

2nd Myanmar TELECOMS Infrastructure Summit

17-18 February 2014 / Yangon



www.cmtevents.com

Sunday, 16th February 2014 Pre-Conference Registration & Cocktail Reception

Hosted By



19:00 to 20:30 hrs.
Ruby Room, Inya Lake Hotel
All guests, delegates and sponsors
are invited to attend

Day 1 - 17 Feb 2014, Monday

08:00 Registration

09:00 Keynote Opening Address

His Excellency U Thaug Tin
Deputy Minister
Ministry of Communications &
Information Technology

09:20 Chairman's Remarks

Mr. Enda Padraig Hardiman
Managing Partner
Hardiman Telecommunications Ltd

09:30 The NEW Telcos' Roll-Out Plans - Ooredoo's Perspective

- Roll-out plans for network & infrastructure
 - Implementation roadmap for 2G, 3G & Beyond
 - Investment & Partnerships ahead
- Mr. Ross Cormack, CEO*
Ooredoo

09:55 Spectrum Policies & Management in Myanmar

- Setting spectrum policies to cope with increasing mobile & data demand
- Spectrum utilization and management
- Roadmap for 4G in Myanmar

Inviting: Senior Official
Posts & Telecommunications
Department (PTD)

10:20 Discussion followed by Welcome Reception by Premium Sponsor



11:00 IFC'S Telecoms Infrastructure Development Assistance Program in Myanmar

Mr. Carlos A. T. Katsuya, Head
- Asia, Telecom, Media & Technology
International Finance Corporation (IFC)

11:25 Opportunities from Myanmar Legal & Regulatory Environment

- What licences are available, and what opportunities does this present for market entry
- Structuring investment to take advantage of Myanmar foreign investment law
- Local / international partnerships
 - How to structure for success
 - Overcoming the risks
- Future developments in the legal and regulatory structure

Mr. Rob Bratby, Managing Partner, Asia
Olswang Asia

11:50 Optical Fiber Cable (OFC) Installation Around Myanmar Railway Line - Updates & Opportunities

*U. Ba Myint, Senior GM/DMD(Inspection),
Proj Dir (OFC Project & Way side non
Railway BD) Myanma Railways*
Ministry of Rail Transportation

12:20 Discussion followed by Networking Lunch Hosted by



MasterCard

13:50 Panel Discussion: Myanmar Telecom Infrastructure Outlook

- What are your views on how the Union Government infrastructure roll-out objectives can best be met according to the short timeline that were imposed on operators?
- How easy is access to land and rights of ways for international operators? and is there a role to play for the Government to facilitate that?
- What is the current status of active and passive infrastructure sharing between the various stakeholders? To what extent can it be encouraged by authorities?
- What are your perspectives on how to speed up the building of the core network and of the backhauling? What is the role of MPT regarding that?
- How can the skill shortage in the telecoms sector be overcome in such a short timeframe?
- What development can be expected on the fixed infrastructure?
- Beyond Telecoms, how are/ will the operators support the country in terms of CSR and in developing the local ICT ecosystem?

Mr. Damien Dujacquier, Partner
Roland Berger Strategy Consultants
Lord John Shazell, President & CEO
Teleconsult International Pte. Ltd.
Mr. Ross Cormack, CEO, Ooredoo
Mr. Anders Larsson, CTO
Ericsson Myanmar Co., Ltd
Mr. Vijay Veerappan, Vice President
- Sales (South East Asia)
Asia Broadcast Satellite (HK) Limited

14:35 Extending Affordable 3G Connectivity to Remote & Underserved Areas

- Integrating satellite into the mobile backhaul infrastructure
- The role of satellite in evolving towards an all microwave network
- Cost optimization and coverage targets
- The business case for adding satellite to the mix: TCO analysis
- Connecting rural areas and providing additional network capacity

Mr. Avi Peleg, Business Development
Director, Mobile Solutions

O3b Networks



Fiber Speed. Satellite Reach.

15:00 Update on Land Use Rights, Rooftop Leases & Regulatory Approvals for Operators & Tower Companies

- Possible changes to land laws and regulations with respect to land rights of operators and infrastructure providers
- Which different options exist for telecom infrastructure providers to hold land rights in Myanmar?
- Latest update on required approvals for installation and operation of telco towers
- What are in practice the bottlenecks when securing approvals and registrations for telco sites?
- Roundup of practices of the Ministries of Construction, Electric Power, Environment, and state/regional authorities

Mr. Edwin Vanderbruggen, Partner
VDB Loi Myanmar

15:25 Discussion followed by Networking Tea

CUSTOMISED SPONSORSHIP OPPORTUNITY

Package available include Corporate, Exclusive Luncheon & Cocktail sponsor. Exhibition / catalogue display can be arranged upon request. Contact nisha@cmtp.com.sg

2nd Myanmar TELECOMS Infrastructure Summit

17-18 February 2014 / Yangon



www.cmtevents.com

15:50 **Implementation Challenges Moving Forward in Myanmar**

- Challenges of Setting Up Greenfield Networks in Emerging Markets
 - Latest Advancements in Telecom Infrastructure Deployments
- Mr. Lars Johan Adler, Chairman
Ericsson Myanmar Co., Ltd*

16:15 **Implementation Challenges – Dealing with Local Region & Local Governance**

*Ms. Yup Seng Ing, Managing Director
DigiCom*

16:40 **Telecom Tower Company Structure in Myanmar & Taxation Matters for Tower Assents (Installation & Leasing)**

- How is the net profit of a towerco determined by the Internal Revenue Department?
- Avoiding unnecessary tax leakage with respect to withholding taxes and commercial tax
- Tax implications of pass-through costs
- How are stamp duties calculated in reality?

*Mr. Sebastian Pawlita, Partner
Polastri Wint & Partners*

17:05 **Satellite Communications & Satellite Broadband Opportunities in Myanmar**

*Mr. Jonathan Tan, Head, Satcom & Broadcast Sales – SingTel Satellite
Singapore Telecommunications Limited (Singtel)*

17:30 **Satellites: Jump Start Your Networks!**

- Jump ahead of the competition with a quick and timely rollout
- Jump into integrated telecom facilities and services

*Mr. Gabriel Pimentel, Managing Director
SE Asia, Asia Broadcast Satellite (ABS)*

18:00 Discussion followed by End of Day 1

18:15 - 19:15 hrs.
Networking Reception
for ALL Speakers & Participants

Day 2 - 18 Feb 2014, Tuesday

09:00 Chairman's Remarks

*Mr. Lars Johan Adler, Chairman
Ericsson Myanmar Co.,Ltd*

09:05 **Human Capacity Development and Quality, Health, Safety and Environment - Challenges & Solutions**

- The Challenge facing the Licencees to Rollout sites
- Why Human Capacity Development is Important
- Solution & Long Term Benefits
- Case Study

*Lord John Shazell, President & CEO
Teleconsult International Pte. Ltd.*

09:30 **Lessons Learnt from India's Telecom Infrastructure & their Application in Myanmar**

*Dr. Badri Gomatam
Chief Technical Officer
Sterlite Technologies Ltd.*

09:55 **Business Models & Approaches for Broadband Rollout in Myanmar: 3G & 4G Rollout, Commercial & Business Considerations**

*Mr. Nicholas White, Director
Southeast Asia
Deloitte Consulting Pte Ltd*

10:20 **Competing in Extremely Low Priced Emerging Markets Through Effective Pricing Strategies**

- Challenges of growth and profitability in emerging markets
- Utilizing pricing to achieve sustained growth for the new entrants
- Safeguarding the market leadership through innovative product pricing
- Case study

*Mr. Thomas Kessler
Head of Business Development
Detecon Asia-Pacific Ltd.*

10:45 Discussion followed by Networking Coffee

11:15 **Mobile Market Growth & Distribution in Myanmar**

- Current telecom situation in Myanmar for fixed, mobile and data
- Forecasts, penetration and opportunities in the mobile market over the next ten years
- Outlook on pricing and ARPU for operators
- Challenges to the development of the telecoms industry

*Mr. Bastien Puech, Principal
Roland Berger Strategy Consultants*

11:40 **Myanmar Mobile Retail Scene: Consumer Trends & Preference in Myanmar**

- Expanding economy and its impact on consumer choice
- Consumer characteristics & buying

behavior

- What are consumers willing to pay?
- Competitiveness of handsets & devices
- Penetration of feature phone vs smartphones
- Case study of value added services in other emerging markets

*Mr. Ralf Matthaes
Regional Managing Director
TNS Indochina*

12:05 **PANEL DISCUSSION: Development of Mobile Payments & Banking in Myanmar – Prospects & Opportunities**

- Current development & opportunities for mobile banking & payments
- Regulatory framework to encourage for mobile banking
- How will operators set up for mobile banking & payment service (infrastructure & security)?
- How to incentivize the consumer to adopt mobile payments?
- Microfinancing & application to telecom development

Moderated By:

*Mr. Rob Bratby, Managing Partner, Asia
Olswang Asia*

Panelists:

*Prof. Aung Tun Thet, Economic Advisor
President's Office
Mr. Peter Maher, Group Country Manager,
Southeast Asia
Visa Worldwide Pte Limited
U. Winston Set Aung, Deputy Governor
Central Bank of Myanmar (Nay Pyi Taw)
Mr. Matthew Driver, President
Southeast Asia, MasterCard Worldwide
Mr. Ross Cormack, CEO, Ooredoo
U. Zayar Aung
Head of IT & Payment Operation
Co-Operative Bank Ltd. (CB Bank)*

13:00 Final Discussion followed by Closing Lunch

14:30 End of Conference

3 Ways To Register

Online: www.cmtevents.com
Email: anna@cmtsp.com.sg
Tel: (65) 6346 9132

