

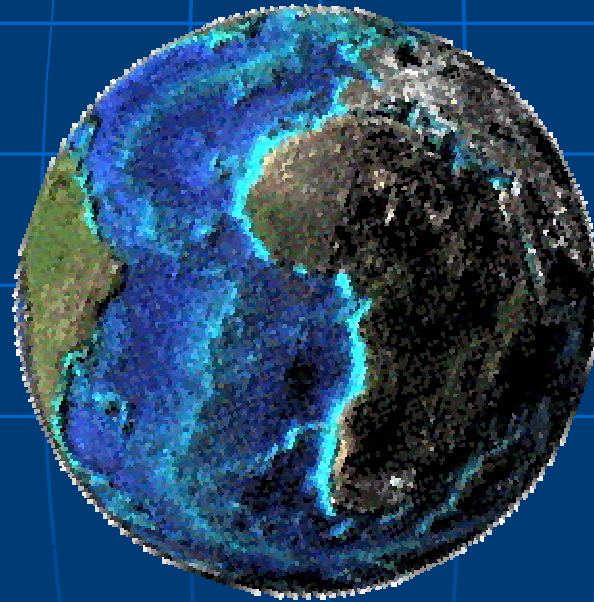


I, Act Janitorial and General Services, Inc.

Presentation to Asia Building Management Association

*Alain Rivera Soriano
November 29, 2007*

Philippines Overview



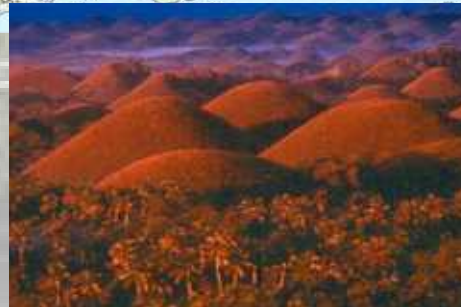
Philippines Overview



Philippines Overview - Luzon



Philippines Overview - Visayas



Philippines Overview - Mindanao





I.Act Janitorial and General Services, Inc.

SWOT Analysis

❖ Strengths

- 92.6 literacy rate (UNDP HDI, 2004)
- High level of English literacy and fluency
- Large number of skilled and semi-skilled workers who are hardworking, diligent and professional



I. Act Janitorial and General Services, Inc.

SWOT Analysis

❖ Weaknesses

- Lack of technology
- Lack of research and development
- Lack of training and seminars



I. Act Janitorial and General Services, Inc.

SWOT Analysis

❖ Opportunities

- To be a leader in the cleaning and sanitation workers in Asia and the world.
- To be the best supply of outsourced labor in the industry.
- To continually improve through education and knowledge in the industry.
- To be globally competitive in terms of industry standards.



I. Act Janitorial and General Services, Inc.

SWOT Analysis

❖ Threats

- Large Number of Competitors
- Proliferation of backyard produced chemicals, etc.
- Underpaid Workers
- External political factors

Visitor Arrival in the Philippines by rank

Rank	Country	Jan-Sep 2007	% Share	Jan-Sep 2006	Growth Rate
1	KOREA	472,711	20.9	406,480	16.3
2	USA	433,425	19.1	424,494	2.1
3	JAPAN	303,420	13.4	326,219	-7.0
4	CHINA	113,593	5.0	98,136	15.8
5	TAIWAN	85,551	3.8	87,471	-2.2
6	HONGKONG	84,910	3.7	70,804	19.9
7	AUSTRALIA	76,048	3.4	69,341	9.7
8	SINGAPORE	70,054	3.1	57,827	21.1
9	CANADA	60,751	2.7	54,511	11.4
10	UNITED KINGDOM	55,564	2.5	48,824	13.8
11	MALAYSIA	48,735	2.2	38,060	28.0
12	GERMANY	40,211	1.8	37,165	8.2



I.Act Janitorial and General Services, Inc.

- ❖ Philippine tourism is the primary source of revenue for the cleaning industry.
- ❖ Numerous hotels and resorts employ roughly 50 cleaners at any given time.
- ❖ Housekeeping, building security and related services contribute to the capital income of a Filipino household.



I.Act Janitorial and General Services, Inc.

Makati City-Central Business District

- ❖ 145 Completed Buildings
- ❖ 36 Under Construction
- ❖ 3,668 Food Establishments
- ❖ 9 Commercial Centers
- ❖ 70 Sports/Recreational Facilities
- ❖ 17 Parks
- ❖ 6 Five-star Hotels



I. Act Janitorial and General Services, Inc.

- ❖ 60, 551 Establishments which require daily maintenance and cleaning.
- ❖ Translated to: (Estimated)
 - 900,000 labor force
 - 2.4 Billion Dollars/yr



I. Act Janitorial and General Services, Inc.

Company Background

- ❖ Started in July 2001 as single proprietorship and turned into corporation in short period of time
- ❖ Provides best janitorial, housekeeping, messengerial, engineering, architectural, landscaping, and pest control services



I. Act Janitorial and General Services, Inc.

Mission

- ❖ Provide first-rate and satisfying service to all clients
- ❖ Create and grant jobs for the less fortunate sector of our society
- ❖ Offer highly efficient, motivated, and professional workmanship
- ❖ Deliver premium quality service



I.Act Janitorial and General Services, Inc.

Vision

- ❖ To become a beacon in the service industry by delivering expert and professional service with utmost consideration to our clients.
- ❖ We strongly believe that we shall be of service to the Philippines in our desire to alleviate our country's unemployment crisis along with other Asian countries.
- ❖ To be recognized globally.



I.Act Janitorial and General Services, Inc.

Values

We practice and advocate the value of professionalism, initiative, dedication, hard work, self-discipline, respect, teamwork, courtesy, fairness, gender equality, honesty, and integrity.



I. Act Janitorial and General Services, Inc.

Services Offered

1. Housekeeping Services

- a. Janitorial Maintenance
- b. General Cleaning
- c. Special One-time Cleaning
- d. Carpet and Upholstery Cleaning
- e. Marble Crystallization
- f. Waxing and Polishing of Floors
- g. Floor Restoration



I. Act Janitorial and General Services, Inc.

Services Offered

2. Messengerial Services

- a. Motorized Messenger
- b. Foot Messenger

3. Garden and Lawn Maintenance

- a. Gardener
- b. Street Sweeper



I.Act Janitorial and General Services, Inc.

Services Offered

4. Engineering Services

- a. Architectural Works
- b. Civil Works
- c. Painting

5. Landscaping Services

- a. Garden and Lawn Maintenance
- b. Ground Maintenance
- c. Planning



I. Act Janitorial and General Services, Inc.

Services Offered

6. Pest Control Services

- a. Household Pest Control
- b. Rodents Control
- c. Termites Control
- d. Fogging



I. Act Janitorial and General Services, Inc.

Action Plans

- ❖ Provide training to improve knowledge and techniques
- ❖ Enter association globally, enabling us to get up-to-date training and access to technology
- ❖ Provide quality service through improved knowledge and skills



I.Act Janitorial and General Services, Inc.

ABMA MEETING AT ISSA/INTERCLEAN CHINA SHANGHAI, 2007





I, Act Janitorial and General Services, Inc.

**Presentation to
Asia Building Management
Association**

Alain Rivera Soriano

November 29, 2007