

2ND NEW MYANMAR Investment Summit

YANGON / 17-18 Oct 2012
PARKROYAL Yangon



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Day One - 17 Oct, Wednesday

08:00 Registration & Coffee

09:00 Chairman's Welcome Remarks
*Dr. Aung Thura, Chief Executive Officer
Thura Swiss Ltd.*

09:10 **Investment Opportunities and Private Sector Development**
*U Aung Naing Oo, Director General
Directorate of Investment and Company
Administration (DICA)*

09:40 **Myanmar's Foreign Investment Act – Key Clauses & Significant Issues**
*Alessio Polastri, Managing Partner
P&A Asia*

10:10 Networking Coffee

10:40 **Myanmar's Population, Wealth & Consumer Opportunities**

- Consumer wealth the potential to spend
- Population and the impact on consumerism
- Three very Burmese lifestyle impacts on consumerism

*Ralf Matthaes, Regional Managing Director
TNS Indochina
TNS Asia Pacific Pte Ltd*

11:10 **Opportunities for Myanmar's Telecom and ICT Sector Developments**

- Myanmar Telecom Sector Overview
- Learning from the past. Myanmar's advantage of 'Hindsight' when implementing Sector Reforms and 'Best Practice Development Strategies' for the future
- A New Reality: 'Smart Regulations' that can; Facilitate countrywide growth; Engage the Local Population; Limit investment risk; Increase services competition
- Financing Strategies that facilitate rapid network growth
- Investment Focus on Services & Innovations
- 'Collaborate to Succeed'

*Paul Gerard Crilly, Senior Consultant
Yatanarpon Teleport Co. Ltd*

11:40 **New Customs Regulations & Reforms**
*U Kyaw Win, Director
Soe Soe Lwin, Assistant Director
U Saw Htee Set, Customs Inspector
Myanmar Customs Department
Ministry of Finance and Revenue*

12:10 Discussion Followed by Lunch

14:00 **The Current Situation of Yangon Port and Economic Opportunities in Port Business**

- Current situation of Yangon Port and projects in the area
- Economic opportunities in port business: Deep sea port project area, Yangon Port area, Thilawa Port area, River conservancy work area

*U. Soe Thein, Deputy Chief Civil Engineer
Myanmar Port Authority*

14:30 **Sourcing & Structuring Financing for JV and other Business Forms**
*Thura Soe-Paing, Managing Director
All Myanmar Investment Partner*

15:00 **Foreign Ownership Restrictions, Tax Structuring and Importation Issues for Investment Projects in Myanmar**

- Foreign Ownership Restrictions
- Comparison of Tax Incentives Old v New FIL
- Which international shareholding structure is most efficient for investment in Myanmar?
- Which taxes apply when you buy assets or shares in a company in Myanmar?
- Case study: finance, capitalization and profit extraction of your Myanmar subsidiary
- Practical primer: how to import goods into Myanmar?

Edwin Vanderbruggen, Partner, VDB Loi

15:30 Discussion followed by Networking Tea

16:00 **Outlook for Drinks Manufacturing Industry in Myanmar including Agents & Distributorships**

- Difficulties & problems that Myanmar manufactures are facing
- Old model manufacturing (Government sector)
- Branding/ Marketing are the key decisions in manufacturing industry
- Outlook for manufacturing in new Myanmar

*Dr. Sai Sam Htum, Chairman
Loi Hein Co. Ltd*

16:30 **Growth Opportunities in Myanmar for Automotive Players**

- Current Market trends, market size and growth rates
- Opportunities and Challenges in Automotive Value Chain
- Broad Strategies and action plan for prospective Automotive players

Vivek Vaidya, Vice President, Frost & Sullivan

17:00 **Environmental Compliance for Doing Business in Myanmar**
*U Win Myo Thu, Managing Director
Economically Progressive Ecosystem Development
Group (EcoDev)*

17:30 End of Day 1

17:35 – 18:35 *Networking Reception*
for Speakers and Delegates.
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Day Two - 18 Oct, Thursday

09:00 Chairman's Remarks
*Ken Tun, President & CEO
Parami Energy Group of Companies*

09:10 **Financial & Banking Reforms in Myanmar**
*Daw. Naw Eh Hpaw, Deputy Director General &
Head of Foreign Exchange Management Department
Central Bank of Myanmar
Ministry of Finance and Revenue*

09:40 **Demographics, Economic & National Development**
*Yup Seng Ing, Managing Director
DigiCom*

10:10 **Power & Electricity Outlook**

- The current power availability
- The likelihood of available in near future and demand forecast
- Plans Ministry is taking
- What can investors take into consideration while planning or calculating their CAPex

*Ei Phyusin Htay, Managing Director
Barons Machinery & Engineering Co., Ltd*

10:40 Discussion followed by Networking Coffee

11:10 **Finding Land in Myanmar**

- Legal rights leasing & ownership

Wint Thandar Oo, Partner, P&A Asia

11:40 **Real Estate Outlook and Developments**
*Tony Picon, Associate Director - Research
Colliers International Thailand*

12:10 Final Wrap-up followed by Closing Lunch

13:45 End of Conference

Program details published herein are confirmed as at 16/10/2012.
Please visit <http://www.cmtevents.com/main.aspx?ev=121045>
for latest information on speakers & topics.

**Separately Bookable
Business Contracts in Myanmar
14:00 - 1700 October 18th**

For 3 hours you will receive legal advice and practical grounding in business dealings in Myanmar on how to protect and ensure your rights and cover your responsibilities – whether it's for agreements for Agency and Distributorships or for JVs and other dealings.

The intensive clinic is led by Mr Alessio Polastri, who will clarify your concerns and doubts. The workshop leaders will draw on their general experience advising on various types of transactions including the Dawei Deep Sea Port project and others.

Agenda of workshop

- 1. Agency and distribution agreements**
- 2. What is a joint-venture agreement?**
 - Why in Myanmar a joint-venture is so important?
 - When to do a joint-venture in Myanmar.
- 3. Finding the right partner**
 - How to choose the right partner;
 - How to make sure it is the right partner.
- 4. Ordinary and extraordinary clauses in a joint-venture agreement**
 - Duration
 - Directors
 - Management decision
 - Dividend policy
 - Governing law
 - Share capital
 - Voting mechanism
 - Transferability of shares
 - Winding up
- 5. Protection of know-how**
 - Corporate finance
 - Project finance
- 6. Protecting from your local partner**
 - Minimising the risk and protecting the investment from the local partner
- 7. Protecting from your international partner**
 - IPOs

Mr Alessio Polastri, Managing Partner, P&A Asia

3 Ways To Register

Online: www.cmtevents.com
Email: cindy@cmtevents.com
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Conference ONLY	(USD)
Regular Fee for 1 or 2 (per person)	1495.00
Group Fee for 3 or more (per person)	1295.00
Post-conference workshop : 18 Oct	
For Conference Attendees only (per person)	395.00
Bundle Deal	
Regular Fee for 1 person: Attend Summit (17-18 Oct) + 2 workshops on 16 & 18 Oct	2595.00
Group Fee for 3 or more : Attend Summit (17-18 Oct) + 2 workshops on 16 & 18 Oct	2395.00
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