

Demystifying Myanmar :
Uncovering the Vast Potentials in
Asia's Last Untapped Market!



Myanmar

Private Sector Investment Summit

1 - 2 November 2012 Yangon, Myanmar

**MPSIS Gives You
Access to Local
Contacts &
Relevant
Authorities**

Myanmar Private Sector Investment Summit (MPSIS)

MPSIS will zoom into the private sector led industries to reveal their prospects, and offer insights on how investors can take part in these booming industries:

Plantation, Agriculture, Fisheries, Tourism & Hospitality, Manufacturing, Real Estate, Forestry & Timber, Construction, Retail, Trading, ICT

Program Highlights:

- Latest update on the new foreign investment law in Myanmar
- Myanmar currency and banking reforms
- Tax structure and compliance issues in Myanmar
- Land rights and development law in Myanmar
- Trade Policies and Opportunities in Myanmar
- Doing business in Myanmar - Import and Export laws, Employment law and Labour Issues, Repatriating Profits etc.
- How can Myanmar be a new manufacturing base in asia?
- Growing the private sector - role & prospects of SME in Myanmar
- Capture the Opportunities in Myanmar Border Areas - Understand the local political situation and dealing with the local stakeholders
- Insights from business leaders with years of experience trading and investing in Myanmar

Conference Rates:

Early Bird Fee (Before 15 September 2012)

- USD 1290 per person

Super Saver Fee (Before 15 October 2012)

- USD 1350 per person

Standard Fee

- 1 person : USD 1590 per person

- 3 or more persons from the same co : USD 1390 per person

*Processing fee of USD50 per person is applicable on top of the above fees

MPSIS is not just an ordinary conference on the new Myanmar, it lets you experience the real Myanmar !

"Immersion Program" included in the event:

- Informal sharing by locals about culture, customs, social and business etiquettes
- Informal sharing by foreigner living in Myanmar about life in Yangon
- Optional organised tour of Yangon
- 15-min one-to-one business consult with our professional panel to ask questions about doing business / investing / setting up in Myanmar (limited spaces available)

Who Should Attend:

Chairman, CEO, MD, VP, Director, Manager and other senior executives from the following industries:

- Trading
- Manufacturing
- Retail
- Hotel & Tourism
- ICT
- Agriculture
- Fisheries
- Plantation
- Forestry & Timber Products
- Construction & Real Estate
- Consumer Products
- Banking and Financial Services
- Private Equity & Venture Capital
- Professional Services: Audit, Legal, Risk and Business Consulting

Come to MPSIS to discover how to "think local and act local" in one of the last remaining virgin market

Supporting Organisations:



Media Partners:



Organized by:





Venue: Chatrium Hotel Royal Lake Yangon – Grand Ballroom II

-- DAY ONE, 1 NOVEMBER 2012, THURSDAY --

08:00 Registration and Networking Coffee

09:00 Chairperson's Welcome and Introductions
Jeremy Kloiser-Jones, *CEO, Bagan Capital*

09:15 Keynote Address:
Myanmar New Foreign Investment Law & Opportunities for Investors
U Aung Naing Oo, *Director General, Directorate of Investment and Company Administration (DICA)*

Role of DICA:

(a division under the Ministry of National Planning and Economic Development)

- Scrutinize and appraise projects that are proposed for investment in the Republic of the Union of Myanmar
- Monitor and report the implementation of permitted enterprises
- Registration and administration of Limited Companies, Joint Ventures, Partnerships and Association
- Take part in regional cooperation relating to investment matters.

09:40 **Update on the Banking & Financial Reforms in Myanmar**

- Prospect of currency float
- Progress of banking reform
- Foreign exchange control
- Progress on exchange rate unification

10:05 **Can Myanmar Become a Major Manufacturing Base in Asia?**

- What does it take for Myanmar be included in ASEAN and global supply chains?
- What are the potential sectors that investors can consider?
- Government incentives for labour development
- Location selection and infrastructure links

Dr Sai Sam Htum, *Chairman, Loi Hein Co. Ltd.*

10:30 Question & Answer Session

10:50 Networking & Refreshment Break

One-to One Business Consult Clinic (for pre-booked delegates only)

11:20 **Doing Business in Myanmar**

- Setting up a company
- Structuring JV with local companies in Myanmar
- Repatriating profit
- A walk through employment/hiring issues:
 - Main Labor Laws
 - Visas and stay permits
 - Required documents for the foreigners
 - How the procedure looks like?
 - Payment of personal income tax (PIT) in Myanmar

Thinn Htut Thidar, *CEO, Universal Link Services*

11:45 **Information & Communications Technology (ICT) Infrastructure Development in Myanmar**

12:10 Question & Answer Session



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12:30 Networking Lunch

One-to One Business Consult Clinic (for pre-booked delegates only)

13:50 **Myanmar Tax Reform: Update on Tax Structure and Compliance**

- Classes of tax and applicable rates
- Deferred Tax Assets (DTAs) in relation with other countries in the region
- Withholding tax calculations
- Capital gain tax
- Taxes on rental of equipment, management and service fees
- Tax holidays granted to which sectors?
- Common tax pitfalls for Myanmar subsidiaries and branches
- How do Myanmar tax authorities audit companies?

14:15 **Prospects in Myanmar's Exciting Retail Sector**

14:40 **Investment Opportunities in Hotel & Tourism Sector in Myanmar**

- Current and projected demand & supply situation
- Land rights for commercial developments
- Related laws and regulations to consider

Gary Biesty, *Partner*, **South Asia Law Co.,Ltd.**

15:05 Question & Answer Session

15:20 Networking & Refreshment Break

One-to One Business Consult Clinic (for pre-booked delegates only)

15:50 **Opportunities in the Construction & Real Estate Sectors**

- Current situation in Myanmar
- Opportunities and challenges
- Related laws and regulations to consider

U Myat Thu Winn, *Managing Director*, **Shwee Win Tha Enterprises Co.**

16:15 **Roundtable Discussion: Perspectives of The Private Sector**

- Contributions of the private sector in Myanmar's economy
- Impact of current reforms on the private sector
- Development and Opportunities in the trading sector in Myanmar
- Role of Small and Medium Enterprises (SME)
- Road blocks and obstacles
- Wishes from the private sector on economic reforms

Confirmed Panelists:

Evelin Petkov, *Director*, **Bagan Capital Ltd.**

Steven Nyi Nyi Aung, *Director of Business Development*, **Annam Myanmar Co. Ltd**

16:55 End of Day One's Proceedings

17.00 - Networking Reception

19.00 * *Excellent chance for informal talks and building rapport*

* *Canapes and Soft Drinks will be served*

* *Also include the "Myanmar Immersion Program" to help THINK LOCAL & ACT LOCAL!*

- *Sharing on "Myanmar Culture and Customs, and Tips for Social and Business Etiquettes" by Mr. Sai Aung Mane and Ms Zarchi Tin*
- *Sharing on "Life in Yangon" by Mr. Evelin Petkov (foreigner's perspective on living in Myanmar).*



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-- DAY TWO, 2 NOVEMBER 2012, FRIDAY --

09:00 Chairman's Remarks

09:10 **Trade Policies & Opportunities in Myanmar**

09:35 **Understanding the Import & Export Payment System in Myanmar**

- Import/export market overview
- Purchase of foreign currency for importing companies
- Restrictions for foreign companies
- Possible solutions for foreign trading companies
- Future development

Dr Aung Thura, *CEO*, **Thura Swiss Ltd.**

10:00 **Development & Prospects of Timber Industry in Myanmar**

- Types of timber products, capacities, export volumes and markets
- Current state of the timber product trading and ways to add value
- Update on legislations and policies
- How would the local timber industry like to work with foreign investors?

U Barber Cho, *Joint Secretary General*, **Myanmar Timber Merchants Association**

10:25 Question & Answer Session

10:40 Networking and Refreshment Break

One-to One Business Consult Clinic (for pre-booked delegates only)

11:10 **New Opportunities in Myanmar's Agriculture Production & Processing Sectors**

- Outlook of **Oil Palm, Rubber, Rice, Sugar Cane, Corn** and other cash crops in Myanmar
- Land rights and ownership issues

Hishamuddin Koh, *Chairman/CEO*, **Hisham Koh and Associates**

Executive Chairman, **Myanmar Plantation Management and Advisory Co. Ltd**

11:35 **Fishery Industry in Myanmar**

- Development of wild fisheries and farmed fisheries
- Development for cold storage and processing
- Trading situation: import and export volume
- Import and export laws relating to fishery

12.00 **Investing in Myanmar Border Areas: Challenges And Opportunities**

The Myanmar frontier (border) areas have low-cost and youthful workforce, beautiful landscapes, and natural resources like vast arable land and water. Opportunities are brimming in the sectors of: Tourism, Agriculture, Manufacturing and Trading, and the time is ripe for investing in these areas because the new government has successfully signed ceasefire with almost all of ethnic armed groups that control large parts of border areas.

This presentation provides an in-depth analysis on challenges and opportunities for investing in Myanmar frontier (border) areas, helping future investors formulate better strategies for entry and stay profitable in the long run:

- Where are the major cross-border trading points?
- Where to invest and in which sectors and who to work with?
- What goods or services to produce and for which markets?
- How to gain access to the frontier areas?
- Understanding and dealing with concerns and interests of local stakeholders
- Competition with rivals on the other side of the border

Sai Aung Mane, *Researcher*, *Lee Kuan Yew School of Public Policy*,

National University of Singapore

To register

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12.25 Final discussion and wrap up

12.45 Networking Lunch

14.00 End of Summit

-- DAY THREE, 3 NOVEMBER 2012, SATURDAY --

Social Program: Optional Half-Day Tour of Yangon

Additional Fee: USD35nett per person

- *to be booked separately with our appointed travel agent*
- *the fee is subject to change if fuel price increases; prior notice will be given if fee changes.*
- *this tour needs a minimum of 20 persons to go ahead.*

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