



# **2000 CHAIRMAN'S REPORT**

**Federation of International Cable TV  
Association of the Philippines**

## INTRODUCTORY NOTE

The year just passed was full of challenges for us. Yet, it was but natural and normal for our organization - young as it is - to be bounded by turbulence along the way, for it is this nature of our struggle that our sustained existence and movement towards the future can be best measured.

The successful hosting of the **1<sup>st</sup> Cable International Congress**, which highlighted our activities last year was a tangible testimony of how our labors were rewarded. Likewise, our struggles - among other pursuits - in the face of adversities, to assert our right to be recognized in the halls of Congress as our lawmakers deliberate on the Cable Bill were manifestations of our sincerity to carry on our commitments. And all these were made possible, fueled and propelled by the cooperation and support you have so profoundly extended.

And as I, again, gladly present to you this **CHAIR's REPORT**, it is my humble hope that what simple and casual attention it begets will somehow generate on you a degree of positive reflection on the reality that what humble support you had shared to our organization has realized bountiful benefits for each of us, substantial to carry us through our sustained struggle to remain in the mainstream of the cable television industry despite the inevitable and formidable obstacles that stand on the way.

**THANK YOU VERY MUCH and MORE POWER!**



ESTRELLITA JULIANO-TAMANO  
National Chair



March 22, 2001

To My Dear fellow Little T.V. Operators

I thank you very much for  
your full support.

Sincerely,

Jewie

# **COMPANY PROFILE**

The Federation of International Cable TV Association of the Phils., Inc. (FICAP) is duly registered with the Securities and Exchange Commission (SEC) and operates by virtue of the Condominium, Roxas Boulevard, Pasay City, Philippines, the Federation is composed of small and medium CATV entrepreneurs, operating in cities and in first class municipalities thus covering all regions of the country.

## **FICAP OFFICERS:**

|                       |   |                           |
|-----------------------|---|---------------------------|
| CHAIR                 | - | Estrellita Juliano-Tamano |
| VICE CHAIR - LUZON    | - | Francisco Ortega          |
| VICE CHAIR - VISAYAS  | - | Liezel Gregorio           |
| VICE CHAIR - MINDANAO | - | Alvin Ty                  |
| SECRETARY GENERAL     | - | Roland Cabreira           |
| TREASURER             | - | Romy Sarabia              |
| AUDITOR               | - | Moises Lim                |
| LEGAL COUNSEL         | - | Atty. Basilio Bolante     |
| NCR - PRO             | - | Armando Merilleno         |

## **REGIONAL CHAIR:**

|                                    |                                    |                                    |
|------------------------------------|------------------------------------|------------------------------------|
| Ruben Cortez<br>Region I           | Joe Delmendo<br>Region I-A         | Cecile M. Dy<br>Region II          |
| Priscilla M. Alonzo<br>Region II-A | Florante Pascual Jr.<br>Region III | Castor Cuyugan Jr.<br>Region III-A |
| Dindo Talplacido<br>Region III-B   | Bernardino Baylon<br>Region IV     | Moises Lim<br>Region IV-A          |
| Elmer Puyo<br>Region IV-B          | Joe Fortajada<br>Region IV-C       | Fred Perdon<br>Region V            |
| Richard Calleja<br>Region V-A      | Eduardo Mariano<br>Region V-B      | Tony Silloriquez<br>Region VI      |

|                                    |                                   |                                |
|------------------------------------|-----------------------------------|--------------------------------|
| Venancio A. Panimdim<br>Region VII | Mike Mendoza<br>Region VIII       | Chona de Asis<br>REgion VIII-A |
| Claire Buctuan<br>Region IX        | Mary Ann Chiong<br>Region IX-A    | Romeo Zerrudo<br>Region X      |
| Cesar Paquingan<br>Region XI       | Bernadette Publico<br>Region XI-A | Rolly Flores<br>Region XII     |
| Elsie Fabella<br>Region XIII       | Luis Go, Jr.<br>Region XIV (ARMM) |                                |

**BRIEF HISTORY:**

On October 19, 1997 Mrs. Estrellita Juliano-Tamano attended a cable show in Kuala Lumpur, Malaysia. During the said event, she got acquainted with Ms. Connie Chang, a representative of Taiwan Cable Association (TCA). Ms. Chang encouraged Mrs. Tamano to visit Taiwan and to have a hands-on experience in Taiwan's cable TV systems, facilities and manufacturers.

On November 20, 1997 Mrs. Juliano-Tamano, visited Taiwan and met with Dr. Jimmy Shieh, Chairman of the TCA. In one of their mettings, she learned about the crisis that befell the Taiwan Cable operators and thought of means to apply the same to the Philippine setting.

Shortly after her return, Mrs. Juliano-Tamano convened with fellow CATV operators in Mindanao and expressed the need to unite and acquire recognition to properly protect and pursue their interest. This resulted in the formation of the Mindanao Cable TV Operators Cooperative (MCTOC) chaired by Mrs. Juliano-Tamano. Subsequently, at the MCTOC General Membership Meeting in Cebu City on October 24, 1998, Cable TV operators from Luzon and Visayas were invited to address similar concerns. Recognizing the advantages enjoyed by MCTOC members as a result of their newfound unity, these operators sought for formation of the Federation of International Cable TV Association of the Philippines (FICAP). On January 26, 1999, His Excellency President Joseph Ejercito Estrada inducted FICAP officers led by Mrs. Juliano-Tamano as National Chair, in ceremonies held at the Malacañang Palace.

## **OBJECTIVES:**

- To provide infotainment technology to the general public particularly in the remote areas of the Philippines.
- To promote the interest of the small land medium cable TV operators in the Philippines.
- To act as a forum for the discussion of the issues affecting the cable industry in the Philippines.
- To initiate the bonding of CATV operators when acquiring programs both locally and internationally.
- To initiate a bulk-buying scheme for CATV supplies and equipment in the domestic and international markets.
- To conduct training and seminars both here and abroad for technical and managerial personnel.
- To effectively recommend to decision makers in government the creation of a one-stop processing center in the regulation of CATV-related activities.
- To assist concerned government agencies in providing development information to the remotest and disadvantaged communities of the Philippines.

## **MEMBERSHIP:**

At present, FICAP members comprise ninety (90%) percent of all cable TV operators in the country all of whom are duly licensed by the National Telecommunications Commission (NTC).

## CABLE TV INDUSTRY - PROFILE

### ISSUES AND CONCERNS CONFRONTING FICAP

#### SITUATION:

Cable Television is a relatively new industry, it being born only in the decade of the 60's. Given the limited economic base and reach of the industry, Congress failed to enact a national policy to address its concerns. In the 80's however, Cable Television (CATV) began to enjoy a wider reach all over the country.

In an attempt to organize itself into a meaningful administrative structure to serve the industry, selected market players soon formed the Philippine Cable TV Operators Association (PCTA). Unfortunately, it was hampered by an administrative structure that was too exercised control over its operations while small and medium CATV operators were treated as poor distant cousins by the top heavy "colonial" hierarchy of PCTA. It was only recently that agreement to occupy the top post of PCTA. The rest of the small and medium market players have at best only a marginal participation in running the affairs of PCTA. This subsequently led to the bonding of small and medium-sized CATV operators, who for reason of economic survival, opted to form their own association, the FEDERATION OF INTERNATIONAL CABLE TV ASSOCIATION OF THE PHILIPPINES (FICAP).

#### INDUSTRY PROBLEMS:

##### 1. NTC-RELATED PROBLEMS

###### A. PROLONGED PROCESSING IN THE ISSUANCE OF RENEWAL OF PROVISIONAL AUTHORITY AND CERTIFICATES OF AUTHORITY BY NATIONAL TELECOMMUNICATION (NTC).

- Renewal of PA's or Provisional Authorities by the NTC takes as long as one (1) year or in some cases, more. The NTC should streamline its deliberation process to a maximum of three (3) months.
- The processing or issuance of Certificates of Authority should be expedited to a three (3) month period.

- This delay in the processing of renewal of PA's and CA's act as operational restraint since banks are no longer willing to extend loans to CATV operators whose PA's and CA's remain pending for an unreasonable and unexplainable period of time.

## B. INADEQUATE EVALUATION PROCEDURES IN NTC HEARINGS FOR PROSPECTIVE CATV APPLICANT.

- NTC should upgrade its economic viability assessments when deliberating on the application of prospective CATV investors.
- NTC must secure the cooperation of Department of Trade Investment (DTI) and National Economic Development Authority (NEDA) in ascertaining the market saturation capacity of a geographic locality by verifying the population base, the number of Cable-ready TV sets available in the region, among other things.

## C. REVISE NTC ORIENTATION

- NTC's "must carry" rule.
- NTC merely followed the original path that the U.S. Federal Communications Commissions (FCC) pursued in imposing the "must carry" rule where CATV Stations show for FREE all programs and advertisements of broadcast TV stations. This proved to be controversial and was subsequently over-ruled by a U.S. Federal Commission because the FCC rule failed to comply with the Amendment.

A subsequent effort by FCC to redraft the "must carry" rule also failed. This was reported in a handbook on CATV entitled, "*This Business of Television*" written by Edward J. Bluemental and Oliver R. Goodenough, published by Billboard Books, an imprint of Watson-Guphill Publications of New York.

- The NTC imposed "must carry" rule constitutes a violation of the Bill of Rights, *Section 1, Article III of the Philippine Constitution* which provides:

*Section 1, Article III: "No one shall be deprived of life, liberty or property without due process of law nor shall any person be denied the equal protection of the laws".*

- By imposing the “must carry” rule without consulting the CATV operators NTC, there is undue infringement of CATV operators’ right and an unfair trade burden is levied on the CATV industry.
- NTC must drop the “must carry” rule and instead encourage CATV operators and owners of the broadcast TV Stations to enter into Memoranda of Agreement (MOA) that will mutually benefit the parties concerned.

#### OPTIONS:

1. CATV can run broadcast TV programs and ads provided that broadcast TV stations share five percent (5%) of their ad revenues with programs in CATV stations.
2. NTC must disregard the Kapisanan ng Mga Brodkaster sa Pilipinas (KBP) petition banning CATV stations to carry ads to augment CATV subscription income that cannot be arbitrarily increased due to the objection of CATV subscribers.

Broadcast TV companies ear dollar income by selling their programs abroad unlike CATV stations that earn only in peso but are forced to pay satellite - provided TV programs at dollar rates. This exacerbates CATV's economic dislocation. By favoring the KBP, the NTC has denied the CATV industry the equal protection of the laws mandated by the Constitution.

#### D. SUBSCRIBER - BASE REQUIREMENT

- Considering the amount of capitalization required to put up a CATV station, an operator with a minimum of twenty-five (25%) channels will need a viable subscriber base in order to sustain operations.
- NTC must insist that an existing CATV station present a five (5) year Market development plan and monitor its implementation.
- The Regional NTC must bolster its field inspection staff so that each Local Government Unit (LGU) with a CATV Station operating in its locality will be inspected at least once every three (3) months to assess its service delivery quality.
- There is no point in the NTC allowing more than one CATV Station in a given rural community with a base of not more than four thousand (4,000) subscribers.

- In an Urban Community with ten thousand (10,000) subscribers only two (2) CATV should be allowed to operate. Each new CATV station in an urban area should have viability base of five thousand (5,000) subscribers who have not previously gotten a drop line connection from an existing CATV station.

## E. REGULAR CONSULTATION BY NTC

- NTC must hold a yearly consultation with CATV operators registered in various associations to determine the relevance and practicality of NTC policies, rules and regulations.
- Prior to the enactment of the new rules and regulations affecting the operation of CATV stations, NTC must consult the various CATV associations to determine the emerging adverse consequences of such regulations to the industry.

## II. MARKET - RELATED PROBLEMS

### A. HIGH COST OF SATELLITE - FED PROGRAMS

- The industry as a whole is reeling from the high cost of satellite-fed programs. The cost is exacerbated by the fact that Satellite Program providers opt not to operate directly in the Philippines but chose to have a distributor handle the actual distribution of their programs. These middlemen have structured a too expensive subscription rate not affordable to small and medium-sized cable TV operators which otherwise could bolster our FOREX reserves.
- Congress must enact a policy to require satellite program providers to open up a Philippine-base office to handle their distribution chores.

### B. HIGH COST OF IMPORTED TECHNICAL EQUIPMENT

- Because CATV operations require frequent upgrading of television technology and signal generation and distribution equipment, Congress must provide tax incentives for CATV operators in the purchase technical equipment, spare parts and replacement from abroad.
- The present tax credit scheme handled by PCTA is not beneficial to small and medium sized CATV operators.

### III. ADMINISTRATIVE - RELATED PROBLEMS

No Regional Field Office for Videogram Regulatory Board (VRB) and Movie & TV Review and Classification Board (MTRCB), lack of authority of Ntc Regional Office.

CATV operators incur heavy expenditure in having to fly to and fro Manila to deal with the National Telecommunications Commission (NTC), Movie & TV Review and Classification Board (MTRCB) and Videogram Rgulatory Board (VRB).

- A. The NTC REgional Offices should be given more authority to process the PA and CA applications of CATV operators in the Provinces.
- B. Congress should either require the MTRCB and VRB to open up Regional Offices or turn over such functions to NTC and have the NTC upgrade its service capability to serve these specialized concerns.

| <b>DATE</b>                 | <b>ACTIVITIES</b>  | <b>VENUE</b>  |
|-----------------------------|--|---|
| Jan. 04, 2000               | Meeting with PHILCOMSAT<br>Re: Uplink                                      | Philcomsat Office, Telecoms Plaza Bldg.<br>Makati City                            |
| Jan. 15, 2000               | Cable Congress 2000 Committee<br>Board Meeting                             | Nemoto Restaurant, Buendia Ave.<br>Pasay City                                     |
| Jan. 17, 2000               | Meeting with L.G. Collins and IDS  | L.G. Collins, Maybunga, Pasig City  |
| Jan. 18, 2000<br>10:00 A.M. | Meeting with Bobby Soul (Platters) and<br>Joe Delmendo                     | Asingan, Pangasinan   |
| Jan. 18, 2000<br>6:00 P.M.  | Meetings with IDS Re: Cable<br>Congress 2000                               | Thai Restaurant, Shangri-La Towers<br>Mandaluyong City                            |
| Jan. 19, 2000               | Meeting with Agnes Presario<br>PICC Officer in Charge                      | PICC Roxas Boulevard, Pasay City  |
| Jan. 22, 2000               | Meeting with Bulletin Today<br>Newspaperman                                | Makati Shangri-La, Makati City  |
| Jan. 24, 2000               | Meeting - Ways and Mean Committee  | FICAP Office, Sunset View Towers<br>Roxas Blvd., Pasay City                       |
| Jan. 25, 2000               | Meeting with IDS Re: Cable Congress<br>2000                                | FICAP Office, Sunset View Towers<br>Roxas Blvd., Pasay City                       |
| Jan. 26, 2000               | Meeting with Carol Odvina<br>Re: IECEEP                                    | FICAP Office, Sunset View Towers<br>Roxas Blvd., Pasay City                       |
| Jan. 27, 2000               | Meeting with Cong. Manny Ortega, Kit<br>Ortega, Cecile M. Dy               | EDSA Shangri-La, Mandaluyong City   |
| Jan. 28, 2000               | Meeting with PHILCOMSAT<br>VP - Mr. Bogs Pimentel                          | Philcomsat Office, Telecoms Plaza Bldg.<br>Makati City                            |
| Jan. 29, 2000               | MINDANAO Cable TV Operators<br>Cooperative Meeting                         | Cebu Grand Hotel, Cebu City   |
| Feb. 05, 2000               | FICAP Luzon Meeting  | Club Filipino, Greenhills<br>San Juan, Metro Manila                               |
| Feb. 09, 2000               | Meeting with Atty. Marcos Laurel<br>Re: Studio Zoo                         | Laurel Office, Suite 7B Valero Towers<br>Valero St., Salcedo Village, Makati City |
| Feb. 10, 2000               | Meeting with Atty. Marcos Laurel with<br>Studio Zoo President, Mr. Fukuoka | Laurel Office, Suite 7B Valero Towers<br>Valero St., Salcedo Village, Makati City |
| Feb. 11, 2000               | Meeting with Global Pacific  | Ihaw-Ihaw Restaurant, Roxas. Blvd.<br>Pasay City                                  |
| Feb. 14, 2000               | Meeting with Philcomsat, Eupen,<br>Magnetron Cablelabs, CYO                | VIP Restaurant, PICC Roxas Blvd.<br>Pasay City                                    |
| Feb. 15, 2000               | Meeting with Global Satellite  | FICAP Office, Sunset View Towers<br>Roxas Blvd., Pasay City                       |

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| Feb. 16, 2000               | Meeting with IDS and Cable Congress Committee   | Bapahaw Room, Century Park Hotel<br>Malate, Metro Manila  |
| Feb. 17, 2000<br>10:00 A.M. | Meeting with Asst. Sec. of Finance<br>Mr. Jose Bañares Re: Telepono sa<br>Barangay Project with Cecile M. Dy<br>Ruben Cortez and Engr. Romy Zerrudo | 6 <sup>th</sup> Floor, Central Bank Bldg.<br>Roxas Blvd., Pasay City                                    |
| 4:00 P.M.                   | Meeting with DOTC<br>Usecc. Agustin Bengzon   | DOTC Bldg., Ortigas Ave.<br>San Juan, Metro Manila  |
| Feb. 18, 2000<br>10:00 A.M. | Meeting with Cong. Imee Marcos  | Coffee Shop, Shangri-La Towers<br>Mandaluyong City  |
| 2:30 P.M.                   | Meeting with Mr. Tony Seva VP GMA-7<br>Re: Cable Congress Sponsorship   | GMA-7 Bldg., Quezon City  |
| 4:00 P.M.                   | Meeting with Dr. Azarcon<br>Re: Cable Technology  | Sulu Restaurant, Quezon City  |
| Feb. 24, 2000               | Meeting with Mr. Adam Zecha<br>VP Asia ESPN   | Coffee Shop, Hotel Intercontinental<br>Makati City  |
| Feb. 25, 2000               | Meeting with Mr. Michael Chow Manager<br>Shanghai Bell  | Coffee Shop, Heritage Hotel<br>Roxas Blvd., Pasay City  |
| Feb. 26, 2000               | Meeting with Cable Congress 2001<br>Committee   | Furusato Restaurant, Roxas Blvd.<br>Pasay City  |
| Feb. 28, 2000               | Meeting with L.G. Collins Officers  | L.G. Collins Bldg., Pasig City  |
| Feb. 29, 2000               | Meeting with PAL Officials  | PAL Office, Makati City   |
| March 1, 2000               | Newsmakers forum attended by FICAP<br>Officers  | Lobby, Century Park Sheraton Hotel<br>Malate, Metro Manila  |
| March 2, 2000               | Cable Bill Hearing  | House of Congress, Quezon City  |
| March 3, 2000               | Presentation of Telepono sa Barangay with<br>Sen. Vicente Rivera with Telepono sa<br>Barangay Staff   | DOTC Bldg., Ortigas Avenue<br>San Juan, Metro Manila  |
| March 6, 2000               | Exhibitors Meeting  | PICC Bldg., Roxas Blvd., Pasay City   |
| March 7, 2000<br>10:00 A.M. | Meeting with GMA-7 President<br>Mr. Jimenez, Chairman Atty. Gozum, Ruben<br>Cortez, Cecile M. Dy, Engr. Romy Zerrudo                                | 15 <sup>th</sup> Floor, F. Sagittarius Bldg.<br>Dela Costa & Alfaro St.<br>Salcedo Village, Makati City |
| 3:00 P.M.                   | Meeting with L.G. Collins   | L.G. Collins Bldg., Pasig City  |
| March 8, 2000<br>8:30 A.M.  | Ciudad Fernandina Forum<br>Re: Cable Bill with PCTA Pres. Jomar<br>Lobregat (live telecast)   | Ciudad Fernandina, Greenhills<br>San Juan, Metro Manila   |
| 11:00 A.M.                  | Meeting with Mr. Jaime Faustino DOTC<br>Consultant  | 27 <sup>th</sup> Floor, Tektite Bldg., Exchange Rd.<br>Pasig City                                       |

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| 4:00 P.M.                   | Meeting with DOTC Usec. Willie Evangelista Re: Telepono Sa Barangay  | DOTC Bldg., Ortigas Ave., San Juan Metro Manila  |
| March 9, 2000               | Meetinig with FICAP Members Region IV-C  | Calapan, Mindoro                                 |
| March 11, 2000<br>8:30 A.M. | Newsmens Forum (live telecast)   | Sulu Restaurant, Quezon City                     |
| 2:00 P.M.                   | Meeting with Protocol Officers of Malacañang Re: Pres. Estrada's Keynote Speaker   | PICC Bldg., Roxas Blvd., Pasay City              |
| March 13, 2000              | Meeting with FICAP Officers  | Pinausukan Restaurant, Roxas Blvd. Pasay City    |
| March 14, 2000              | 1 <sup>st</sup> International Cable Congress & Exhibit - Guest A.M.<br>VP Gloria Macapagal Arroyo<br>Mrs. Cynthia Macapagal ribbon cutting with Usec. Agustin Bengzon, NTC Comm. Joseph Santiago, Dep. Comm. Dacanay, Dep. Comm. Umali, URB Comm. Montero, Cong. Verceles, Cong. Tulagan, CCTA Legal Counsel Atty. Jerome Fitch Candelaria | PICC Bldg., Roxas Blvd., Pasay City              |
| March 15, 2000              | 2 <sup>nd</sup> Day of International Cable Congress & Exhibit  | PICC Bldg., Roxas Blvd., Pasay City              |
| March 16, 2000              | Last Day of the 1 <sup>st</sup> International Cable Congress & Exhibit   | PICC Bldg., Roxas Blvd., Pasay City              |
| March 21, 2000              | FICAP Meeting<br>Re: Cable Bill in Senate  | Pinausukan Restaurant, Buendia Pasay City        |
| March 22, 2000<br>9:00 A.M. | Deliberation of Cable Bill Committee Chair - Sen. Sotto  | Senate Hall, GSIS Bldg., Pasay City              |
| 12:00 Noon                  | Meeting with Cableslabs President Mr. Larry Blackstone, Lito Villacarlos, Cecile M. Dy   | Century Park Sheraton Hotel Malate, Metro Manila |
| 3:00 P.M.                   | FICAP Officers courtesy call with Sen. Miriam Defensor Santiago and Sen. Vicente Sotto   | House of Senate, Roxas Blvd., Pasay City         |
| 5:00 P.M.                   | FICAP Officers lobby to the House of Congress - Talk with Cong. Rudy Tuazon, Cong. Apostol, Cong. Garcia and Cong. Datumanong  | House of Congress, Quezon City                   |
| March 24, 2000              | Meeting with Undersecretary Willie Evangelista   | DOTC Bldg., Ortigas Ave., San Juan Metro Manila  |
| March 29, 2000              | Senate Hearing   | GSIS Bldg., Roxas Blvd., Pasay City              |

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| March 31, 2000               | Meeting with EUPEN   | FICAP Office, Sunset View Towers<br>Roxas Blvd. Pasay City            |
| April 03, 2000<br>10:00 A.M. | Meeting with Undersecretary<br>Willie Evangelista  | DOTC Multi-Purpose Bldg.<br>Don A. Roces Ave., Quezon City            |
| 3:00 P.M.                    | Meeting with Undersecretary<br>Agustin Bengzon   | -do-  |
| 4:00 P.M.                    | Meeting with Raul Panlasiqui<br>(Telepono sa Barangay)   | -do-  |
| April 4, 2000<br>10:00 A.M.  | Meeting with LG Collins  | L.G. Collings Office, Maybunga, Pasig City                            |
| 1:00 P.M.                    | Meeting with PHILCOMSAT  | Telecoms Plaza Bldg., Makati City                                     |
| 5:00 P.M.                    | Meeting with MOSCOM<br>Chairman Mr. Willy Gan<br>President Mr. Torres  | Moscom Office, Peak Tower Leviste St.<br>Salcedo Village, Makati City |
| April 05, 2000<br>7:00 P.M.  | Meeting with Atong Ang<br>Re: Jai Alai Decoder Box   | Seafood Restaurant, Century Park<br>Sheraton Hotel, Metro Manila      |
| April 12, 2000               | Meeting with Undersecretary Agustin<br>Bengzon/NTC Comm. Joseph Santiago<br>and NTC Officials                    | DOTC Bldg., Ortigas Ave., Pasig City                                  |
| April 18, 2000               | Meeting with Tony Zorilla<br>(Zorilla & Zorilla Associates)  | FICAP Holdings Office, Magallanes<br>Village, Makati City             |
| April 25, 2000               | Went to Malacañang with Mr. Mike<br>Chow Re: Preparation of MOA signing<br>with Shanghai Bell In Shanghai, China | Malacañang Palace, San Miguel, Manila                                 |
| May 03, 2000                 | Meeting with Undersecretary Agustin<br>Bengzon Re: FICAP alternative<br>solution to Telepono sa Barangay         | DOTC Multi-Purpose Bldg.<br>Don A Roces Ave., Quezon City             |
| May 05, 2000                 | Meeting with PLDT, Bayantel, Digitel<br>with Region 2 & 5 with FICAP Member<br>hosted by USEC Agustin Bengzon    | DOTC Multi-Purpose Bldg.<br>Don A Roces Ave., Quezon City             |
| May 08, 2000                 | Meeting with PHILCOMSAT<br>Mr. Jovy de Belen and Engr. Ted Zorilla   | Telecoms Plaza Bldg., Gil Puyat<br>Makati City                        |
| May 09, 2000                 | Meeting with PHILCONSA with Justice<br>Jesus Elbiñas as guest speaker  | Intercon Hotel, Makati City   |
| May 10, 2000                 | Meeting with PHILCOMSAT  | Telecoms Plaza Bldg., Gil Puyat, Makati City                          |
| May 11, 2000                 | Meeting with IBC-13 President<br>Ms. Boots Anson Roa   | Broadcast City, Capitol Hills, Diliman<br>Quezon City                 |
|                              | Meeting with Digitel Vice President Atty<br>Pamintuan and Mr. Pete Maachor                                       | Libis, Quezon City  |

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| May 12, 2000  | Meeting with GMA 7 Technical Head Mr. Joel Jimenez<br><br>Meeting with RPN 9 Ms. Baby Linao   | EDSA cor. Timog Ave., Diliman Quezon City<br><br>Broadcast City, Capitol Hills, Diliman Quezon City                   |
|               | Meeting with PTV 4 Office in Charge Mr. Ricardo Trofeo  | Visayas Ave., Diliman, Quezon City  |
| May 17, 2000  | Left for Shanghai, China<br>Re: MOA signing with Shanghai Bell  | Shanghai, China   |
| May 18, 2000  | Meeting with China-Phil. Dignitaries<br>Re: MOA signing   | Shanghai Hotel, China   |
| May 19, 2000  | MOA signing with Pres. Estrada, Sec. Pardo, Mar Roxas, Foreign Affairs Sec. Sazon, Sen. Coseteng and Cong. Antonino with FICAP Officers Cecile M. Dy, Romy Zerrudo, Elmer Puyo, Fred Perdon | Shanghai Hotel, China   |
| May 20, 2000  | Arrive Hongkong from China  |   |
| May 22, 2000  | Meeting with NDS Hongkong<br><br>Meeting with V-Tech. Co. Hongkong  | NDS Office, Hongkong<br><br>V-Tech Co. Office, Hongkong   |
| May 23, 2000  | Meeting with PAN ASIAN System Hongkong  | PAN ASIAN System Office, Hongkong   |
| May 25, 2000  | Region IV FICAP Meeting<br>Sponsor: Multiline, Pacific Satellite, FEN, Spark  | Bato-Bato Mt. Resort, Calamba, Laguna   |
| May 29, 2000  | Meeting with Mr. Jun Zafra of FEN (SOLAR)   | FICAP Office, Sunset View Towers Roxas Blvd., Pasay City  |
| May 30, 2000  | Visit to PHILCOMSAT, Pinugay Satellite with FICAP Officers  | Tanay, Rizal  |
| May 31, 2000  | Meeting with Ms. Aida Miranda US Embassy Comm. Service Head<br><br>Meeting with Mr. Zorilla (Zorilla & Zorilla Associates)  | FICAP Office, Sunset View Towers Roxas Blvd., Pasay City<br><br>FICAP Holdings Office Magallanes Village, Makati City |
| June 01, 2000 | Meeting with Mr. Gary Pimentel Pres. of Mabuhay Satellite   | Via Mare Restaurant, Tektite Bldg. Pasig City   |
| June 02, 2000 | FICAP Holdings Meeting  | Orchid Garden Hotel, Pablo Ocampo St. Malate, Metro Manila  |
| June 03, 2000 | Media Seminar Workshop with FICAP members by Francis Flores   | Orchid Garden Hotel, Pablo Ocampo St. Malate, Metro Manila  |
| June 15, 2000 | FICAP Visit to Mabuhay Satellite thru President Gabby Pimentel with FICAP Members   | Subic, Olongapo City  |

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| June 16, 2000 | Meeting with Mr. Zorilla<br>(Zorilla & Zorilla Associates)  | FICAP Holdings Office<br>Magallanes Village, Makati City        |
| June 17, 2000 | Meeting with Mr. Jovy de Belen<br>PHILCOMSAT  | Telecoms Plaza Bldg., Gil Puyat Ave.<br>Makati City             |
| June 19, 2000 | Meeting with One Virtual Internet   | Concorde Bldg., Legaspi Village<br>Makati City                  |
| June 20, 2000 | Meeting with Mr. Gabby Pimentel of<br>Mabuhay Satellite   | PLDT Towers, Ayala Ave., Makati City                            |
| June 26, 2000 | Meeting with Dr. Benitez-CISCO,<br>Cecile M. Dy, Mr. Noel Arnaez, Neng<br>Juliano-Tamano  | Makati Shangri-La, Makati City                                  |
| June 29, 2000 | Meeting with PHILCOMSAT with<br>Mr. Salonga, Ms. Jovy de Belen, Ms.<br>Bambie Trinidad and FICAP Officers                             | Via Mare, Tektite Bldg., Pasig City                             |
| June 29, 2000 | Meeting at Shanghai Bell  | Shanghai Bell Office, Pasig City                                |
| June 30, 2000 | Meeting PMS Malacañang with<br>Mr. Demetrio   | Malacañang Palace, San Miguel, Manila                           |
| June 30, 2000 | Meeting with Mr. Rod Cornejo<br>Vice President GMA 7  | Bistro Carmelita, Freedom Park<br>Malacañang                    |
| July 01, 2000 | FICAP Luzon General Membership<br>Meeting   | Orchid Garden Hotel, Malate, Manila                             |
| July 05, 2000 | Meeting with Ms. Caroll Odvina<br>Re: IECEEP 2000   | Sunset View Towers, Roxas Blvd.<br>Pasay City                   |
| July 07, 2000 | Left for Cebu   |   |
| July 08, 2000 | Visayas/Mindanao General<br>Membership Meeting  | Cebu Grand Hotel, Cebu City                                     |
| July 10, 2000 | Region VI - Cable Operators joint<br>FICAP Meeting  | Sarabia Manor House, Iloilo City                                |
| July 11, 2000 | Meeting with Fil-Products President<br>Ms. Diana Lim with Mr. Rolly Flores,<br>Mr. Ven Panimdim, Cecile M. Dy, Neng<br>Juliano-Tamano | Waterfront Restaurant, Cebu City                                |
| July 14, 2000 | Meeting Region II Cable Operators   | Green View Lodge, Isabela                                       |
| July 18, 2000 | Meeting with SEC legal lawyers<br>Re: FICAP Holdings  | San Francisco Steak House, Greenhills<br>San Juan, Metro Manila |
| July 19, 2000 | Meeting with Mr. Tony Zorilla<br>(Zorilla & Zorilla Associates)   | FICAP Holdings Office<br>Magallanes Village, Makati City        |
| July 19, 2000 | FICAP Holdings Board Meeting  | FICAP Holdings Office<br>Magallanes Village, Makati City        |

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| July 20, 2000  | Meeting at Zorilla Office<br>Re: PHILCOMSAT Uplink  | FICAP Holdings Office<br>Magallanes Village, Makati City               |
| July 21, 2000  | Philweb Internet Services Seminar   | Tagaytay Highland, Tagaytay City                                       |
| Aug. 03, 2000  | FICAP Holdings Meeting  | FICAP Holdings, Magallanes Village<br>Makati City                      |
| Aug. 07, 2000  | Meeting with Mr. Tony Flores<br>Re: Uplink Satellite  | New World Hotel, Makati City   |
| Aug. 08, 2000  | Meeting with PHILCOMSAT and Atom,<br>Com21 with Mr. Paynor, Engr. Romy<br>Zerrudo, Mr. Cinense, Mr. Noel Arnaez | Philcomsat Office, Telecoms Plaza Bldg.<br>Gil Puyat Ave., Makati City |
| Aug. 10, 2000  | Meeting with Iglesia ni Kristo Lawyer<br>Re: Uplink   | San Francisco Steak House, Greenhills<br>San Juan, Metro Manila        |
| Aug. 16, 2000  | Cotabato City   |  |
| Aug. 17, 2000  | Meeting with Pres. Estrada<br>Mindanao Business Conferences   | MARBEL Conventionn Center  |
| Aug. 25, 2000  | Intellectual Property Rights Meeting  | IPR Office, DTI, Gil Puyat Ave.<br>Makati City                         |
| Aug. 28, 2000  | Deliberation of Cable Bill  | House of Senate, Roxas Blvd.<br>Pasay City                             |
| Aug. 31, 2000  | Hearing Committee of Public<br>Information - Cong. Imee Marcos  | Sulo Hotel, Lakandula Room   |
| Sept. 05, 2000 | Opening IECEEP Exhibit  | PICC, Roxas Blvd., Pasay City  |
| Sept. 05, 2000 | FICAP Officers Meeting  | FICAP Holdings Office<br>Magallanes Village, Makati City               |
| Sept. 06, 2000 | Meeting with Mr. Tony Seva and GMA 7<br>Technical Group   | GMA 7, EDSA cor. Timog Ave<br>Diliman, Quezon City                     |
| Sept. 13, 2000 | Meeting with Undersecretary Boy<br>Soriano with Sec. Rolly Ramirez  | Office of Secretary Dong Puno<br>Malacañang Palace, Manila             |
| Sept. 13, 2000 | Meeting with Mr. Joe Delmendo<br>Re: Western Cable Show   | FICAP Office, Pasay City   |
| Sept. 14, 2000 | Meeting with Telecommunication<br>Undersecretary Obieta and<br>Engr. Santiago Testor                            | DOTC Multi-Purpose Bldg.<br>Don A. Roces Ave., Quezon City             |
| Sept. 18, 2000 | Meeting with Moscom CEO<br>Mr. Willy Gan & Dr. Torres   | Taipan Place, Ortigas Center, Pasig City                               |
| Sept. 19, 2000 | Meeting with IDS  | DOME Cafe, Rustans Shangrila<br>Makati City                            |
| Sept. 20, 2000 | Meeting with EXIMBANK Manager Ms.<br>Bonnie Balderrama  | Herrera Tower, Herrera cor Valero Sts.<br>Makati City                  |

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| Sept. 21, 2000 | Meeting with Mr. Allan Inton  | FICAP Office, Roxas Blvd.<br>Pasay City                                      |
| Sept. 26, 2000 | Let's Talk Communication meeting with Telof   | DOTC Multi-Purpose Bldg.<br>Don A. Roces Ave., Quezon city                   |
| Sept. 28, 2000 | 8 <sup>th</sup> Anniversary Cable Star  | Sarabia Manor, Iloilo City   |
| Oct. 09, 2000  | Meeting with Mr. Danny Napalinga VP PHILCOMSAT  | Telecoms Plaza Bldg., Gil Puyat Ave.<br>Makati City                          |
| Oct. 11, 2000  | FICAP Holdings Meeting  | PHILCOMSAT Board Room<br>Telecoms Plaza Bldg., Gil Puyat Ave.<br>Makati City |
| Oct. 14, 2000  | Luzon General Membership Meeting  | Power & Tel. Warehouse, Clark Field<br>Pampanga                              |
| Oct. 17, 2000  | Dinner with Mindanao/Visayas Cable Operators  | Hosted by CYO-Kabalen Restaurant<br>Glorietta, Makati City                   |
| Oct. 24, 2000  | Meeting at Philcomsat with Mr. Danny Napalinga Re: Philcomsat Inspection in Cotabato, Davao, Butuan, Zamboanga                        | Telecoms Plaza Bldg., Gil Puyat Ave.<br>Makati City                          |
| Oct. 27, 2000  | Left for Cotabato Re: Philcomsat Inspection   |  |
| Nov. 07, 2000  | Interview with Mr. Fidel Asor   | FICAP Office, Roxas Blvd.<br>Pasay City                                      |
| Mov. 07, 2000  | Meeting with Sec. Jimmy Policarpio Legislative Liaison Office   | Malacañang Palace, San Miguel, Manila  |
| Nov. 08, 2000  | Meeting with Mr. Danny Napalinga VP - PHILCOMSAT  | Telecoms Plaza Bldg., Gil Puyat Ave.<br>Makati City                          |
| Nov. 10, 2000  | Balita Talk Show with FICAP Holdings Board of Directors, Mr. Ed Paynor, Mr. Herman Laurel, Mr. Dante Pascual and FICAP Holdings Board | FICAP Holdings Office<br>Magallanes Village, Makati City                     |
| Nov. 14, 2000  | Meeting FICAP Holdings  | FICAP Holdings Office<br>Magallanes Village, Makati City                     |
| Nov. 15, 2000  | Meeting with Mr. Danny Napalinga VP - PHILCOMSAT  | Telecoms Plaza Bldg., Gil Puyat Ave.<br>Makati City                          |
| Nov. 26, 2000  | FICAP delegates departure to US to Attend the Western Cable Show via PAL  | Best Western Mayfair Hotel<br>Los Angeles, California                        |
| Nov. 26, 2000  | CCTA and Mr. Joe Delmendo welcomes FICAP Delegates at L.A. International Airport  | Los Angeles Airport, Los Angeles<br>California                               |
| Nov. 27, 2000  | CCTA Senior Legal Counsel Jerome Fitch Candelaria Hosted Lunch  | Hotel Otani, Los Angeles, California   |

|                             |  |  |
|-----------------------------|--|--|
| Nov. 28, 2000<br>9:00 A.M.  | Opening Ceremonies by CCTA Chair<br>Bill Russel President AT & T   | Los Angeles Convention Center<br>Los Angeles, California |
| 10:00 A.M.                  | Opening of the Exhibit   | Los Angeles Convention Center<br>Los Angeles, California |
| 11:00 A.M.                  | Round Table Discussions with FICAP,<br>European Cable TV Assn., South<br>America Cable TV, Japan Cable TV<br>Assn., America's Cable TV Assn. | Los Angeles Convention Center<br>Los Angeles, California |
| 6:00 P.M.                   | Dinner with Exhibitors   | Los Angeles Convention Center<br>Los Angeles, California |
| Nov. 29, 2000<br>9:00 A.M.  | Exhibit  |  |
| 6:00 P.M.                   | Chairman's Reception<br>FICAP Delegates with CCTA Members  | Hotel Intercontinental                                   |
| Nov. 30, 2000               | 9:00 A.M. - 5:00 P.M. Exhibit  |  |
| 6:00 P.M.                   | Banquet Dinner exclusive for CCTA,<br>U.S., Senators, Congressmen and<br>FICAP Delegates only  | Marriots Hotel   |
| 8:30 P.M.                   | Fellowship and Cocktails with<br>International Delegates and Exhibitors.<br>Entertainers - <i>Bangles</i>                                    | Bonaventure Hotel  |
| Dec. 01, 2000<br>8:00 A.M.  | Breakfast forum FICAP Delegates with<br>CCTA and U.S. Legislators  | VIP Lounge, LA Convention Cen<br>Los Angeles, California |
| Dec. 1-3, 2000<br>2:00 P.M. | 13 FICAP Delegates join the 12 days<br>tour, to Pismo Beach, San Jose<br>San Francisco, San Diego  |  |
| Dec. 04, 2000               | The CCTA President Mr. & Mrs. Spencer<br>Kaitz, Mr. & Mrs. Jerome Candelaria<br>Hosted Dinner to 18 FICAP Delegates                          | Waterfront Restaurant<br>San Francisco Bay Area          |
| Dec. 05, 2000               | FICAP Delegates went to Lake Tahoe<br>(overnight), Reno (Lunch), Las Vegas<br>(2 days), Hoover Dam   |  |
| Dec. 09, 2000               | Went and Toured San Diego  |  |
| Dec. 11, 2000               | 9:00 A.M. Went to Cox Cable TV<br>4:00 P.M. Back to Los Angeles  |  |

40 FICAP Members attended the Western Cable Show some Cable Operators went to Canada, New York and other parts of the United States and everybody went home on different dates.

|                            |   |   |
|----------------------------|---|---|
| Jan. 10, 2001              | FICAP General Membership Meeting of Region III                  | Holiday Inn, Mimosa Clark Field, Pampanga |
| Jan. 11, 2001              | Interview with Mr. Fidel Asor                                   | FICAP Office, Pasay City                  |
| Jan. 12, 2001              | FICAP General Membership Meeting of Region IV                   | Orchid Garden, Malate, Manila             |
| Jan. 17, 2001              | Meeting with Mr. Danny Napalinga                                | FICAP Office, Pasay City                  |
| Jan. 18, 2001              | FICAP General Membership Meeting of Region V and V-A            | Hotel Victoria, Legaspi City              |
| Jan. 20, 2001              | FICAP Joint General Membership Meetings of Visayas and Mindanao | Cebu Grand Hotel, Cebu City               |
| Jan. 25, 2001<br>6:30 P.M. | PETEF Membership Meeting Manila<br>Polo Club                    | Forbes Park, Makati City                  |

FEDERATION OF INT'L CABLE TV ASSOCIATION OF THE PHILIPPINES  
 1206 SUNSET VIEW TOWERS, ROXAS BLVD., PASAY CITY

CASH FLOW STATEMENT  
 FOR THE YEAR ENDED DECEMBER 31, 2000

SOURCES OF FUNDS:

|                                  |   |                   |
|----------------------------------|---|-------------------|
| ANNUAL FEES                      | P | 221,200.00        |
| SEMINAR                          |   | 8,120.00          |
| PR CONTRIBUTIONS                 |   | 423,000.00        |
| REGISTRATION FEES                |   | 1,000.00          |
| NEWSLETTER, WATCH, T-SHIRT, ETC. |   | 23,470.00         |
| SPONSOR/DONATIONS                |   | 122,069.00        |
|                                  | P | <b>798,859.00</b> |

TOTAL SOURCES OF FUNDS

LESS: OPERATING EXPENSES

|                               |                   |
|-------------------------------|-------------------|
| SALARIES, WAGES & ALLOWANCES  | 102,592.59        |
| ADVERTISEMENTS                | 60,745.00         |
| COMMUNICATIONS                | 144,629.76        |
| TRANSPORTATIONS               | 55,342.78         |
| OFFICE SUPPLIES               | 41,271.70         |
| REPAIRS AND MAINTENANCE       | 800.00            |
| SUBSCRIPTION & MEMBERSHIP FEE | 22,274.00         |
| OTHER SUPPLIES                | 13,300.00         |
| BANK CHARGES                  | 50.00             |
| MEETING EXPENSES              | 39,448.24         |
| LIGHT & WATER                 | 23,176.36         |
| TAXES AND LICENSES            | 4,020.00          |
| PROFESSIONAL FEE              | 148,512.50        |
| REPRESENTATION EXPENSES       | 50,788.07         |
| DEPRECIATION EXPENSE          | 4,235.00          |
| MISCELLANEOUS EXPENSES        | 66,973.25         |
|                               | <b>778,159.25</b> |

EXCESS OF FUNDS OVER EXPENSES

|       |           |
|-------|-----------|
| P     | 20,699.75 |
| ===== |           |



Visit and Meeting with the Virtual Re: Cable TV internet

Visit to Pinugay Satellite, Antipolo, Rizal, May 30, 2000

Visit to Philcomsat Satellite Headend Pinugay, antipolo, Rizal, May 25, 2000



Launching of the first Cable TV internet with FICAP member Northstar Cable Vision Cauayan, Isabela own & Operated by Convention Chair & Ficap Holdings PResident Cecile Dy, Feb. 24, 2001

General Membership meeting of Region II, Isabela Hotel, Feb. 24, 2001

FICAP holdings Stockholders meeting. Orchid Garden Hotel, Manila, July 22, 2000



Meeting with USEC Agustin Bengzon & Mr. Obieta re: rural telephone programs.

FICAP General Membership in Region I. Venue CAP Bldg., Vigan, Ilocos Sur, Feb. 26, 2001

Meeting with DOTC Sec. Rivera & his Technical group Re: Alternative Solution for the Telefono sa Barangay.



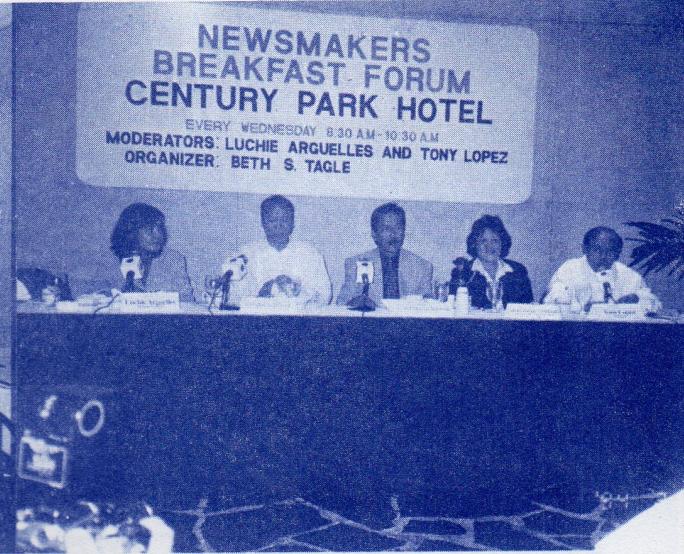
Membership meeting Region VI, Sarabia Manor Hotel, Iloilo city, July 10, 2000

General Membership Meeting Visayas & Mindanao Cebu Grand Hotel, Cebu City, July 8, 2000

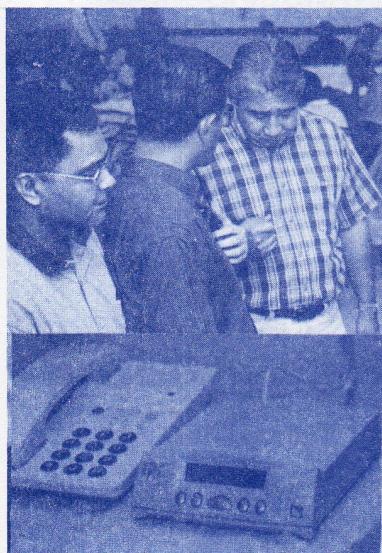
FICAP meeting with Zambales Cable TV operators Doris Rivera Res. Cabangan, San Antonio, Zambales



FICAP Officers meeting with Engr. Carlos Soluan,  
Director-Broadcast Dept. YMCA Restaurant, Mla.



Live TV Coverage Forum Re: Cable Bill March 2000



Multiline demonstrates telephone product thru voice over I.P.  
during the Region IV meeting in Bato Bato Resort Laguna



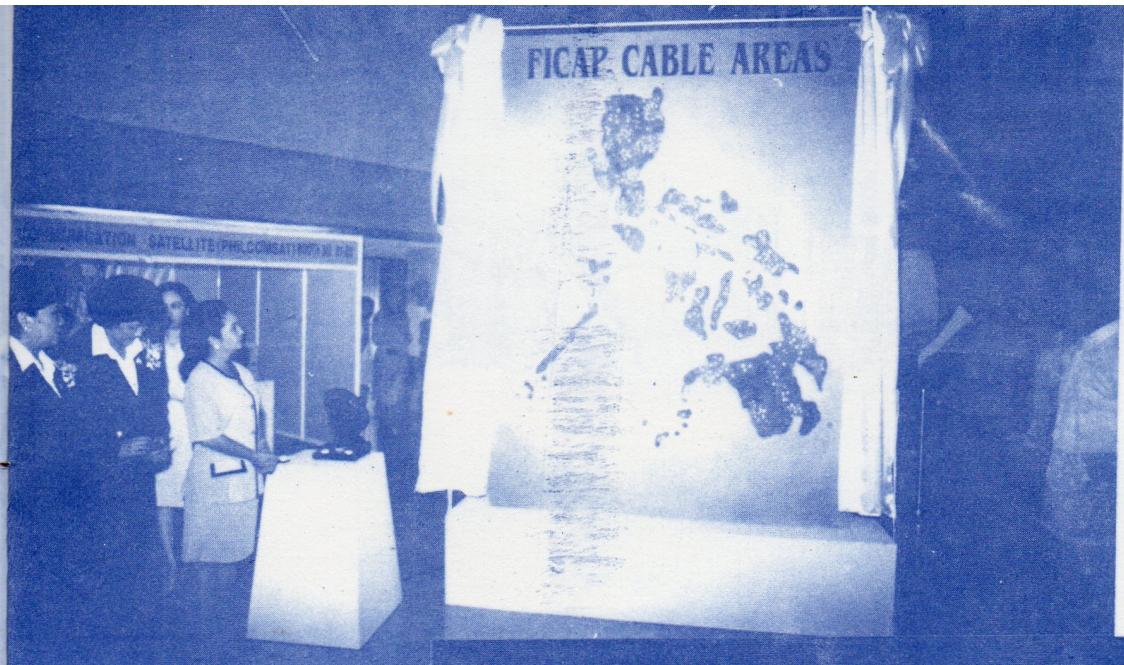
FICAP meeting with Region IV, Bato Bato Resort,  
Laguna, May 25, 2000



Luzon General Meeting, Club Filipino, Greenhills,  
San Juan, Metro Manila, Feb. 5, 2000



FICAP Meeting Region XI & XIII, Fernandina  
Hotel, Davao City





**Power & Telephone**  
SUPPLY

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## WE'RE CHANGING THE WAY BUSINESS THINKS ABOUT WAREHOUSING



**The Right Material  
The Right Place  
The Right Time  
EVERY TIME**