MARK LAO

Philippine Strategic Partner
for International Business

INTERNATIONAL BUSINESS STRATEGIST



LOCAL CONTEXT. INTERNATIONAL PERSPECTIVE.

I work with international businesses, private investors, family offices and institutional teams assessing Philippine commercial opportunities. My focus connects cross-border trade, real assets, energy and applied AI with purposeful relationships and clear next steps.

Market entry & commercial strategy

Define the opportunity, understand local context and shape an actionable engagement for companies assessing Philippine market entry or expansion.

Strategic introductions & coordination

Align relevant commercial participants around a clear objective, documented roles and a practical next decision.

Institutional & stakeholder engagement

Prepare industry-government dialogue, understand stakeholder priorities and coordinate engagement through appropriate channels.

Real estate & construction

Connect property and development opportunities with commercial assessment, project dependencies and delivery considerations.

Energy & international trade

Support commercial dialogue and participant coordination across oil, gas, commodity trade and cross-border opportunities.

Applied AI & business education

Connect AI development training, business applications and workflow improvement through MarketXpertGlobal.

CORPORATE LEADERSHIP & OWNERSHIP

Primedeal Ventures - Managing Director | May 2024 - present

Querubin-Lao Construction - Managing Director

PHILMACA Oil and Gas - Director | August 2024 - present

MarketXpertGlobal - Owner | AI training and business applications

Roles and capabilities reflect the portfolio of MARK LAO. Company affiliations do not imply endorsement by an external institution.

A clear mandate.
A practical path forward.

Consulting, associate and partnership conversations
built around a defined commercial objective.

HOW AN ENGAGEMENT BEGINS

01 / Define the objective

Clarify the market, opportunity, current stage and decision that needs to be made.

02 / Map the participants

Identify relevant counterparties, roles, authority, stakeholders and information gaps.

03 / Agree the work

Set the mandate, deliverables, responsibilities, commercial terms and confidentiality arrangements.

04 / Coordinate the next step

Prepare the dialogue, track dependencies and establish an accountable next milestone.

INTERNATIONAL TRADE & INSTITUTIONAL ENGAGEMENT

My international trade background is supported by relationships across industry and government. I help establish the right dialogue, understand stakeholder priorities and coordinate a considered path forward through appropriate channels, with respect for independent institutional decisions.

LANGUAGES & CONTACT

English and Portuguese; basic Spanish.

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Initial inquiries should contain only a high-level objective. Legal, tax, regulatory and investment decisions require appropriate independent specialists. This brief offers business consulting and coordination; it does not solicit investment funds, guarantee approvals or returns, or represent a government appointment.