

2ND NEW MYANMAR Investment Summit

YANGON / 17–18 Oct 2012
PARKROYAL Yangon



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Management
Technology®
into our 29th year

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Day One - 17 Oct, Wednesday

08:00 Registration & Coffee

08:45 **Keynote Opening Address**

09:15 **Investment Opportunities and Private Sector Development**

U Aung Naing Oo, Director General
Directorate of Investment and Company Administration (DICA)
Ministry of National Planning and Economic Development

09:35 **Financial & Banking Reforms in Myanmar**

U Maung Maung Win, Deputy Governor
Central Bank of Myanmar (Yangon)

10:00 Networking Coffee

10:30 **Myanmar's Socio, Economic & Geographical Landscape including the Ethnic Groups**

Tin Maung Thann, President, Myanmar Egress

11:00 **Opportunities for Myanmar's Telecom and ICT Sector Developments**

- Myanmar Telecom Sector Overview
 - Learning from the past. Myanmar's advantage of 'Hindsight' when implementing Sector Reforms and 'Best Practice Development Strategies' for the future
 - A New Reality: 'Smart Regulations' that can; Facilitate countrywide growth; Engage the Local Population; Limit investment risk; Increase services competition
 - Financing Strategies that facilitate rapid network growth
 - Investment Focus on Services & Innovations
 - 'Collaborate to Succeed'
- Paul Gerard Crilley, Senior Consultant
Yatanarpon Teleport Co. Ltd

11:30 **The Current Situation of Yangon Port and Economic Opportunities in Port Business**

U. Soe Thein, Deputy Chief Civil Engineer
Myanmar Port Authority

12:00 **New Customs Regulations & Reforms**

U Kyaw Win, Director (Administration Division)
Soe Soe Lwin, Assistant Director
U Saw Htee Set, Customs Inspector
Customs Department
Ministry of Finance and Revenue, Myanmar

12:30 Discussion Followed by Lunch

13:50 Afternoon Chairman's Welcome Remarks

14:00 **New Foreign Investment Law - Implementation Guidelines**

Alessio Polastri, Managing Partner
P&A Asia

14:30 **Sourcing & Structuring Financing for JV and other Business Forms**

Thura Soe-Paing, Managing Director
All Myanmar Investment Partner

15:00 **Exploring Opportunities in the New Myanmar's Insurance market**

Ken Tun
Pillar of Truth Insurance Company

15:30 **Tax Planning and Investment Licensing for Projects in Myanmar**

- Which projects can obtain tax and customs incentives in practice? Which projects can be 100% foreign owned?
 - How to tax efficiently finance a subsidiary in Myanmar (finance structure with reduced withholding taxes)?
 - Holding structure: which location is best suited to hold your interest in a Myanmar company (comparing Singapore, Labuan and Hong Kong)
 - The 2012 tax reform: how the Commercial Tax affects your manufacturing/distribution
 - How do tax authorities carry out tax audits in Myanmar?
- Edwin Vanderbruggen, Partner
VDB Loi

16:00 Discussion followed by Networking Tea

16:30 **Growth Opportunities in Myanmar for Automotive Players**

- Current Market trends, market size and growth rates
 - Opportunities and Challenges in Automotive Value Chain
 - Broad Strategies and action plan for prospective Automotive players
- Vivek Vaidya, Vice President
Frost & Sullivan

17:00 **Panel Discussion: Selecting & Managing Agents & Distributors**

17:30 – 19:00 *Networking Reception*
for Speakers and Delegates
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19:00 End of Day 1

Day Two - 18 Oct, Thursday

08:30 Opening Remarks

Stuart Dean, CEO of GE ASEAN
General Electric Company

08:45 **Power & Electricity Outlook**

Inviting Senior Official, Ministry of Electric Power

09:15 **Outlook & Opportunities for Mining Sector**

Inviting Senior Official, Ministry of Mines

09:45 **Environmental Compliance for Doing Business in Myanmar**

U Win Myo Thu, Managing Director
Economically Progressive Ecosystem Development (EcoDev) Group

10:15 Discussion followed by Networking Coffee

10:45 **Finding Land in Myanmar**

- Legal rights leasing & ownership
- Wint Thandar Oo, Partner, P&A Asia

11:15 **Real Estate Outlook and Developments**

Tony Picon, Associate Director - Research
Colliers International Thailand

11:45 **Myanmar's Population, Wealth & Consumer Opportunities**

- Consumer wealth the potential to spend
 - Population and the impact on consumerism
 - Three very Burmese lifestyle impacts on consumerism
- Ralf Matthaes, Regional Managing Director
TNS Indochina, TNS Asia Pacific Pte Ltd

12:15 Final Wrap-up followed by Closing Lunch

13:45 End of Conference

3 Ways To Register

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

Separately Bookable
Business Contracts in Myanmar
14:00 - 1700 October 18th

For 3 hours you will receive legal advice and practical grounding in business dealings in Myanmar on how to protect and ensure your rights and cover your responsibilities – whether it's for agreements for Agency and Distributorships or for JVs and other dealings.

The intensive clinic is led by Mr Alessio Polastri, who will clarify your concerns and doubts. The workshop leaders will draw on their general experience advising on various types of transactions including the Dawei Deep Sea Port project and others.

Agenda of workshop

- Agency and distribution agreements**
- What is a joint-venture agreement?**
 - Why in Myanmar a joint-venture is so important?
 - When to do a joint-venture in Myanmar.
- Finding the right partner**
 - How to choose the right partner;
 - How to make sure it is the right partner.
- Ordinary and extraordinary clauses in a joint-venture agreement**
 - Duration
 - Directors
 - Management decision
 - Dividend policy
 - Governing law
 - Share capital
 - Voting mechanism
 - Transferability of shares
 - Winding up
- Protection of know-how**
 - Corporate finance
 - Project finance
- Protecting from your local partner**
 - Minimising the risk and protecting the investment from the local partner
- Protecting from your international partner**
 - IPOs

Mr Alessio Polastri, Managing Partner, P&A Asia

Conference ONLY	(USD)
Regular Fee for 1 or 2 (per person)	1495.00
Group Fee for 3 or more (per person)	1295.00

Post-conference workshop : 18 Oct For Conference Attendees only (per person)	
	395.00

Bundle Deal	
Regular Fee for 1 person: Attend Summit (17-18 Oct) + 2 workshops on 16 & 18 Oct	2595.00
Group Fee for 3 or more : Attend Summit (17-18 Oct) + 2 workshops on 16 & 18 Oct	2395.00
Regular Fee for 1 person: Attend Summit (17-18 Oct) + Telecoms update on 16 Oct	2295.00
Group Fee for 3 or more : Attend Summit (17-18 Oct) + Telecoms update on 16 Oct	2095.00

Program details published herein are confirmed as at 25/09/2012.
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