



Day 1 - 12 May, Sunday

Pre-conference Workshop on Land in Myanmar - Legal Commercial & Practical Aspects

(2:30 pm - 5:00 pm)

Workshop leader : Alessio Polastri, Karina Peng,
Sebastian Pawlita from Polastri Wint & Partners

- Overview of the investment climate in Myanmar;
- Key-laws and regulations in Myanmar;
- Local partner and joint venture arrangement;
- How to secure land development rights?;
- How to boost your chances of securing land development rights;
- Key clauses in local land lease agreements;
- Overview of the fiscal regime in Myanmar;
- Income taxation of companies;
- Tax benefits;
- Double taxation agreements.
- Focus on securing land for industrial and logistics operations

Land in Myanmar - Legal Commercial & Practical Aspects

Alessio Polastri, Managing Partner
Polastri Wint & Partners

Karina Peng, Senior Associate
Polastri Wint & Partners

Sebastian Pawlita, Partner
Polastri Wint & Partners

Day 2 - 13 May, Monday

08:00 Morning Registration & Refreshment

09:00 CMT's Welcome

09:05 OPENING ADDRESS :

H.E U Nyan Htun Aung, Union Minister
Ministry of Transport, Myanmar

09:20 UPDATE ON NEW FOREIGN INVESTMENT LAW

Aung Naing Oo, Director General
Directorate of Investment and Company
Administration (DICA)

10:00 TRANSPORT SECTOR MASTER PLAN INCLUDING DEVELOPMENT OF INLAND WATERWAYS / RIVER TRANSPORTATION

- Upgrade of river transportation & development
- Multimodal transport planning
- Development of cold chain logistics

U Aung Ye Tun, Director - Dept of Transport
Ministry of Transport

10:30 Discussion followed by
Networking Refreshment

11:00 TRADE LIBERALIZATION IN THE WAKE OF AEC (ASEAN ECONOMIC COMMUNITY) 2015

- Trade policies update in preparation of AEC 2015
- Trade opportunities & challenges for Myanmar
- Custom duties update

U Aung Soe, Director - Directorate of Trade
Ministry of Commerce

11:30 CUSTOMS REGULATIONS & REFORMS

- Avoiding delay and ensuring faster clearance

Soe Soe Lwin, Assistant Director
Myanmar Customs Department

12:00 LOGISTICS CHALLENGES IN MYANMAR

- Ports & customs clearance challenges
- Dry ports development
- Cross border land transportation challenges
- Progress of the multimodal transport law

Capt Aung Khin Myint, Chairman
Myanmar International Freight Forwarders
Association (MIFFA)

12:30 Discussion followed by
Networking Refreshment

13:45 Afternoon Chairman's Introduction

13:50 UPDATE ON LOGISTICS INFRASTRUCTURE SUPPORT IN MYANMAR

a) PORT DEVELOPMENT

U Mya Than, Chief Engineer - Civil Engineering
Myanmar Port Authority

14:20 b) RAIL NETWORK

- Rail network expansion & upgrading plans
- How rail network can improve logistics and distribution cost

Senior Representative,
Ministry of Rail Transportation

14:50 c) ROAD

- Road projects to support integrated logistics movement
- Interconnectivity for cross border trade

Thet Zaw Win, Executive Engineer
Ministry of Construction, Myanmar

15:20 d) AIRPORTS & AIR CARGO INFRASTRUCTURE

- Update on Mandalay Aviation & Logistics Hub, including masterplan of Yangon & other airports
- Meeting growing demand in air traffic

U Nay Win
Deputy Director, Dept of Civil Aviation
Ministry of Transport

15:50 Discussion followed by
Networking Refreshment

16:20 SECURING FUNDING FOR TRANSPORT INFRASTRUCTURE PROJECTS

- What to look out for & criteria to attract funding

Oliver Goetz
Head of Transport & Infrastructure, Asia
Rothschild (Singapore) Limited

16:55 CHANGING NATURE OF GLOBAL PORT AUTHORITIES AND HOW EMERGING MARKETS TRANSFORM THEIR PORTS

- Lessons learnt
- How Myanmar can engage with the global maritime community to explore opportunities & collaboration

William Yang-Lei, China Director
Global Logistics of Institute

17:25 Discussion followed by End of Day Two

17:30 - 18:30 *Networking Reception*
for all participants
Sponsored by



Day 3 - 14 May, Tuesday

09:00 Chairman's Introduction

09:10 THILAWA ECONOMIC ZONE PROJECT UPDATE

Masaki Takahara, Executive Managing Director
Japan External Trade Organization (JETRO),
Myanmar

09:40 GROWING YOUR SUPPLY CHAIN BUSINESS IN EMERGING MARKETS – CHALLENGES & OPPORTUNITIES

- Penetrating emerging markets of ASEAN, India & China
- Challenges & opportunities
- Expansion plans in ASEAN including Myanmar

Sjaak de Klein, VP, Asia Road Network & GM
YCH Thailand

10:10 SUPPLY CHAIN & LOGISTICS MANAGEMENT IN MYANMAR – CASE STUDY

Dr. Myo Thant, General Manager
Myanmar C.P Livestock Co. Ltd

10:40 Discussion followed by
Networking Refreshment

11:10 MYANMAR - ONSHORE LOGISTICS CHALLENGES

- Logistics challenges for large-scale projects
- Successful case study

Capt. Soe Min Aung, Partner
The Freight Co Ltd

11:40 LEGAL FRAMEWORK IN SETTING UP A LOGISTICS AND SHIPPING OPERATIONS IN MYANMAR

Tin Sein, Senior Associate
Polastri Wint & Partners



12:10 **OUTSOURCING, PARTNERSHIP & STRATEGIC ALLIANCE FOR COST EFFECTIVE SUPPLY CHAIN MANAGEMENT**

- Total logistics solutions
- Jan-Willem Adrian, Managing Partner
EBI Consultancy*

12:40 Final Discussion followed by Closing Lunch

13:50 End of Conference

Site Visit to MITT (Myanmar International Terminal Thilawa)

14:00pm - 16.30pm

Myanmar International Terminals Thilawa (MITT) is a multi-purpose container terminal located at Thilawa near the mouth of the Yangon River. The terminal offers a comprehensive range of safe, efficient and productive services to the shipping industry 24 hours a day, seven days a week.

MITT is located just 16 kilometres from Yangon, the largest city in Myanmar and the country's international trade portal, through which 90 percent of the nation's maritime trade passes. The facility is also adjacent to the soon-to-be-developed Thanlyin-Kyauktan Special Economic Zone.

Day 4 - 15 May, Wednesday

Full day workshop on 3P3 in Infrastructure Development in Myanmar

- Proper Project Preparation
- Public Private Partnership
- People, Personality, Perseverance

Workshop Leaders

David Wignall is a senior port professional. His experience as a senior port manager responsible for operations and development combined with fifteen years of providing consulting support within the industry, has allowed him to develop a well rounded understanding of the port and marine industry. His expertise stretches from economics and feasibility through to day to day operations.

David has been responsible for directing research and consulting studies and providing management support for marine assets throughout the world. He has work in many countries in the world including: China, USA, United Kingdom, India, Russia, Germany, Spain, Thailand, UAE, Yemen, Brazil, Singapore, Malaysia, Indonesia, Kenya and Nigeria. David has presented more than thirty conference papers detailing projects and management research in the ports and shipping sector.

- **Oliver Goetz**, Head of Transport & Infrastructure, Asia, *Rothschild*

Structure

09:00 **Getting the business model right and making it commercial**

- What are the characteristics of infrastructure projects?
- What makes port project different from other infrastructure?
- How do you create a business model that distributes these risks correctly?

10:00 Coffee/Tea Break

10:15 **Traffic and revenue forecasting**

- What makes for a convincing traffic forecast?
- How do you assess the potential revenues of a port project?
- How reliable are port traffic forecasts and revenue forecast in comparison to other types of infrastructure?

11:00 **Key legal and regulatory issues**

- What legal and regulatory issues really matter?
- What needs to be done by the Government?
- Are there "work around" options to achieve quick wins?

12:00 Networking Lunch

13:00 **Understanding the engineering costs and risks**

- How much detail is required to achieve project start-up?
- What are the major risk areas?
- What approaches are appropriate to mitigate these risks?

14:00 **Financial modelling and structuring**

- Why is financial modelling important?
- How is financial modelling best addressed?
- What is the appropriate level of detail?

14:30 Coffee/Tea Break

14:45 **Public Private Partnerships**

- What is PPP?
- What are the benefits?
- How does the experience of other countries contribute to what may happen in Myanmar?

15:30 **Case Study on Myanmar International Terminals, Thilawa (MITT)**

16:00 **How to prepare to market the project to co-investors and lending banks**

- What to you need to do to generate interest?
- How do you create value at various stages through the project?
- How do you protect yourself from the sharks?

16:30 **Q&A session**

Ask the experts your problems

Target Market

The target market is entrepreneurs, executives, business developers and engineers who have an interest in developing ports, terminals and other infrastructure in Myanmar over the next five to ten years.

Why Attend?

Proper project preparation is critical to the development of successful development of infrastructure. Key professionals who have been involved in major port and infrastructure projects will provide an insight into how this is done and give insights into the difference between preparing successful projects and projects that fail to deliver.

Who Should Attend

VP, GM, Business Development Director/ Manager, Operations Manager, Logistics Director/SCM Director/Manager, Procurement Manager, Planning Manager from global supply chain industry, including freight forwarders, total logistics solutions providers, investors from oil & gas, mining, agriculture, FMCG, retail & wholesale chain, manufacturing, F&B, transportation, railway, ports services, equipment sector, Engineering consultants, Shipping companies, major exporters & cargo owners, distributors & agents, financial institutions, Government agencies

3 Ways To Register

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Program details published herein are confirmed as at 03/05/2013. Please visit <http://www.cmtevents.com/main.aspx?ev=130512> for latest information on speakers & topics.

Activities	Fee Per Person	Bundle Fee
Sun, 12 May (2.30pm - 5.00pm) # Pre-Conference Workshop 1: Land in Myanmar - Legal, Commercial & Practical aspects	USD495	Summit & Workshop 1 + 2 12- 15 May USD2095 per person SAVE up to USD690
Mon, 13 May - Tues 14 May MTL Summit	Regular Fee - USD1495 Group Fee - USD1295* <small>*3 or more from same company</small>	
Wed, 15 May (9.00am - 5.00pm) # Post-Conference Workshop 2: 3P3 in Infrastructure Development in Myanmar	USD795	
Tue, 14 May (2.30pm - 4.30pm) #Site Visit to MITT (Myanmar International Terminal Thilawa)	USD75	
<small>#Workshops & Site Visit are open to summit attendees ONLY. Attendees can opt for ANY or ALL workshops.</small>		