

Myanmar Manufacturing Summit 2014

26-27 May, Yangon
PARKROYAL Yangon

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Ministry of Industry, Myanmar

ORGANISED BY



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Management
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into our 31st year

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Day 1 - May 26th 2014, Monday

08:00 Morning Registrations & Coffee

09:00 CMT's Welcome & Introduction

09:05 **Opening Keynote Address :**
U. Maung Myint, Union Minister
Ministry of Industry, Myanmar

09:15 Chairman's Introduction
Minn Naing Oo, Managing Director
Allen & Gledhill (Myanmar) Co., Ltd.

09:20 **PROMOTING AN INVESTOR FRIENDLY ENVIRONMENT IN MYANMAR**

- Streamlining of approval process
- Impact of corporatization and privatization of government owned enterprises and the opportunities for foreign companies
- Regulatory framework including licenses & permit

Prof. Dr. Aung Tun Thet, Economic Advisor
President's Office, Republic of the Union of Myanmar

President's National Economic and Social Advisory Council Member
& **Myanmar Investment Commission (MIC) Member**

09:50 **DEVELOPMENT & PROGRESS OF THILAWA SPECIAL ECONOMIC ZONE**

- Potential as a light industry manufacturing hub
- Infrastructure development status
- Incentives of locating in Thilawa vs other economic/ industrial zone

Winston Set Aung, Deputy Governor
Central Bank of Myanmar
Chairman

Thilawa Special Economic Zone Management Committee

10:20 **THE FUTURE OF MANUFACTURING INDUSTRIES AND ROLES OF MINISTRY OF INDUSTRY**

Myo Zarni Win, Assistant Director
Ministry of Industry, Myanmar

10:40 Discussion followed by
Networking Refreshment

11:10 **INVESTING IN A MANUFACTURING PLANT IN MYANMAR - COCA-COLA'S PERSPECTIVE**

- Case study of conducting responsible manufacturing businesses
- Key factors in ensuring a successful manufacturing investment

Sanjeev Khanna, Managing Director
Coca-Cola Pinya Beverages Myanmar

11:40 **WHY INVEST IN MYANMAR – HEINEKEN'S PERSPECTIVE**

- A comparison of Cambodia, Laos, Myanmar & Vietnam
- Overview of beer market
- Entry Strategy

Vivek Chhabra
Regional Business Development Director
Heineken Asia Pacific Pte Ltd

12:10 **CHALLENGES & OPPORTUNITIES OF OPERATING A GARMENT FACTORY IN MYANMAR**

- Myanmar's GSP status & market prospect for further growth
- Comparing garment manufacturing between Myanmar, Vietnam and China
- Challenges facing garment manufacturers

Kazuto Yamazaki
Deputy Managing Director
Famoso Clothing Co.,Ltd.

12:40 Discussion followed by Networking Lunch

13:45 Afternoon Chairman's Introduction
Kazuto Yamazaki
Deputy Managing Director
Famoso Clothing Co.,Ltd.

13:50 **PANEL DISCUSSION : HOW CAN LOCAL MANUFACTURERS COMPETE POST AEC 2015 (ASEAN ECONOMIC COMMUNITY)?**

- Influx of foreign manufacturers & products into Myanmar, what are the strategies of local producers to remain competitive?
- Is foreign JV the fastest route to move ahead of the game?

Panelist :

Dr. Sai Sam Htun, Chairman
Loi Hein Company

Dr. Nwe Ni Wai, Executive Director
United Paint Group (UPG)

14:20 **DEVELOPMENT OF MANDALAY MYOTHA INDUSTRIAL PARK & SEMEIKHON RIVER PORT**

- Status of projects and target market of industry park
- Land/lease cost for manufacturing facilities
- Infrastructure development & availability of consistent power supply
- Transport and logistics hub to import/export goods

Bruce Reynolds, Project Director
MMID - Mandalay Myottha Industrial Development Public Co.

14:40 **CAPTIVE POWER GENERATION: RELIABLE, AFFORDABLE & SUSTAINABLE ELECTRICITY SOLUTIONS FOR INDUSTRIES**

Abhay Shah
Manager, Business Development
Wärtsilä Singapore Pte Ltd



15:10 Discussion followed by
Networking Refreshment

15:40 **STRUCTURING YOUR INVESTMENT IN MYANMAR**

- Should you do a JV, an acquisition, or go it alone?
- Should you get MIC approval?
- How do you choose your partner?
- How do you do due diligence on your potential partner or target business?
- What are the industry-specific issues?
- What are the land-related issues?
- Can you get financing?

Minn Naing Oo, Managing Director
Allen & Gledhill (Myanmar) Co., Ltd.

16:10 **FROM INCEPTION TO EXECUTION: PLANNING FOR TAX EFFICIENCY**

- Common tax issues in Myanmar
- Balancing tax compliance and tax efficiency
- Planning your holding and operating structures
- Overview of Myanmar's Double Tax Agreements
- Withholding tax questions
- Treading Myanmar's Free Trade Agreements ("FTA") on import and export of goods
- Practical tax case studies for Manufacturing companies

Bernard U. Cobarrubias
Director, Regional Tax Practice
DFDL Legal & Tax

16:40 **THE ROLE OF THE MINISTRY OF LABOUR, EMPLOYMENT AND SOCIAL SECURITY IN THE DEVELOPMENT OF INDUSTRIAL SECTOR**

- Endeavour to meet growing demand for skilled workforce
- Minimum wage policy
- OSH landscape in Myanmar (Current and Future)

Okkar Thein, Assistant Director
Ministry of Labour, Employment and Social Security

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17:10 **DICA CLINIC - MEET DICA OFFICIALS TO CLARIFY ANY DOUBTS RELATING TO INVESTMENT ISSUES**

Led by
*Cho Cho Wynn, Deputy Director General
Directorate of Investment and Company
Administration (DICA)*

*Hnin Ei Mon, Staff Officer
DICA*

*Kyaw Zarni Win, Deputy Director
DICA*

18:10 End of Day One

18:15 - 19:30

Networking Reception
for all speakers and participants

Day 2 - May 27th 2014, Tuesday

08:00 Networking Coffee/Tea

09:00 Chairman's Introduction
*Vivek Chhabra
Regional Business Development Director
Heineken Asia Pacific Pte Ltd*

09:05 **POLITICAL AND ECONOMIC OUTLOOK IN MYANMAR**

- Economic analysis and projections of Myanmar's economy
 - * Macroeconomic variables to 2015
 - * Understanding the "low base" of high growth rates
 - * Business opportunities to 2020
- Country risk assessment
 - * 2015 presidential elections & its impact on investment
 - * Balanced growth and ethnic tensions
 - * Rent seeking

*Dr. Adam McCarty, Chief Economist
Mekong Economics Ltd*

09:35 **INVESTORS' PANEL DISCUSSION: CHALLENGES & PLANS OF SETTING UP PRODUCTION FACILITIES IN MYANMAR**

- Market outlook in respective sector (demand/supply)
- Selecting suitable sites for your production facilities
- Getting the right partner
- Ease of access to market or raw materials?
- Incentives of locating in an industrial zone
- Managing power irregularity & Infrastructure challenges
- Opportunities & expansion plans
- Potential of Myanmar as a manufacturing destination: How does Myanmar compare to other countries
- Investment case study

Panelists :

*Jens Knoke, General Manager of
Laundry and Home Care
Henkel Myanmar*

*Nicolas George, Managing Director
Lafarge TCBM*

*Rosie Rao, Managing Director
GP Battery Industries Private Limited*

10:15 **FINANCING MANUFACTURING FACILITIES IN MYANMAR – OPTIONS & SOURCES OF FINANCE**

*Georges Joseph Ghorra
Principal Investment Officer
International Finance Corporation (IFC)*

10:45 Discussion followed by
Networking Refreshment

11:15 **DEVELOPMENT OF POWER SUPPLY TO SUPPORT INDUSTRIALIZATION**

*Than Naing Lin, Executive Engineer
Myanma Electric Power Enterprise*

11:45 **NATIONAL TRANSPORT DEVELOPMENT MASTERPLAN & STATUS**

- Moving towards an efficient cargo transport hub

Aung Ye Tun

*Director - International Affairs Division,
Transport Dept
Ministry of Transport, Myanmar*

12:15 **LOGISTICS AND DISTRIBUTION CHALLENGES IN MYANMAR**

*Hla Hla Yee (Honey), Managing Director
Savvy Logistics (Myanmar) Limited
Founder and Secretary -1
(International Affair),
Myanmar International Freight
Forwarders Association, MIFFA*

12:45 Final Discussion followed by
Closing Lunch

14:00 End of Conference

Optional Site Visit to Thilawa Economic Zone hosted by Myanmar Thilawa SEZ Holdings Public Limited (MTSH)

(May 27th, 13.30 - 17.00)

13:30 Gather at hotel lobby

13:45 Depart for thilawa SEZ

14:45 Site tour & presentation

15:45 Depart to PARKROYAL Hotel

17:00 Arrive at hotel

Who should attend

CEO, MD, GM, Production Director/ Manager, Technical Advisor/Director, Business Director, Business Development Director/Manager, Operations Manager from manufacturing sectors (FMCG, Automotive, Garment, Industrial, Packaging, Pharmaceuticals & etc), raw materials suppliers, Equipment/machineries suppliers & service providers, EPC companies, Financiers, Consultants, Legal firms, Logistics & Shipping companies, Manufacturing Process providers, IPPs.

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