franchise, the facility operator must be Filipino or if a corporation, it must be duly registered with the Securities and Exchange Commission and owned up to at least 60% by Filipinos: Provided, further, That in the case of foreign contractors, Filipino labor shall be employed or hired in the different phases of the construction where Filipino skills are available xxx"
6. Full foreign participation is allowed through financial or technical assistance entered into with the President (Art. XII, Sec. 2 of the Constitution).
7. The participation of foreign investors in the governing body of any public utility enterprise shall be limited to their proportionate share in its capital, and all the executive and managing officers of such corporation or association must be citizens of the Philippines (Article XII, Section 11 of the Constitution).
8. A "public utility" is a business or service engaged in regularly supplying the public with some commodity or service of consequence such as electricity, gas, water, transportation, telephone or telegraph service (Supreme Court ruling in JG Summit Holdings v. Court of Appeals, et al., September 24, 2003).
9. Control and administration of educational institutions shall be vested in citizens of the Philippines (Art. XIV, Sec. 4[2] of the Constitution).
10. Full foreign participation is allowed provided that within the 30-year period from start of operation, the foreign investor shall divest a minimum of sixty percent (60%) of their equity to Filipino citizens (Sec. 5 of PD No. 194; NFA Council Resolution No. 193, s. 1998)
11. A contract may be awarded to any contractor or bidder who is a citizen, corporation or association of a foreign country the laws or regulations of which grant similar rights or privileges to citizens of the Philippines (Sec. 1 of RA No. 5183).

* For purposes of the Revised Foreign Investment Negative List, ergotherapy, speech therapy, homeopathy and acupuncture are not considered part of the medical profession and are therefore open to foreigners.



Other special visa options for foreigners

1. Special investor's Resident Visa - any foreign national, who is at least 21 years old, is eligible to apply for SIRV provided he meets the following requirements:

1. He has not been convicted of a crime involving moral turpitude;
2. He is not afflicted with any loathsome, dangerous or contagious disease;
3. He has not been institutionalized for mental disorder or disability;
4. He is willing and able to invest the amount of at least USD 75,000 in the Philippines.

2. Special Visa for Employment Generation (SVEG) - issued to a qualified non-immigrant foreigner who shall actually employ at least 10 Filipinos in a lawful and sustainable enterprise, trade, or industry (EO 758). The privileges of EO 758 may extend to the qualified foreigner's spouse and dependent unmarried child/children below eighteen (18) years of age whether legitimate, illegitimate or adopted.

3. Special Resident Retiree's Visa

With Pension

50 years old and above with required time deposit of USD 10,000 plus a monthly pension of USD 800

Without Pension

5-49 years old - USD 50,000 time deposit

50 years old and above - USD 20,000 time deposit

For more details, visit www.pra.gov.ph.

Procedures in the issuance of a new business permit

Steps in the Issuance of a New Business Permit

Requirements

1. Barangay Clearance to be secured from the Barangay where the establishment is located, however, the payment should be at the City Treasurer's Office during Step 2.
2. DTI registration/SEC registration and articles of incorporation and by-laws, CDA registration (as the case may be)
3. Occupancy Permit from Office of the Building Official
4. Lease Contract/Any proof of ownership
5. Property Index Number (PIN) at City Assessor's Office
6. Zoning Clearance at City Planning (Original copy)

Steps



1

Secure and fill-out a unified form and **submit all documents or requirements and filled out form** to City Mayor's Office - Business Permits and Licensing Division (CMO-BPLD) window 1 or 2.



2

Pay to the City Treasurer's Office or through Online Payment.



3

Claim Business Permit at CMO-BPLD

Maximum processing time: 2 hours

Business Registrations

(in terms of capitalization and in billion Php)

Employment (number) Generated from New Business Registered and Business Renewals

Item	2019	2020	2021
Employment (new business)	4,751	2,850	6,889
Employment (renewal)	66,353	144,074	195,670

Investment Generated from New Business Registered and Business Renewals, in Php

Item	2019	2020	2021
New investment/Capital	1,526,280,569.07	1,483,389,214.28	5,668,950,915.00
Gross sales of renewals	132,440,244,064.00	142,370,229,649.00	110,516,746,034.00



Issuance of Building Permit Process Flow

Steps



1

Submit application and all required documents to the Office of the Building Official counters 2 or 3 together with the priority number and receive the claim stub that will be issued.



2

Return on the date indicated on the claim stub or based on the text received.

If the application is for compliance, get the documents, comply with the requirements, and go back to Step 1 to resubmit.



3

If the application is already for payment, get the order of payment and pay at the City Treasurer's Office.



4

Submit the Official receipt from the City Treasurer's Office and claim the approved permits, clearances, and other documents and sign logbooks for acknowledgment at Counter 6.

Processing Time: 7 working days for complex and 20 working days for highly technical

Number of building permits issued from 2020 to 2022

Year	Permits
2020	2,484
2021	3,172
2022 (Jan - Sept)	1,998



The 1996 Revenue Code of General Santos City

The general tax rates for doing business in General Santos City are as follows:

- a. **Local Business Tax (LBT) Exemption** - Registered enterprises shall enjoy exemption from local business tax that is otherwise due on their gross receipts in accordance with the General Santos City Revenue Code. The exemption shall be for a term of at least three (3) years but not more than five (5) years which is to be determined by the Board based on projected number of local staff, local raw material content, capitalization, pollution factor and location.
- b. **Real Property Tax (RPT) Exemption** - shall cover buildings, improvements, machinery and equipment, gender and development related facilities, green technology or energy efficient equipment or technologies that are directly and exclusively used in the registered activity of registered enterprise. RPT exemption excludes land.

Real Property

(Article C, Chapter I of GSC Revenue Code)

Rates	Basic Real Property Tax (RPT) - 75% of 1% of the assessed value Special Education Fund (SEF) - 1% of the assessed value in addition to Basic RPT
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On the **1st day of January of any year** and payable on the first week of the same year; OR in four (4) equal installments without penalty as follows:

Time of Payment	1st installment on or before March 31; 2nd installment on or before June 30; 3rd installment on or before September 30; 4th installment on or before December 31.
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Mayor's Permit Fees

(Article A, Chapter 3 of the GSC Revenue Code)

Annual Registration Fee (Php)

Rates	Varies on the types/categories of the business or industry. Please refer to Article a, Chapter 3 of the GSC Revenue Code, Section 63 on the imposition of fees.
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Time of Payment	Once within the first twenty (20) days of every January before any business undertaking can be lawfully begun or pursued;
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Local Business Tax

(Article A, Chapter 2 of the GSC Revenue Code)

	Business	Local Business Tax Rate
Rates	a. On manufacturers, assemblers, repackers, processors, brewers, distillers, rectifiers and compounders of liquors, distilled spirits, and wines of manufacturers of any articles of commerce of whatever kind of nature	Minimum of Php 225.00 up to a Maximum of Php 45,000.00 plus 20% of 1% of the sales in excess of Php 12,000,000.00
	b. On wholesalers, retailers, distributors, or dealers in any article of commerce of whatever kind or nature	Minimum of Php 22.50 up to a Maximum of Php 15,000.00 plus 30% of 1% of the sales in excess of Php 3,000,000.00
	c. On exporters and on manufactures, millers, producers, wholesalers, distributors, dealers or retailers of essential commodities enumerated	Not exceeding one-half (1/2) of the rates prescribed in paragraphs (a) and (b)
	d. On contractors and business establishments principally rendering or offering to render services (Article A (d), Chapter 2)	Minimum of Php 37.50 up to a Maximum of Php 17,250.00 plus 25 % of 1 % of the sales excess of Php 2,000,000.00
	e. Banks and other financial institutions	$\frac{3}{4}$ of 1 %
	f. On Peddlers	Php 50.00 per peddlers engaged in the sale of any merchandise or commerce.
	g. Others	
	g.1 On cafes, cafeterias, ice cream and other refreshments parlors, restaurants, soda fountain bars, carenderias or food caterers and other food establishments.	Minimum of Php 50.00 up to a Maximum of Php 4,000.00 plus Php 350.00 for every Php 25,000.00 in excess of Php 200,000.00
	g.2 On dealers of real state (Tax Rate)	Minimum of 1.50% up to a Maximum of 2.00%
	g.3 Lessors of privately-owned public market and shopping centers	1.50%
	g.4 On operators of amusement places	1.50%
Time of Payment	Once within the first twenty (20) days of January of each calendar quarter upon approval of the City Mayor. *In the case of ambulant amusement establishments, the tax shall be paid on a daily basis.	

For details, please contact the [City Treasurer's Office of the LGU-General Santos City](#) at [Telephone Number](#): (+6383) 302-5418, [Mobile Nos.](#) (+63) 9063809733, (+63) 9224498639, or [Email](#) at lgu.cto.gensan@gmail.com.

Business interventions/initiatives to support the MSMEs and the business sector in the City



Business Enterprise Support Trust (B.E.S.T.) Fund: also known as the Ordinance No. 52, Series of 2018 of the City allows qualified MSMEs and cooperatives to apply for business capital loan assistance and additional funding support.

- 2019** total amount released - Php 11,470,000
total approved loans - 25
(4 cooperatives; 21 MSMEs)
- 2020** total amount released - Php 11,090,000
total approved loans - 83
(2 cooperatives; 81 MSMEs)
- 2021** total amount released - Php 6,830,000
total approved loans - 68
(1 cooperative; 67 MSMEs)



Kaya Natin: GenSan MSME: started off as an alternative marketing platform for MSMEs who were greatly affected by the pandemic in 2020. Kaya Natin: GenSan MSME has been helping MSMEs gain online market exposure for three (3) years now. It has grown to cater to 49 MSMEs in different business industries.

Kaya Natin also took part in a lot of capacity building for the MSME members, such as enrolling Kaya Natin members in GEnC webinar series and many more.

This year, it aims to ensure that member MSMEs are digitally ready. The creation of a Digital Catalogue of GenSan's affordabest products is one of its newest projects.



GenSan Exchange (GenX): the creation and strengthening of cooperation and exchanges with business stakeholders and other cities for economic cooperation. The linkage established by Sox-GenSan-Central Luzon (particularly the tri-Pampanga Chamber of Commerce and Industry with the cities of San Fernando, Mabalacat and Angeles) paves the way to the promotion of trade, investments, tourism, and other forms of economic exchanges. Among these are: (1) Product exchanges; (2) Business matching; (3) Air connectivity; (4) Product showcases in both airports; and (5) Tourism bubble.

GenSan Entrepreneurs Collective (GEnC): a free and upgraded mentoring program for entrepreneurs using an online application, which includes the: (1) GEnC webinar series on business development - trainings and workshops on how to start a business, marketing and management systems, including other business-related topics; and (2) GEnC level up series - tackles the opportunities of digital marketing. It provides in-depth and one-on-one business consultation on expanding the business in the online market. The participants of this project have shared how the webinar series has helped them gain insights on starting up a new business and provide better ideas on how to manage their existing businesses.



The Investmeet: is a proactive and creative way of promoting investments. Being in the "new normal", the project includes the strategic services of (1) Investment facilitation (Entice, Motivate, Response), (2) Investment counselling (Biz Direct), (3) Stakeholders consultation (Converge), (4) Economic database and statistics (GREAT Hub), (5) Aftercare services (ServMax), (6) Business matching (BizMatch), (7) Industry development (IndDev), and (8) Policy advocacy and review (iGuide).



Republic of the Philippines - General Santos City

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citymayor@gensantos.gov.ph

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[LGU GenSan](#)

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cemcdo.investmentdivision@gmail.com

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[LGU-GenSan - City Economic Management and Cooperative Development Office](#)

Website: [CEMCDO GenSan](#)



Our Purpose

In everything we do, we nurture leaders and enable businesses for a better Philippines.

Since its inception, SGV & Co., following the footsteps, wisdom and compassion of our founders, has always taken an active part in nation-building and making a difference in our communities. In 2018, we rearticulated our Purpose to embody our collective ambition to inspire positive change and inclusive growth by developing outstanding leaders who team up to deliver on our promises to all of our stakeholders. The insights and quality services we deliver help enable businesses, inspire trust and confidence in capital markets and in economies the world over. In doing so, we play a critical role in building a better Philippines, and thus, a better working world for our people, our clients and our communities. The SGV Purpose is nested within our global EY Purpose to Build a Better Working World.

We see a future where the economy prospers and lives are uplifted.

To do our part, we help actualize the potentials of:

- ▶ People who demonstrate integrity, excellence, respect, teaming and inclusiveness
- ▶ People with energy, enthusiasm and the courage to lead
- ▶ People who build relationships based on doing the right thing

#SGVforABetterPhilippines

SGV | Building a better working world

SGV is the largest professional services firm in the Philippines. In everything we do, we nurture leaders and enable businesses for a better Philippines. This Purpose is our aspirational reason for being that ignites positive change and inclusive growth.

Our insights and quality services help empower businesses and the economy, while simultaneously nurturing our people and strengthening our communities. Working across assurance, tax, strategy and transactions, and consulting services, SGV teams ask better questions to find new answers for the complex issues facing our world today.

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