

Securing Power Investments / Partnerships in Myanmar's Growing Electricity & Utilities Demand

For the 1st time in Myanmar, the Official MPS (Myanmar Power Summit), conference and exhibition, will convene in Yangon from **28 - 31 January 2013**, mapping out the development plans and investment opportunities to boost the country's electricity supply and distribution.

With growing nation-wide demand for electricity and utilities, and a new era of Myanmar where the government aims to accelerate growth by encouraging foreign direct investment, there is no better time to address this pertinent infrastructural issue than at the Myanmar Power Summit.

Organized by CMT with Myanmar's **Ministry of Electric Power as Official Host, MPS (Myanmar Power Summit)** is the platform for key officials from *Ministry of Electric Power, Ministry of Energy, Directorate of Investment and Company Administration (DICA), Global Development Institutions such as ADB & IFC*, as well as Local and International Experts to gather to present and discuss on the latest insights on new power generation project opportunities and Myanmar's development plans to encourage investment.

Highlights of the Summit

- Clarification on the Roles of the NEW Combined Ministry of Electric Power (MOEP)
- Myanmar's Strategic Development Plans to Attract Investment into its Power Sector
- Regulatory Framework for the Power Generation & Transmission/Distribution in Myanmar
- Demand Outlook & Mapping of Utilities/Electricity Needs
- Fuel Mix Requirement & Determined Resources (Natural Gas, Coal, Hydropower, etc)
- New Thermal Power Project Updates
- Status of Myanmar as a Coal Importer
- Upgrading Plans for Existing Power Plant & Transmission Grid
- Establishing an Efficient Electricity Transmission System
- Special Focus on Power Infrastructural Development Plans for SEZs & Regional Cities
- Updates on the Foreign Investment Law & Processes for Ventures in Power Sector
- Sustainable Growth of Renewable Energy - Hydro, Solar, Wind, Bioenergy
- Legal Framework Analysis to ensure Successful Project Investments & Implementation
- Ensuring Funding & Financial Access for Capital Intensive Power Projects

Why Attend CMT Invest Myanmar Series?

CMT is an active global conference organizer and since 1982 supports business development across Asia, MidEast/Africa and the Americas. Recent political and economic reforms in Myanmar are very encouraging with the country favored as the rising star in Asia...CMT is contributing by bringing business and investments to the country with events that offer vital business intelligence.

1. Proven Track Record

CMT has organized 9 summits in Yangon since March 2012 - attracting over 2000 delegates from over 42 countries. They are:

- 1st & 2nd Myanmar Oil, Gas & Power
- 1st & 2nd New Myanmar Investment
- Myanmar Mining
- 14th Asia CemenTrade
- 2nd Commercial Farm Asia
- 1st Myanmar Telecoms Reform Update
- Myanmar Real Estate Summit

2. Meet Key Officials & Decision-makers

CMT works closely with various ministries. The Ministry of Energy, Mines & Electric Power are official host to some of our summits

3. Connect with genuine local or foreign partners

Network with the right person or companies. We attract the best possible candidates you can pick as business associate or partner.

4. Covers All Strategic Sectors

CMT covers all the key sectors - Energy, Mining, Agriculture, Real Estate, Infrastructure, Finance, Power, Telecoms and many more.

CMT Invest Myanmar series provide not mere "information" but "insights on growth strategies"



1st Official
MPS
MYANMAR POWER SUMMIT
CONFERENCE & EXHIBITION
YANGON, 28 - 31 Jan 2013

(On Power Generation, Delivery & Transmission)

Official Host

Ministry of Electric Power
Opening Keynote Address by
His Excellency U Khin Maung Soe
Union Minister of Electric Power

Special Highlight! 1 to 1 Meeting with Ministry of Electric Power

CMT is facilitating dedicated private consultation session between you and the Mines officials from 29th to 31st January. Limited slots of 20-minutes are available for bookings by summit participants, via email grace@cmtsp.com.sg.
T&C: First come first served basis, one session per company. Priority will be given to the companies signing for the bundle deals. Cut-off date for last reservation is 7 January, and you will be notified of your appointment slot by 21 January. Book your appointment with the officials now!

Confirmed Speakers from

- Directorate of Investment and Company Administration (DICA)
- Kelvin Chia Yangon
- First Private Bank
- Sea Lion Co. Ltd
- Digicom
- VDB Loi
- Ministry of Energy
- UN Resident Coordinator's Office
- Ministry of Electric Power
- The World Bank
- Myanmar Electric Power Enterprise (MEPE)
- International Hydropower Association (IHA)
- Ministry of Energy
- Lantau Group (HK) Limited
- Parami Energy Group of Companies
- Glow Group
- Sarawak Energy Berhad
- Voith Hydro GmbH
- Barons Machinery & Engineering Co., Ltd
- Myanmar Electric Power Enterprise
- Meitner Pte. Ltd.
- Spectrum
- International Finance Corporation (IFC)
- BNP Paribas
- Wärtsilä Singapore Pte Ltd
- Myanmar Sugarcane & Sugar Related Manufacturers & Traders Association
- Yangon Electricity Supply Board
- Myanmar Electric Power Enterprise
- Burns and Roe Asia Co Ltd
- Fichtner GmbH & Co Kg

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Package available include **Corporate, Exclusive Luncheon & Cocktail sponsor.**

Exhibition / catalogue display can be arranged upon request.

Contact nisha@cmtsp.com.sg or (65) 6346 9130

Activities	Fees Per Person	Bundle Fee
28 Jan Pre-Summit Forum - Doing Business in Myanmar	USD795*	Pre-Summit Forum + MPS Summit + Post-Summit Workshop 1 + 2
29 Jan-30 Jan MPS Summit	Regular Fee - USD2395 Group Fee - USD1795* *3 or more from same company	
30 Jan Half day Post-Summit Workshop 1* - "Power Plant Rehabilitation & Modernization"	USD595*	USD3595 per person (SAVE USD1185!)
31 Jan Full day Post-Summit Workshop 2* - "Structures of Power Project (Independent Power Production (IPP), Build-Operate-Transfer (BOT) and Power Purchase Agreement (PPA)"	USD995*	
Pay online with Mastercard/Visa by 28 Dec 2012	USD100	USD3495 per person (SAVE USD1285!)

Briefing & workshops are open to summit attendees ONLY. Attendees can opt for ANY or ALL workshops.

For local Myanmar companies, please contact grace@cmtsp.com.sg for the special fee.

Program details published herein are confirmed as at 11/01/2013.
Please visit <http://www.cmtevents.com/main.aspx?ev=130107>
for latest information on speakers & topics.

Day 1 - 28 Jan, 2013 - Monday

~ Separately Bookable ~
Pre-Summit Forum: **Doing Business in Myanmar**

08:00	Registration & Coffee
08:45	Keynote Address His Excellency Dr. Kan Zaw <i>Minister of National Planning & Economic Development (Invited)</i>
09:00	Chairman's Welcome & Remarks
09:10	Reform Directions for Myanmar <ul style="list-style-type: none">Growth potential and plans to accelerate reforms and alleviate povertyPrivatization of assets <i>U Ko Ko Hlaing, Chief Political Advisor to the President, Office of the President, Rep of the Union of Myanmar</i>
09:40	Updates on the New Foreign Investment Law for Oil, Gas & Power Sector <i>Daw Cho Cho Win, Deputy Director General Directorate of Investment and Company Administration (DICA) Ministry of National Planning and Economic Development</i>
10:10	New Foreign Investment Laws – Key Significant Clauses and New Developments <ul style="list-style-type: none">Foreign ownership and restricted sectorsClauses relating to land leases, tax incentives & repatriating fundsForeign investment approval process and procedureProspects of M&ARoles of DICA & MIC <i>Cheah Swee Gim, Director & Foreign Consulting Attorney, Kelvin Chia Yangon</i> Panelists: <i>Daw. Mae Thi Lynn, Director Union Attorney General's Office</i> <i>Yoshiyuki Morii, Chief Representative Sumitomo Mitsui Banking Corporation</i>
10:55	Discussion followed by Networking Coffee
11:30	Latest Modified Import & Export Trade Policy <ul style="list-style-type: none">Foreign trade policyExport & import of commodities: trade volume, export destination, sources of importTrade agreements and current liberalization in international trade <i>Dr. Htein Lynn, Deputy Director Ministry of Commerce</i>
12:00	How to Structure a Build-Operate-Transfer Project in Myanmar: Key Legal, Tax and Regulatory Points <ul style="list-style-type: none">Why does the Myanmar Government favor BOT structures in power and infrastructure deals?Local legal particularities of Myanmar BOT contracts you need to knowUse of land and foreign ownership restrictions in BOTsWhat are the different steps to license a BOT project? Practical case studyTax structure of BOT projects: profit extraction and withholding tax updateSpecial practical points of attention for Ports, Airports, Power Plants, Railroads and Pipelines <i>Mr. Edwin Vanderbruggen, Partner, VDB Loi</i>
12:40	Discussion followed by Networking Lunch
13:50	Afternoon Chairman's Remarks <i>U. Than Maung, Senior Associate & Advocate, Kelvin Chia Partnership</i>
14:30	Opportunities in Manufacturing Operations & Relocation including selecting suitable IE sites <ul style="list-style-type: none">Automotive parts manufacturingTextile/garment/ Polyester Resin

manufacturing in SEZ and IE sites

- IE site selection including wage and labor availability
- Infrastructure issues
- Comparison of the 3 SEZ sites and other emerging IE plans
- Logistics issues for export market

Mr. Dennis James Meseroll, Executive Director, Tractus Asia Ltd


15:00	Discussion followed by Networking Tea
15:30	Outlook for Chemical Market & Plastics Imports including SCM <i>Mr. Chris de Lavigne, Global VP, Industrial Practices, Frost & Sullivan</i>
16:00	Outlook for Skilled Executives and Technical Engineering Staff <ul style="list-style-type: none">New Minimum Wage Law and Settlement of Labor DisputesRemuneration PackagesRetraining local workforce and attracting PMET in overseas <i>Prof. Dr. Aung Tun Thet, Senior Advisor UN Resident Coordinator's Office</i>
16:30	Structuring Partnership with Local/Foreign Investors – Panel Discussion <ul style="list-style-type: none">Various business arrangements – JV, distributor, service provider & etcNegotiating & matching needs of foreign & local partiesLocal distribution procedures and regulationsDue diligence on foreign & local partners <i>Dr. Win Zaw Aung, Managing Director Sea Lion Co. Ltd</i> <i>Ms. Thida Thant, Managing Director New Link Marketing Ltd</i>
17:00	DICA Clinic DICA Officials will be available to Answer your Queries and Concerns <i>Ms. Aye Sandar Lwin, Assistant Director, DICA</i> <i>Ms. Phyu Hnin Wut Yi, Assistant Director, DICA</i> <i>Prof. Dr. Aung Tun Thet, Senior Advisor, UN Resident Coordinator's Office</i>
18:00	End of Day 1

Day 2 - 29 Jan, 2013 - Tuesday

08:00	Registration and Coffee
09:00	Opening Speech: <i>Official Address by H.E. Khin Maung Soe, Union Minister of Electric Power, Ministry of Electric Power</i>
09:15	Chairman's Remarks
09:25	Role of Electric Power Ministry & Master Plan to Meet the Increasing Energy/ Utilities Needs <ul style="list-style-type: none">Demand Mapping for Electricity/Power Utilities Demand/RequirementMaster Plan of Thermal Power to meet the increasing Electricity Demand & Opportunities for Foreign Investments <i>Dr. Aye San Dar Myo, Assistant Engineer Myanmar Electric Power Enterprise (MEPE), Ministry of Electric Power</i> <i>Daw. Me Me Thu, Assistant Engineer, Thermal Power Department Myanmar Electric Power Enterprise (MEPE), Ministry of Electric Power</i>
09:50	Ensuring Sustainable Power Utilities Infrastructure Development in Myanmar - Perspective and Role of World Bank <i>Mr. Kanthan Shankar, Country Manager, Myanmar, The World Bank</i>
10:15	Fuel-Mix Requirement and Supply – Selecting, Contracting & Pricing <ul style="list-style-type: none">Proposed fuel-mix (Coal, Natural Gas, etc)

- Ensuring Sustainable Supply of Fuel Resources, E.g. Imports of Coal, etc

Dr. Kyaw Swar Soe Naing, Executive Engineer Myanmar Electric Power Enterprise (MEPE), Ministry of Electric Power

10:45	Discussion followed by Networking Coffee
11:30	Role of Hydropower in a Changing Climate and As an Integrator of the Overall Renewable Energy Mix <i>Mr. Cameron Ironside, Programme Director International Hydropower Association (IHA)</i>
11:55	Strategies for Sustainable Hydropower Development in Myanmar <i>U. Tint Lwin Oo, Deputy Director Ministry of Electric Power</i>
12:20	Outlook in Power Sector from Private Sector Perspective <i>Senior Representative Parami Energy Group of Companies</i>
13:00	Discussion followed by Networking Lunch
14:20	Power plant development – How do other SE Asian countries attract investment? <ul style="list-style-type: none">Three models - State-Owned, Single Buyer & Competitive MarketOverview of Development in SE AsiaKey Determinants of Successful DevelopmentPossible Directions for Myanmar <i>Dr. Thomas Parkinson, Partner Lantau Group (HK) Limited</i>
14:45	Roadmap for getting a power deal through: legal, tax issues and government approvals <ul style="list-style-type: none">Which Government approvals are needed for a power project and in which order?The Myanmar BOT Model: how will it affect your project structure?How can project be repatriated overseas? Tax and regulatory issues5 legal issues that will be addressed in your MOUTax implications of financing and operating power plants in Myanmar100% foreign owned or JV?Key local points of attention for your gas/ coal supply agreement <i>Mr. Edwin Vanderbruggen, Partner, VDB Loi</i>
15:10	Siemens Fossil Power Generation, Answers for the Myanmar Energy Market <i>Mr. Peter Voelkl, Senior Vice President, Products Sales, Siemens AG Power Generation</i>
15:35	Experience in SPP & IPP Business in Thai Energy market – View of a Private Company <i>Mr. Heikki Pudas, Executive Vice President Project Development & Business Glow Co. Ltd</i>
16:15	Discussion followed by Networking Tea 
16:45	Taking Vision to Reality: Sarawak's Story of Harnessing Sustainable Hydropower to Drive Massive Industrial Development <i>Mr. Torstein Dale Sjøtveit, CEO Sarawak Energy Berhad</i>
17:10	Hydro Power - Renewable Energy - Voith Vision <i>Mr. Adolf Guggenmos, Director, Sales & Marketing, SE Asia, Voith Hydro GmbH</i>
17:35	Establishing an Efficient Electricity Transmission System in Myanmar <ul style="list-style-type: none">Examining the importance of developing Myanmar's electricity transmission systemWith the growing investment in power plants, what are the plans forward to ensure an efficient transmission systems?What are the current challenges? The

way forward?
Mrs. Ei Physin Htay, Managing Director Barons Machinery & Engineering Co., Ltd

18:00	Enhancing Power Delivery & Transmission Grid <ul style="list-style-type: none">Upgrading options for the grid <i>U. Aung Kyaw Oo, Deputy Chief Engineer Myanmar Electric Power Enterprise (MEPE), Ministry of Electric Power</i>
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Discussion followed by End of Day One

18:45 - 20:00 hrs.	Networking Reception for all Speakers & Participants
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Day 3 - 30 Jan, 2013 - Wednesday

08:00	Chairman's Remarks <i>Mr. Peter Bird, Managing Director Meitner Pte. Ltd.</i>
08:05	Integrating Decentralized & Grid Power Systems – Can This Be Done in Myanmar? <ul style="list-style-type: none">Update on social license to operate issues and due diligence needs for power projectsThoughts on what system approaches to use and whereProposals on renewable energy and efficiency incentives appropriate for MyanmarRecommendations on community engagement relevant for sector performance improvement. <i>Mr. David Allan, Director, Spectrum</i>
08:30	Learning from KEPCO's Development History <ul style="list-style-type: none">Cooperation between MOEP and KEPCO to-dateOverview of KEPCOLessons learned by KEPCO & Recommendation for MOEP <i>Mr. Jong Hwa (Francis) Kim, Director General, Head of Renewable Energy Team, Overseas Proj Devt. Dept. Korea Electric Power Corp (KEPCO)</i>
08:55	Financing Development for Power & Infrastructure Projects in Myanmar <i>Mr. Eugene Sullivan, Principal Investment Officer International Finance Corporation (IFC)</i>
09:20	Key Consideration for Infrastructure Investment/Project Financing - Requirement & Due Diligence for Bankable Projects <i>Mr. Bruce Weller, Head of Project Finance, Asia Pacific, BNP Paribas</i>
09:45	Panel Discussion: Funding the Growth of Myanmar's Economy & Infrastructure - Power Utility & Distribution <i>Moderated by: Mr. Peter Bird, Managing Director Meitner Pte. Ltd.</i> Panelists: <i>Mr. Eugene Sullivan, Principal Investment Officer International Finance Corporation (IFC)</i> <i>Mr. Bruce Weller, Head of Project Finance, Asia Pacific, BNP Paribas</i> <i>Mr. Kanthan Shankar, Country Manager, Myanmar, The World Bank</i>
10:25	Discussion followed by Networking Coffee
10:45	Power Plants based on Fuel Flexibility – Reliable, Affordable and Sustainable power for Myanmar <i>Mr. Sushil Purohit, Regional Director, South East Asia & Australia Wärtsilä Singapore Pte Ltd</i>
11:10	Ensuring Sustainable Coal Supply for Power Generation in Myanmar <i>U. Pauk Kyaing Sahn, Assistant Engineer Hydropower Generation Enterprise (HPGE), Ministry of Electric Power</i>

11:35 **Adopting Biomass Cogeneration in Myanmar's Sugar & Rice Industry - Key Consideration for Growth of Captive Power Generation**

- Myanmar Sugar & Rice Mills' ability to Implementation Cogeneration
- Push for Government Policy on Cogeneration & Tariff Rate
- What's Needed to Improve Energy Efficient & Growth of Cogeneration in Myanmar

U. San Thein, Vice President Myanmar Sugarcane & Sugar Related Manufacturers & Traders Association

12:00 **Regional/City Development Plans for Power/Electricity Supply - Yangon - Mandalay**
U. Thant Zin, Deputy Chief Engineer Yangon City Electricity Supply Board
U. Kyaw Hlaing Win, Executive Engineer Yangon City Electricity Supply Board

12:45 Final Discussion followed by Closing Lunch

Day 3 - 30 Jan, 2013 - Wednesday

~ Separately Bookable ~
Post-Summit Workshop #1
Power Plant Rehabilitation & Modernization
13:00 - 16:30 hrs.

In order to bridge the gap between demand and supply, especially when financial resources are limited and demand is pressing, it is imperative to look for options which are less capital intensive than new capacity and could be implemented in a comparatively shorter time frame. Optimum utilization of existing installed capacity to maximize generation through Rehabilitation and Modernization (R&M) can be an attractive option.

Workshop Speaker & Facilitator:
Royal (Roy) Daniel, Managing Director of Burns & Roe Asia, an international engineering company specializing in the electric power industry with over 80 years of experience. Roy is very experienced in major power plant maintenance, operations, & equipment upgrades to ensure the high availability, good fuel efficiency, and reduced emissions of the unit.

Workshop Outline:

- Opportunity for R&M and the Value Proposition
- Key Guidance for Early R&M Project Planning
 - How to ensure that R&M project is competitive?
 - How to avoid huge scope and cost increases?
 - Issues associated with life assessment.
- Overview of the Four Step R&M Process
- Planning and Implementing of R&M Projects
- R&M Project Assessment: Levels I - III
- Procurement Strategy
- Sample Terms of Reference - Thermal Plant
- Application to Thermal Plant
- Application to Hydro Facility
- How R&M can be part of the Electricity Supply solution for Myanmar

Who Should Attend:
Ministries for Energy and Economic Development, Electricity Regulators, Utility Operators of Power Plants, Independent Power Producers, Plant Operators, Power Plant Investors, Financial Institutions, Financial Advisors, Hydro Equipment & Technology Providers, Thermal Power Equipment & Technology Providers, Construction Contractors, Maintenance Contractors Power Consultants, Project Developers, and Non-Governmental Organizations

13:00 Final Discussion & Summary

18:00 End of Workshop.

Day 4 - 31 Jan, 2013 - Thursday

~ Separately Bookable ~
Post-Summit Workshop #2
Structures of Power Project (Independent Power Production (IPP), Build-Operate-Transfer (BOT) and Power Purchase Agreement (PPA)

Workshop Speakers & Facilitators:
Mr. Tobias Metzger, Director Business Devt Asia, Fichtner GmbH & Co Kg
Mr. Edwin Vanderbruggen, Partner VDB Loi
Ms. Sarah Fairhurst, Partner Lantau Group (HK) Limited
Dr. Thomas Parkinson, Partner Lantau Group (HK) Limited
Mr. Peter Bird, Managing Director Meitner Pte. Ltd.

09:00	Welcome Remarks
09:05	Introduction: <ul style="list-style-type: none">Why Private Sector Participation (PSP) in Power Generation? (e.g. Pros & cons of BOT /IPP/PPP from various views)Variations of PSP Models: BOT/BOOT/IPP/PPP - what's behind these acronyms?
09:45	Discussion followed by Networking Coffee
10:10	Power BOTs and PPAs in Myanmar: Detailed Analysis of the Contract Terms, Approval Process and Project Legal Structure <ul style="list-style-type: none">Myanmar's standard BOT and PPA template: important points of attentionHow are energy BOT projects structured? JV, 100% foreign owned, dual or single local entity?Step-by-step overview of the licensing process from MOU to Investment PermitEconomic terms: tariffs, gas/coal supply and tax costsLocal legal and contractual issuesWhich documents and approvals are needed to conclude a power BOT/PPA?Application in practice of taxes and customs duties for power projectsHow to ensure that revenue from supplying electricity can be remitted abroad?
11:20	Tendering Versus Negotiation <ul style="list-style-type: none">The importance of structuring the Request for ProposalsHow to ensure maximum levels of competition in the tenderWhen to tender and when to negotiate?How to ensure fair evaluation
12:30	Discussion followed by Networking Lunch
13:30	Key Issues for Regulators to Note in Structuring IPPs and PPAs <ul style="list-style-type: none">What role can (and should) the regulator play?Regulatory involvement in IPP development in SE AsiaNegotiation or competitive solicitation?Keys for success - and failure
14:30	Key Elements to a Sustainable IPP/PPA Deal <ul style="list-style-type: none">Tariff calculation: relevant parameters and criteriaRoles & responsibilities of involved parties
15:30	Discussion followed by Networking Tea
15:50	Financing Aspects of Developing Power Projects in Myanmar: <ul style="list-style-type: none">Requirements of project lendersThe Asian experienceWhat the GoM needs to do to attract project debtPossible ways forward
16:45	Success & Failure: Lesson Learnt from Regional Developments <ul style="list-style-type: none">Examples of projects Fichtner/VDB Loi/ Lantau Group were involved (in the region) - subject to approval from our respective clients
17:30	Final Discussion & Summary
18:00	End of Workshop.