

## Securing Power Investments / Partnerships in Myanmar's Growing Electricity & Utilities Demand

For the 1st time in Myanmar, the Official MPS (Myanmar Power Summit), conference and exhibition, will convene in Yangon from **28 - 31 January 2013**, mapping out the development plans and investment opportunities to boost the country's electricity supply and distribution.

With growing nation-wide demand for electricity and utilities, and a new era of Myanmar where the government aims to accelerate growth by encouraging foreign direct investment, there is no better time to address this pertinent infrastructural issue than at the Myanmar Power Summit.

Organized by CMT with Myanmar's **Ministry of Electric Power as Official Host, MPS (Myanmar Power Summit)** is the platform for key officials from *Ministry of Electric Power, Ministry of Energy, Directorate of Investment and Company Administration (DICA), Global Development Institutions such as ADB & IFC*, as well as Local and International Experts to gather to present and discuss on the latest insights on new power generation project opportunities and Myanmar's development plans to encourage investment.

### Highlights of the Summit

- Clarification on the Roles of the NEW Combined Ministry of Electric Power (MOEP)
- Myanmar's Strategic Development Plans to Attract Investment into its Power Sector
- Regulatory Framework for the Power Generation & Transmission/Distribution in Myanmar
- Demand Outlook & Mapping of Utilities/Electricity Needs
- Fuel Mix Requirement & Determined Resources (Natural Gas, Coal, Hydropower, etc)
- New Thermal Power Project Updates
- Status of Myanmar as a Coal Importer
- Upgrading Plans for Existing Power Plant & Transmission Grid
- Establishing an Efficient Electricity Transmission System
- Special Focus on Power Infrastructural Development Plans for SEZs & Regional Cities
- Updates on the Foreign Investment Law & Processes for Ventures in Power Sector
- Sustainable Growth of Renewable Energy - Hydro, Solar, Wind, Bioenergy
- Legal Framework Analysis to ensure Successful Project Investments & Implementation
- Ensuring Funding & Financial Access for Capital Intensive Power Projects

### Why Attend CMT Invest Myanmar Series?

CMT is an active global conference organizer and since 1982 supports business development across Asia, MidEast/Africa and the Americas. Recent political and economic reforms in Myanmar are very encouraging with the country favored as the rising star in Asia...CMT is contributing by bringing business and investments to the country with events that offer vital business intelligence.

#### 1. Proven Track Record

CMT has organized 9 summits in Yangon since March 2012 - attracting over 2000 delegates from over 42 countries. They are:

- 1st & 2nd Myanmar Oil, Gas & Power
- 1st & 2nd New Myanmar Investment
- Myanmar Mining
- 14th Asia CemenTrade
- 2nd Commercial Farm Asia
- 1st Myanmar Telecoms Reform Update
- Myanmar Real Estate Summit

#### 2. Meet Key Officials & Decision-makers

CMT works closely with various ministries. The Ministry of Energy, Mines & Electric Power are official host to some of our summits

#### 3. Connect with genuine local or foreign partners

Network with the right person or companies. We attract the best possible candidates you can pick as business associate or partner.

#### 4. Covers All Strategic Sectors

CMT covers all the key sectors - Energy, Mining, Agriculture, Real Estate, Infrastructure, Finance, Power, Telecoms and many more.

*CMT Invest Myanmar series provide not mere "information" but "insights on growth strategies"*



**1st Official**  
**MPS**  
**MYANMAR POWER SUMMIT**  
**CONFERENCE & EXHIBITION**  
YANGON, 28 - 31 Jan 2013

*(On Power Generation, Delivery & Transmission)*

Official Host  
  
**Ministry of Electric Power**  
Opening Keynote Address by  
**His Excellency U Khin Maung Soe**  
Union Minister of Electric Power

### Special Highlight! 1 to 1 Meeting with Ministry of Electric Power

CMT is facilitating dedicated private consultation session between you and the Mines officials from 29th to 31st January. Limited slots of 20-minutes are available for bookings by summit participants, via email [grace@cmtsp.com.sg](mailto:grace@cmtsp.com.sg).  
T&C: First come first served basis, one session per company. Priority will be given to the companies signing for the bundle deals. Cut-off date for last reservation is 7 January, and you will be notified of your appointment slot by 21 January. Book your appointment with the officials now!

### Confirmed Speakers from

- Directorate of Investment and Company Administration (DICA)
- Kelvin Chia Yangon
- First Private Bank
- Sea Lion Co. Ltd
- Digicom
- VDB Loi
- Ministry of Energy
- UN Resident Coordinator's Office
- Ministry of Electric Power
- The World Bank
- Myanmar Electric Power Enterprise (MEPE)
- International Hydropower Association (IHA)
- Ministry of Energy
- Lantau Group (HK) Limited
- Parami Energy Group of Companies
- Glow Group
- Sarawak Energy Berhad
- Voith Hydro GmbH
- Barons Machinery & Engineering Co., Ltd
- Myanmar Electric Power Enterprise
- Meitner Pte. Ltd.
- Spectrum
- International Finance Corporation (IFC)
- BNP Paribas
- Wärtsilä Singapore Pte Ltd
- Myanmar Sugarcane & Sugar Related Manufacturers & Traders Association
- Yangon Electricity Supply Board
- Myanmar Electric Power Enterprise
- Burns and Roe Asia Co Ltd
- Fichtner GmbH & Co Kg

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### CUSTOMISED SPONSORSHIP OPPORTUNITY

Package available include **Corporate, Exclusive Luncheon & Cocktail sponsor.**

Exhibition / catalogue display can be arranged upon request.

Contact [nisha@cmtsp.com.sg](mailto:nisha@cmtsp.com.sg) or (65) 6346 9130

Activities	Fees Per Person	Bundle Fee
28 Jan Pre-Summit Forum - Doing Business in Myanmar	USD795*	Pre-Summit Forum + MPS Summit + Post-Summit Workshop 1 + 2
29 Jan-30 Jan MPS Summit	Regular Fee - USD2395 Group Fee - USD1795* *3 or more from same company	
30 Jan Half day Post-Summit Workshop 1* - "Power Plant Rehabilitation & Modernization"	USD595*	USD3595 per person (SAVE USD1185!)
31 Jan Full day Post-Summit Workshop 2* - "Structures of Power Project (Independent Power Production (IPP), Build-Operate-Transfer (BOT) and Power Purchase Agreement (PPA)"	USD995*	
Pay online with Mastercard/Visa by 28 Dec 2012	USD100	USD3495 per person (SAVE USD1285!)

# Briefing & workshops are open to summit attendees ONLY. Attendees can opt for ANY or ALL workshops.

For local Myanmar companies, please contact [grace@cmtsp.com.sg](mailto:grace@cmtsp.com.sg) for the special fee.

Program details published herein are confirmed as at 10/12/2012. Please visit <http://www.cmtevents.com/main.aspx?ev=130107> for latest information on speakers & topics.

### SUPPORTED BY



## Day 1 - 28 Jan, 2013 - Monday

~ Separately Bookable ~

Pre-Summit Forum: **Doing Business in Myanmar**

- 08:00 Registration & Coffee
- 09:00 **CMT's Welcome**
- 09:10 Chairman's Remarks
- 09:20 **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*
- 09:50 **New Foreign Investment Laws – Key Clauses and Implementation Guidelines**
- 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
- Perspective I**  
*U Aung Naing Oo, Director General Directorate of Investment and Company Administration (DICA)*
- Perspective II**  
*Cheah Swee Gim, Director & Foreign Consulting Attorney, Kelvin Chia Yangon*
- Panelists:**  
*Senior Official Union Attorney General's Office Dr Sein Maung, Chairman First Private Bank*
- 10:50 Discussion followed by Networking Coffee
- 11:20 **Trade Finance, Payment & Remittance Issues**
- 11:50 **Towards Sustainable Partner/Distributor Relationships – Panel Discussion**
- Local distribution procedures and regulations
  - The model agreement for long lasting relationship
  - Due diligence on foreign & local partners
- Dr Win Zaw Aung, Managing Director Sea Lion Co. Ltd*  
*Barons Machinery & Engineering (Invited)*
- 12:35 Discussion followed by Networking Lunch
- 14:00 **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
- Yup Seng Ying, Managing Director Digicom*
- 14:30 **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*

- 15:10 **Opportunities in Myanmar Downstream Oil & Gas**  
*Senior Official, Ministry of Energy (Invited)*
- 15:40 Discussion followed by Networking Tea
- 16:15 **Relocating Manufacturing Operation to Myanmar including Selecting Suitable Industrial Estate Site**
- Due Diligent and requirement & permit to set up factory
  - Feasibility study
- 16:45 **Attracting & Retaining Skilled Executives & Non-Executives**
- Remuneration Packages
  - Retraining local workforce and attracting PMET in overseas
- Prof. Dr. Aung Tun Thet, Senior Advisor UN Resident Coordinator's Office*

17:15 - 18:15 hrs. Delegates' One-to-One Project Discussion with DICA

18:15 End of Day 1

18:30 - 20:00 hrs. Welcome Cocktail & MPS Registration

## Day 2 - 29 Jan, 2013 - Tuesday

- 08:00 Registration and Coffee
- 09:00 Opening Speech: **Official Address by His Excellency U Khin Maung Soe Union Minister of Electric Power, Myanmar**
- 09:15 Chairman's Remarks
- 09:25 **Role of Electric Power Ministry & Master Plan to Meet the Increasing Energy/Utilities Needs**
- Demand Mapping for Electricity/Power Utilities Demand/Requirement
  - Master Plan of Thermal Power to meet the increasing Electricity Demand & Opportunities for Foreign Investments
- Dr. Aye San Dar Myo, Assistant Engineer Daw Me Me Thu, Assistant Engineer Myanma Electric Power Enterprise (MEPE) Ministry of Electric Power*
- 09:50 **Ensuring Sustainable Power Utilities Infrastructure Development in Myanmar - Perspective and Role of World Bank**  
*Mr. Kanthan Shankar, Country Manager, Myanmar, The World Bank*
- 10:15 **Fuel-Mix Requirement and Supply – Selecting, Contracting & Pricing**
- Proposed fuel-mix (Coal, Natural Gas, etc)
  - Ensuring Sustainable Supply of Fuel Resources, E.g. Imports of Coal, etc
- Dr. Kyaw Swar Soe Naing, Executive Engineer Myanma Electric Power Enterprise (MEPE) Ministry of Electric Power*
- 10:45 Discussion followed by Networking Coffee
- 11:30 **Role of Hydropower in a Changing Climate and As an Integrator of the Overall Renewable Energy Mix**  
*Mr Cameron Ironside, Programme Director International Hydropower Association (IHA)*
- 11:55 **Strategies for Sustainable Hydropower Development in Myanmar**
- Policy on Imported Coal Based Power Plants
  - Plans to Upgrade & Utilize Domestic Low Rank Coal
- U Tint Lwin Oo, Deputy Director Department of Hydropower Planning (DHPI), Ministry of Electric Power*

- 12:20 **Domestic Supply of Natural Gas for Sustainable Power Generation**  
*Senior Official, Ministry of Energy*
- 13:00 Discussion followed by Networking Lunch
- 14:20 **Power plant development – How do other SE Asian countries attract investment?**
- Three models - State-Owned, Single Buyer & Competitive Market
  - Overview of Development in SE Asia
  - Key Determinants of Successful Development
  - Possible Directions for Myanmar
- Dr. Thomas Parkinson, Partner Lantau Group (HK) Limited*
- 14:45 **Roadmap for getting a power deal through: legal, tax issues and government approvals**
- Which Government approvals are needed for a power project and in which order?
  - The Myanmar BOT Model: how will it affect your project structure?
  - How can profit be repatriated overseas? Tax and regulatory issues
  - 5 legal issues that will be addressed in your MOU
  - Tax implications of financing and operating power plants in Myanmar
  - 100% foreign owned or JV?
  - Key local points of attention for your gas/coal supply agreement
- Mr. Edwin Vanderbruggen, Partner VDB Loi*
- 15:10 **Outlook in Power Sector from Private Sector Perspective**  
*Senior Representative Parami Energy Group of Companies*
- 15:35 **Experience in SPP & IPP Business in Thai Energy market – View of a Private Company**  
*Mr. Heikki Pudas, Executive Vice President Project Development & Business Glow Group*
- 16:15 Discussion followed by Networking Tea
- 16:45 **Taking Vision to Reality: Sarawak's Story of Harnessing Sustainable Hydropower to Drive Massive Industrial Development**  
*Mr. Torstein Dale Sjøtveit, CEO Sarawak Energy Berhad*
- 17:10 **Hydro Power - Renewable Energy - Voith Vision**  
*Mr. Adolf Guggemos, Director Sales & Marketing, SE Asia, Voith Hydro GmbH*
- 17:35 **Establishing an Efficient Electricity Transmission System in Myanmar**
- Examining the importance of developing Myanmar's electricity transmission system
  - With the growing investment in power plants, what are the plans forward to ensure an efficient transmission systems?
  - What are the current challenges? The way forward?
- Mrs. Ei Phyu Sin Htay, Managing Director Barons Machinery & Engineering Co., Ltd*
- 18:00 **Enhancing Power Delivery & Transmission Grid**
- Upgrading options for the grid
- U Aung Kyaw Oo, Deputy Chief Engineer Myanma Electric Power Enterprise (MEPE) Ministry of Electric Power*
- 18:30 Discussion followed by End of Day One

18:45 - 20:00 hrs. Networking Reception for all Speakers & Participants

## Day 3 - 30 Jan, 2013 - Wednesday

- 08:00 Chairman's Remarks  
*Mr. Peter Bird, Managing Director Meitner Pte. Ltd.*
- 08:05 **Integrating Decentralized & Grid Power Systems – Can This Be Done in Myanmar?**
- Update on social license to operate issues and due diligence needs for power projects
  - Thoughts on what system approaches to use and where
  - Proposals on renewable energy and efficiency incentives appropriate for Myanmar
  - Recommendations on community engagement relevant for sector performance improvement.
- Mr. David Allan, Director Spectrum*
- 08:30 **Financing Development for Power & Infrastructure Projects in Myanmar**  
*Mr. Eugene Sullivan Principal Investment Officer, International Finance Corporation (IFC)*
- 08:55 **Key Consideration for Infrastructure Investment/Project Financing - Requirement & Due Diligence for Bankable Projects**  
*Mr. Bruce Weller, Head of Energy & Commodity Structured Debt BNP Paribas*
- 09:20 **Panel Discussion: Funding the Growth of Myanmar's Economy & Infrastructure - Power Utility & Distribution**  
*Moderated by: Mr. Peter Bird, Managing Director Meitner Pte. Ltd.*  
*Panelists: Mr. Eugene Sullivan Principal Investment Officer International Finance Corporation (IFC) Mr. Bruce Weller, Head of Energy & Commodity Structured Debt BNP Paribas Mr. Kanthan Shankar, Country Manager, Myanmar, The World Bank*
- 10:00 Discussion followed by Networking Coffee
- 10:30 **Power Plants based on Fuel Flexibility – Reliable, Affordable and Sustainable Power for Myanmar**  
*Mr. Sushil Purohit, Regional Director, South East Asia & Australia Wärtsilä Singapore Pte Ltd*
- 10:55 **Adopting Biomass Cogeneration in Myanmar's Sugar & Rice Industry - Key Consideration for Growth of Captive Power Generation**
- Myanmar Sugar & Rice Mills' ability to Implementation Cogeneration
  - Push for Government Policy on Cogeneration & Tariff Rate
  - What's Needed to Improve Energy Efficient & Growth of Cogeneration in Myanmar
- U. San Thein, Vice President Myanmar Sugarcane & Sugar Related Manufacturers & Traders Association*
- 11:20 **Regional/City Development Plans for Power/Electricity Supply – Yangon City Development Plans**  
*U Thant Zin, Deputy Chief Engineer Yangon City Electricity Supply Board (YESB), Ministry of Electric Power – Mandalay & Bagan City Development Plans*  
*U Kyaw Hlaing Win, Executive Engineer Yangon City Electricity Supply Board (YESB), Ministry of Electric Power*
- 12:10 Final Discussion followed by Closing Lunch

## Day 3 - 30 Jan, 2013 - Wednesday

~ Separately Bookable ~

Post-Summit Workshop #1  
**Power Plant Rehabilitation & Modernization**  
13:00 - 16:30 hrs.

In order to bridge the gap between demand and supply, especially when financial resources are limited and demand is pressing, it is imperative to look for options which are less capital intensive than new capacity and could be implemented in a comparatively shorter time frame. Optimum utilization of existing installed capacity to maximize generation through Rehabilitation and Modernization (R&M) can be an attractive option.

### Workshop Speaker & Facilitator:

**Royal (Roy) Daniel**, Managing Director of Burns & Roe Asia, an international engineering company specializing in the electric power industry with over 80 years of experience. Roy is very experienced in major power plant maintenance, operations, & equipment upgrades to ensure the high availability, good fuel efficiency, and reduced emissions of the unit.

### Workshop Outline:

1. Opportunity for R&M and the Value Proposition
2. Key Guidance for Early R&M Project Planning
  - How to ensure that R&M project is competitive?
  - How to avoid huge scope and cost increases?
  - Issues associated with life assessment.
3. Overview of the Four Step R&M Process
4. Planning and Implementing of R&M Projects
5. R&M Project Assessment: Levels I - III
6. Procurement Strategy
7. Sample Terms of Reference - Thermal Plant
8. Application to Thermal Plant
9. Application to Hydro Facility
10. How R&M can be part of the Electricity Supply solution for Myanmar

### Who Should Attend:

Ministries for Energy and Economic Development, Electricity Regulators, Utility Operators of Power Plants, Independent Power Producers, Plant Operators, Power Plant Investors, Financial Institutions, Financial Advisors, Hydro Equipment & Technology Providers, Thermal Power Equipment & Technology Providers, Construction Contractors, Maintenance Contractors Power Consultants, Project Developers, and Non-Governmental Organizations

## Day 4 - 31 Jan, 2013 - Thursday

~ Separately Bookable ~

Post-Summit Workshop #2  
**Structures of Power Project (Independent Power Production (IPP), Build-Operate-Transfer (BOT) and Power Purchase Agreement (PPA)**

### Workshop Speakers & Facilitators:

*Mr. Tobias Metzger, Director Business Devt Asia, Fichtner GmbH & Co Kg*  
*Mr. Edwin Vanderbruggen, Partner VDB Loi*  
*Ms. Sarah Fairhurst, Partner Lantau Group (HK) Limited*  
*Dr. Thomas Parkinson, Partner Lantau Group (HK) Limited*  
*Mr. Peter Bird, Managing Director Meitner Pte. Ltd.*

09:00 Welcome Remarks

### Introduction:

- Why Private Sector Participation (PSP) in Power Generation? (e.g. Pros & cons of BOT /IPP/PPP from various views)
- Variations of PSP Models: BOT/BOOT/IPP/PPP - what's behind these acronyms?

09:45 Discussion followed by Networking Coffee

- 10:10 **Power BOTs and PPAs in Myanmar: Detailed Analysis of the Contract Terms, Approval Process and Project Legal Structure**
- Myanmar's standard BOT and PPA template: important points of attention
  - How are energy BOT projects structured? JV, 100% foreign owned, dual or single local entity?
  - Step-by-step overview of the licensing process from MOU to Investment Permit
  - Economic terms: tariffs, gas/coal supply and tax costs
  - Local legal and contractual issues
  - Which documents and approvals are needed to conclude a power BOT/PPA?
  - Application in practice of taxes and customs duties for power projects
  - How to ensure that revenue from supplying electricity can be remitted abroad?

### Tendering Versus Negotiation

- The importance of structuring the Request for Proposals
- How to ensure maximum levels of competition in the tender
- When to tender and when to negotiate?
- How to ensure fair evaluation

11:20 Discussion followed by Networking Lunch

### Key Issues for Regulators to Note in Structuring IPPs and PPAs

- What role can (and should) the regulator play?
- Regulatory involvement in IPP development in SE Asia
- Negotiation or competitive solicitation?
- Keys for success - and failure

### Key Elements to a Sustainable IPP/PPA Deal

- Tariff calculation: relevant parameters and criteria
- Roles & responsibilities of involved parties

15:30 Discussion followed by Networking Tea

### Financing Aspects of Developing Power Projects in Myanmar:

- Requirements of project lenders
- The Asian experience
- What the GoM needs to do to attract project debt
- Possible ways forward

### Success & Failure: Lesson Learnt from Regional Developments

- Examples of projects Fichtner/VDB Loi/Lantau Group were involved (in the region) - subject to approval from our respective clients

17:30 Final Discussion & Summary

18:00 End of Workshop.