



Opportunity

Issue 9 - September 2018

Business News, reviews and overviews from the IPA

MD's INBOX



CLARENCE M HOOT
Managing Director

Dear Readers and welcome to our ninth (9th) edition of the Opportunity Newsletter.

This issue will be a special one for me as I will now be addressing you as the Managing Director for the Investment Promotion Authority (IPA) and not as Acting Managing Director anymore.

I would like to take this opportunity to thank the National Government under the good Leadership of the Prime Minister, Peter O'Neill for confirming me as the Managing Director for the IPA.

I also acknowledge and place on record the continued support by the Minister for Commerce and Industry, Hon. Wera Mori over the last two years for his decisive role on my appointment.

I am now looking forward to taking up my new role and I pledge my full commitment to working with the Government, the Board, Management and staff of IPA to fulfill IPA's mission to promote, diversify, support and

grow business investments in Papua New Guinea and, for Papua New Guinea globally.

I would also like to thank the Management and staff of the IPA for their support in making the last two (2) years as the Acting Managing Director a success.

Again the third quarter of 2018 is almost gone and very soon we will be summing up this year's programs in the final quarter.

The review of the Investment Policy is still progressing and consultations for the review of the Association's Act are nearing completion before we proceed to NEC for endorsement.

So far in the month of September alone, IPA has sponsored and participated in the successfully concluded Speakers Summit held at the Parliament House precinct and the 6th Lukim PNG Nau Tourism Exposition held in Kokopo, East New Britain Province. IPA also participated in the Buka Chocolate festival which ended on a high note.

The IPA has also taken an extra mile to reduce turnaround time beneficial to our clients within the country by setting up Help Desks at the provincial level.

We signed an MOU with the East New Britain Provincial Government for the establishment of a Help Desk in the province and successfully launched a new Help Desk in East Sepik Province.

On that note, we hope you enjoy this issue and we look forward to receiving your feedback as always.

Thank you and happy reading!!!

Clarence M. Hoot
Managing Director

in the different sectors by province.

It is important to note that the entities in the registry are listed in alphabetical order and not by size or by sector.

You can follow the steps below to collate your own data.

Entity Search

Entity Search

Entity Name or Number
 ←

Select Register
 Companies ▼ ←

▼ **Advanced**

Entity Type
 --Any type-- ▼

Entity status
 --Any status-- ▼

Incorporation Date
 DD-MMM-YYYY DD-MMM-YYYY
 Equal ▼

Province
 Autonomous Region of Bougainville ▼ ←

Filing Month
 -- Any filing month -- ▼

Business Activity
 -- Any business sector -- ▼ **All sectors included**

Cancel Reset Search **Search**

Sort order [Ascending](#) [Descending](#) Page size ▼
 Displaying 1-200 of 2,064 results

IN THE NEWS

IPA launches Help Desk in ESP

The Investment Promotion Authority has officially launched the IPA-East Sepik Help Desk with the Division of Commerce & Industry, within the East Sepik Provincial Administration.

The launching will now pave way for the implementation of the signed MoU signed between the IPA and the East Sepik Provincial Administration on the 5th of October, in 2017. It's understood the Help-Desk will now be a

Continue on to next page.....▶

Tips & Traps

Collating data from the Online registry facility

The IPA online registry facility has brought with it spin off benefits that individuals can take advantage of as business opportunities.

Several people have used the system as a business opportunity by lodging applications on behalf of others at a fee. Although

the IPA does not have a say in the amount of fees charged, people need to understand that the aim of bringing the services online is to make it easier and less costly for someone who wishes to register a business.

Collecting data from the IPA online registry system is another service which you can utilize. With the system being online, you can search the registry to compile data such as the number of Business Names or companies registered in the different provinces. You can also search the number of entities



East Sepik Provincial Chamber of Commerce & Industry Chairman, Mr. Koni Philip and IPA Director Corporate Services, Ms. Anna Marikawa cutting ribbon to officially launch the establishment of IPA Help Desk.

first point of call for all IPA activities to the East Sepik Province.

The Help-Desk was officially launched by IPA's Director for Corporate Services, Ms. Anna Marikawa on behalf of the Managing Director, Mr. Clarence Hoot. The official launching took place on the 19th of September 2018 between Ms. Anna Marikawa, Director Corporate Services, IPA and Mr. Philip Koni, Chairman of the East Sepik Provincial Chamber of Commerce & Industry.

During the launching of the Help-Desk, IPA Director Corporate Services, Ms. Anna Marikawa presented a Monitor, PC, printer and scanner, on behalf of IPA to the East Sepik

Provincial Administration's Division of Commerce & Industry. The donated equipments will be used by ESP Division of Commerce and Industry staff to assist IPA clients in business registration process.

The IPA team also conducted training on Online Registration System (ORS) with East Sepik Provincial Administration staff and IPA clients who attended the launching. During the training, Acting Registrar of Companies, Ms. Harriet Kokiva said clients will now lodge their application using Help-Desk facility within the Commerce Division of ESP without going all the way to Port Moresby.

The East Sepik Provincial Administrator, Dr. Clement Malau attended the closing cer-



ESP CEO/Provincial Administrator, Dr. Clement Malau making his speech during buffet dinner at Village Inn, Wewak, ESP.



Acting Registrar of Companies, Ms. Harriet Kokiva explaining Online Registration System (ORS) while Companies Examiner, Kendy Kila, demonstrating the ORS process to the ESP Administration Staff, clients and local SMEs.

emony and assured the team that the administration will support the Help-Desk in terms of operational cost of maintaining internet connection to support the ORS system. While the IPA team also assured the ESP administration and Commerce Division of it's continued support in terms of training facilitation.

The IPA team returned to Port Moresby on the 20th of September 2018.

IN THE NEWS

IPA participates in the Lukim PNG Nau Tourism Expo.

The Investment Promotion Authority will continue to support the Tourism sector in its drive to promote the country as an investment destination.

Managing Director for the Investment Promotion Authority, Mr Clarence Hoot announced this when presenting IPA's sponsorship of K15, 000.00 towards the 6th Lukim PNG Nau Tourism Expo which concluded recently in Kokopo, East New Britain Province.

The IPA's support came with benefits of setting up a display booth during the exposition where the authority had the opportunity to promote its roles and responsibilities in promoting and facilitating investments within the country.

Mr Hoot said Tourism is a sector that will always bring investments into the country and as per IPA's responsibility in promoting and facilitating investments into and within the country, it will continue to partner with the Tourism Promotion Authority, Tourism Industry Association and its members to enable the growth of the sector.

Meanwhile the Chief Executive Officer of the Tourism Promotion Authority, Jerry Agus expressed the same sentiments saying that the success of the tourism industry depends on the partnership among all relevant stakeholders,

the Government and Industry members working together.

The exposition which was officially opened by the Minister for Tourism and Member for Kokopo, Emil Tamur saw the participation of 36 exhibitors and 26 travel agents from overseas markets.

The 7th Lukim PNG Nau Tourism Expo will be held in Alotau, Milne Bay Province in 2019.



Mr. Hoot presents IPA's sponsorship of K15,000.00 towards the 6th Lukim PNG Nau Tourism Expo at Kokopo.



Investment Promotion Authority's Managing Director, Mr. Clarence Hoot addresses the participants during the expo in Kokopo, ENBP.



IPA's Managing Director Mr Clarence Hoot (fourth from left) with participants of the APEC IEG Workshop

Investment Promotion Agencies (IPAs) in the APEC region have been urged to explore areas of regional cooperation in promoting one-stop-shop for information on local regulations, treaty obligations, labor and environmental policies.

This was one of the recommendations from the two-day APEC-funded Workshop on Sustainable and Inclusive Investment Policies within the APEC Region hosted by the Investment Promotion Authority. IPA is the agency that is responsible for promoting Papua New Guinea's investment policies.

The workshop on Sustainable and Inclusive Investment Policies within the APEC Region has been a successful project outcome from PNG Investment Experts' Group (IEG) focal point (the Investment Promotion Authority) with the endorsement and support from APEC IEG and funding support from the APEC

Secretariat in Singapore. The Investment Promotion Authority also provided additional funding in facilitating and implementing this project.

The workshop which was held on the margins of the Third Senior Officials Meeting (SOM3) 2018 in Port Moresby in August brought together government officials from APEC economies, experts from international organizations, enterprises and academia to engage in a robust discussion on the formulation and implementation of sustainable and inclusive investment policies. The discussions focused on roles of IPAs in promotion, facilitation and retention strategies and how foreign direct investment (FDI) can contribute towards sustainable and inclusive economic growth for all to benefit.

Also among the recommendations, governments of APEC member economies were

urged to support outbound investment by hosting trade fairs, exhibitions and creating platforms to bring together local knowledge, technical capacity and other government ministries.

It was also highlighted that Investment policies that do not work often arise due to lack of transparency, fragmented sources, poor communication between government agencies, frequent changes to policies and regulatory imbalances due to pressure from investor-state disputes.

Regional co-operation between APEC IPAs through MoUs, training, matchmaking, information sharing and workshops on best practices can help other economies to attract foreign direct investment and benefit from sustainable and inclusive growth.

Meanwhile the Managing Director for PNG's Investment Promotion Authority Mr. Clarence Hoot when delivering the closing remarks highlighted that the workshop presented important ideas to allow the UN Social Development Goals (SDGs) to be mainstreamed in investment policy.

He thanked the participants of the Workshop for a lively and interactive session as well as the co-sponsoring economies including Australia, Chile, Japan, New Zealand, and Philippines for their support.. He also thanked the presenters from other economies and international organizations and domestically, in particular women and SMEs.



The use of Industrial Designs

A clothes manufacturer wants to launch, as part of his new collection, a series of plain T-shirts in three different shades of colour, i.e. white, blue and green. Can these T-shirts be protected by Industrial Design?

No. Since the T-shirts do not present any element of novelty or originality. However, if the materials used to manufacture the T-shirts were new or original, or the shape of the T-shirt was new or original, industrial design could be applied.

Source :
Information materials from the Distant Learning course offered by the World Intellectual Property Organisation (WIPO) have been used to develop articles in this section.

What is an industrial design ?

An industrial design is the ornamental or aesthetic aspect of an article. The design may consist of three dimensional features, such as the shape of the surface of an article, or of two-dimensional features, such as patterns, lines or color.

Industrial designs are applied to the wide variety of products of industry and handicraft: from technical, medical instruments to watches, jewelry, and other luxury items; from house ware's and electrical appliances to vehicles and architectural structures from textile design to leisure goods.

To be protected under the national laws, an industrial design must appeal to the eye. This means that an industrial design is primarily based on the exterior design, and does not protect any technical feature of the article.

Why protect industrial design ?

Industrial design is what makes an article attractive and appealing; hence, they add to the commercial value of the product and increase it's marketability. When a design is protected the owner- the person or entity - that has registered the design is assured an exclusive right against unauthorized copying or imitation of the design by the third parties. This helps to ensure a fair return on investment.

An effective system of protection also benefits consumers and the public at large, by promoting fair competition and honest trade practices, encouraging creativity and promoting more aesthetically attractive product. Protecting industrial designs help economic development, by encouraging activity in the industrial and manufacturing sectors, as well in traditional arts and crafts.

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They contribute to the expansion of commercial activities and the export of national products. Industrial designs can relatively be simple and inexpensive to develop and protect. They are reasonably accessible to small and medium-sized enterprises as well as to individual artists and craftsmen, in both industrialized and developing countries.

How can industrial design can be protected ?

In most countries, an industrial design must be registered in order to be protected under industrial design law. As a general rule, to be registrable, the design must be "new" or "original". Different countries have varying definitions of such terms as well as variations in the registration process itself. Generally, "new" means that no identical or very similar

design is known to have existed before.

Once a design is registered, a registration certificate is issued. Following that, the term of protection is generally five years, with possibility of further periods of renewal up to, in most cases, 15 years. Depending on the particular national law and the kind of design, an industrial design may also be protected as a work of art under copy right law. In some countries, industrial design and copyright protection can exist concurrently.

In other countries, they are mutually exclusive: once the owner chooses one kind of protection, he can no longer invoke the other. Under certain circumstances an industrial design may also be protectable under unfair competition law, although the conditions of protection and rights and remedies ensure

can be significantly different.

How extensive is industrial design protected ?

Generally, industrial design protection is limited to the country in which protection is granted. Under the Hague Agreement Concerning the International Deposit of Industrial Designs, a WIPO-administered treaty, a procedure for an international registration is offered.

An applicant can file a single international deposit either with WIPO or the national office of the country which is party to the treaty. The design application will then be used to seek protection in as many member countries of the treaty as the applicant wishes.

IPA NOTICE BOARD

East New Britain one of top 5 provinces preferred by investors

East New Britain is proving to be one of the top five provinces preferred by investors coming into the country to do business.

According to statistics from IPA's 2017 certification database, the National Capital District (NCD), Morobe and East New Britain (ENB) are in the top three preferred investment provinces followed by Western Highlands and Madang Provinces who form the top five provinces that have high investment inflows. The statistics were presented by IPA Managing Director Mr. Clarence Hoot at the ENB gradative autonomy public awareness at the Gazelle International Hotel in Kokopo.

As presented by Mr. Hoot, the value of Foreign Direct Investment into ENB over the last five years was more than K2.3 billion of which 95 per cent of this was in the manufacturing sector with a total value of more than K2.1 billion. The other sectors included wholesale/retail and construction at 2% each with K46.6 million and 1% in the real estate sector with K14.5 million. The catering and hospitality sector accounts for less than 1% with an investment value of K8.4 million.

In highlighting the statistics, Mr. Hoot told participants that there were four key factors that drive investment attraction which

include efficiency seeking, market seeking, natural resource seeking and strategic asset seeking.

"Recent surveys of global trends as revealed by World Bank in 2018 shows that close to 50% of surveyed investors consider political stability and regulatory environment to be critically important for investment decisions," he said.

"A separate report by the 2018 United Nations Conference on Trade and Development (UNCTAD) states that 87% of investors are wary of global risks arising from geopolitical uncertainties," he added.

Mr. Hoot also stated that 70% of investors surveyed in the UNCTAD report said social instability was another key factor that gave confidence to investors and 60% saw withdrawal from or renegotiation of trade as another factor.

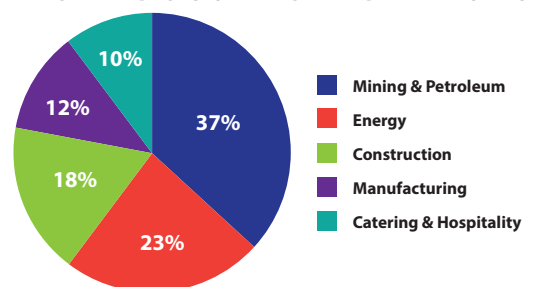
In the PriceWaterhouse Coopers 2017 APEC report, on average, 20% of respondents reported that experiencing barriers to foreign investment, goods, services and data over the last 12 months was

another factor that impacted on investors' choices in investing in the country.

ENB is one of the provinces that IPA has signed an MOU with and this has cemented an ongoing relationship which IPA had with both the provincial government and the private sector, through the ENB Chamber of Commerce.

A training is expected to commence soon whereby commerce officers will be expected to perform key IPA functions.

INVESTMENT BY SECTOR IN EAST NEW BRITAIN PROVINCE



UP-coming Events IPA CALENDAR OF EVENTS

- October : Provincial Outreach
- November 12th – 13th : Concluding Senior Officials Meeting (CSOM)
- November 12th – 18th : Economic Leaders week
- November : APEC Leaders Summit
- December : PNG Mining Conference
- IPA Quarterly Board Meeting #4

SPICE COMPANY SEEKS MARKET OPPORTUNITIES



Reginah Koi- Owner Hagen Spices

Ma Nga Spices is a locally owned business which started in March 2017 in Mt Hagen, Western Highlands Province and was incorporated on 14th May, 2018.

The company is now seeking export opportunities overseas.

Owner, Mrs Regina Koi from Mt Hagen said she was inspired to start this business after reading so much information on spices and their health benefits.

She said she had a medical background and she saw the importance of spices and what they can do to help the human body when used regularly.

"I use a lot of spices in my cooking and enjoy eating spicy food. The outcome of using spices has contributed to improving my health status and I would like other people to benefit from the same," said Mrs Koi.

She said, currently her target markets are hotels, restaurants, supermarkets and ordinary people.

Ma Nga Spices produces ten (10) variety of spices including turmeric, ginger, curry leaves, chiles, mint, garlic, lemon, lemon grass and mixed spices.

Mrs Regina said her company grows most of the raw materials in their gardens and also buy from local markets.

She said all her products are processed by hand or sun-dried.

The benefits from spices are immense.

- Organic.
The raw materials Ma Nga Spices use are organic. They are grown in the gardens without any additives in the soil. Similarly no additive is added when the products are processed.
- Medicinal Properties.
All spices have medicinal properties that are beneficial to the health of human beings. They help treat illness, prolong life and regenerate body cells.
- Culinary uses.
Most spices flavour food that is enjoyed by millions of people throughout the world. Spices add flavour to food and give out inviting smells and tastes.
- Preserve food.
Some spices are used to preserve food
- Generate income.

Spices can generate income that can sustain livelihood of local people.

Mrs Regina said Ma Nga Spices started selling its products on a small scale, starting off with street sales, to friends and by word of mouth.

"My next goal is to go to export level given the capacity," said Mrs Koi.



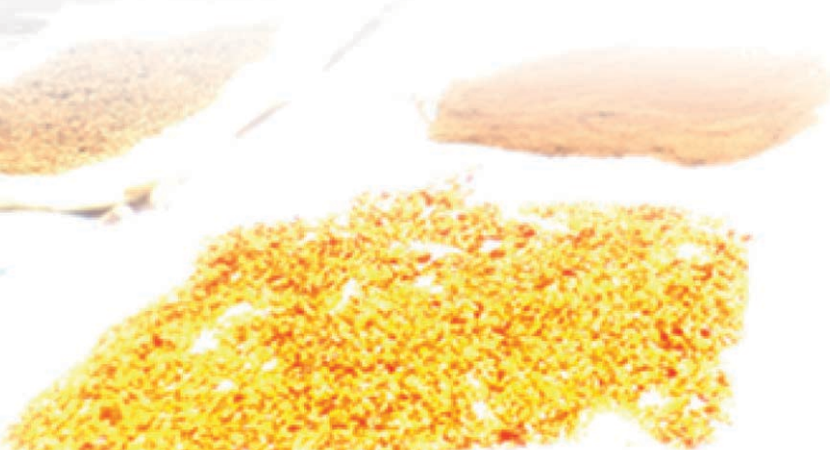
Highlander Hotel Exhibition



Displaying raw spices



Processed Spices in bottles



Sun drying spices



IPA SUPPORTS INDUSTRIES

The IPA supports and promotes investment and downstream processing within the different industries and sectors to grow the economy. In this issue we highlight some of the promotional activities the Authority participated in to show course its endeavor in this agenda.



Top: TPA's CEO, Jerry Agus, Minister for Tourism, Emil Tamur and IPA's MD, Clarence Hoot posing with the K15,000.00 sponsorship cheque payment presented to the Tourism Industry Association by IPA towards the hosting of the 'Lukim PNG Nau' Tourism Expo held in Kokopo in September.



Top: Officers from the Madang Resort Hotel interact with an international tour operator during the tourism expo in Kokopo.

Bougainville chocolate festival



Top: The IPA was among the cocoa farmers and chocolate producers in Bougainville during the chocolate festival to share ideas and advice on how they can add value to their products. IPA also displayed PNG manufactured products that are at the export level to motivate farmers that there is hope to bring standards of their products to that level and IPA can help with that.

Pictured are some of the visitors to the IPA exhibition stall.

Below: IPA facilitates successful commissioning of carbonization plant by Japanese investor



Top: Japanese Investors visiting National Fisheries College Aquaculture facilities in Kavieng, New Ireland Province for the possibility of breeding eels for export to Japan.

Below: Samples of young eels displayed in a water bag during a visit by Japanese investors to New Ireland Province to explore possibilities of breeding and exporting baby eels to Japan. The visit was facilitated by IPA.





Securities Commission of Papua New Guinea

URGENT ENGAGEMENT OF INDEPENDENT AUDITOR

The Securities Commission Papua New Guinea (SECOM), currently a division of the Investment Promotion Authority of PNG (IPA) is the regulator of the capital market and securities industry of PNG. SECOM aims to facilitate a high quality and competitive market infrastructure for investors to trade freely, fairly, efficiently and transparently in a risk free market.

SECOM is inviting expression of interest (EOI) from suitably qualified and experienced accounting and auditing firms to be engaged on an urgent basis to conduct an independent review of the administration of the Pacific Balance Fund (PBF) and its Trustee services which is currently under the oversight of the SECOM.

The Terms of Reference, Scope of Work, Services Required, Duration and Timeframe, Expected Outputs etc, can be obtained at the Office of the Chairman, SECOM, and/or will be disclosed to the successful bidder during interview and signing of the contract.

QUALIFICATION OF THE INDEPENDENT AUDITOR

The SECOM seeks to engage a well experienced accounting/audit firm with high level of integrity and good reputation in the industry; over 10 years experience in the accounting and auditing profession in PNG; and of sound capacity. The desired auditor is required to have:

- (i) Extensive experience (preferably 10 years or more) in providing independent internal and external audit services in PNG, especially to corporate clients and or trust funds;
- (ii) Adequate staff capacity to efficiently perform the independent review within the duration of the 30 calendar days;
- (iii) Provide a well researched and analyzed detailed report addressing all aspects of the outlined Terms of Reference including a doable set of recommendations;
- (iv) A Certified Practicing Accountant holding a CPA Certificate in PNG and working knowledge of the International Accounting and Audit Standards and International Financial Reporting Standards;
- (v) Experience in providing detailed financial analysis reports to include governance structures of financial service firms

SUBMISSION OF BIDS

The duration of the independent review work is envisaged to commence on 18 October 2018 and end on 16 November 2018 for a total of 30 calendar days. Expressions of Interest addressing the terms of reference and including:

- (i) Experience and qualification of the firm in line with the outlined terms of reference;
- (ii) Demonstration of the Capacity to efficiently perform the work within the timeframe;
- (iii) A technical and Financial proposal for the review, clearly outlining the methodology to conduct the work and synchronized with the financial cost estimates.

All bids are to be submitted in **triplicate no later than Friday 12 October 2018** to:

The Executive Chairman
Securities Commission Papua New Guinea
P.O. Box 1170, Waterfront Konedobu
Level 2 IPA Haus Konedobu

For clarifications relating to the Terms of Reference and the submission of bids please contact.

Tel: 308 4454

Email: SECOMadmin@ipa.gov.pg

Authorized by:

.....
Christopher T. Hnanguie
Executive Chairman

The proponents of a Cooperative Society, Rigo-Koiari Cooperative Society in the Central Province are looking for a Joint Venture partner or foreign investor to participate in the development of the commercial agricultural estate

The Size of the project or the Investment value stands at 2 million US dollars.

The project is an agro-based project preferably intended by the proponent to be established as a fresh agricultural food producing basket to supply aggregate domestic market and also for exports.

It is located in the Rigo District of Central Province with more than 150, 000 hectares of arable land to be cultivated. The land is conducive for multi cropping or farming like; Agriculture (food crops, Vanilla & Spice, Fruits & Nuts Farming etc.), Coffee, Cocoa, Rubber farming, Aquaculture (Freshwater Fish & Prawns farming), Eco-forestry, Beef & Sheep farming.

Almost all of these activities are in operation but in small scale. It is indeed commercially

viable since it has the resources like Land, Labor and initial capital is available for project implementation.

The infrastructure developments such as Electricity, road access, health centre, and sea access are all readily available for accessibility. The land is owned by the customary landowners however they all came to a mutual agreement when incorporating this corporative society. They all agreed to lease/ equally participate with any investors/developers for the mutual benefit of both parties.

Other necessary documents such as business plan, the 2011-2015 report of the cooperative society, certification of incorporation, environmental & feasibility study reports and proposals concerning the project.

Contact:
Kule Iamo- Chairman,
P O Box 5966, Boroko
NCD
Ph: (675) 6883038,

Email: kiamo@works.gov.pg

How can I get a copy of an extract or certificate?

Question:

How can I get a copy of an extract or certificate?

Answer:

The IPA no longer issues copies of extracts and certificates. To get an extract for a company or business online, simply visit our website www.ipa.gov.pg. Click on the "Do it online" tab and a pop down menu should give options on what you intend to do.

The online registry facility will generate an email depending on your request whether it be for an extract or certificate.

Not that you will need to type in your reliable email address for the document to be sent to you.

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](mailto:beverlyp@ipa.gov.pg)

beverlyp@ipa.gov.pg

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

IPA BRANCHES:

Port Moresby, Head Office

Level 1, IPA HAUS, Munidubu Street
(Corner of Lawes Rd and Champion Pde)
Konedobu, Port Moresby

Phone: (675) 308 4400 / (675) 321 7311
Facsimile: (675) 320 2237
Email: ipa@ipa.gov.pg

Lae Regional Office

Level 1, Nambawan Supa Building,
P. O. Box 1074, Lae,
Morobe Province

Phone: (675) 479 2001 / 479 2606
Fax: (675) 479 2001
Email: ipalae@ipa.gov.pg

Buka Regional Office

Commerce Office, Haku Street
P. O. Box Private Mail Bag, Buka
Bougainville,

Phone: (675) 973 9344 / 973 9189
Fax: (675) 973 9344
Email: ipa_buka@ipa.gov.pg

Mt. Hagen Regional Office

Level 1, Gapina Building,
P. O. Box 1834, Mt. Hagen,
Western Highlands Province,

Phone: (675) 542 0399
Fax: (675) 542 0599
Email: ipahagen@ipa.gov.pg

Kokopo Regional Office

Ground Floor, Marau Haus,
P. O. Box 870, Kokopo,
East New Britain Province,

Phone: (675) 982 9460
Fax: (675) 479 2001
Email: iparabaul@ipa.gov.pg



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