

NEW Myanmar Investment Summit 2013

YANGON / 28-29 Jan
Sedona Hotel Yangon



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Day 1 - 28 Jan 2013, Monday

08:00 Registration & Coffee

09:00 Chairman's Welcome Remarks
*Dr. Win Zaw Aung, Managing Director
Sea Lion Co Ltd*

09:10 **New Foreign Investment Laws – Key Significant Clauses and New Developments**

- Foreign ownership and restricted sectors
- Clauses relating to land leases, tax incentives & repatriating funds
- Foreign investment approval process and procedure
- Prospects of M&A
- Roles of DICA & MIC

*Cheah Swee Gim, Director and Foreign Consulting Attorney
Kelvin Chia Yangon Ltd*

Panelists:
*Daw. Mae Thi Lynn, Director
Union Attorney General's Office*
*Yoshiyuki Morii, Chief Representative
Sumitomo Mitsui Banking Corporation*

09:55 **Structuring Partnership with Local/ Foreign Investors – Panel Discussion**

- Various business arrangements – JV, distributor, service provider & etc
- Negotiating & matching needs of foreign & local parties
- Local distribution procedures and regulations
- Due diligence on foreign & local partners

Moderator:
*Dr. Win Zaw Aung, Managing Director
Sea Lion Co Ltd*

Panelists:
*Thida Thant, Managing Director
New Link Marketing Ltd*
*Nandar Thaug, Contract Manager
Parami Energy Group of Companies*
*Dr. George Soe Win
Senior Bank-Business-Investment Consultant*

10:25 Discussion followed by Networking Coffee

10:55 **Latest Modified Import & Export Trade Policy**

- Foreign trade policy
- Export & import of commodities: trade volume, export destination, sources of import
- Trade agreements and current liberalization in international trade

*Dr. Htein Lynn, Deputy Director
Ministry of Commerce*

11:25 **Myanmar's Socio, Economic & Geographical Outlook**

- Developments and economic outlook in different states
- Regional considerations including language, scripts and living standards
- Culture of doing business in different areas

*Stuart Larkin, Myanmar Specialist
Policy and Investment Research & Advisory*

11:55 **How to Structure a Build-Operate-Transfer Project in Myanmar: Key Legal, Tax and Regulatory Points**

- Why does the Myanmar Government favor BOT structures in power and infrastructure deals?
- Local legal particularities of Myanmar BOT contracts you need to know

- Use of land and foreign ownership restrictions in BOTs
- What are the different steps to license a BOT project? Practical case study
- Tax structure of BOT projects: profit extraction and withholding tax update
- Special practical points of attention for Ports, Airports, Power Plants, Railroads and Pipelines

*Edwin Vanderbruggen, Partner
VDB Loi Myanmar*

12:35 Discussion followed by Networking Lunch

13:50 Afternoon Chairman's Remarks
*U. U Than Maung
Senior Associate & Advocate
Kelvin Chia Yangon Ltd*

14:00 **Updates on the New Foreign Investment Law for Oil, Gas & Power Sector**

*Daw Cho Cho Wynn
Deputy Director General
Directorate of Investment and Company Administration (DICA)
Ministry of National Planning and Economic Development*

14:30 **Banking and Financial Services in Myanmar**

- 2003 Banking crisis and banking climate in Myanmar nowadays
- The new role of the Central Bank of Myanmar
- Penetrating the banking market of Myanmar: joint-venture in the banking industry
- Existing players
- Micro-finance industry
- Yangon Stock Exchange

*Alessio Polastri, Managing Partner
Polastri Wint & Partners*

15:00 **Overview of Payment & Remittance System**

- Fund transfer issues and Remittance Process & Procedures
- Contract execution relating to receipt and payment of foreign exchange

*Soe Tin, Advisor
Myanmar Apex Bank*

15:30 Discussion followed by Networking Tea

16:00 **Opportunities and Challenges of Manufacturing in Myanmar: An Industrial Site Selection Perspective**

- From light to heavy industry manufacturing – What makes sense and what doesn't?
- Industrial site selection – A look at Critical Location Factors (CLFs)
- Industrial Zones vs. Special Economic Zones: Making sense of land classifications & rules

*Dennis James Meseroll, Executive Director
Tractus Asia Ltd*

16:30 **Outlook for Skilled Executives and Technical Engineering Staff**

- New Minimum Wage Law and Settlement of Labor Disputes
- Remuneration Packages
- Retraining local workforce and attracting PMET in overseas

*Prof. Dr. Aung Tun Thet, Senior Advisor
UN Resident Coordinator's Office*

17:00 - 18:00 hrs. **DICA Clinic**
DICA Officials will be available to Answer your Queries and Concerns
Aye Sandar Lwin, Assistant Director, DICA
San San Win, Assistant Director, DICA
*Prof. Dr. Aung Tun Thet, Senior Advisor
UN Resident Coordinator's Office*

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18:00 End of Day 1

18:15 - 20:00 hrs.

Networking Reception
for all Speakers & Participants

Day 2 - 29 Jan 2013, Tuesday

08:50 Chairman's Remarks
*Prof. Dr. Aung Tun Thet, Senior Advisor
UN Resident Coordinator's Office*

09:00 **Opportunities in Medical & Healthcare Sector**

- What type of facilities and labs
- Import and distribution of devices/equipment
- Sourcing and bringing in professionals

*Dr. Thida Hla
Deputy Director, Medical Care Division
Ministry of Health*

09:30 **Myanmar Consumer Lifestyle & Retail Markets**

- Market structure, characteristics and potential growth in retail value
- Marketing & promotion channels available in existing market
- Emerging Retail and Shopping Centers

*Frederic Etienbled, CEO
HyperTrade Consulting*

Myanmar Consumer Lifestyle & Retail Markets

*Soe Moe Thu
Managing Director
Premium Distribution
Director, Pahtama Group
Director, City Mart Holdings*

10:00 Discussion followed by
Networking Coffee

10:30 **Automotive Opportunities in Myanmar**

- Macroeconomy and the Market Advantage
- Sector Overview
- Opportunities in the Ecosystem

*Dushyant Yashvikram Sinha
Principal Consultant (Automotive & Transportation Practice)
Frost & Sullivan*

11:00 **Securing Land Development Rights in Myanmar**

- How to secure land development rights?
- How to boost your chance of securing land development rights
- Key clauses in local land lease agreements

*Karina Peng, Partner
Polastri Wint & Partners*

11:30 **Agricultural Outlook and Investment Opportunities in Myanmar**

- Seed production and marketing investment opportunity in Agricultural sector
- Fertilizer production investment in Agricultural sector

*U Kyaw Myint, Consultant
e-Trade Myanmar Co., Ltd*

12:00 **Latest Real Estate Outlook including Industrial Estate Developments**

*Tony Picon
Managing Director | Myanmar
Colliers International Thailand Property Consultants Co.,Ltd.*

12:30 Final Discussion & Networking Lunch

14:00 End of Conference

Separately Bookable Workshop
Securing Funds for Projects in Myanmar in Agriculture/ Processing, Manufacturing and Services
Tuesday January 29th (14:30 – 17:00 hrs.)

- Application procedure, Conditions, Implementation
- Securing funding for small to medium investment projects up to Euro 1.5 million
- Acquire the necessary financing (grants, loans, equity) from donor agencies, banks, venture capital funds and other sources. Agencies include: Dutch Agency NL and various other European funds and development banks that support business co-operation (German DEG, Belgian BIO etc.)
- Loans, grants and equity from European development banks
- Investment funds and impact on investors

*Frank Joosten, Director and Senior Business Advisor
Advance Consulting*

Moderator: *U. Aung Zaw Oo John, Managing Director
Aung Naing Thitsar Co., Ltd*

3 Ways To Register

Online: www.cmtevents.com Email: sasha@cmtsp.com.sg Tel: (65) 6346 9124

Activities	Fees Per Person	Bundle Fee
28 - 29 Jan Conference	Regular: USD1495 Group: USD1295* (*3 or more from same company)	Conference + Workshop
29 Jan, Half-Day Workshop "Securing Funds for Projects in Myanmar"	USD695	USD1695 per person (SAVE USD295!)
Pay online with MasterCard or Visa by 28 Dec 2012	SAVE USD150	USD1545 per person (SAVE USD445!)

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Program details published herein are confirmed as at 08/07/2013.
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