



# ppportunity

ISSUE 3 - 2016

Business news, reviews and overviews from the IPA

## MD's IN BOX



Ivan Pomaleu, OBE

In welcoming our readers to this issue of *Opportunity* let me also wish our blessed nation Papua New Guinea a Happy 41 years of Independence.

Whilst in this jovial mode of celebration, I share with you some good news on the great work undertaken by the National Fisheries Authority and the IPA and breaking into the Chinese market in terms of our fish products. *(Read story inside)*

A piece on *Amruqa* from the East New Britain Province is another success story whose virgin coconut oil products have landed on the shelves of *Prouds Duty Free Shop* at Jacksons International Airport just last month.

The IPA in its mandatory function in promoting and facilitating investment into PNG

within its various programs also plays an active role through the Marketing and Export Promotions Unit in the identification of markets for export capable PNG products.

From where I sit I'm pleased to highlight a few notable developments that have come about within the IPA this quarter.

You'll enjoy the picturesque coverage on the Mass Wedding hosted for ten (10) of our staff members and their spouses at the scenic Adventure Park, just minutes out of Port Moresby.

We also had our branding event which saw the official presentations of the IPA 2015 Annual Report and Financial Audits and the 2015 Best Public Sector Employer of the Year Award presented by the Papua New Guinea Human Resource Institute for the second year running.

Please read on our regular features and other stories to keep yourself informed.

On that note I'm happy to state here that this would be my final piece via this medium as Managing Director and I wish to thank you for your continued support given to the IPA over time.

Happy Reading All!

## IN THE NEWS

### IPA receives 2015 Best Public Sector Employer of the Year Award

The Investment Promotion Authority has yet again stood out amongst other public service organizations to claim the 2015 Best Public Sector Employer of the year.

In IPA's annual branding event, the award was presented by the PNG Human Resource Institute to IPA Managing Director Mr. Ivan Pomaleu, OBE.

During the event, Mr. Pomaleu presented the IPA 2015 Annual Report and Financial Audits to the Board Chairman Mr. Leon Buskens.

In receiving the reports, Mr. Buskens commended the IPA for delivering its programs diligently and providing the financial audits on time.

Chief Secretary to Government Mr. Isaac Lupari also used the event to address the staff on proper work habits.

## Tips & Traps

### What is a Trademark?

Trademarks existed in the ancient world as long as 3,000 years ago. Indian craftsmen used to engrave their signatures on their artistic creations before sending them to Iran.

Today, Trademarks, which are often abbreviated as TM in English, are commonly used and most people on the planet could distinguish between the trademarks for the

two soft drinks Pepsi-Cola and Coca-cola.

**A trademark is basically a sign that is used to distinguish the goods and services offered by one undertaking from those offered by another.**

To register a trademark to obtain trademark protection, first consider the two (2) preliminary phases before doing anything.

Phase 1 involves certain requirements such as the following;

1. Identify your product. What am I trying to protect? Is it a good or is it a service? If it's a good, do I have a label of the product? If it's a service, identify how

*Tips & Traps, continue on pg 2..*



Mr. Pomaleu presenting the 2015 Annual Report to Board Chairman Mr. Leon Buskens and Board Member Mr. Allan Bird.

More news stories next page

Tips & Traps, continue from pg 1.

- the trademark will be used in association with this service. How can the trademark distinguish your service from other competitors?
  - Ensure that your trademark is distinct (unique) and does not imitate or resemble or even appear to be like any other existing trademarks.
  - You may do a trademark search on your trademark to ensure that your trademark is not conflictingly similar or identical to existing or registered trademarks.
- Phase 2 involves the preparation of your application for lodgment.
- Check to see if you have printed representation of your trademark, better still, saved/stored somewhere in your computer/laptop. Why? You will need to place your trademark representa-
  - tion onto the appropriate Section of the application form. The office does not accept glued or pasted or stapled representations onto the form.
  - Check to see if you have enough funds of the prescribed fee either by direct deposit into IPA bank account or via a bank cheque made payable to Investment Promotion Authority, and obtain proof of the payment of this fee. (**See fee schedule on page 4**)
  - Complete the application form in accordance with the requirements and submit together with the prescribed fees to the Intellectual Property Office of Papua New Guinea (IPOPNG).
  - Obtain a receipt of your payment after submission from IPO.

In the News, IPA hosts mass wedding in pictures...

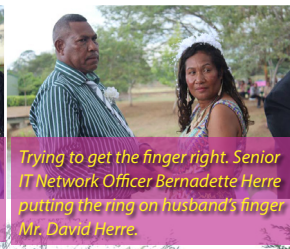
## The Wedding in Pictures



Flower girls leading the couples on the boardwalk to a little isolated island for the formalities.



Executive Officer to the Accounting Standards Board Mr. Adam Dorbae and Mrs. Rita Dorbae exchanging their vows.



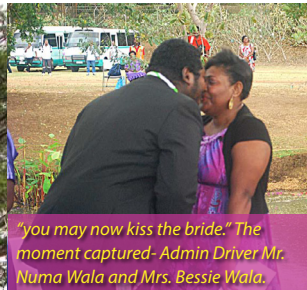
Trying to get the finger right. Senior IT Network Officer Bernadette Herre putting the ring on husband's finger Mr. David Herre.



Senior IT officer Balin Namuri and partner Ken Simon on the boardwalk. She walked back from there as Mrs. Balin Simon.



Main celebrant Pastor Simon Vetali praying over the newly married couples.



"You may now kiss the bride." The moment captured - Admin Driver Mr. Numa Wala and Mrs. Bessie Wala.



## IN THE NEWS

### IPA hosts Mass Wedding for employees

In order for an organization to be productive, you need a strong and stable workforce. This can happen if you have a stable and solid family at the home front as foundation.

This is how Managing Director of the Investment Promotion Authority, Mr. Ivan Pomaleu puts it when his IPA management, with the support of the Board organized a mass wedding for ten (10) IPA staff at the Port Moresby Adventure Park outside the city.

A wedding is normally seen as a fairy tale or sophisticated type of event secluded to friends and families and maybe a few close co-workers.

Bring such an event to the office front and it brings a whole new perspective to the meaning of commitment and loyalty to your employer with the backdrop of a strong family unit.

The message of the day was clear as echoed by Mr. Pomaleu and also the IPA Board Chairman Mr. Leon Buskens who was there to celebrate with the staff. "We need to put our homes in good order so that we can have a clear and free mind to be more productive at work."

The IPA has set a benchmark in having an organization both in the private and government sector, to organise a mass wedding for its staff.

The Authority organized counseling sessions and civil registry paper works for the officers before the ceremony to ensure that all requirements were fulfilled.

There's a high chance of me not telling or expressing the story well in this article because every sentence relates to moments captured on camera. So let's do pictures instead.

(SEE THE WEDDING IN PICTURES)



## Local PNG product goes duty free

A local Papua New Guinean product is making headway overseas, thanks to Prouds Duty Free Shop.

The Amruqa has been given a nod to have its virgin coconut oil products sold at Prouds duty free shop at Port Moresby's Jacksons International Airport since August 2016.

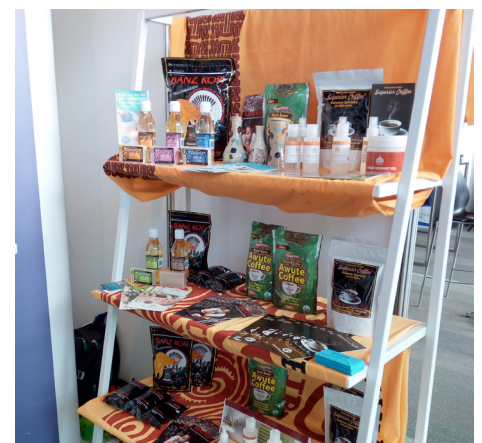
This business venture became possible after Prouds Duty Free shop started expanding its products to a variety of PNG collections on their shelves.

The Investment Promotion Authority through its Marketing and Export Promotion Unit took advantage of the opportunity and recommended a few local products including the Amruqa cosmetic oils from the East New Britain Province.

Amruqa's cosmetic products have since caught the interest of Proud's Retail Manager Kiran Rathod who initiated negotiations for the sourcing and selling of the cosmetic products.

Amruqa is a qaqet name for the rosewood tree meaning re growth or regeneration. Its central processing facility is at Vunakanau Estate in Rabaul, East New Britain Province. They offer a range of quality certified spices, essential oils and high level coconut products which are processed to international standards.

Amruqa was initially known as Pacific Spices when established in 1997 and have grown and expanded over the years.



Amruqa products proudly displayed at the IPA booth besides other PNG products at the recently held International Business Summit in Brisbane, Australia.

## The Wedding in Pictures continue...



Where it all happened. On a little island, surrounded by families and colleagues.



Admin Driver Mr. Michael Nanumea proudly escorts wife Maybelyn Nanumea to sign her life away.



MC chilling with an icy cold sprite.



Manager Investment Promotion Unit, Mr. Daroa Peter proudly takes his wife Mrs. Eileen Peter to the altar to sign the marriage certificate.



IPA Managing Director Mr. Pomaleu, OBE giving his remarks during the event.



Mrs. Wailly Pomaleu and Michelle Marikawa putting final touches to the altar.



Part of the IPA management team gracing the event.



Director Investor Services and Promotion Division and the Master of Ceremony Mr. Clarence Hoot keeping the program flowing.



That dance.



Colleagues witnessing the program taking place

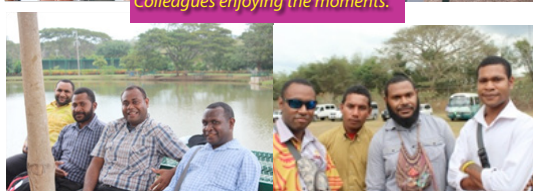


Colleagues enjoying the moments.



All smiles. Wedding celebrant, Pastor Simon Vetali and Marriage Counsellor Mr. Allan Tagai.

The team that put the whole event together. From left to right- Corporate Services Executive Secretary Mrs. Leah Manuai, Admin Officer Mr. Max Tungui, Senior Human Resource Officer and chief event planner Ms. Ruth Jorim and Senior Legal Officer Securities Commission Ms. Gretel Ungaia. The team was guided by the MD Mr. Ivan Pomaleu. Missing is Mrs. Beverly Piawu who moved from organizing the event to becoming one of the wedded couples.



And this is how they cut the cake





## SCHEDULE 4 OF TRADE MARKS REGULATION (CH. 385)

Item No.	Form	Matter	Amount of fee	Item No.	Form	Matter	Amount of fee
32 (Reg. 9)	FORM 4	1 On lodging an application to register a trademark or series of trademarks for goods/services in a prescribed class	K250	7		Lodging evidence in opposition proceedings-for each evidential stage.	K70
		1a On lodging on the same day application to register same trademark in respect of goods/ services in another prescribed class	K200	60 (Reg.14)	(FORM 6) <sup>2</sup>	8 Lodging application for the renewal of the registration of: • A trade/service mark • A series of trade/service mark for the first mark, • For every other mark of the series	K400 K400 K300
		2 Registration of a trademark or series of trademarks where the representation exceeds 80mm x 60 mm in size (in addition to application fee payable)	K40	62(1)		9 Lodging application for restoration of removed trade mark (in addition to renewal fee payable)	K300
		3 Registration of a trademark or series of trade marks	K350			10 Issuing summonses to a witness or summonses to produce documents	K70
28(1)		4 For each entry in the Register of association of a trade or service mark	K50			11 Lodging request to Register for statement of grounds on which his decision was made.	K100
		5 ON LODGING AN APPLICATION FOR:		94		12 Application for an extension of time: • If lodged before end of time to be extended (for each month or part of the month applied for) • If lodged after the time to be extended	K70 K50 + the amount payable under Paragraph (a)
5(2),9,11	FORM 2	• Cancellation of an entry of a trade mark	K50			13 For supply of an uncertified photographic copies of, or extracts from, the Register or other documents in the custody of the Registrar.	K2
28(2),66	FORM 8	• To enter change of address	K50			14 Taxing costs	K70
67	FORM 9 & FORM 10) OR 68	• For a certified copy of Certificate of Registration • To which fee under paragraph 5a applies	K50 K50	10(2)		15 Searches where carried out by: • Members of public • The Registrar	K15 K50
5(2),11		5a Simultaneously, where 2 or more applications are made under these sections that are to the same effect in respect of each trademark to which applications relate, excluding those referred to in 5 above.	K50 plus K25 for each application after the first			16 For annual subscription to the journal issued under Sections 11 and 13; or For each edition of the journal issued under Sections 11 and 13	K125 K30
		6 ON LODGING AN APPLICATION FOR:					
12 (Reg. 6)	FORM 3	• Alteration of registered trade mark	K200				
40 (Reg. 12)	FORM 5	• Notice of opposition	K200				
64 (Reg. 16)	FORM 7	• Registered users	K200				
74 (Reg. 20)	FORM 11	• Registration of assignment	K200				
		6a Simultaneously, where 2 or more applications are made under these sections that are to the same effect in respect of each trademark to which applications relate.	K200 plus K100 for each application after the first				

## SCHEDULE 1. FEES

PATENTS FEES					INDUSTRIAL DESIGNS				
Matter of proceeding	Section Reference Act	Reg	Amount of fee	Form	Matter of proceeding	Section Reference Act	Reg	Amount of fee	Form
• Application for a Patent	19	9	K1000	FORM 1	• Application	43	31	K300	FORM 5
• (In a patent application), if the application includes an amino acid sequence or a nucleotide sequence filed on a compact disk or by other electronic means			K1500	FORM 1	• Correction of application on request of Registrar (If this does not refer to the correction of an entry in the Register)	46(2)(a) 47(b)(i)	33(2) & (4)	K50	
• Each divisional application for a patent	22(5)	17	K300		• Registration and publication fee	48	33(7)	K100	
• Amendment of application at the instance of the Applicant	22(1)(a)	21(3)	K170		• Lodging of Notice of opposition to grant of Industrial design certificate	50(2)	30,29(4) 35(2)	K800	FORM 2
• Correction of application at the instance of the Registrar	25(2)(a)	23(2)	K50	FORM 2	• Renewal			K150	FORM 5
• Preparation of Abstract by Registrar		24(2)(b)	K100		• First renewal			K250	FORM 5
• Amendment of application on invitation of Registrar	26(b)(i)	24(2)(a)	K50		• Second renewal			K250	FORM 5
• Grant and publication fee	27	26(1)	K100		• Surcharge for late payment of renewal fee	50(3)	35(2)	In addition to any other fee payable in relation to this item - K120 for each month, in the period between the anniversary and the day when the fee is paid	
• Filing notice of opposition to grant of patent/ industrial design certificate		29(4)	K1200		• other fee				
• Annual fees for patents	31(2)	28							
2 <sup>nd</sup>			K170						
3 <sup>rd</sup>			K200						
4 <sup>th</sup>			K240						
5 <sup>th</sup>			K270						
6 <sup>th</sup>			K330						
7 <sup>th</sup>			K400						
8 <sup>th</sup>			K460						
9 <sup>th</sup>			K550						
10 <sup>th</sup>			K640						
11 <sup>th</sup>			K700						
12 <sup>th</sup>			K750						
13 <sup>th</sup>			K800						
14 <sup>th</sup>			K900						
15 <sup>th</sup>			K1000						
16 <sup>th</sup>			K1100						
17 <sup>th</sup>			K1200						
18 <sup>th</sup>			K1300						
19 <sup>th</sup>			K1400						
20 <sup>th</sup>			Nil						
• Surcharge for late payment of annual fees			In addition to any other fee payable in relation to this item - K200 for each month, in the period between the anniversary and the day when the fee is paid						

GENERAL				
Matter of proceeding	Section Reference Act	Reg	Amount of fee	Form
			K2 per/pg	
• Copies of printed forms		3		
• Copies of extracts and copies of specifications and Any computer print-outs (excluding blank forms)		41(2)	K30	
• Application for extension of time to do any act or take any proceeding under the Act	6(5)		K150	
• Filing request for alteration of name, nationality, address or address for service in respect of a patent or an application		37(1)	K50 K200	FORM 7
• Filing request for recordal of change in ownership	52(1)	38(1)	K200	FORM 7
• Submission of license contract for recordal	53(1)	38(3)	K50	
• Inspection of Register	9	41(1)	K30	
• Certified copies of documents (per page)		41(2)	K1000	
• Filing request for hearing		43(2)		



# Office of the Registrar of Companies

## PUBLIC NOTICE - NEW FEES

The Office of the Registrar of Companies hereby wishes to advise all its valued clients and the general public that there has been an overall change in the lodgement fees for forms required by its office.

Please take note that the Investment Promotion Authority has started enforcing these new fees as of the 4th JANUARY 2016. The following table contains the new fees which effectively supersedes any previous publications as well as any previous formal correspondences issued on this matter:

COMPANIES FEES					
FORMS/ DESCRIPTIONS	NEW FEES		FORMS/ DESCRIPTIONS	NEW FEES	
	ONLINE	OFFLINE (Over the counter)		ONLINE	OFFLINE (Over the counter)
<b>Form 1</b> Registration of a new Local Company	400	500	<b>Form 57</b> Objection to a Company Reinstatement Application	50	100
<b>Form 6</b> Company Name Reservation	50	100	<b>Form 46</b> Application to register an Overseas Company	450	950
<b>Form 7</b> Application for change of Company Name	50	100	<b>Form 46A</b> Application to Reservation of Overseas Co Name	50	100
<b>Form 9</b> Adoption/ Alteration of Local Company Constitution	100	150	<b>Form 48</b> Notice of change of Overseas Company Name	50	100
Application for Extension to Hold Annual Meeting	100	150	<b>Form 49</b> Notice of Change of Overseas Co Constitution	50	100
<b>Form 22</b> Local Exempt Company Annual Return	250	300	<b>Form 50</b> Notice of Change of Directors of Overseas Co	150	200
<b>Form 22</b> Local Reporting Company Annual Return	300	500	<b>Form 51</b> Notice of Change of Principal Place of Business	150	200
<b>Form 54</b> Application to change Balance Date	50	100	<b>Form 53</b> Notice of Cessation of Business by Overseas Co	50	100
<b>Form 33</b> Application for Amalgamation	1,000	1,500	<b>Form 52</b> Annual Return of an Overseas Company	750	1,000
Application to the Registrar to Exercise Powers	1,000	1,000	For inspection/Production/Certification - Sec 398(3)	50	50
<b>Form 55</b> Application for Reinstatement of a Removed Co	2, 500	3,000	For Certified copy of Extract	100	100
<b>Form 56</b> Notice of Intention to Reinstatement a Removed Co	50	100			

Other Fees for Companies		
FORMS/ DESCRIPTIONS	NEW FEES ONLINE	OFFLINE (Over the counter)
Fees for ALL other forms/ business services that are currently charged at K25 are increased.	50	100
For a submission of any document for which a fee is not otherwise prescribed.	100	100
For an act done by the Registrar under the Act or the Regulation for which a fee is not elsewhere prescribed.	100	100
For an application for exemption by an overseas company from onshore reporting	400	500
For an application for change of currency under the ASBD2	200	300
For an application or request for which a fee is not elsewhere prescribed.	100	100

LATE LODGEMENT FEES FOR COMPANIES <small>LATE FEES for all company forms/business services will be applied in the following manner:</small>		
FORMS/ DESCRIPTIONS	NEW LATE FEES ONLINE	OFFLINE (Over the counter)
For any other documents if submitted later than one month after the expiration of the prescribed time	200	200
For an annual return of a local company submitted later than one month after the expiration of the prescribed time	1,000	1,000
For an annual return of an overseas company if submitted later than one month after the expiration of the prescribed time	1,000	1,000

BUSINESS NAMES FEES		
FORMS/ DESCRIPTIONS	NEW FEES ONLINE	OFFLINE (Over the counter)
<b>Form 1</b> Application for Registration of a Business Name	150	200
<b>Form 3</b> Amendments to Business Names Details	25	50
<b>Form 4</b> Renewal of a Business Name	150	200
<b>Form 5</b> Notice of Cancellation	50	100

**Note:**

According to the *Business Name Act 2014*, Section 9(1), Business Names renewals will be done every year commencing in 2016 onwards. However, Business Names currently registered in 2015 will continue to operate until after the third year, then annual renewal will begin.

Authorized by

ALEX TONGAYU, LLB, MPA  
Registrar of Companies

## What do the changes to the Companies Act mean?

With the new changes, there is a streamlined process for filing company documents.

scanners or fast internet connections

- Documents can be filed online without a physical signature, assisting businesses with no access to



## Health Bodies Unite Against Unethical Conduct

*Issued by the APEC Small and Medium Enterprise Working Group*

Health system stakeholders in Peru and Canada have launched landmark collaborative arrangements to strengthen their ethical interactions. It positions them to more effectively address improper inducements and ensure patient interests while providing a foundation for relevant parties elsewhere in the Pacific Rim to build on this progress.

Peru and Canada's "consensus frameworks" bring together health agencies, associations, practitioners, hospital groups and patient organizations to jointly develop and adopt codes of ethics, drawing on principles established in APEC for the medical device and biopharmaceutical sectors.

The frameworks support ethics training across health systems, including for employees of small and medium enterprises. The aim is to open up greater opportunities for these businesses to participate in cross-border trade free from the high costs of corruption. The approach could significantly improve healthcare outcomes as well as bolster regional trade, job creation and economic growth.

The signing of Peru's consensus framework by 22 parties took place during an APEC business ethics forum in Lima, ahead of a key meeting of Ministers from the region here on Friday to propel small and medium enterprise development. Canada's new consensus framework was also recognized by forum delegates.

Together, they will provide models to assist fellow APEC member economies in creating their own consensus frameworks. They also complement work in the region to achieve

universal adoption of codes of ethics consistent with APEC principles. Both measures are guided by a targeted 2020 deadline.

"The major stakeholders in Peru's health system have agreed to a new undertaking for strengthening ethical business practices," noted Dr Patricia Garcia, the economy's Minister of Health who witnessed the signing of its consensus framework. "It is essential for the health industry to work in unison to build public trust and now we have a platform to achieve just that. We hope others will follow."

"We welcome the steps taken by Peru and Canada to strengthen their health systems through the collective embrace of robust ethical practices," added John Andersen, Chair of the APEC Small and Medium Enterprise Working Group, which administers regional initiatives to drive small business growth. "Momentum is building for comparable frameworks across the region that will allow more innovative companies to export their products and become trusted, sustainable operators," continued Andersen, who is also United States Deputy Assistant Secretary of Commerce.

The APEC-wide pursuit of public-private action to enhance business ethics in health systems was accelerated by Small and Medium Enterprise Ministers in Nanjing, China in 2014. Reaffirming unethical business environments as a barrier to small business growth, they called for the universal adoption of common, high standard business principles first detailed by APEC economies in Kuala Lumpur for the medical device sector and in Mexico City on the biopharmaceutical sector.

At the forum, it was also revealed that the number of biopharmaceutical and medical device industry associations that have adopted codes of ethics or code commitments in the last four years has doubled across APEC economies. These groups collectively represent over 18,000 enterprises, including nearly 10,000 small businesses, and are demonstrating notable implementation progress.

"Aligned codes advance ethical collaboration, foster innovation and instill integrity in medical decision-making," explained Christopher White, Senior Executive Vice President and General Counsel of the Advanced Medical Technology Industry Association and private sector co-chair of the informal APEC Kuala Lumpur Principles expert group, which has helped to guide the initiative.

"From a patient perspective, APEC continues to serve a vital role in elevating high-standard ethical practices for health systems which facilitates access to lifesaving medical technologies across borders," concluded K.P. Tsang, Immediate Past Chair of the International Alliance of Patients Organizations and 2016 APEC Business Ethics for Small and Medium Enterprises Forum delegate.

PNG is also preparing to host a number of policy dialogues in 2017 as a lead up to its host year in 2018.



## APEC Makes Digital Economy Inclusion Push

*Issued by the APEC Electronic Commerce Steering Group*

Digital trade officials from APEC member economies are joining forces with service providers to broaden the development of the sector to combat inequality and growth gaps in the Asia-Pacific.

Officials and industry representatives meeting this week in Lima detailed actions for expanding individual and small business use of electronic commerce as connectivity improves around the region. Emphasis is on leveraging advances in mobile technology and network access to build digital economies that support business growth, employment and better living standards.

"Many Peruvian textile companies are using the internet to contact new buyers abroad for their products," noted Edgar Vasquez, Peru's Vice Minister of Foreign Trade, who opened the proceedings. "Electronic commerce is serving as an instrument to promote inclusion, generating new jobs and facilitating access to financial services in remote areas."

By the end of 2016, 4.8 billion people worldwide are expected to possess a mobile phone, half of them being smart phone users. Spurred by this trend, spending via electronic commerce is expected to increase 30 per cent in the Asia-Pacific during the 2015-2017 period—more than any other region.

APEC economies are weighing the deployment of regulations and public education programs that support the growth of e-banking and payment channels making it easier for micro, small and medium enterprises, aspiring entrepreneurs and consumers to participate in electronic commerce.

Rules pertaining to the management and application of data, ranging from online transactions to apps, biometrics and GPS information are also on the table.

"APEC is working to optimize cross-border

data flows and privacy protection as building blocks for the growth of digital trade," said Shannon Coe, Acting Chair of the APEC Electronic Commerce Steering Group, which guides industry policy development in the region.

"The proliferation of standards for efficiently handling data while protecting it particularly benefits small businesses with more finite resources," added Coe, who is with the United States Department of Commerce.

Measures to facilitate the innovative use of product, service and consumer information within the small and medium enterprise sector, which accounts over 97 per cent of all businesses and half of the labor force across APEC economies, are an additional focus.

"Small and medium enterprises in the region spend well in excess of USD2 billion on cloud services, with an annual growth rate of around 42 per cent, but this is only the tip of the iceberg," noted Dr Peter Lovelock, Director and Co-Founder of Technology Research Project Corporate.

"There is huge potential for the integration of big data and analytics in electronic commerce that could help businesses better target consumers, reduce overhead costs and improve their bottom line," he added. "Greater public-private sector engagement to achieve network interoperability, good governance and price points based on a level playing field will be key to breaking new ground."

## PNG fisheries products make inway into Chinese market

Good news! Papua New Guinea fisheries products have been given the green light to enter the lucrative market of the People's Republic of China.

This follows the approval of the PNG Health Certificate by China's General Administration for Quality Supervision, Inspection and Quarantine (AQSIQ) in June this year.

The approval of the certificate now means that PNG will be able to export both canned and fresh fisheries products into China.

Having the Health Certificate approved does not guarantee exports. As such, the next step in the process is for PNG companies to register their seafood companies with the China Certification and Accreditation Administration (CNCA) before they can export. The National Fisheries Authority (NFA) is continuously working on these requirements with the Fishing Industry and the Investment Promotion Authority.

According to the National Fisheries Authority, the PRC has been their target alternative for commercial fisheries apart from the traditional markets. However, PNG was not accredited to the China list of importing countries and direct fisheries exports remained a challenge for PNG fishing industry.

Apart from canned products, there are no clear indications at this stage as to the types of products listed on the list of imports to PRC. However, AQSIQ has assured the NFA that canned products are listed and looks good to export first with less hassle. Wet products will be discussed during the presentation of the Health Certificate.

The approval by AQSIQ is now a breakthrough for PNG and is welcoming news in the investment and trade front.

"The Investment Promotion Authority is proud of this achievement having undertaken initial work on this," said Clarence Hoot, Director of the Investor Services & Promotion Division. "It



In the News, continue on pg 7

is our strong belief that gaining a very small percentage of the huge Chinese market and population would indeed be stimulus for our local fish processing facilities here.”

This project has been ongoing between NFA,

IPA, the Chinese Embassy in PNG and AQSIC and there are other markets in the radar. Depending on how fast NFA and other government agencies complete the required processes, the country should see its first shipment of seafood products to China by this year.

## LET'S HEAR IT!

### Offering an ideal manufacturing garment & textile service

There is another option in manufacturing garment and textile for those who are looking for this service, especially in clothes and shoes manufacturing and training.

The PNG Garment and Textile Training Centre is a production Unit of the Small Business Development Corporation (SBDC), a Government statutory organization. The organisation's aim is to promote small and medium enterprises and to enable indigenous Papua New Guineans to be self sufficient.

One of the ways the SBDC does this is by providing training in garment and textile in PNG for men, women & youths to become tailors and to enable them to compete in the open market within the industry.

Their production unit was derived from the Garment and Textile Training Program which has been in existence over the years at the Centre since 2002.

The production unit had to undergo a major make over in 2013, bringing its facilities and human resources to high standards and in preparedness to compete with the private sector in the garment and textile industry.

The rehabilitation project was undertaken under the government's self sustainable platform.

SBDC has now started marketing its centre for the purposes of making money and is accepting manufacturing requests for corporate uniforms, shoes or any garment designing or tailoring work.

The centre is one of the few production units owned by the government and boasts very highly qualified and experienced seamstresses, sophisticated industrial sewing machines and quality infrastructure.

Further information on the centre or if you have any designing and tailoring needs, please contact them on phone numbers (675) 323 4354 or (675) 323 581, (675)325 0121 or email [pdpiawu@sbdc.gov.pg](mailto:pdpiawu@sbdc.gov.pg).

Do you have a story you would like to share about your business in PNG? Email your story (maximum 300 words) and a good quality photo to: [opportunityeditor@jpa.gov.pg](mailto:opportunityeditor@jpa.gov.pg)



## IN THE NEWS

### IPA conducts Bougainville Awareness Program



People visiting the IPA boot set up in Buin and Arawa.

A team from the Investment Promotion Authority conducted a week-long awareness in the Autonomous Region of Bougainville starting in Buin and ending in Buka. Clearly evident during the awareness was the hunger for information by the Bougainville population.

The awareness coincided with the inaugural Bougainville Chocolate Festival which was held concurrently in Buin town, South Bougainville and Arawa, Central Bougainville in July.

From the team's immediate profiling of the province, it was noted that Bougainville has a very active and striving economy led by the SME sector. There is great potential in the processing of spices, cocoa, coconut, timber and huge untapped tourism opportunities. Although there are immense economic activities happening in the region, access to business start up has always been a challenge for them to either diversify and expand or formalize businesses.

Other issues identified had been presented in a report to the management for further improvements.



Workshop in Progress



## Local business eyes investor partner

Local Farmers Industries Limited is an agriculture project located in Afore District, Popondetta, Oro Province which involves downstream processing of robusta coffee beans wherein the green coffee beans will be processed into finished products.

The project size and investment value is worth USD\$300, 000. 00.

The company seeks investors' assistance in the form of a JV partnership and grants to build a coffee processing mill and factory.

The projects main aim of building a coffee processing mill in Afore district would see to the processing of green beans into finished products for overseas markets. The company LFIL has 180 hectares of coffee plantation at Afore district. In addition, it engages 6,511 smallholder famers with an estimated total combination of 10,000 hectares of coffee plots pooled together and which are registered with the company. All together, these coffee plots produce a total of 350 tons of coffee beans annually. The company has been exporting to markets in the USA, China & Indonesia for the last 10 years and is looking to other potential overseas markets if financially supported by investors.

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## QUESTION TIME

### Question:

**What are the different entity types registered at the IPA and how are they different?**

### Answer:

The IPA, through the Companies Office registers four (4) different types of entities. These includes; Business Names, Business Groups, Associations and Companies (*domestic & overseas companies*).

The main difference between these entities is that they are registered under different Acts; they operate differently and have different requirements and obligations to satisfy.

The following are the entities and their characteristics;

- **Business Names:** They are registered under the Business Names Act as unincorporated entities. While a business name may resemble the same outlook as that of company it is legally different to an incorporated company by law. For instance, an entity registered as a business name is not a separate legal entity and thus cannot hold any property under its own name nor can it sue or be sued separately away from the owner. A Business Name is allowed to carry out only one type of business activity. Under the current legislation, a business name is renewable after one year.
- **Company:** Many business owners and entrepreneurs today commonly use a

company structure for their business operations. A company is a legal entity separate from the owners, who are called shareholders. The significance of this separation is that in most cases, shareholders cannot be personally liable for the debts of the company. If the company fails, generally the only liability of the shareholder is the amount they have invested in the company to purchase their shares. This type of liability is called 'limited liability'. This is why a company name always has 'limited' or 'ltd' at the end of its name.

- **Business Group:** Business Group Incorporation Act allows for the registration of customary groups for business and other economic purposes. In doing so, it gives them power to operate as businesses, borrow money and acquire, hold, dispose of and manage land.
- **Associations:** An Association is formed by a group of people with a common interest such as a sporting club, women's group, church bodies, non government organization, etc. The advantages of incorporation are that the liability of the members in respect of debts of the association is limited and that the association may hold property in its own name.

**Do you have a general question about the regulatory side of running a business or have a query on investment promotion, Intellectual Property rights or wish to know more on Securities? If so, email your question to: [click](#)**




We will publish a selection of questions and our answers in each issue of Opportunity.

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