

“Investment Opportunities & Cost Effective Supply Chain Management in New Myanmar!”

“MOL opens Myanmar Branch”.
15/2/13, www.portcalls.com

“Mitsubishi Logistics to enter Myanmar Market.... According to Mitsubishi Logistics, its joint venture with Jupiter Global, called Jupiter MLC Logistics (Myanmar) Ltd., will be established in Yangon, in March and start operations on April 1.
26/2/13, www.joc.com

Maersk Logistics unit seeks Myanmar presence....Damco, the logistics business unit of shipping company A P Moller-Maersk Group, plans to establish a company in Myanmar by the end of this year in anticipation that the Southeast Asian nation will emerge as an important sourcing location and to help reduce its dependence on China, a senior executive said.
3/10/12, www.cargonews.com

Myanmar’s political and economic liberalization has proven to be on the right track as the country has never looked so bright since and expectations are at an all-time high with both local and foreign investors. With the finalization of the foreign investment law, more companies are setting up operations in Myanmar with the view of taking an “early mover advantage”!

Coca Cola ships its first shipment to Myanmar last Sept while Suzuki Motor Corporation has been approved by the Myanmar government for the establishment of the new automobile production and sales subsidiary, Suzuki (Myanmar) Motor Co., Ltd. with 100% Suzuki investment this Feb.

With the influx of investment and trade, can the country infrastructure cope with the increased volume? What are the government’s plans to improve their ports, road, rail and air networks to cater to the explosive growth of volume coming through? Are there enough qualified & professional logistics support to help move your goods from ports to factory and market? How can you distribute your goods from lower Myanmar to upper Myanmar?

CMT’s inaugural **Myanmar Transport & Logistics Summit** supported and endorsed by the **Myanmar Ministry of Transport** aims to provide insights from key officials and industry majors into the transport and logistics industry in Myanmar!

Key sessions :

- Update on new foreign investment law by **DICA**
- Transport sector master plan including development of inland waterways / river transportation by **Ministry of Transport**
- Logistics Infrastructure update from Ports, Road, Railway and Airports & Air cargo by **Myanmar Port Authority, Ministry of Construction, Ministry of Rail Transportation & Ministry of Transport**
- **Ministry of Commerce** provides trade policies update in the wake of AEC 2015
- **Customs Dept** shares insights on Customs regulations & reforms
- **Myanmar International Freight Forwarders Association** gives a first-hand views on the logistics challenges in Myanmar
- Securing funding for transport infrastructure projects is given by **Rothschild**
- **Global Logistics Institutes** speaks about how Myanmar can engage with the global maritime community to explore opportunities & collaboration
- Thilawa Economic zone & deep sea ports update by **JETRO Myanmar**
- **YCH Group** shares their experience of growing their business in emerging markets including investment plans in Myanmar
- Integrated company **Myanmar CP livestock** provides a case study of how their logistics and SCM works!
- **EBI Consultancy** provides input on total logistics solutions and how outsourcing, partnership & strategic alliance can help reduce your supply chain operations.
- **Oil & Gas majors** aims to share their experiences of logistics & SCM strategy in Myanmar’s oil & gas industry

Register with your team today to enjoy group discount! For more information, contact huiyan@cmtsp.com.sg



MTL MYANMAR TRANSPORT & LOGISTICS SUMMIT

YANGON / 13-14 May 2013

Opening Keynote Address
H.E U Nyan Htun Aung, Union Minister
Ministry of Transport
Republic of the Union of Myanmar



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

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3 Ways To Register

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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>		

“Investment Opportunities & Cost Effective Supply Chain Management in New Myanmar!”

Endorsed & Supported by



Ministry of Transport, Myanmar

Confirmed Speakers:

- Ministry of Transport
- Rothschild (Singapore) Limited
- Myanmar Investment Commission
- Ministry of Commerce
- Myanmar Customs Department
- Myanmar International Freight Forwarders Association (MIFFA)
- Cranes and Equipments Asia Co., Ltd.
- Myanmar Port Authority
- Ministry of Rail Transportation
- Ministry of Construction
- IFC
- Global Institute of Logistics
- JETRO, Myanmar
- YCH Thailand
- Myanmar C.P Livestock Co. Ltd
- The Freight Co Ltd
- Polastri Wint & Partners
- EBI Consultancy
- DICA

Day 1 - 12 May 2013, 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 2013, Monday

08:00 Morning Registration & Refreshment

09:00 CMT's Welcome

09:05 **OPENING ADDRESS :**
HE. U Nyan Htun Aung
Union Minister
Ministry of Transport

09:20 Chairman's Introduction
Oliver Goetz, Head of Transport & Infrastructure - Asia
Rothschild (Singapore) Limited

09:30 **UPDATE ON NEW FOREIGN INVESTMENT LAW**
Prof. Dr. Aung Tun Thet
Senior Advisor
**UN Resident Coordinator's Office
Advisor for President's Office
Parliament and Myanmar
Investment Commission**

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
Kevin Fisher, Managing Director
**Cranes and Equipments Asia
Co., Ltd. (CEA Project)**

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

U. Aung Myint Hlaing
Deputy General Manager
**Myanmar Railways,
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

IFC's PERSPECTIVE

Ravi Bugga, Global Head of Transport
IFC

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 Institute of Logistics

17:25 Discussion followed by
End of Day Two

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



Day 3 - 14 May 2013, Tuesday

09:00 Chairman's Introduction
Capt. Aung Khin Myint, Chairman
Myanmar International Freight Forwarders Association (MIFFA)

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 2013, Wednesday

Full day workshop on 3P3 in Infrastructure Development in Myanmar

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

Workshop Leaders

David Wignall, Managing Director
David Wignall Associates

Oliver Goetz

Head of Transport & Infrastructure - Asia
Rothschild (Singapore) Limited

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 do 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
David Wignall, Managing Director
David Wignall Associates

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

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.