

2nd Myanmar TELECOMS Infrastructure Summit

17-18 February 2014 / Yangon



www.cmtevents.com

Day 1 - 17 Feb 2014, Monday

- 08:00 Registration
- 09:00 Chairman's Welcome Remarks
- 09:10 **The New Myanmar Telecom Law & Implementation Regulations**
*Inviting: Senior Official
Ministry of Communications & Information Technology (MCIT)*
- 09:40 **The NEW Telcos' Roll-Out Plans**
 - Roll-out plans for network & infrastructure
 - Implementation roadmap for 2G, 3G & Beyond
 - Investment & Partnerships ahead*Inviting: Senior Representative, Ooredoo
Senior Representative, Telenor*
- 10:30 Discussion Followed by Networking Coffee
- 11:05 **Vision & Plans for the Future of Myanmar Telecoms Sector**
*Inviting: Senior Representative
Myanmar Posts & Telecommunication (MPT)*
- 11:30 **Spectrum Policies & Management in Myanmar**
 - Setting spectrum policies to cope with increasing mobile & data demand
 - Spectrum utilization and management
 - Roadmap for 4G in Myanmar*Inviting: Senior Official
Posts & Telecommunications Department (PTD)*
- 12:00 **IFC'S Telecoms Infrastructure Development Assistance Program in Myanmar**
*Mr. Carlos A. T. Katsuya, Head - Asia, Telecom, Media & Technology
International Finance Corporation (IFC)*
- 12:30 **Opportunities from Myanmar Legal & Regulatory Environment**
 - What licences are available, and what opportunities does this present for market entry
 - Structuring investment to take advantage of Myanmar foreign investment law
 - Local / international partnerships
 - How to structure for success
 - Overcoming the risks

- 13:00 Discussion followed by Networking Lunch
- 14:30 **PANEL DISCUSSION: MYANMAR TELECOM INFRASTRUCTURE OUTLOOK**
 - How to achieve the requirement by the deadline?
 - Stand on infrastructure sharing
 - Perspectives on speeding up the building of the networking (rollouts)
 - Overcoming skill shortage in the telecoms sector
 - How do operators view the Myanmar Telecoms sector and competition be like in the future?
 - What kind of related services will be provided in the next 2 - 3 years?
 - Beyond Telecoms, How are the operators supporting Myanmar in terms of CSR?*Mr. Damien Dujacquier, Principal
Roland Berger Consultants*
- 15:20 Discussion followed by Networking Tea
- 15:50 **Update on Land Use Rights, Rooftop Leases & Regulatory Approvals for Operators & Tower Companies**
 - Possible changes to land laws and regulations with respect to land rights of operators and infrastructure providers
 - Which different options exist for telecom infrastructure providers to hold land rights in Myanmar?
 - Latest update on required approvals for installation and operation of telco towers
 - What are in practice the bottlenecks when securing approvals and registrations for telco sites?
 - Roundup of practices of the Ministries of Construction, Electric Power, Environment, and state/regional authorities*Mr. Edwin Vanderbruggen, Partner
VDB Loi Myanmar*
- 16:20 **Implementation Challenges Moving Forward – Dealing with Local Region & Local Governance**
*Yup Seng Ing, Managing Director
Digicom Co., Ltd.*

- 16:45 **Telecom Tower Company Structure in Myanmar & Taxation Matters for Tower Asserts (Installation & Leasing)**
 - How is the net profit of a towerco determined by the Internal Revenue Department?
 - Avoiding unnecessary tax leakage with respect to withholding taxes and commercial tax
 - Tax implications of pass-through costs
 - How are stamp duties calculated in reality?*Mr. Sebastian Pawlita, Partner
Polastri Wint & Partners*
- 17:15 **Satellite Communications & Satellite Broadband Opportunities in Myanmar**
- 17:45 Discussion followed by End of Day 1

Day 2 - 18 Feb 2014, Tuesday

- 09:00 Chairman's Remarks
- 09:10 **Business Models & Approaches for Broadband Rollout in Myanmar: 3G & 4G Rollout, Commercial & Business Considerations**
*Mr. Nicholas White
Director, Southeast Asia
Deloitte Consulting Pte Ltd*
- 09:40 **Competing in Extremely Low Priced Emerging Markets Through Effective Pricing Strategies**
 - Challenges of growth and profitability in emerging markets
 - Utilizing pricing to achieve sustained growth for the new entrants
 - Safeguarding the market leadership through innovative product pricing
 - Case study*Mr. Thomas Kessler, Head of Business Development, Detecon Asia-Pacific Ltd.*
- 10:15 Discussion followed by Networking Coffee
- 10:45 **Mobile Market Growth & Distribution in Myanmar**
 - Current telecom situation in Myanmar for fixed, mobile and data.
 - Forecasts, penetration and opportunities in the mobile market over the next ten years.
 - Outlook on pricing and ARPU for operators.
 - Challenges to the development of the telecoms industry*Mr. Damien Dujacquier, Principal
Roland Berger Consultants*

- 11:15 **Myanmar Mobile Retail Scene: Consumer Trends & Preference in Myanmar**
 - Expanding economy and its impact on consumer choice
 - Consumer characteristics & buying behavior
 - What are consumers willing to pay?
 - Competitiveness of handsets & devices
 - Penetration of feature phone vs smartphones
 - Case study of value added services in other emerging markets*Mr. Rafi Matthaes, Regional Managing Director, TNS Indochina*
- 11:40 **PANEL DISCUSSION: Mobile Payment & Online Banking in Myanmar – Prospect & Development Potential**
 - Review of Impending new e-commerce law
 - Banking Regulatory framework for online banking
 - How will operators set up for e-commerce & online payment service in Myanmar?
 - Microfinancing & application to telecom development*Moderated By:
Rob Bratby, Managing Partner, Asia
Olswang Asia
Panelists:
Prof. Dr. Aung Tun Thet, Economic Advisor
President's Office
Senior Representative, VISA International
U. Set Aung, Deputy Governor
Central Bank of Myanmar (Nay Pyi Taw)*
- 12:30 Final Discussion followed by Closing Lunch
- 14:00 End of Conference

CUSTOMISED SPONSORSHIP OPPORTUNITY
Package available include **Corporate, Exclusive Luncheon & Cocktail sponsor**. Exhibition / catalogue display can be arranged upon request.
Contact nisha@cmtsp.com.sg

3 Ways To Register

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

Program details published herein are confirmed as at 10/12/2013.
Please visit <http://www.cmtevents.com/main.aspx?ev=140207>
for latest information on speakers & topics.