

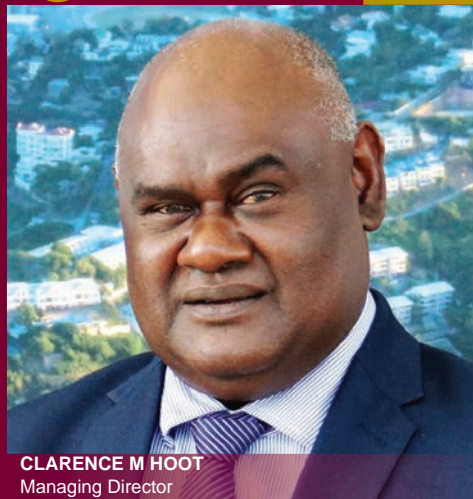


Opportunity

Issue 10 - October 2019

Business News, reviews and overviews from the IPA

MD's INBOX



CLARENCE M HOOT
Managing Director

Dear Readers, and welcome to tenth (10th) issue of the Opportunity Newsletter.

We are slowly winding down this year and now into the second last month of 2019.

So far, we have again experienced a very hectic but smooth flow of operations in all business units of the Authority all throughout this year.

The Authority has successfully hosted a number of significant events throughout this year all in the name of policy reforms. The inaugural Business Regulators summit was the latest big event that was hosted on the 19th and 20th of September, 2019 in Port Moresby.

A draft report has been compiled from this summit with a set of recommendations that will later be submitted to the National Government to consider once it's finalized.

In June this year, the IPA successfully hosted the Investment week. This was done in partnership with the PNG Business Council, the National Parliament, the Speakers Office, the European Union Delegation Office and relevant stakeholders. It was hosted from the 16th to the 21st of June, 2019 in Port Moresby and consisted of a series of business conferences.

Meanwhile the IPA is finalizing the report from all the consultations done on the review of the Association Act of 1966.

The review of the Act will address issues that have been identified as problematic for local associations and to bring the Act into compliance with international Anti-Money Laundering (AML) mandates which is aimed at bringing a higher level of transparency and accountability to this entity type.

I sincerely hope you will enjoy this issue and as always, we look forward to receiving your feedback.

Thank you and happy reading!!!

Clarence M. Hoot
Managing Director

IN THE NEWS

Call for harmonization of Regulations on Doing Business in PNG



Deputy Prime Minister, Davies Steven officially opens the 2019 Business Regulators' Summit that took place at the Hilton Hotel in September, 2019.

Deputy Prime Minister, Davis Steven when officiating at the Papua New Guinea Business Regulators Summit hosted by IPA in September 2019, supported the call made by the Prime Minister that the Government is committed to reviewing key legislations relating to taxation as well as resource laws in the mining, oil and gas, forestry, and fisheries sectors.

He said this was to ensure Papua New Guineans were empowered to participate meaningfully in the economy for the growth and development of the country.

However, Mr Steven highlighted that there was still a missing link in a more serious commitment to do serious work from policy decisions that were already identified.

"There is an urgent need for a coherent and synergized approach to doing the hard yards to get our regulations effective and efficient to meet our national development agenda," said the Deputy Prime Minister.

Presentations by World Bank and Asian Development Bank during the summit also indicated that countries coming from more difficult circumstances than PNG have made impressive reforms.

The summit outcomes had revealed that the highest level of government support was needed to drive reforms, especially at the executive or central agency level. An achievable

Tips & Traps

Why is it important to reserve a company name

A name must be reserved before a company can be registered under that name. Use Form 6 to reserve a name.

The reservation of name process is essentially an "approval process". The Registrar of Companies will not approve a name which:

1. Would contravene any law
2. Is identical or similar to the name of another company, or a reserved name;\
3. Is undesirable, misleading, deceptive or offensive
4. The Minister has directed the Registrar not to accept.

The Registrar will not register a Company, nor register a change of name unless the name has been reserved beforehand, or an application for reservation of the name is also attached.

Note: The Registrar can direct a Company to change its registered name if the name is one which should not have been registered in the first place. The word "Limited" must appear at the end of the company name. The word "Proprietary" and the abbreviations "Pty" and "NL" have been dispensed with.

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strategy is also needed where priorities are identified with realistic milestones to ensure reforms are effective.

Regulatory agencies who attended the summit were also told that innovation and technology made available opportunities for self-regulations and streamlining of processes. They were also challenged to identify what needed to be regulated by taking a step back and assessing their regulatory processes and applications.

It was further highlighted during the summit that there was need for interoperability in the regulatory environment and for all regulations to find common grounds in harmonizing regulations. The summit also highlighted the need to work towards improving doing business climate that will not only attract foreign direct investments but also to develop and grow the domestic MSMEs.

Some of the key recommendations that were raised during the summit include:

- Revive the National Working Group on Impediments to Business to provide technical advice to the CACC and National Executive Council (NEC) on policy and regulatory frameworks and reforms in the areas of doing business. The working group to be co-chaired by the Department of Commerce and Industry and the Department of Treasury. The National

Working Group will comprise of both government and private sector.

- Asian Development Bank to continue partnership with key regulatory agencies with government support in terms of counterpart funding for public consultations as well as engaging the Law Reform Commission and Department of Justice and Attorney to review legislations that are subject to review.
- The Department of National Planning & Monitoring recommends that to make the Medium Term Development Plan III (2018-2022) more flexible to changes in PNG domestic circumstances

there be interventions rather than conducting reviews in this lifespan of the plan

- The three (3) main Authorities together with Department of Justice and Attorney General, CLRC and Magisterial services to consider overhaul of existing regulations to streamline how properties can be protected and effectively utilized to maximize its economic potential.
- Conduct a stock-take on all registries by Registrar of Titles and Registrar of Companies and subsequently develop a central interface to monitor all property owners. This will give consolidated background on any future reforms.



Deputy Prime Minister, Hon. Davis Stevens speaks to heads of the two key regulatory agencies during the 2019 Business Regulators' Summit held on the 19th - 20th September, 2019.

IN THE NEWS

ADB urges Regulatory agencies to support good contracting



Law Expert from the Asian Development Bank, Mr. Terry Reid giving his remarks during the Business Regulators' Summit.

working with a number of regulatory agencies including the Investment Promotion Authority to make sure that reforms on doing business in PNG are accessible to Papua New Guineans," Mr. Reid said. "We have to make the regulatory frameworks simple and ones that can allow people to easily digest and understand them," he said.

Mr. Reid said that it will be pointless having regulations in place if nobody was going to comply with them.

"Good regulations and good business practices will reduce the cost of doing business. The more regulatory burden, the greater the cost of doing business in the country," said Mr Reid.

Asian Development Bank's Lead Business Law Expert, Terry Reid is urging Regulator Agencies to create an environment that supports good contracting.

impede the growth of businesses and suggest ways for improvement.

Mr Reid made the call when doing a presentation on domestic reforms in the area of doing business during a 2 days PNG Business Regulators Summit which was hosted in September this year in Port Moresby by the Investment Promotion Authority.

Mr Reid said people are unable to engage effectively in the Private Sector causing the economy to be stagnant unless people can contract with a great deal of confidence.

He highlighted that PNG ranked very low in the World Bank's Doing Business Indicators scale in the area of enforcing contracts.

The summit was focused on identifying bottlenecks in various business regulations that

"Asian Development Bank has also been



Participants at the Summit.

The Investment Promotion Authority launches Help Desk in New Ireland Province



IPA's Chairman, Leon Buskens with New Ireland Governor, Sir Julius Chan and Provincial Administrator, Lamiller Pawut (center) during the Help-Desk launching.

The Investment Promotion Authority (IPA) has just launched a Help Desk in New Ireland Province that will help the people in the province in terms of business registration and the provision of investment information.

The launch follows the signing of a Memorandum of Understanding between the New Ireland Provincial Government and the Investment Promotion Authority last year.

Chairman of the Investment Promotion Authority Board, Leon Buskens when officiating during the launch highlighted that the launching of the IPA/NIPA Help Desk will bring services closer to the people and assist our local SMEs prosper in their businesses.

The Help Desk will be established within the New Ireland Provincial Government's Commerce Office.

Mr Buskens said the launch also signifies IPA's efforts to develop a strategic partnership aimed towards meaningfully delivering services to our people.

He said this strategic partnership with IPA will also empower New Irelanders to formally register their business activities and provide investment opportunity for the province.

He thanked the Governor for New Ireland Province, Honourable Sir Julius Chan and the Administrator, Mr. Lamilla Pawut for the ongoing kind support and cooperation rendered since 2018.

Since the signing of the MOU in 2018 IPA officers have been in constant dialogue to agree on a date, today Friday 4th October 2019 to launch the IPA/NIPA Help Desk and to conduct training of the Commerce Officers to facilitate implementation of the MOU.

"It is my firm belief that the training has capacitated local staff in Kavieng to be able to provide the necessary services to the people of our province," said Mr Buskens.

Mr Buskens also highlighted that the launch is an opportunity that will pave way forward for the IPA Board and Management team, the Ad-

ministration and Political Leadership and the Business to discuss certain issues of mutual interest for the province.

IPA will be supporting the set up of Help-Desk with a computer/desktop and an all in one scanner and a printer.

This is the standard assistance IPA gives to all the Provinces that it signs an MOU with. Other related costs are to be borne by the New Ireland Provincial Administration.

Meanwhile Mr Buskens further revealed that the General outlook for the PNG Economy is good given the new Government over four months in office since the May 2019 Parliament to September 2019.

"On Friday, 13th September 2019, the National, page. 39 on the eve of the 44th Independence the Prime Minister Hon. Prime Minister, James Marape released the Marape Manifesto during his address to the nation covering few strategic key areas on what he intends to do under two inter-working sectors. These include the: economic sector interventions – that especially deals with raising revenues and prudent expenditures and social and

development sector interventions – that ensures better quality services are reaching our people in an environment that is free from systemic wastage through corruption and complacency," said Mr Buskens.

He said the launching of the IPA/NIPA Help Desk, in a way, is a small contribution towards achieving the objectives and it is also about bringing services closer to the people and assisting our local SMEs prosper in their businesses.

"The Investment Promotion Authority is a Government entity with no support from the Government running three years on with internally generated revenue is proud to be your partner in delivering much needed services closure to the people and to today at this events we acknowledge your presence in supporting this small gesture (events) in partnership and building this province going forward," said Mr Buskens.



The IPA management Team and members of the IPA Board pose for a photo shoot in New Ireland Province before the IPA Help-Desk Launching program.

IPA presents computers to Sunrise Bethel Christian School



Director Cooperate Service, Ms. Anna Marikawa and IT Officer, Uruguna Nouairi pose for a photo shoot with the Sunrise Bethel Christian School's Principal, Rebecca Cook and students from the school.

The Investment Promotion Authority donated Five (5) computer sets to the Sunrise Bethel Christian School early this month.

Investment Promotion Authority's Director for Cooperate Services, Ms Anna Marikawa who handed the computers to the school highlighted that IPA is happy to donate these computers for a good cause.

She said the initiative is part of the Investment Promotion Authority's Corporate Social responsibility.

The IPA also donated computers to two (2) other schools in the previous years, including Saint Therese and Philip Aravure Primary Schools in the nation's capital.

Principal of Sunrise Bethel Christian School, Rebecca Cook, expressed appreciation to IPA for recognizing the importance of the use of computers in schools to enhance the students learning ability.

Mrs Cook said the donation of the computers to the school is timely and that it will also go a long way.

She said the school currently has 3 hundred students from Prep to Grade eight (8) and it will soon be accepting Grades 9 as part of its efforts to expand and help ease the problem of many children not having the opportunity to complete schooling because of spacing issues in schools in NCD.

IPA has given assurance to the School's Principal that it will assist the school if they need assistance in the event that one of the computers encounters technical problems.

Meanwhile Sunrise Bethel Christian School will be celebrating its 10 years of Education in PNG on the 7th and 8th of November, 2019 at the Bethel Tabernacle of Praise Church ground.



Director Corporate Service, Ms. Anna Marikawa speaks to Principal, Rebecca Cook and students from the school after the presentation of the computers.



Papua New Guinea Intellectual Property Search platform launched



Investment Promotion Authority's Managing Director, Mr Clarence Hoot launches the PNG IPA Search at the Hilton Hotel in Port Moresby.

The Investment Promotion Authority through the Intellectual Property Office has launched the intellectual property rights search database for Papua New Guinea.

The platform enables users to search the registry for trademarks, patents and industrial designs that have been filed and registered in the country.

The registry also provides the right holders or applicants to monitor and track the progress of their applications and know their statuses in real time.

The search platform was developed with technical assistance from the World Intellectual Property Organisation (WIPO) and can be accessed through the link <https://online.ipopng.gov.pg/search>.

Currently the databases of the trademark, patent and industrial designs registries hold over 30,000 plus applications.

The platform was launched by the IPA Managing Director Mr. Clarence Hoot during the inaugural business regulators summit in Port Moresby last week.

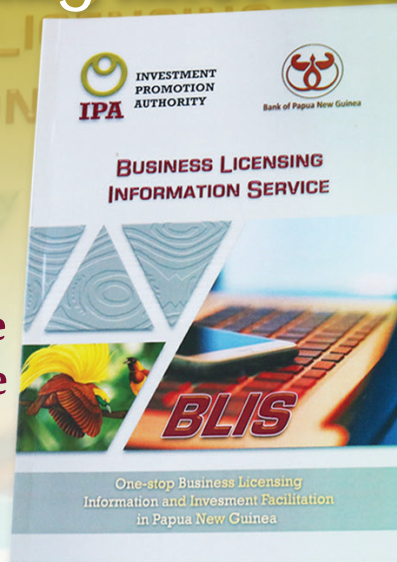




**Investment
Promotion
Authority**

Business Licensing Information Service booklet ON SALE

The Investment Promotion Authority wishes to advise its clients and public on the sale of the Business License Information Service (BLIS) booklet.



The **BLIS** booklet contains a One-Stop-Shop Business Licensing Information comprising various legislative requirements of doing business in Papua New Guinea and the necessary processes or guidelines to obtain the licenses from the relevant statutory license issuing agencies.

The **BLIS** booklet contains the following information:

- CONTACT DETAILS OF OFFICERS (S), DIVISION & AGENCIES WHICH ADMINISTERS EACH LICENSE.
- LICENSE APPLICATION FORM WHERE POSSIBLE.
- APPLICABLE LEGISLATIONS AND PROVISIONS.
- DETAILS OF LICENSE, FEES, DETAILS OF RENEWALS AND TRANSFER.
- TYPE OF BUSINESS THE LICENSE MAY APPLY.
- PLUS OTHER NECESSARY INFORMATION REQUIRED TO ACCOMPANYING THE APPLICATION FOR BUSINESS LICENSE.

The **BLIS** booklet provides one-stop shop business licensing information and helps you to understand various legislative requirements for compliance purposes.

For more information regarding a purchase of a BLIS booklet, please contact:

Jeffrey Hete, Business Information Officer on +675 321 7311/3900/534 or Michael George, Manager Research & Information on +675 321 4509 or email them on jhete@ipa.gov.pg or mgeorge@ipa.gov.pg respectively.

The booklet is on sale for **K200** only and a copy can be purchased at the Investment Promotion Authority office, 1st floor, **IPA Haus**, Munidubu Street (Corner of Lawes Road & Champion Parade) Konedobu, Port Moresby.

Local PNG Tourism operator to begin operation in Canberra, Australia



Mrs. Jenny Wal Gonapa

A local tourism operator has announced its plan to expand and start its operation in Canberra, Australia in 2020 after establishing a branch in Cairns in 2017.

The local tourism operator, PNG Highlands Adventures started its operation in Goroka, Eastern Highlands Province after its incorporation in 2009 with the Investment Promotion Authority.

The company has its head office in Goroka and a branch in Cairns, Australia.

PNG Highlands Adventures has been in operation for 11 years and they specialise in arranging adventure travel, Trekking, Cultural Festivals, Bird watching, Diving, Cultural Tours, PNG Village Stay and Experience and Sightseeing Tours in Papua New Guinea.

Owner and Sales and Marketing Manager of the Company, Jenny Wal Gonapa said the company focuses on marketing tourism destinations and products of Papua New Guinea within the country and overseas.

Some of the tourism destinations and events include the Kokoda Trek, Tari Wilderness, Kumul Lodge Birding, Wabag Show, Mt Hagen festival, Mt Giluwe Trek, Kalam Festival in Simbai by Charter flights, Mt Wilheam Trek, Highlands Village Stay, Waghy Valley Birding, Goroka Festival, Madang Diving & Cultural Tours, Sepik River Safari, Muschu Islands Tours and Diving to WWII Wrecks, Ambunti Crocodile Festival, Rabaul Mask Festival, Malangan Festival in Kavieng, Tufi Diving & Village Stay, Tawali Diving, Alotau Canoe and Kundu Festival and the Trobiand Island Tours.

"We are a service provider but we also assist the locals to develop tourism products that is available for tourist attractions and we market and sell them via internet marketing platforms like Facebook, our website, Trip Advisor, Google and also participate actively in Travel and expositions overseas and locally including the PNG Tourism Industry's annual LUKIM PNG NAU EXPO.

"We basically market and sell product destinations packages for international buyers including tourists and travel agents," said Mrs Gonapa.

She said tourism is everyone's business because the income derived from it is shared among hotels, hire Cars, guides, porters and product owners.

"This business is not only mine but it's everyone's business adding that the income from the business flows direct down into communities adding that Tourism is mainly associated with our cultures and traditional that tourists want to see and experience," said Mrs Gonapa.

"The person that inspired me to start this business was my elder brother who always tells me and my husband that Tourism is a "Green Gold and a Sleeping Giant" and that there is so much potential in the tourism industry".

"Our current target markets are in countries including USA, Europe, United Kingdom, London, Germany, Japan, Australia, New Zealand and we are now moving into the biggest China Market. Currently we are getting more tourists coming in from the United States and European countries".

Mrs Gonapa said some of the challenges that she faces when running her business is having to do more awareness on the Benefits of tourism in PNG in order to market her business

and dealing with media reports on law and order problems in the country.

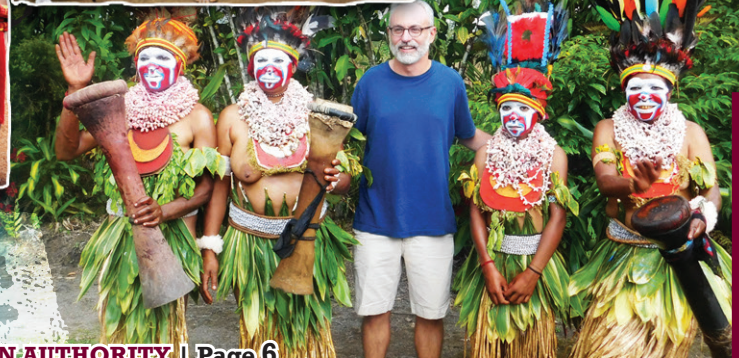
Jenny Wal Gonapa is a Business graduate who found inspiration from her family to start her business in the tourism industry. She comes from a family of six (6) and hails from Simbu Province.

"I completed my High School in Kerowagi High School in Simbu Province and went on to complete Grade 12 at Divine Word Institute in Madang. From there I was awarded an AusAid Scholarship in 1998 to complete my studies in Far North Queensland Institute of TAFE in 2001 where I attained Diploma in Business".

"After graduating from the institute of TAFE, I went on to work with the Porgera Gold Mine for six months and later with the Foundation For Rural Development Inc as the Program Coordinator for Simbu Province".

"From all the work experiences, I then moved on to be a Woman Entrepreneur in Simbu Province. My husband however got a work Promotion so we had to move to Goroka in the Eastern Highlands Province. This was where I initially started my Company".

"I started off as an inbound tour operator and later expanded. I intend to expand further by establishing more branches overseas". "From my company's years of operation, I now have agents throughout the PNG that I pay to run my tour services".



KO & PA Limited

A local company is seeking a joint venture partner to develop Agriculture, Livestock and/or Aquaculture project, or alternatively offering outright purchase of 1,261.53 hectares of land.

Location:

Talasea, Kimbe, West New Britain Province

Project size/Investment value:

US\$25m

The proposed project proponent (KO & PA Limited) has secured and made available 1,261.53 hectares of land in Talasea, Kimbe, West New Britain Province. The subject property is zoned under a Business Lease.

The project proponent is now seeking a joint

venture partner to develop the land for either agriculture development (oil palm, rice or other cash crop), livestock farming or aquaculture (prawn/fisheries farming).

The project proponent is also considering two (2) options regarding the subject Business Lease land

1. Outright sale of the subject land to an investor/developer for US\$45million (negotiable); or
2. Establish either an agriculture, livestock or aquaculture project with the investor/developer to own 70% equity and have total control/management of the operations while 30% to be held by the project proponent.

| Contact | Details |
|---------------|--|
| Mr. John Kawa | johnkawa06@gmail.com |
| IPA PNG | investment@ipa.gov.pg |

Lodging Annual Returns

Question:

I registered a company but it is dormant because I have not been carrying on business or trading under the company. Am I still required to file an annual return?

Answer:

Yes. A company upon incorporation is subject to the requirements of the Companies Act and is therefore obligated to file an annual return regardless of whether it is trading or not.

The first annual return does not need to be filed in the same year of incorporation of the company. Instead it should be filed in the following year and in the annual return filing month as issued to the company.

And how can I file an annual return?

A company can file an annual return online at www.ipa.gov.pg **DO IT ONLINE** or file a paper form known as Form 22 at the front counters located in:

Port Moresby

Ground Floor, IPA Haus, Munidubu Street (Corner of Lawes Road and Champion Parade), **Konedobu**;

Lae

Nambawan Super Building, Level 1, Lae, **Morobe Province**

Mt Hagen

Gapina Building, Level 1, **Mt. Hagen**

Buka

Commerce Office Building, Haku Street, Section 9, Allotment 4, **Buka**

Rabaul

Marau Haus, Ground Floor, Room 3, **Kokopo**

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

beverlyp@ipa.gov.pg

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

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