

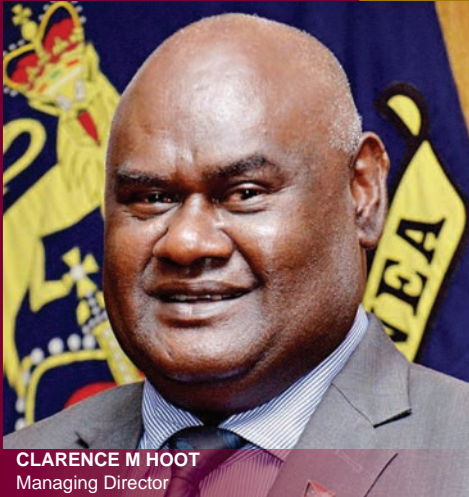


Opportunity

Issue #12- December 2020

Business News, reviews and overviews from the IPA

MD's INBOX



CLARENCE M HOOT
Managing Director

Warm season's greetings readers and welcome to the 12th and final edition of the IPA's monthly 'Opportunity Newsletter' for this year, 2020.

This year hasn't been an easy one for the IPA as an organization and I'm sure it has been the same for all other organisations domestically and abroad and for us all as individuals as well.

And despite operating under the new normal protocols, the IPA has achieved quite a number of milestone outcomes during the year.

One of these milestones is the signing/renewing of Memorandum of Understanding

(MOU) with a number of key government, private sector and development partners including with the Internal Revenue Commission, NASFUND and ADB.

The IPA also signed an MOU with the Oro Provincial Government to extend its services to Oro Province. Oro Province is the 8th province to sign an MOU with IPA to promote the smoother exchange of information on business, companies, and association registrations and for investment opportunities in Oro Province.

IPA is also collaborating with the Small and Medium Development Corporation (SMEC), other relevant stakeholders and Government agencies to review the current SME Policy.

The IPA made presentations on its roles and current mandate to regulate the implementation of the Cottage Business Activities List (formerly the Reserved Activities List) for Papua New Guineans and its plans to achieve the Government's policy objective of protecting SMEs that are owned and operated by citizens and to attract Foreign Direct Investments (FDI) given the already low levels of FDI worldwide.

I'm also pleased to announce that the National Executive Council (NEC) has endorsed the implementation of the country's National Intellectual Property Strategy 2020-2030 which is a policy document that is intended to provide a roadmap to guide the integration of intellectual property into the country's

national development initiatives.

The primary objective of the strategy is to boost Papua New Guinea's domestic and international trade in both tangible and intangible assets encouraging increased business activity, economic growth, and prosperity. Read more on this story in this issue.

A kiosk has been introduced at the IPA office premise to cater for walk in clients who are interested in utilizing the online registry. Talk to our staff for assistance to use this kiosk.

As part of the IPA's focus on its outlook, it has reorganized its website with the intention of improving visibility on its registry services portal.

All in all, it has been a tough year but through continued support and collaboration we all made it through as a team. As such, let me thank you all once again for your support this year. Continue to uphold safe and good health practices as we end this year.

On behalf of the Board, the Management and Staff, I wish you all a very Merry Christmas and a safer and prosperous 2021.

Thank you and happy reading!!

Clarence M. Hoot
Managing Director

Tips & Traps

EXPENSIVE WHEN YOU DON'T LODGE ANNUAL RETURNS ON TIME

It becomes an expensive exercise when you do not lodge your company's Annual Return on time and decide to do so after a while.

Here is an illustration of the above statement.

If you own a company then you need to lodge your company's Annual Returns each year. The fee to lodge an Annual Return is K300 if you lodge it over the counters or K250 if you go online. If you miss a year of lodging your Returns, you are liable of a fine of K1, 000. This means that when you're lodging your late Returns manually, you will pay a total of K1, 000 plus the normal lodgment fee of K300, or if you go online it would be K1, 000 + K250.

For example, say your last Annual Return was lodged in 2010, and you wish to visit the IPA office to lodge your outstanding returns this year. Technically speaking, you will be lodging returns for 8 outstanding years (2010, 2011, 2012, up till 2018). Therefore, your

calculations will be; $K1, 000 \text{ (annual penalty)} \times 8 \text{ (years)} + K300 \text{ (lodgment fee)} \times 8 \text{ (years)} = K10, 400. 00.$

Companies can get deregistered if they do not file their Annual Returns as late as 6 months. If the company in the above example is de-registered and wishes to apply for reinstatement then it will need to pay the K10, 400 plus a K3, 000 administrative fee. The total payable for reinstatement would therefore be K13, 400. 00. This excludes the costs of publishing the reinstatement notice in the media, which is a requirement of the reinstatement process.

It's better to spend money on things that will grow your business then paying fines for avoidable circumstances.

IN THE NEWS

IPA hosts workshop on Strategic Plan



IPA's Managing Director, Mr Clarence Hoot addressing the IPA management during the Strategic Plan Workshop.

The Investment Promotion Authority (IPA) recently hosted a workshop to finalize its Strategic Plan for the years 2021 to 2023.

Senior management and technical staff

Continue on to next page.....



from IPA and board members were in attendance to contribute to the development of the plan. The IPA normally prepares its year Strategic Plans in-house.

The Plan will take over from 2018 to 2020 Plan which comes to an end this year. It is aimed at fostering and strengthening affiliation with line agencies and government to reduce revenue leakages such as Taxation, Tariffs, and Financial Terrorism.

It also aims at addressing other non compliance issues and working within the framework of its strategic mandates and government plans particularly Policy on investment facilitation and promotion and to further improve on online registry system and encourage clientele usage for the next three years.

The IPA Strategic Plan 2021 - 2023 is premised to continue on a number of key considerations and institutional issues which include:

1. National Content: Reorganizing and promoting the importance of IPA's facilitating role in building credible small to medium enterprises (SME) by latching on to the large FDI inflows which would fast-track development of SMEs credible enough to move into the industry based global value chain;

2. Growth Enablers: PNG's development sectors are infrastructure, education, health, communication and the energy sector. The government is investing heavily in these sectors but domestic capacity to execute these investments is very limited. This capacity limitation represents important business opportunities;

3. Sectoral Rebalancing: With Government refocus on the development aspirations; it is equally important to reenergize the traditional sectors of agriculture, forestry, fisheries and tourism. The Authority's promotional focus must be to identify and promote investment opportunities in these sectors through awareness to all provinces;

4. SME Response: IPA to incorporate SME support plan providing a balance between FDI considerations and small business development who can involve in accessing financial support with commercial and financial institutions;

5. Ease of Doing Business: The next generation regulatory issues relating to regulatory reviews of any trade and investment environment within and beyond our borders are important. A multi agency approach is crucial for any meaningful intervention to take place and for any impact to be telling and significant. Our continue engagement with development partners and APEC gives us the leverage to initiate important conversations with other stakeholders;

6. Information Communication Technology: The ICT platform that the Authority has presents exciting opportunities through cloud hosting platform of better delivery of services to our stakeholders. There is also the need to create synergies with existing bodies to maximize the IPA exposure;

7. Multi-Agency Interface: There is a need to build and maximize the strategic alliances on the compliance and audit front. The Authority could potentially lead the charge in identifying issues common to all regulators for a unified approach to be taken;

8. Greater Efficiency and Customer Services: There are greater challenges to pursue better efficiencies in our processes taking into account the new developments in ICT. The market expects and the Authority ought to deliver on critical awareness on how to use the system as it is;

9. IPA Dichotomy: A better definition of the two parts of the legislative mandate relating to promotion and regulation is currently undergoing review;

10. Revenues: Revenue raising is a monumental challenge under the current economic conditions and budgetary constraints. The future sustainability of the Authority rests in our ability in the current Strategic Plan period to identify and consolidate new revenue streams to counter the current economic uncertainties and

11. Policy Advocacy: Policy advocacy work including the completion on Investment Promotion Act 1997 and National Investment Policy Volumes 1 and 2. The IPA is at the forefront of private sector interface and venturing partnerships with stakeholders and business community is crucial.



The IPA Management posing for a photo session after a successful 2021 - 2023 Strategic Plan Workshop

IPA 2020 key highlights and looking beyond



IPA front counter staff observing social distancing during the COVID-19 pandemic.

The year 2020 may not have been what we expected when we welcomed the New Year in January but ending it with positive outcomes speaks volumes about being able to adjust and survive under any trying circumstances that are beyond our control.

The IPA, just like other corporate organisations and businesses had to develop strategies to ensure services flowed to its clientele during the COVID-19 pandemic.

Firstly, staff who were on duty or those scheduled to work during the first 14 days lock down in March 2020 were required to observe social distancing and were restricted from moving out of the IPA premises during working hours for the health and safety of other staff and clientele within the IPA premises. Some staff who were on duty travel before the Government announced the first fourteen (14) days lockdown were asked to self-quarantine at their homes for 14 days.

Those affected staff members were only allowed back into the office after medical clearance from a recognized medical practitioner.

In addition, all face-to-face meetings with clients or visitors were ceased within the IPA premises except for the IPA front counter services on the ground floor of the IPA Haus.

Clients were encouraged to use emails or teleconference or any other electronic/digital applications for enquiries. This is still maintained as a current measure.

The second strategy involved the IPA's response towards relief measures for its business clientele. The IPA, through the Companies Office exempted companies from certain statutory obligations including the waiver of penalty fees for companies with late or outstanding Annual Returns. These waivers were later ceased when the new normal operations began.

IPA started the review processes into a number of the legislations it administers last year and continued to do so this year. While business was slow, the Office utilized the time to do desktop work focusing on these legislative reviews. To date, the proposed Investment Promotion Amendment Bill has been submitted to the Minister for Commerce and Industry and is awaiting his endorsement before it is tabled before the Cabinet (NEC).

One of the key objectives of the amendments is to pursue the Government's policy objective of taking back PNG and promoting and protecting PNG MSMEs that are owned and operated by citizens, while at the same time encourage existing businesses to continue with their business operations and facilitate partnerships between citizen and non-citizen businesses. In summary, some of the changes being proposed include:

- Better definition of IPA roles and responsibilities;
- New requirement for minimum investment level;
- Clearer rules for reserving businesses that are citizen-owned and operated;
- New rules for local and foreign partnerships in businesses;
- Improved process for reviewing reserved and restricted activities;
- Improved foreign certification process; and
- Better compliance and enforcement.

With the current developments on hand, this project is set to continue in 2021.

Another major review was on the Associations Incorporation Act of 1966. This is an old piece of legislation which needed to be updated to make it modern and address issues that have been identified as problematic for local associations. This review will also bring this piece of legislation in compliance with the international Anti-money Laundering and Counter Terrorism Funding (AMLCTF) requirements. The Bill has been cleared by the State Solicitor and being progressed to the Cabinet for tabling and endorsement by Parliament.

Pursuant to the above and in our quest to ensure compliance with the AMLCTF obligations, work is also progressing on minor amendments to the Companies (Amendment) Act 2014 and Business Groups Incorporation Act 1974 to address issues that have been identified as problematic or challenging for businesses to comply.

Another key highlight for the year was the approval of the PNG Intellectual Property Strategy 2020–2030 by the National Executive Council. The Strategy is aimed at mapping out PNG's continued progress as an innovative, creative and productive nation. The Intellectual Property Office of PNG is preparing to implement the Strategy and will begin with further awareness and rolling out of the Strategy starting next year.

This year, the IPA also signed a number of Memorandum of Understanding (MOUs) with key stakeholders and development partners.

Firstly, the IPA renewed its partnership with the Internal Revenue Commission (IRC) to share information and resources. It is through

this MOU that the IPA has given an office space and counter to IRC at the IPA head office in Konedobu so clients who collect their business certificates can proceed with lodging application forms for Tax Identification Numbers (TIN). The first MOU was signed in 2013 when IPA launched its online registry system.

IPA also renewed its MOU with the Asian Development Bank's (ADB) Private Sector Development Initiative (PSDI). The partnership involves work with the Department of Treasury with support from the PNG-Australia Partnership aimed at addressing the Ease of Doing Business agenda. Under the MOU, PSDI will support the IPA to develop a new online business registry which will make it easier for businesses to start and formalize, and to ensure that PNG's business laws are modern and inclusive, in line with global standards, and sufficient to support the country's recovery from the impacts of the global coronavirus pandemic.

Other MOUs signed were with the NASFUND allowing both organizations to share relevant employer database information, which can be used to ensure that companies sign-up to superannuation, for the benefit of their employees.

The IPA also signed an MOU with Oro Provincial Administration to allow Oro Province and IPA to share information and work together in promoting Oro Province as an ideal investment destination and to have an IPA Help Desk set up within the Oro Provincial Administration Office.

Several MOUs are being worked on and will be signed once all parties are ready. These include the partnership between IPA and the UN Women, other Provincial Administrations particularly in Gulf province and the Highlands region and the Autonomous Region of Bougainville.

Further, several IPA Help Desks will be rolled out in the provinces that IPA has already executed MOUs with including East New Britain, West New Britain, Morobe, Madang, and Oro. This is an important program that we will continue to roll out vigorously into 2021.

While IPA continues to deliver its programs, work is well underway on the preparation of our 2021-2023 Strategic Plan to be launched in 2021. This will be the roadmap of IPA activities after the 2018-2020 Plan expired with 85% of its key activities achieved. The remaining 15% are the legislative review work that will be delivered under the new Plan.

IPA is forever grateful to its stakeholders and clients for their support towards our cause and we look forward to your continued support and cooperation in the coming year as we aim to achieve more successes together.

NEC ENDORSES THE PAPUA NEW GUINEA INTELLECTUAL PROPERTY (IP) STRATEGY.

The National Executive Council has endorsed the "Papua New Guinea Intellectual Property Strategy 2020-2030", a policy document that is intended to provide a roadmap to guide the integration of intellectual property into the country's national development initiatives.

The National Intellectual Property Strategy is developed within the context of the Papua New Guinea Vision 2050 which sets the framework for mapping the future direction of the country in terms of economic, social and cultural development.

The primary objective of the strategy is to boost Papua New Guinea's domestic and international trade in both tangible and intangible assets encouraging increased business activity, economic growth, and prosperity.

The need to have an effective IP legal framework is important given the increase in business innovations and creativity happening in various industries within the country and around the globe.

In announcing the NEC Decision 254/2020, Minister for Commerce and Industry Honorable William Duma said it was important for the country to have a framework that provided necessary protection and enforcements of intangible rights.

"While Papua New Guinea is heavily dependent on non-renewable resources, there is a need to embrace the power of innovation and

creativity as a tool for economic development and support the development of an effective intellectual property system."

The strategic aspirations as contained in the National Intellectual Property encourages the development and growth of the manufacturing, services, agriculture, forestry, fisheries and eco-tourism sectors, and thus facilitates for a broadbased economic growth trajectory.

Minister Duma however said that to support this strategic action, appropriate policies and regulations must be established to create a conducive environment for research for economic development to flourish and encourage innovation and creativity.

A well functioning intellectual property system can potentially provide the enabling environment for innovation to occur, not only to create intellectual property assets, but also to provide a mechanism to manage those assets to create wealth. The operation of the intellectual property system depends on the creativity and engagement of individuals in the public and private sectors and academia.

The National Intellectual Property Strategy will ensure that those who create new intellectual property in Papua New Guinea are able to derive a fair reward.

The Strategy's goal is to create an enabling environment for an increased use of the intellectual property system in order to:

- i. Promote creative and innovative ac-

tivities in all sectors;

- ii. Increase the level and forms of protection of Intellectual Property assets generated in the public and private sectors and academia;

- iii. Stimulate research and development activity, technology transfer and commercialisation in all productive sectors;

- iv. Facilitate increased entrepreneurial activity nationally; and

- v. Protect, enforce, preserve, conserve and use cultural heritage to achieve sustainable and responsible economic development and national prosperity.

The National Intellectual Property Strategy was developed after consultations and feedback from key and relevant stakeholders at each stage of its development. This was made possible with the assistance of the World Intellectual Property Organization (WIPO) and the European Union through its Trade-Related Assistance Program (TRAP) of the Ministry of Trade and Industry.

The Strategy will be implemented by the Intellectual Property Office of Papua New Guinea together with relevant stakeholders identified in the National Intellectual Property Strategy.



Why is it important for SMEs or businesses to protect their Intellectual Property Rights?

SMEs or businesses must dedicate time and resources to protecting their intellectual property assets.

By doing that, they can increase their competitiveness in a variety of ways.

Intellectual property protection helps in:

- Preventing competitors from copying or closely imitating a company's products or services.
- Avoiding wasteful investments in research and development and marketing;
- Creating a corporate identity through a trademark and branding strategy;
- Negotiating licensing, franchising or other IP-based contractual agreements;
- Increasing the market value of the company;
- Acquiring venture capital and enhancing access to finance;
- Obtaining access to new Markets.

In addition, enterprises which search systematically for conflicting IP rights of others prior to seeking IP protection are able to avoid unnecessary litigation, thereby saving time and resources.

For more Information on Intellectual Property:

Contact:
 Tel: (675) 321 7311/308 4432/321 3900
 Fax: (675) 321 5155
 Email: registrar.ipopng@ipa.gov.pg
 Website: www.ipopng.gov.pg

2020 YEAR IN REVIEW: INVESTMENT PROMOTION AND FACILITATION ON THE BACKDROP OF COVID-19 ECONOMIC OUTLOOK

General economic outlook

Over the last decade, PNG experienced a mixture of both positive and negative growth. Successful completion of PNG LNG project and first export in 2014 was the biggest achievement for the country supported by new mining prospects and hosting of series of international events in Port Moresby especially 2015 Pacific Games, 2016 ACP Leaders Meeting and the hosting of the historic APEC PNG 2018. These events spurred much of the economic activities. However, despite the hype of activities the country also struggled to keep its head above water in managing its foreign reserves as well as difficulty in providing import covers for several months given government’s expansionary fiscal regime.

As the country emerges itself to usher into a new decade, the country’s struggles are far from over when COVID-19 emerged. Policy and industry experts also predict that rebound and recovery from COVID-19 crisis will take some time. The emergence of COVID-19 pandemic has severely affected global economies and reduced much of cross border trade and investment activities as border control measures were applied. Global foreign direct investment has been adversely affected in 2020. As a country, PNG faced yet another challenging year in terms of overall investment activities.

The impacts of COVID-19 pandemic and slowdown of global economy added more strain on the economy with domestic developments when Porgera Mine was shut down. The mine shutdown affected many Papua New Guinean workers, contractors and suppliers including value chains. Furthermore, the government’s introduction of the 2020 Organic Law that aims to give State greater control over resource ownership negatively affected PNG’s rating as an attractive investment destination.

The United Nations Development Program (UNDP) reported that PNG’s economic performance in the first half of 2020 has been severely hampered. Growth fell to below zero as exports tumbled, inflation surged higher, budget deficit expanded, current account surplus narrowed, key sectors shrank, job losses doubled, and livelihoods disrupted. (Quarterly Economic Update, UNDP, April-June 2020). Key sectors that were hit hard due to COVID-19 include airline industries, travel and tourism, hotel accommodation, sports and entertainment, scale down of mining and petroleum operations amongst others.

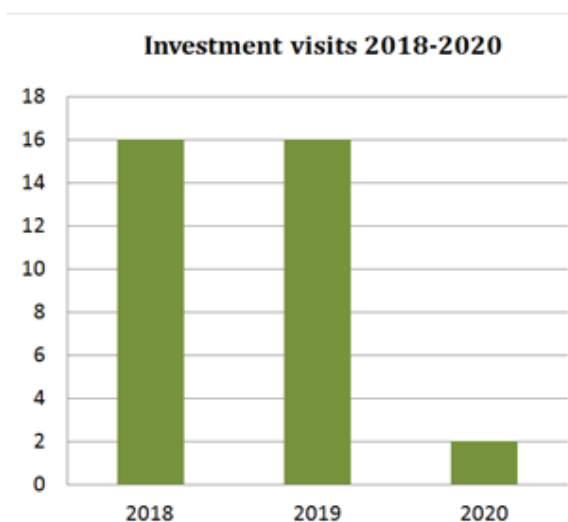
Major employers like Oil Search Limited had to lay off a good number of staff to manage the effects of COVID-19, while Ok Tedi Mining went into lockdown for a period of time when COVID-19 cases emanated in the mining township of Tabubil. Local MSMEs that have bank loans on their assets faced difficult scenarios in servicing their loans with commercial banks and financial institutions. Government moved to swiftly counter the negative impact of COVID-19 and global recession by introducing Economic Stimulus Package of K5.6 billion in the February Parliamentary session through a supplementary budget.

During the November 2020 budget session, Parliament was able to deliver 2021 budget of K19.6 billion despite political impasse between the government and the opposition factions going into camps. Such political impasse creates further uncertainty to businesses and investors.

2020 investment trend by visits and enquiries facilitated

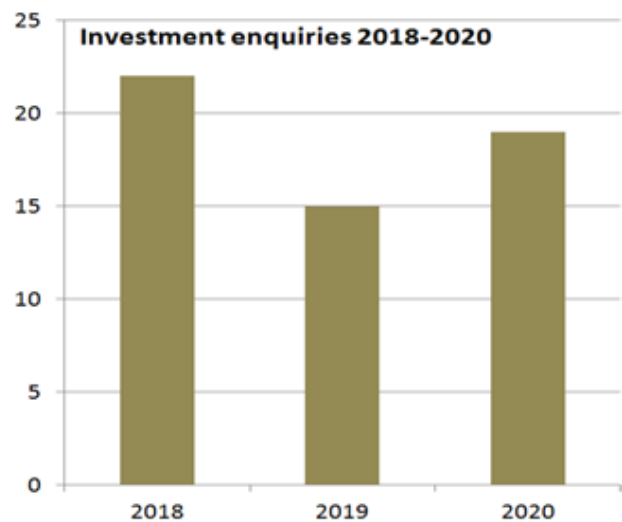
Given the broad economic outlook post-COVID-19, it is also important we analyze and present investment visits and enquiries for this year. From the promotion and facilitation perspective, we gather baseline data and compile information on number of foreign investment fact-finding visits and enquiries. The graphs below show trends of investment visits and enquiries for this year compared to the last two years.

Figure 1: Investment visits



Source: Investment Promotion Unit, 2020

Figure 2: Investment enquiries



Source: Investment Promotion Unit, 2020

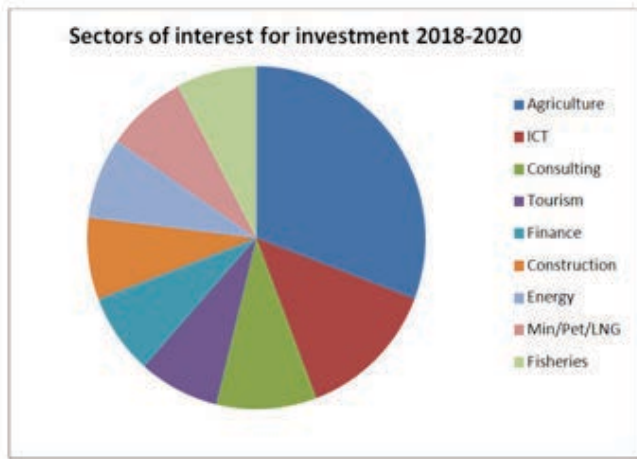


According to the indicative graphs above, we facilitated 16 fact-finding investment visits for both 2018 and 2019 compared to 2020 which registered two visits early in the year before the COVID-19 lockdowns. The investment enquiries picked up well in 2018 compared to 2019 with obvious exception to 2020. We've continued to facilitate most foreign investment enquiries via email correspondences providing advisory support and assistance to our clients. The travel restrictions imposed meant that most foreign investors and clients were communicating through email and virtual platforms and we continued to provide our service throughout the year.

Agriculture has been the major sector of interest for foreign investment enquiries and visits as shown in the pie chart (figure 3). These are mainly commodity exports such as coffee, cocoa, vanilla, copra including proposal for livestock development and export. Amongst many areas sought for investment opportunities include ICT, consulting, tourism, finance, construction, energy, mining/petroleum/LNG and fisheries sectors.

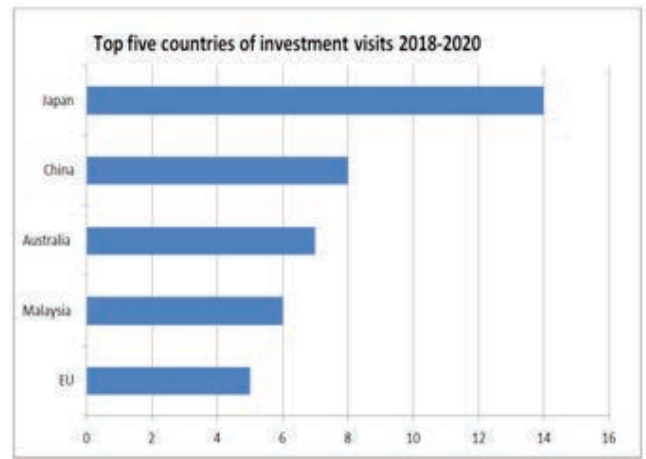
The top five (5) countries of investment visits and enquiries are shown in the bar graph (figure 4). We have recorded increased interests from Japan given their interest to invest in agriculture sector. Traditionally Australia and Malaysia have been the major source of investment origins, however we have recorded increased interest lately from China followed by member states from the European Union.

Figure 3. Sectors of interest



Source: Investment Promotion Unit, 2020

Figure 4. Countries of visits and enquiries



Source: Investment Promotion Unit, 2020

The data used for analysis and presentation in this discussion is separate from the IPA's foreign enterprise certification. This data only presents visits and enquiries that we capture in our monthly and quarterly updates. Foreign enterprise certification process records projections on proposed investments in value, sector of investment, countries of origin and number of employment created amongst other data collected.

This information is provided for the benefit of our stakeholders and clients to appreciate where IPA receives and facilitates investment visits and enquiries and most importantly the sectors of interest.

For information on the Investment trends for 2020, contact the Director, Investor Servicing & Promotion Division or Manager, Research and Information on telephone: 3084412/3084413 or 308 4509 or email: darop@ipa.gov.pg or mgeorge@ipa.gov.pg respectively

IPA HAUS

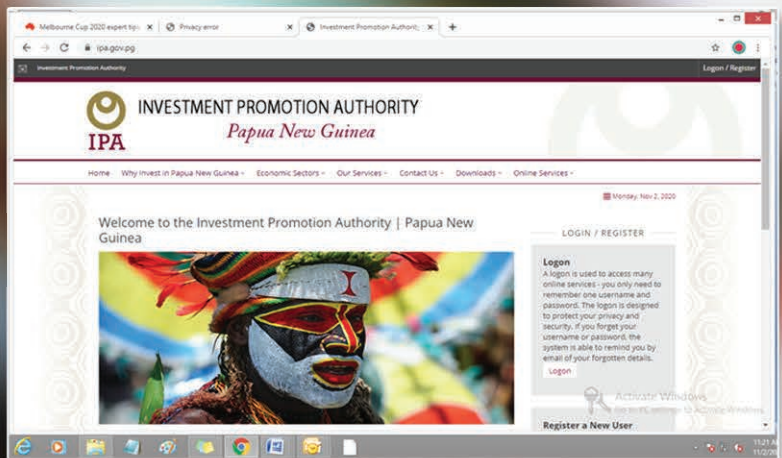
IPA's new TOANA wear showcased

The IPA has launched its new toana wear on the occasion of its Board's 4th Quarter Meeting. The toana wear came in three different colours. Lime for the IPA Board Members, white for the Managing Director and the Divisional Directors and maroon for all staff. Pictured are the board, management and staff in the toana wear during the launch event.



NEW LOOK IPA WEBSITE NOTICE

The Investment Promotion Authority has rebranded its website in a bid to improve the look and make it easier for users to navigate.



To understand the economic profile of PNG, please click these sections shown.



To use the Online Registry system or (ORS) please click on the "Online Services" as shown in the illustration to either **search an entity** or to **request an extract or certificate copy**.



If you're a registered user, login where it says **LOGON** to access your dashboard. Or if you want to register a new online user account, click where it says **Register a New User**. Click activate if you have forgotten your password and have been issued a new one.



For more information, contact Mrs. Beverly Piawu, Senior Public Relations Officer on:
 Telephone: 308 4420 or
 Email: beverlyp@ipa.gov.pg

LET'S HEAR IT!

YANUA KITCHEN

Home Made Jams

MILNE BAY
MADE

Yanua Kitchen needs assistance to improve quality of jams

A new local small enterprise (SME) in Alotau, Milne Bay Province, Yanua Kitchen is currently seeking assistance to improve the quality and increase the capacity of its locally made jam products.

Yanua Kitchen operating under its mother company, AlphaBlue Limited, produces jam products locally and is currently based in Alotau, Milne Bay Province.

AlphaBlue Limited was incorporated in Papua New Guinea on 11 February 2017 and Yanua Kitchen started its jam production in April 2020, and has been providing its jam products to clients since then.

The company is now compelled to seek assistance to improve the quality and increase the capacity of its jam products due to the popular demand for the jam products from clients within Milne Bay and corporate entities in Port Moresby, National Capital District, PNG,.

The company initially started making jam in April 2020 amidst the COVID-19 lockdown period.

"It was a very economically challenging time especially in Alotau because we depend heavily on cruise ship tourists for income but the pandemic affected this very significantly, and we had to seek other means of making food for ourselves, reducing our shopping bills, and selling some of our products to support local demand" said Ms. Nemika Brunton, manager of the company.

"The pandemic stopped all cruise ships and tourism traffic, and as such we found this opportunity. Seeing the need to survive on almost anything we could sell to eat, we ventured into ice block and popcorn making which we informally sold at a primary school down the street from where we lived, to students and the public".

"As the government enforced the COVID-19 restrictions, the selling of food was stopped and that eventually meant the same for our market, along with the closure of schools".

"With the blessing of having internet at home,

we looked into food production and marketing strategies of any sort to somehow liberate ourselves from our financial hardship. It was then that I remembered my family making Pomelo Jam as a kid, and found more ideas online; very simple recipes with affordable ingredients. I spent at least K20 for the first batch that I made which was an experiment but it turned out surprisingly well that we decided to sell at least 4 jars (K7 each). We used our recent empty jam jars that we sterilized and refilled with our product and labeled with our own logo".

Ms. Brunton said she wanted to sell her jams at affordable prices with the belief that people will love that her products are homemade and all organic, and that the demand would grow for it.

Yanua Kitchen currently offers an array of jam products for its clients with fruits varying from Pomelo, Star Fruit, Pineapple, Banana, Papaya, Marmalade and others to be trialed in future.

"The Pomelo fruit was the first in our jam production. It is an all-season tropical citrus fruit that grows along the coastal areas nearby Alotau town. Locals sell these in the markets always for less because they only know how to eat it like an orange. Due to the somewhat bitter taste when raw, it is not something that is bought often. We use the entire fruit to make our jams. Nothing gets wasted apart from the inedible parts of the pomelo and the seeds which we germinate in our nursery".

"Star Fruit, also known as "Five Corner", is a local all seasonal fruit found almost in all coastal parts of PNG. We found that there were a lot of these trees in Alotau but fruit was going to waste, as it is also a tangy fruit that does not appeal to many people. So we asked locals to bring them to us, and, in exchange we made jam and gave it back".

"We also had our first trial with making homemade peanut butter, with no artificial ingredients and preservatives included. It had an organic nutty taste which was fresher than the factory made ones bought from the shops. We had demand from our clients wanting to buy peanut butter from us when we first pro



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Yanua Kitchen jam presented to His Excellency Mr. Jon Philp, Australian High Commissioner to Papua New Guinea, while social distancing.
Photo by: Sioni Sioni



Yanua Kitchen jam presented to Deputy Prime Minister Hon. Davis Steven (Member for Esa'ala).
Photo by: Sioni Sioni

moted it on social media and we still have orders for that which we will still look into as soon as we get larger equipment to grind the peanuts. The limited local supply and high prices for peanuts is also a challenge for us at this stage”.

“We are currently operating on our home veranda with a wide, airy, clean space. Our home is on a hill away from traffic and dust and is surrounded by greenery and fresh air, with a large kitchen as well”.

Ms. Brunton said she created the jam logos on her own and of course with reviews from her partner and family.

“My labels had Home Made Jam at first but eventually we had to improve the branding and decided to call it Yanua Kitchen. The word yanua means “home” or “village” in the Suau language of Milne Bay Province”.

Yanua Kitchen is currently working to achieve the following objectives:

- Obtain equipment to reduce labour and processing time when dealing with fruits from peeling, cooking, sterilizing jars, canning, labelling, and packaging.
- Improve product quality, hygiene, branding, and packaging to give a professional and compliant product that has an extended shelf-life for public consumption.
- Obtain suitable jars in a large quantity through an affordable avenue.
- Seek legal advice on how to protect our branding and product.
- Build up a warehouse where all production can take place in a secured, monitored and clean environment.
- Support our transportation needs to drive out to harvest these fruits in large quantities as well as delivering them via air/ shipping freight in large quantities to other locations in PNG.

Yanua Kitchen jams have been tasted by notable figures including Sir John Dawanincura (President of PNG Olympic Committee) and family, Hon. James Marape (PM) and family, Hon. Davis Steven (DPM), His Excellency Mr. Jon Philp (Australian High Commissioner to Papua New Guinea), Ms. Sharon Mua (Deputy Administrator, Milne Bay Province), Dr. Perista Mamadi (CEO, Milne Bay Provincial Health Authority), Mr. Andrew Runawery and Mrs. Nancy Lai-Runawery of Strat-Com (PNG SME Magazine), Mrs. Miku Singin-Agarobe (HeliFix), Ms. Rhona Conn (Milne Bay Organics), Ms. Wilma Anania (entrepreneur), Dr. Brian Brunton (retired Judge, National and Supreme Court), and others. We have also sent batches to Glow Hair Boutique at Shady Rest Hotel, Senina Café (Alotau), Kulea Creations (Alotau), Homely Herbal Beauty (Port Moresby), and staff of various organizations in Alotau and Port Moresby. Our pomelo jam was featured in the PM's PNG SME Business Breakfast in Port Moresby on 26 June 2020. Our jams are also sold locally at the Alotau Bakery.

We are always on call via mobile phone, available on email, and via our contact details on our Facebook page (www.facebook.com/YanuaKitchen) to discuss prices and to provide further information.



Yanua Kitchen jams presented to PNG Prime Minister Hon. James Marape (Member for Tari-Pori Open) and Madam Rachel Marape on their recent visit to Alotau during the opening of the new JICA-NFA funded market.
Photo by: MaletaTokwakwasi



Yanua Kitchen presenting our jams to client Dr. Perista Mamadi, CEO of Milne Bay Provincial Health Authority (MBPHA).
Photo by: Sioni Sioni



Mr. Jamil Yagane shows Yanua Kitchen jams that he sells at the Alotau Bakery.
Photo by: Sioni Sioni

**AVAILABLE FOR LEASE
KADA GUNAN HARBOR CITY**

East New Britain Development Corporation Limited

7 STOREY COMMERCIAL BUILDING AND 4 STOREY CAR PARK BUILDING – KADA GUNAN, HARBOUR CITY



FACT SHEET FOR 7 STOREY COMMERCIAL BUILDING AT KADA GUNAN – HARBOUR CITY.

The Buildings have been completed and are now leasing. For enquiries, please contact our Property Manager, via contact listed below.

SURPPORT SERVICES

- Standby power and water
- Security Surveillance – CCTV

- FEATURES OF THE BUILDINGS:**
- Lifts – 2 X Commercial Building, 1 X Car Park Building
 - 24 hour security service
 - 251 car parking space
 - A Grade Premium Floor Space
 - 2000sqm2 Retail Floor Area
 - 6000sqm2 Commercial Floor Space
 - High Exposure
 - Prominent Location Secure Precinct
 - Secured Multi Storey Car Park
 - Direct Access from car park to office via link bridge
 - Flexible tenancy options
 - Double glazing provides:
 - a) street noise free tenancy
 - b) reduces heat load
 - c) more efficient air condition
 - Extensive Sun shading provides:
 - a) reduce heat load
 - b) more efficient air condition
 - c) reduces internal blind requirements
 - High efficiency Air Conditioning reduces electricity cost
 - Led Lighting reduces electricity costs
 - Secured seismic activity movement
 - Fire resistance wall panels
 - Back up service for lifts, air condition, electricity and plumbing.

Contact	Details
Helen Pokapin Property Manager – Port Moresby	Tel: 72874982/ 3250170 or Email: hpokapin@online.net.pg
IPA PNG	investment@ipa.gov.pg

**TO AVOID PENALTY FEES-
BUSINESS NAME RENEWAL**

When do I incur the penalty fee for Business Names?

Answer:

You will incur the penalty fee if you fail to renew your business name on the scheduled month.

When you register a Business Name, it is important to note on your extract the renewal filing month that is issued by the Registrar of Companies. This will help you avoid paying the penalty fee if you miss a year's renewal of K200 for your business 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

beverlyp@ipa.gov.pg

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

IPA BRANCHES:

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Buka Regional Office

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P. O. Box 782, Buka
AROB,

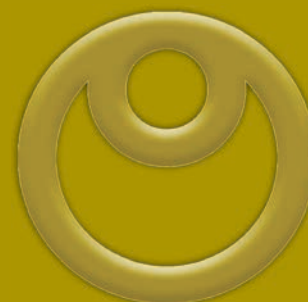
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