

**POST-ACTIVITY REPORT**

**Press  
Release  
(Highlights)**

Overseas Filipinos (OFs) received guidance on saving and investing for the future during the second episode of the Trabaho, Negosyo, Kabuhayan (TNK) webinar series organized by the Philippine Trade and Investment Centers (PTIC) in Bangkok, Dubai, Jakarta, Jeddah, Kuala Lumpur, New Delhi, Singapore, and Sydney last 2 July 2021.

In the presentation, Sarah Padilla, bank officer under the Economic and Financial Learning Office of the Bangko Sentral ng Pilipinas (BSP), shared useful financial tips to help OFs pay debt and increase their savings. Padilla stressed that financial security is not the responsibility of OFs alone, but their families back home should also take part by saving 10% more of the money they receive and use it as capital for business.

Overseas Filipino Workers' (OFWs) households set aside a third (33%) of remittances for savings, 17% for debt payments, and only 6% for investments, according to the BSP's latest Consumer Expectations Survey.

"Napakahirap maging OFW. Kaya po ipon ay alagaan upang ang pangarap ay makamtan. At siyempre po, napakahalaga, 'wag [ito] sosolohin. [Ang] pamilya ay [dapat] magtulungan para sa magandang kinabukasan," said Padilla.

The BSP presentation also featured the Personal Equity & Retirement Account (PERA), a voluntary retirement savings program that Filipinos may avail through any of the three accredited PERA Administrators—ATR Asset Management (ATRAM) Trust Corporation, Banco De Oro (BDO) Trust and Investments Group, and Bank of the Philippine Islands (BPI) Asset Management and Trust Corporation. Tax benefits unique to PERA include a 5% annual tax credit on total contributions, tax-free earnings from PERA investments, and tax-free distribution (i.e., PERA investments are not subject to estate tax). The maximum annual contribution is ₱100,000, but OFs can invest up to ₱200,000 per year into various investment products.

Francis Fellone, overseas remittance officer of Asia Pacific, Landbank of the Philippines, walked OFs through the process of opening an Overseas Filipino bank (OFBank) account. An OFBank account can be opened from any place in the world, allowing OFs to pay bills and transfer money to their loved ones back home.

Fellone also shared details about the OFW reintegration program which aims to provide business opportunities to OFs as an alternative to overseas employment. Under the business loan program, eligible OFWs can borrow to start or expand franchising, agricultural and non-agricultural production, construction, service/trading, transportation, and other viable projects.

Atty. Oliver Leonardo, officer-in-charge of the Enforcement & Investor Protection Department of the Securities and Exchange Commission, discussed basic investment scams and encouraged OFs to be vigilant before giving up their hard-earned money.

OFs should check if companies offering investment schemes have a certificate of incorporation and certificate of permit from the SEC to sell securities. The agent or salesperson should also be licensed and the product itself should be authorized by concerned government agencies.

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“Anyone with money to invest is practically a target. At hindi biro ang mabiktima ng scam,” said Atty. Leonardo. “Gaya ng lagi naming paalala, mag-imbestiga, ‘wag maging biktima.”

During the Q&A session, the OFW audience raised location-specific questions about Landbank accredited remittance centers and asked for a consolidated list of blacklisted investment enterprises. OFs also asked to expand existing government savings programs to a greater number of digital platforms, specifically adding Landbank to the list of PERA administrators. Cryptocurrency was also a topic of interest for OFs, but government speakers advised caution in parking their money into these volatile investment instruments especially since cryptocurrency investments are not endorsed by the BSP.

Over 200 participants attended the Zoom webinar. The simultaneous Facebook Live video also drew significant interest, reaching 3,200 people and garnering 1,300 views.

The TNK Webinar Series will run for the whole year and feature high-level speakers from the government and private sector as part of a dedicated effort to capacitate overseas Filipinos in key areas of entrepreneurship. The next episode on franchising is scheduled on October 2021.

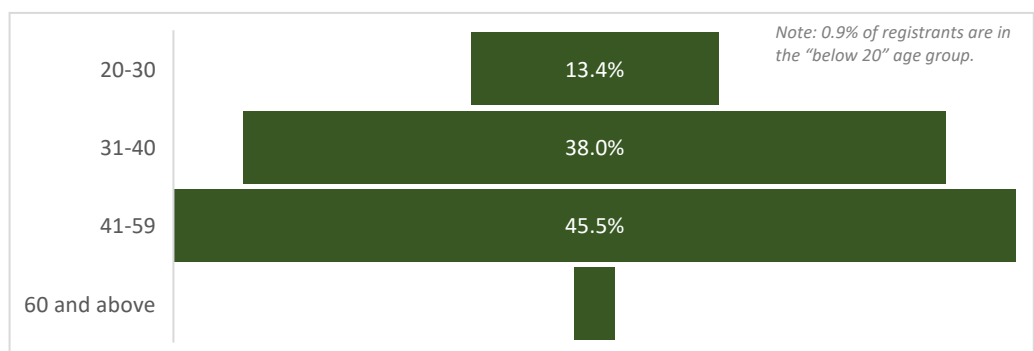
**Title:** Overseas Filipinos urged to save and invest for retirement

[\(https://www.dti.gov.ph/news/overseas-filipinos-urged-to-save-and-invest-for-retirement/\)](https://www.dti.gov.ph/news/overseas-filipinos-urged-to-save-and-invest-for-retirement/)

**Date of Release:** 08 July 2021

**Registration Report**  
(generated from Zoom)

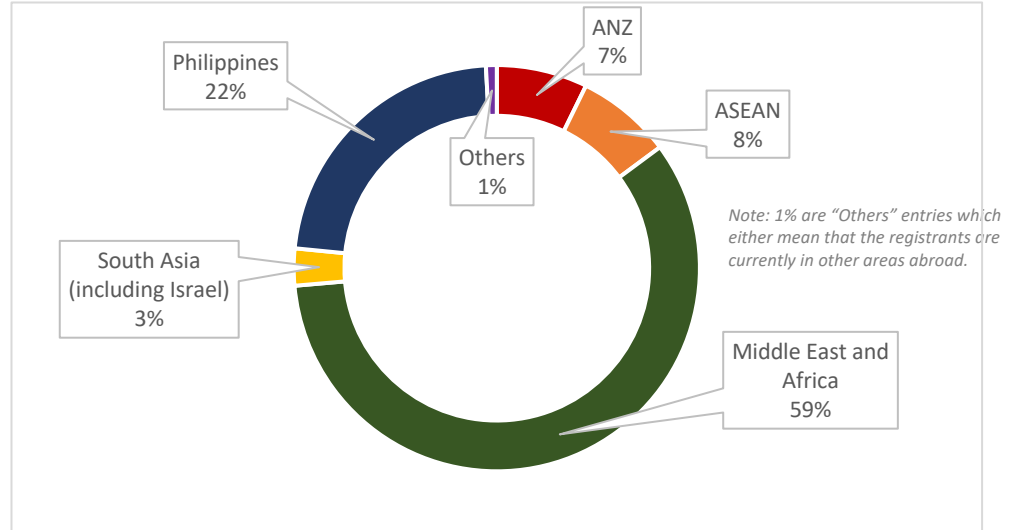
- **No. of registrants:** 815
- **Profile of registrants:**
  - **Gender** :- 34.8% of the registrants are men while 65.2% are women.
  - **Age Group:** Most of the participants are in the 41-59 age bracket which consist of 45.5% of the total attendees.



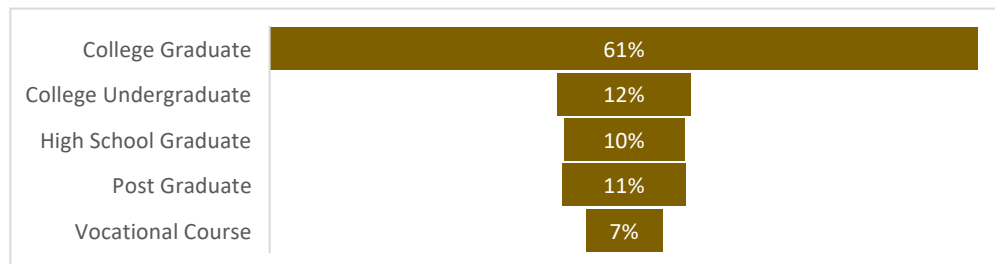
- **Area of Residence / Hometown in the Philippines** – 70.8% of the registrants are from Luzon, 15.2% are from Mindanao and 12.8% are from Visayas. 1.2% of registrants are noted as invalid which either means that the registrant is outside the country or unknown area.

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○ **Region of Residence / Employment Abroad:**

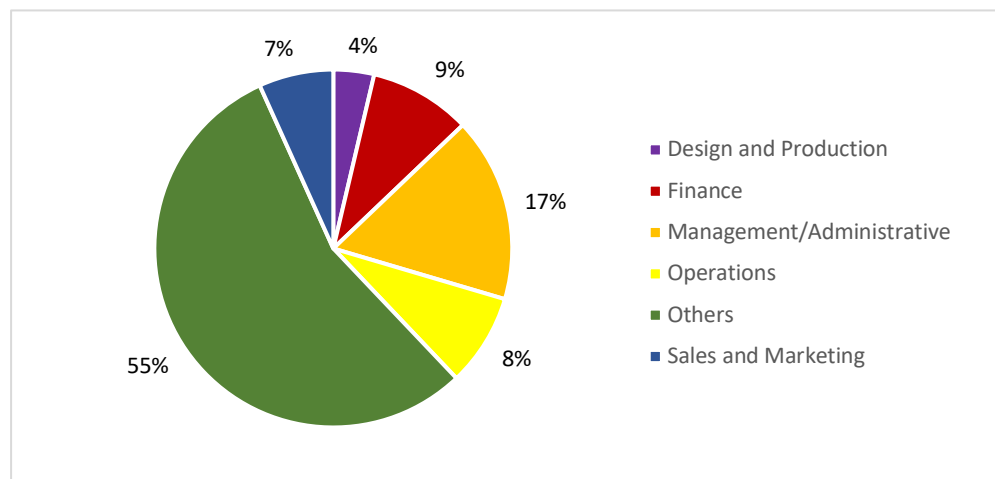


○ **Educational Background:**



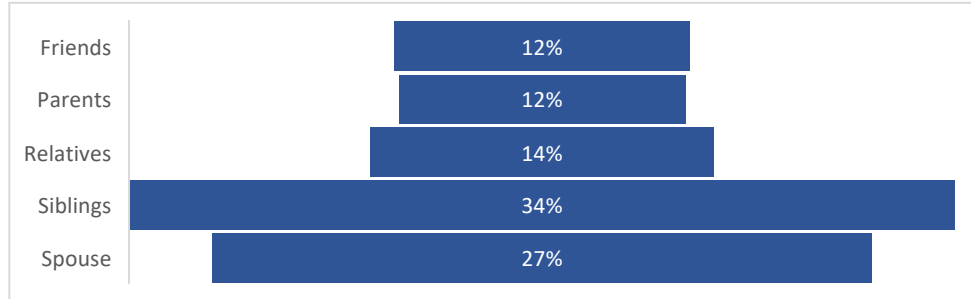
○ **If Occupation is Land or Sea-based** – 88.5% of registrants' occupation are **land-based** while 0.7% are **sea-based**. 10.8% responded **not applicable** (possibly unemployed at the time of registration).

○ **Area of Responsibility**



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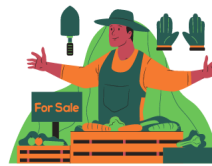
○ **Possible Business / Venture Partner in the Philippines**



○ **Topics of Interest in Savings and Investments** - These are the top responses from the registrants:



**STOCK MARKET**



**BUSINESS**



**MUTUAL FUNDS**



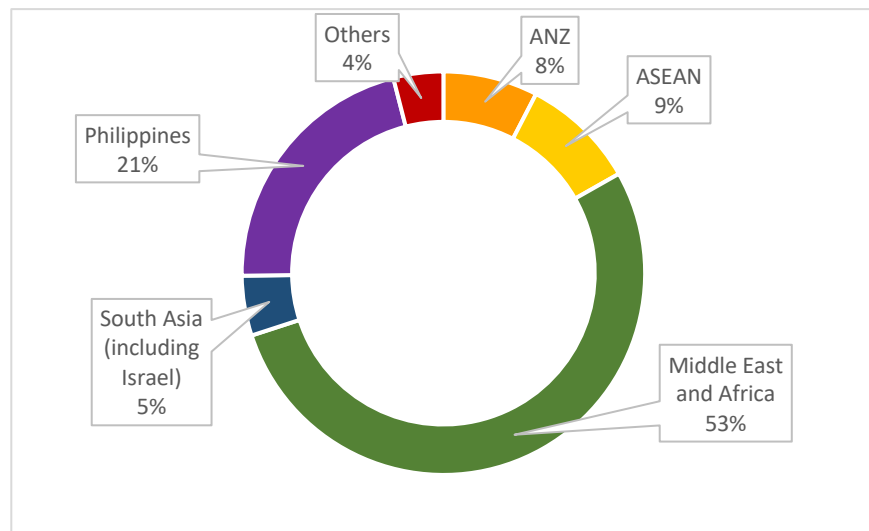
**REAL ESTATE**



**CRYPTOCURRENCY**

**Performance Report**

- **Total number of attendees (Zoom): 250**
- **Attendance Rate (Zoom): 31%**
- **Total number of Questions Asked (Zoom): 45**



- **Facebook (FB) Live Streaming Views: 1,853**
- **FB Reach: 3,200**
- **FB Engagements: 225**

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**CSF Survey Results**

- **Total No. of Respondents: 62**
- **Profile of Respondents:**
  - **Gender** – 65.6% are **women** and 32.8% are **men**. 1.6% answered they prefer not to inform their gender
  - **Location:**

Middle East	49%
ASEAN	13%
ANZ	3%
Philippines	35%
  - **Respondents' knowledge and skills BEFORE the training**

Excellent	3.2%
Adequate	17.2%
Somewhat Adequate	48.4%
Inadequate	21.9%
Poor	8.3%
  - **Respondents' knowledge and skills AFTER the training**

Excellent	32.8%
Adequate	62.5%
Somewhat Adequate	2.7%
Inadequate	1.6%
Poor	0.2%
- **Evaluation Results:**
  - 100% of the respondents agreed that program *objectives are met* in the webinar.
  - 100% of the respondents agreed that *the webinar topic/s covered are relevant*.
  - 89% of the respondents gave a rating of *Very Satisfactory for the content of the webinar*.
  - 87% of the respondents gave a rating of *Very Satisfactory for the balance of presentation and Q&A discussion of the webinar*.
  - 92% of the respondents gave a rating of *Very Satisfactory for the mastery, delivery and clarity as well as the time management) of the resource persons during the webinar*
  - 84% of the respondents gave a rating of *Very Satisfactory for the use of technology and presentation materials during the webinar*.

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- **90% of the respondents gave a rating of Very Satisfactory for the overall evaluation of the webinar.**

- **Comments:** (See word cloud of the common entries submitted by respondents)



- **More positive comments:**
  - *Firstly, thank you for the webinar. This is a very informative webinar is impressive. The language used and the messages in various Filipino dialect has been thought out well and many can relate to it. Please continue delivering similar webinars on savings and investments and continue doing so until the mindset of many Filipinos OFW if not all, is shifted to investing wisely for the future. I hope this education series is also introduced in the schools, to inspire the youth. It is never to(o) young to start learning the value of spending money wisely. Hopefully, the culture of dependency which resulted from overseas remittances will be replaced with a culture of entrepreneurship .*

*On another note, the focus is on OFW and that one has to be a registered OFW. How about Filipinos who are who are already migrants and may look at the possibilities of returning to the Philippines? Any programs to encourage them?*

*Also, just a note - presentation materials were very satisfactory, it was just the connection when videos were played that there were times when what was said were not clear. Great start for the webinar series. Keep it up!*

- *Thank you for organizing such an interesting and informative webinar! Although I am not an OFW, I was able to gain a lot of insights in this talk, especially that of the processes on how to open an account in OFBank, fundamental financial learnings such as the PiTaKa, and being an "INVESTigador"! We really should be vigilant and be wary of certain investment schemes and scams. Thank you again for such a seamless talk on saving and investing! Hoping for a 3rd installment of this series!*
- *The learning session is very informative not just for OFWs but also for an employee who is interested to invest and save for future use. The topics are very timely because discussion on money matters is important most esp in challenging times we are all experiencing right now.*
- *The webinar is superb because it discussed the step by step ways on how to manage our financial resources which started by*

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	<p><i>planning, savings, and then investing to stock markets and fixed-income securities. Another good point is we were taught how to avoid investment scams that are very prominent today. It is very good to know that OFWs have better options once we decide to go home for good.</i></p> <p>➤ <i>This series of webinars are very helpful in informing people, especially those abroad, various investment opportunities in the Philippines. This initiative is very well meaning, and I thank the organizers and resource persons for their hardwork in making this possible.</i></p> <ul style="list-style-type: none"> <li>• <b>Other topics to be featured in future webinars (most common entries)</b> <ul style="list-style-type: none"> <li>○ Franchising</li> <li>○ Investment strategies (stock market, cryptocurrency, real estate)</li> <li>○ Halal market</li> <li>○ Starting a business</li> </ul> </li> </ul>	
<b>SWOT</b>	<b>S</b>	<ul style="list-style-type: none"> <li>• High number of registrants</li> <li>• High evaluation ratings (90% overall rating)</li> <li>• Positive feedbacks from participants</li> <li>• Mastery of speakers and interactive presentations</li> </ul>
	<b>W</b>	<ul style="list-style-type: none"> <li>• Low performance rate in Zoom (31% only)</li> <li>• Audience desired more time for the Q&amp;A portion</li> </ul>
	<b>O</b>	<ul style="list-style-type: none"> <li>• Proven interest of target audience in the ASEAN++ region. According to the feedback from the CSF, many are looking forward to the next episode of the TNK Webinar Series.</li> <li>• Allowed the audience to be familiar with the programs and initiatives of SEC, BSP and Land Bank.</li> </ul>
	<b>T</b>	<ul style="list-style-type: none"> <li>• Internet might affect simultaneous broadcast / livestreaming. It was observed that it affected the quality of videos played during the presentation of the speakers.</li> <li>• Duplicity of the TNK topic with other Posts and regions.</li> </ul>

## ANNEXES

A – Promotional Materials

B – Timeline and Tasking

C – Event Photos

D – Questions Asked During the Webinar via Zoom

**ANNEX A - Promotional Materials**



# TNK WEBINAR SERIES

## PLAN, SAVE, INVEST FOR YOUR FUTURE

Saving through the Personal Equity and Retirement Account (PERA)  
Investing in bonds, stocks, and mutual funds  
Protecting your money by avoiding investment scams

### JULY 02 2021

SECOND EPISODE  
**LIVE** 5 PM | MANILA TIME  
[bit.ly/TNK2Invest](https://bit.ly/TNK2Invest)

### WHAT IS PERA? PERSONAL EQUITY AND RETIREMENT ACCOUNT

PERA is a voluntary retirement savings program that supplements the retirement benefits offered by SSS, GSIS, and employers.

**5%**  
tax credit on your PERA contribution

**P200,000\***  
maximum aggregate annual contribution  
\*for OFWs

**55+5 rule**  
You have to be at least 55 years old and have made contributions for at least five years before you can withdraw your PERA funds.

HOW TO START INVESTING?

- 1 Find a PERA administrator who will open, administer, and oversee your account.
- 2 You may appoint a third-party custodian or serve as the custodian of your PERA funds.
- 3 Choose an investment product.

PERA ADMINISTRATORS

**BDO** **BPI**  
**ATRAM**



### INVESTMENT SCAM CHECKLIST

- ASK QUESTIONS**  
Make sure to get the name, address, phone number, and SEC registration of the company.
- VERIFY WITH SEC**  
Check if the company is included in the list of verified entities on the Securities and Exchange Commission's website.
- WHEN IN DOUBT, TAKE A STEP BACK**  
"If it's too good to be true, it probably is."
- ATTEND FINANCIAL LITERACY SEMINARS**  
Stay up-to-date by attending relevant seminars, like the upcoming Trabaho, Negosyo, Kabuhayan webinar on July 02 brought to you by DTI, BSP, SEC, and Landbank.

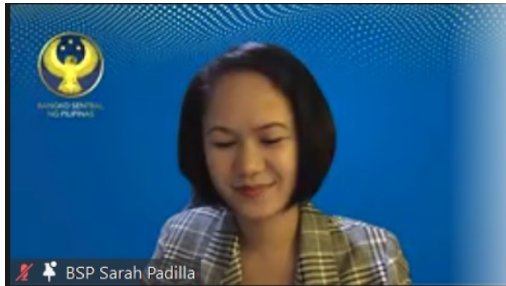




**ANNEX B: Timeline and Tasking**

<b>Date / Period</b>	<b>Task/s</b>	<b>Responsible Person/s</b>
May-June	<ul style="list-style-type: none"> <li>• Invitation and coordination with speakers</li> </ul>	<ul style="list-style-type: none"> <li>• CC Buster Elevado</li> </ul>
15-18 June	<ul style="list-style-type: none"> <li>• Submission and approval of proposed programme, invitations, promotional materials, pre-event press release and commplan</li> <li>• Preparation of Zoom registration page and CSF page</li> </ul>	<ul style="list-style-type: none"> <li>• Marnie Tablatin</li> <li>• Sandra Sendangan</li> </ul>
21 – 30 June	<ul style="list-style-type: none"> <li>• Social media promotions</li> </ul>	<ul style="list-style-type: none"> <li>• Sandra Sendangan</li> <li>• ASEAN++ Posts</li> </ul>
24 June	<ul style="list-style-type: none"> <li>• Dry-run schedule</li> </ul>	<ul style="list-style-type: none"> <li>• ASEAN++ Posts</li> <li>• Representatives from office of invited speakers from BSP, Land Bank and SEC</li> <li>• Marnie Tablatin</li> <li>• Sandra Sendangan</li> </ul>
26 June – 01 July	<ul style="list-style-type: none"> <li>• Monitoring of daily registrant count</li> <li>• Coordination with the speakers</li> <li>• Collation of presentation materials</li> <li>• Preparation of ingress and egress videos</li> </ul>	<ul style="list-style-type: none"> <li>• Marnie Tablatin</li> <li>• Sandra Sendangan</li> </ul>
01 July	<ul style="list-style-type: none"> <li>• Sending of panelist links</li> </ul>	<ul style="list-style-type: none"> <li>• Marnie Tablatin</li> </ul>
02 July	<ul style="list-style-type: none"> <li>• EVENT PROPER</li> </ul>	<ul style="list-style-type: none"> <li>• Invited speakers from BSP, Landbank and SEC</li> <li>• ASEAN++ Posts</li> <li>• Marnie Tablatin</li> <li>• Sandra Sendangan</li> </ul>
05 – 07 July	<ul style="list-style-type: none"> <li>• Review and clearance of draft press release</li> </ul>	<ul style="list-style-type: none"> <li>• Sandra Sendangan</li> <li>• Speakers</li> </ul>
08 July	<ul style="list-style-type: none"> <li>• Publication of press release</li> </ul>	<ul style="list-style-type: none"> <li>• Sandra Sendangan</li> </ul>

**ANNEX C: Event Photos**



Resource Persons and Presentations



Emcee and Q&A Moderators