

NEW Myanmar Investment Summit 2013

YANGON, 28-29 Jan, 2013
Sedona Hotel Yangon



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Day 1 - 28 Jan 2013, Monday

- 08:00 Registration & Coffee
- 08:45 **Keynote Address**
His Excellency Dr Kan Zaw
Minister of National Planning & Economic Development (Invited)
- 09:00 Chairman's Welcome Remarks
- 09:10 **Reform Directions for Myanmar**
- Growth potential and plans to accelerate reforms and alleviate poverty
 - Privatization of assets
- U. Ko Ko Hlaing, Chief Political Advisor to the President, Office of the President, Rep of the Union of Myanmar*
- 09:40 **Yangon City Master Plan**
- Medium & long term outlook for city planning
 - Focus & forecast for the Hospitality, Entertainment, Restaurants and Services Sectors
- Senior Official, Yangon City Mayor's Office*
- 10:00 Discussion followed by Networking Coffee
- 10:30 **Updates on the New Foreign Investment Law for Oil, Gas & Power Sector**
Daw Cho Cho Win, Deputy Director General, Directorate of Investment and Company Administration (DICA) Ministry of National Planning and Economic Development
- 10:50 **New Foreign Investment Laws – Key Significant Clauses and New Developments**
- Foreign ownership and restricted sectors
 - Clauses relating to land leases, tax incentives & repatriating funds
 - Foreign investment approval process and procedure
 - Prospects of M&A
 - Roles of DICA & MIC
- Ms. Cheah Swee Gim, Director and Foreign Consulting Attorney Kelvin Chia Partnership*
- Panelists:**
Daw. Mae Thi Lynn, Director Union Attorney General's Office Yoshiyuki Morii, Chief Representative Sumitomo Mitsui Banking Corporation
- 11:30 **Myanmar's Socio, Economic & Geographical Outlook**
- Developments and economic outlook in different states
 - Regional considerations including language, scripts and living standards

- Culture of doing business in different areas
- Ms. Yup Seng Ing, Managing Director DigiCom*
- 12:00 **How to Structure a Build-Operate-Transfer Project in Myanmar: Key Legal, Tax and Regulatory Points**
- Why does the Myanmar Government favor BOT structures in power and infrastructure deals?
 - Local legal particularities of Myanmar BOT contracts you need to know
 - Use of land and foreign ownership restrictions in BOTs
 - What are the different steps to license a BOT project? Practical case study
 - Tax structure of BOT projects: profit extraction and withholding tax update
 - Special practical points of attention for Ports, Airports, Power Plants, Railroads and Pipelines
- Mr. Edwin Vanderbruggen, Partner VDB Loi Myanmar*
- 12:40 Discussion followed by Networking Lunch
- 14:00 **Petroleum Products Demand & Market for Myanmar including other Downstream Sectors Outlook**
Senior Official, Ministry of Energy (Invited)
- 14:30 **Outlook for Chemical Market & Plastics Imports including SCM**
Mr. Chris de Lavigne, Global VP, Industrial Practices, Frost & Sullivan
- 15:00 **Outlook for Skilled Executives and Technical Engineering Staff**
- New Minimum Wage Law and Settlement of Labor Disputes
 - Remuneration Packages
 - Retraining local workforce and attracting PMET in overseas
- Prof. Dr. Aung Tun Thet, Senior Advisor UN Resident Coordinator's Office*
- 15:30 Discussion followed by Networking Tea
- 16:00 **Trade Finance, Payment & Remittance Issues**
- 16:30 **Opportunities and Challenges of Manufacturing in Myanmar: An Industrial Site Selection Perspective**
- From light to heavy industry manufacturing – What makes sense and what doesn't?
 - Industrial site selection – A look at Critical Location Factors (CLFs)
 - Industrial Zones vs. Special Economic Zones: Making sense of land classifications & rules
- Dennis Meseroll, Executive Director Tractus Asia Ltd*

- 17:00 **Structuring Partnership with Local/ Foreign Investors – Panel Discussion**
- Various business arrangements – JV, distributor, service provider & etc
 - Negotiating & matching needs of foreign & local parties
 - Local distribution procedures and regulations
 - Due diligence on foreign & local partners
- Win Zaw Aung, Managing Director Sea Lion Co Ltd*
Han Aung, Managing Director Creation Myanmar Co., Ltd.
Barons Machinery & Engineering (Invited)

17:35 - 18:35 hrs. **DICA / MIC Clinic**
DICA Officials will be available to Answer your Queries and Concerns
Ms. Aye Sandar Lwin, Assistant Director, DICA
Ms. Phyu Hnin Wut Yi, Assistant Director, DICA

Day 2 - 29 Jan 2013, Tuesday

- 09:00 Chairman's Welcome Remarks
- 09:10 **Opportunities in Medical & Healthcare Sector**
- What type of facilities and labs
 - Import and distribution of devices/equipment
 - Sourcing and bringing in professionals
- Senior Official, Department of Health Ministry of Health*
- 09:40 **Myanmar Consumer Lifestyle & Retail Markets**
- Market structure, characteristics and potential growth in retail value
 - Marketing & promotion channels available in existing market
 - Emerging Retail and Shopping Centers
- Frederic Etienbled, CEO HyperTrade Consulting*
Soe Moe Thu, Senior Executive City Mart Group
- 10:10 Discussion followed by Networking Coffee
- 10:40 **Opportunities in ICT & Telecoms**
- 11:10 **Latest Real Estate Outlook including Industrial Estate Developments**
- 11:40 **Agri & Plantation Investment Opportunities**
- Focus on food & tree crops (Sugarcane, sorghum, cassava, Palm Oil, Rubber etc..)
 - Potential for energy crops development (Jatropha, castor oil, camelina and elephant

- grass)
 - Mapping out suitable agro-industry for investment
 - What policies and incentives are in place to attract foreign investment
 - Economic land concession update
- Senior Official, Ministry of Agriculture & Irrigation (Invited)*
- 12:15 Final Discussion & Networking Lunch
- 14:00 End of Conference

Separately Bookable Workshop
Securing Funds for Projects in Myanmar in Agriculture/ Processing, Manufacturing and Services
Tuesday January 29th (14:30 – 17:00 hrs.)

- Application procedure, Conditions, Implementation
 - Securing funding for small to medium investment projects up to Euro 1.5 million
 - Securing funding for training, transfer of know-how, development of supply chains, certifications etc. (in cooperation with European partners)
 - Loans, grants and equity from European development banks
 - Investment funds and impact on investors
- Suzana Abspoel – Djodjo, Business Advisor Advance Consulting*
Moderator: *U. Aung Zaw Oo John, Managing Director Aung Naing Thitsar Co., Ltd*

3 Ways To Register

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Activities	Fees Per Person	Bundle Fee
28 - 29 Jan Conference	Regular: USD1495 Group: USD1295* (*3 or more from same company)	Conference + Workshop
29 Jan, Half-Day Workshop "Securing Funds for Projects in Myanmar"	USD695	USD1695 per person (SAVE USD295)
Pay online with MasterCard or Visa by 28 Dec 2012	SAVE USD150	USD1545 per person (SAVE USD445)

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Program details published herein are confirmed as at 12/12/2012. Please visit <http://www.cmtevents.com/main.aspx?ev=1301144pg=sc&pu=219184> for latest information on speakers & topics.