

# CRISTINO L. PANLILIO

E-mail : titopanlilio@yahoo.com



## A. PERSONAL BACKGROUND

MM Residence address	#140 Swallow Drive, Greenmeadows, Quezon City
Telephone nos.	(02) 633-0558, (02) 439-1387 – fax, 09178995963 (mobile)
Pampanga residence address	Teopaco St., San Fernando, Pampanga
<u>Makati business addresses</u>	Room 309, National Life Bldg., 6762 Ayala Ave., Makati
Telephone nos.	(02) 8188154, 8126956 / 45
Birthdate	May 17, 1951
Birthplace	Manila
Citizenship	Filipino
Civil status	Married to Sabrina Panlilio, with five children

## B. RECENTLY RESIGNED (January 30, 2013) UNDERSECRETARY OF THE DEPARTMENT OF TRADE AND INDUSTRY, handling the following units :

1. Governor of the Board of Investments (BOI) and its Past (2010-11) Managing Head
2. Concurrent Head of the Trade and Investment Promotions Group (DTI-TIPG), heading the following agencies :
  - BOI-Investments Promotion Group (BOI-IPG)
  - BOI-Investments Servicing Group (BOI-ISG)
  - Bureau of Export Trade Promotion (BETP)
  - Center for International Trade Expositions and Missions (CITEM)
  - Foreign Trade Service Corps (FTSC)
  - Garments and Textile Industry Development Office (GTIDO)
  - Philippine International Trading Corporation (PITC)
  - Philippine Trade Training Center (PTTC)

3. Permanent Representative of the Secretary of the Trade & Industry in the following inter-agency committees/councils/boards/task forces:

- Association of Southeast Asian Nations (ASEAN)-Coordinating Committee on Investments
- National Economic and Development Authority (NEDA) Board Committee on Infrastructure
- National Biofuels Board
- Power Sector Assets and Liabilities Management Corporation (PSALM)
- Philippine Exporters Confederation (PHILEXPORT)
- PhilExim Guarantee Board

### C. EMPLOYMENT HISTORY

COMPANY NAME	POSITION	DATE/YEAR CONNECTED
Balibago Waterworks System, Inc. (BWSI)	President	December 1997 to July 2010
Pampanga Sugar Development Company, Inc. (PASUDECO)	Managing Director	July 1994 to July 2010
Universal Food Corp. (maker of UFC Catsup)	President	Sept. 1992 to Jan. 1997
PCIBank	Senior Vice-president	Nov. 1988 to Feb. 1993
PCIBank	Vice-president	July 1981 to Nov. 1988
Far East Bank	Assistant Vice-president	Sept. 1979 to June 1981
Far East Bank	Various positions	1973 – 1979
Ateneo de Manila University	College instructor in Economics and Business	1975 – 1976 (part time)

### D. EDUCATIONAL BACKGROUND

	SCHOOL ATTENDED	YEAR	DEGREE
College	Ateneo de Manila	1969 – 1973	AB Economics (Honor Student)
Post-graduate	Ateneo de Manila	1981	MBA (A- grade average)
	Wharton School of Finance (Philadelphia, USA)	1984	Advance Management Program

## E. BUSINESS VENTURES

	<b><u>RECENT PAST (between 1993 to July 2010)</u></b>
1. President	Balibago Waterworks System, Inc. (BWSI), <i>a private provincial waterworks company in the country operating in 37 municipal branches in eleven provinces</i> ; Crystal Liquid Philippines, Inc. (CLPI) ProDyn Business Consultants, Inc. Ketmar Fastfood Corporation ( <i>McDonald's Market!Market! mall franchisee</i> )
2. Chairman	Athena Credit, Inc. Carlcon Builders, Inc. Conglow-Trailads Marketing Services, Inc. Conglow Properties, Inc. E-Design Technologies, Inc. Hiyas Water Resources, Inc.
3. Managing Director	Pampanga Sugar Development Company, Inc. ( <i>PASUDECO sugar mill and an investment holding company</i> )
4. Director	San Fernando Electric Light & Power Co., Inc. (SFELAPCO) Pampanga Energy Ventures, Inc. Metro Clark Waste Management Corp. (MCWMC) Acrocity Properties Okeelanta Corporation JLFP Investigation & Security Agency, Inc. (JISAI) Marcventures Mineral Holdings, Inc. (PSE-listed company)
5. Independent Director	Maybank Philippines, Inc. ( <i>a subsidiary of Maybank Berhad, Malaysia's biggest commercial bank</i> ) Rural Bank of Mulanay, Quezon (Ormon Bank)
	<b><u>PAST</u></b>
1. Director (1984 – 1990)	Acoje Mining Corporation
2. Director (1978 – 1981)	Falcon Rare Metals, Inc.
3. Consultant (1987 – 1993)	Serg's Products, Inc.
4. Chairman (1984 – 1987) (2000 – 2004)	USIPHIL, Inc. Creditors Committee Corporate Investment of the Philippines, Inc. (Rehabilitation Committee)

## F. CIVIC / PROFESSIONAL ORGANIZATIONS

	<b><u>PRESENT ENGAGEMENT</u></b>
1. Board of Trustee and Chairman	Galing Pilipino Movement Foundation (GPM)
2. Chairman (1995-1999) and Former President	Ateneo Sports Hall of Fame Foundation, Inc. (ASHOF)
3. Chairman and Director	Ateneo HS'69/College'73 Blue Eagle Foundation, Inc.
4. Member, Board of Trustees	Family Business Development Center, Ateneo de Manila John Gokongwei School of Management
5. Founding Benefactor	Onofre Pagsanghan Endowed Fund for Basic Education, Ateneo de Manila University
6. Member, Board of Directors and House Committee Chairman	Punta Fuego Homeowners' Association, Inc.
7. Member, Board of Trustees	Maryville Urban Development Foundation of the Assumption Convent nuns
	<b><u>PAST ENGAGEMENT</u></b>
1. Director and Past President (RY 1999 – 2000)	Makati Rotary Club
2. President (1997 – 1998)	PCIBank Retirees Club
3. President (1994 – 1995)	Ateneo Alumni Association
4. Director and Treasurer (1986 – 1995)	Fr. Edgar Martin Sports Foundation
5. Fund-Raising Chairman (1994)	Institution of Diabetes Studies Foundation
6. President (1992)	Bank Marketing Association
7. Past Member	FINEX, Manila Jaycees
8. Chairman (2004 – 2005)	Ateneo High School Department Parents Council
9. Fund-Raising Committee Chairman and Treasurer	Rotary Club District Conference of 1982 and 2010

## G. MAJOR AWARDS / RECOGNITIONS

1. AGORA Awardee for Marketing Management Excellence in 1990 – given by the Philippine Marketing Association
2. Outstanding Alumni President for 1995 – given by the Ateneo Alumni Association
3. Most Outstanding Club President for 1999 – 2000 – Rotary Club District-Wide Awards for 1999 – 2000, Rotary District 3830 (Southern Metro Manila)
4. Ateneo Sports Hall of Famer – Inducted in December 2000
5. Recognized by GoNegosyo as Inspiring Entrepreneur of Pampanga 2007
6. Guest of Honor and Commencement/Graduation Speaker: <ul style="list-style-type: none"> <li>a. Ateneo de Manila High School, 2005</li> <li>b. Angeles City Computer College, 2003</li> </ul>
7. Invited Guest Speaker in Professional and Academic Conferences, Seminars and in Civic Organizations Meetings, e.g. Rotary Clubs, Kiwanis, Ateneo College and High School Departments, Water and Management Workshops, Sports Events, etc.

## H. MAJOR PROFESSIONAL SPEAKING ENGAGEMENTS

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| 1. Philippine Marketing Association Annual Membership Conference, 1995, at the Philippine Plaza Ballroom; Topic: <i>"Competing with the Giants"</i>   |
| 2. Ateneo Family Business Development Center Annual Business Leadership Forum, August 1, 2003, at Hotel Intercontinental Manila Ballroom; Topic: <i>"It Runs in the Blood: Unlocking the Secrets of Successful Family Business"</i>   |
| 3. World Water Summit, hosted by Global Water Intelligence Publication, April 25 – 27, 2010, at the Marriott Rive Gauche Hotel Conference Center, Paris, France; Topic: <i>"The Balibago Water Story – Success of Privatization in the Water Industry"</i> ; Balibago Waterworks' success is that from a one branch water company in 1998, it was expanded to 37 municipal branches operating in eleven provinces, to date; using private capital, management capability and good governance. Thereby, expanding, too, its servicing close to a million consumers with potable healthy water. |
| 4. Regular guest speaker as representative of DTI and BOI in numerous private and government sector conferences, seminars, business inaugurations, international conferences, inbound and outbound missions, etc.   |

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