

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



Myanmar

Private Sector Investment Summit

28 - 30 January 2013 Yangon, Myanmar

MPSIS Gives You
Access to Local
Contacts &
Relevant
Authorities

Myanmar Private Sector Investment Summit (MPSIS)

- All You Need to know about Investing and Setting up in Myanmar.
- Hosted and Supported by UMFCCL - the most influential business federation in Myanmar. Network with UMFCCL members (Myanmar companies) at MPSIS
- Find the right partner through networking and personalised Business Matching

MPSIS Highlights the Important Laws, Policies and Entry Strategies:

- Latest Foreign Investment Law
- Local Tax Structure and International Tax Aspects
- Banking, Foreign Exchange, Repatriating Profits
- Site Selection, Land Laws and Leasing
- Structuring JV and Managing Disputes
- Trading: How Can Foreign Companies Trade In Myanmar Despite The Restriction?
- Opportunities in: Manufacturing, Construction, Real Estate, Tourism, Agriculture Production & Processing (cash crops), Plantation (rubber & oil palm), Timber

Who Should Attend:

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

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

MPSIS is the Best Valued Conference on Myanmar!
It is **INFORMATION + NETWORKING + 1-TO-1 CONSULT + FUN & LEISURE + BUSINESS MATCHING** all combined in **one event**

- **Entry to Conference & E - Documentation**
- **On-site Advice:** 1 to 1 Business Consult Clinics to seek advice on doing business in Myanmar (booking required; no extra charges)
- **Myanmar Immersion Talks** about Myanmar's customs and etiquettes
- **Experience Myanmar at Leisure:** Complimentary half day tour of Yangon (booking required: minimum 20 sign-ups required for the tour)
- **Find The Right Partner in Myanmar:** Includes entry to cocktail reception for informal network. Personalised Business Matching Session available at additional USD100 per person only.

Conference Rates:

Early Bird Fee Valid Before 30 November 2012
- USD 1290++ Per Person

Standard Fee

- 1 person : USD 1590++ per person
 - 3 or more persons from the same co : Enjoy 5% discount
- *Processing fee of USD50 per person is applicable on top of the above fees*

Business Matching Session: 29 Jan, 2-5pm
- Additional: USD 100 per person

Supporting Organisations:



Official Local Host:



UMFCCL

Organized by:



MYANMAR PRIVATE SECTOR INVESTMENT SUMMIT

28 – 30 January 2013 | Chatrium Hotel Royal Lake Yangon

www.advantiquegroup.com/mpsis

DAY ONE, 28 JANUARY 2013, MONDAY

08:00 Registration and Networking Coffee

09:00 Welcome Address by Official Local Host
U Win Aung, President, UMFCCI

09:10 Chairperson's Remarks
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

Senior Representative, Ministry of Finance and Revenue

10:05 **Myanmar Transport Infrastructure & Logistics Developments**

Senior Representative, Ministry Transport

10:30 Question & Answer Session

10:45 Networking & Refreshment Break

One-to-One Business Consult Clinics

(advanced booking required; availability based on first-come-first serve basis)

11:15 **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.

11:40 **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 and procedures for foreigners
 - Payment of personal income tax (PIT) in Myanmar

Daw Thinn Htut Thidar, CEO, Universal Link Services

WAYS TO REGISTER

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12:05 Question & Answer Session

12:20 Networking Lunch

One-to-One Business Consult Clinics

(advanced booking required; availability based on first-come-first serve basis)

13:40 Chairman's Remarks

13:45 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?

Tin Win, Managing Partner, U Tin Win Consulting Ltd.

14:10 International Tax Aspects of Doing Business and Investing in Myanmar

- Which offshore jurisdictions and types of investment vehicles are efficient for supplying services, financing, holding activities in Myanmar?
- How does Singapore, BVI, Cayman, Hong Kong, Thailand compare?
- How do Myanmar's tax treaties work in practice from both Myanmar and the home country jurisdiction e.g. UK, Singapore, India, Thailand?
- Exit strategies when completing projects and selling investments in Myanmar?
- Cross border transactions with Myanmar - tax planning tips for 2013

Jack Sheehan, Regional Director, Tax and Customs Practice, DFDL Legal & Tax

14:35 Trading in Myanmar: 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.

15:00 Question & Answer Session

15:15 Networking & Refreshment Break

One-to-One Business Consult Clinics

(advanced booking required; availability based on first-come-first serve basis)

15:45 Opportunities in the Construction & Real Estate Sectors

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

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

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16:10 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.

16:35 Latest Updates on Land Laws & Leasing Regulations in Myanmar

- Types and classes of land
- Update on Farmland Bill and Vacant, Fallow and Virgin Land Management Bill
- Land rights for property developments, manufacturing plants and other commercial developments
- Procedures and formalities to note

James Finch, Managing Partner, DFDL Myanmar

17:00 End of Day One's Proceedings

17.15 - Networking Reception

19.15 * Excellent chance for informal talks and building rapport

* Light Food and Drinks will be served

Myanmar Immersion Program to help you THINK LOCAL & ACT LOCAL!

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

DAY TWO, 29 JANUARY 2013, TUESDAY

09:00 Chairman's Remarks

Keith W. Rabin, President, KWR International, Inc.

09:05 New Opportunities in Myanmar's Agriculture Production & Processing Sectors, Rural Development & Bioenergy Village

- Agricultural Potentials (seasonal, annual and perennial crops) – emphasis on major rice, beans and pulses, rubber, oil palm etc
- Downstream processing of these crops
- Downstream processing – Post Harvest Activities (eg: Cold Room Chain, Warehousing, Processing, etc)
- Marketing – Farm gate urban, and export marketing network, Market information/intelligence
- Poverty alleviation and rural development – Farmers' organization, management and distribution of important inputs (fertilizers, seeds)
- Biovillage Energy supply – Biofuel and rural energy supply, renewable energies

Hishamuddin Koh, Chairman/CEO, Hisham Koh and Associates

Executive Chairman, Myanmar Plantation Management and Advisory Co. Ltd

09:45 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

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- 10:10 **Investing in Frontier Market – Experience of Foreign Investor Operating in Myanmar**
- Status and Opportunities in Rubber & Teak Plantation
 - Status and Opportunities in Opportunities in Agriculture Commodity Processing and Trading
 - Status and Opportunities in Real Estate (Service Apartments / Service Office)

Ma Cherry, Director, Two Palms Company Ltd.

10:35 Question & Answer Session

10:50 Networking and Refreshment Break

One-to-One Business Consult Clinics

(advanced booking required; availability based on first-come-first serve basis)

11:20 **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

U Hla Win, Senior Advisor, Myanmar Fisheries Federation

11:45 **Prospects in Myanmar's Exciting Retail Sector**

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

12:10 **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

12:35 Final discussion and wrap up

12:45 Networking Lunch

14:00 End of Conference Program

14:00 – **BUSINESS MATCHING SESSION**

17:00 (bookable by conference participants at an additional USD100 per person)

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DAY THREE, 30 JANUARY 2013, WEDNESDAY

SOCIAL PROGRAM: HALF-DAY TOUR OF YANGON

(included in the registration fee; please indicate your attendance when submitting registration)

This is a half-day tour (5 hours) of Yangon. We will start off with a visit at “**Chaukhtathgyi Pagoda**”. It is the fourth largest colossal reclining image in Myanmar at 67m long. We will then visit “**Kabar Aye Pagoda**” which is known as the “World Peace Pagoda” that was built in 1952 by U Nu in preparation for the Sixth Buddhist Council held from 1954-1956. Lastly, we will visit the most magnificent and spectacular religious edifice, “**Shwedagon Pagoda**” and enjoy the beauty of the stupa.

Half Day Tour for conference participants includes:

- Private transfer and transportation during tour as per itinerary
 - English speaking guide
 - One Lunch at local restaurant
 - Entrance Fee (as per itinerary)
- *Advanced booking is required, please indicate your attendance when submitting your registration*
- *This tour needs a minimum of 20 sign-ups to go ahead*
- *Itinerary is planned and operated by our appointed travel agent.*

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