

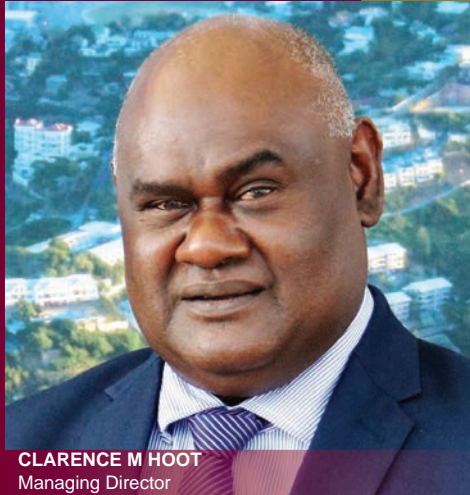


Opportunity

Issue #8- August 2020

Business News, reviews and overviews from the IPA

MD's INBOX



CLARENCE M HOOT
Managing Director

Hello Readers and welcome to the August Edition of the IPA's monthly 'Opportunity Newsletter'.

As part of the IPA's adherence to the government's Niupela Pasin guidelines, we have adopted the COVID-19 measures which include the mandatory wearing of face mask inside the office premises and in the office vehicles and practicing of social distancing and hand sanitizing.

Like everyone else, some of our 2020 work programs have been affected by the COVID-19 pandemic but we still endeavor to perform some of our mandated functions aimed at delivering our key services in sync with the new normal in adherence to the SOE orders issued by the National Government through the SOE Controller.

Clients intending to do any lodgments are again encouraged to utilize the IPA Online Registration System. In this edition, we again publish the steps on how to register an IPA online registration account to assist you all.

I once again encourage you all to uphold good health practices as we continue into the last quarters of the year. Again, if you have any positive stories about your business or doing business generally, you can contact our Public Relations Unit and we will be happy to feature your story in our forthcoming monthly newsletters.

Thank you and happy reading!!

Clarence M. Hoot
Managing Director

IN THE NEWS

Incentives to encourage new digital businesses: Hoot

Managing Director for the Investment Promotion Authority (IPA), Mr Clarence Hoot has announced that the IPA is considering the provision of targeted incentives to encourage new digital businesses in the country.

When speaking on PNG's investment strategies during an online zoom session hosted by the World Economic Forum (WEF), Mr. Hoot said IPA will be working with the Government to ensure this is progressed forward.

He said at the moment the National Government has indicated that it will review some of the investment incentives which have been used in the past especially in the extractive sector.

"Coming up with investment incentives for digital investment is quite a new area for us," said Mr. Hoot.

He said the publication of PNG's Digital FDI approach and measures is also another way of letting investors know through marketing campaigns.

Mr. Hoot said this was one of the measures in IPA's investment policy approach where the IPA is focusing on promoting more investment in the digital space.

"There is great potential for investment in the digital space," Mr. Hoot said. "There is a need for high speed bandwidth internet at an affordable and competitive rate for businesses," he added. Mr. Hoot said currently there was not enough competition in this space, hence the need for more players in the market to improve pricing and quality of service. Mr. Hoot, however, said that relevant government agencies needed to harmonize policies in order for them to better regulate and enforce compliance for digital trade transactions.

Tips & Traps

Steps on how to Create an Online User Account

In order for you to be able to register a business entity or maintain company records online, you firstly need to create an online user account.

Below are the steps on how to create an online user account.

1. Go to the "Do it Online" menu and under the "Tools" section, select "Register Account".
2. Input your details in the e-fields and then click submit. The system will generate a login user name and password for you.
3. With your user account you can now log in and lodge registration applications from your dashboard.

(see illustration) ▶



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He said it was vital that there was vigorous collaboration by all stakeholders including government, private sector, the sector industries and education institutions to drive such cross-cutting issues for national development growth.

“There is opportunity to look at having an interoperability system to serve as a depository for all the different regulations, policies,

standards and codes of practices under the care of a relevant state agency, to reduce turnaround time for business licensing and compliance”.

“We need to include digital skills throughout PNG’s education curriculums and training programs, both in the public and private sectors and consider creating a public-private mechanism to identify and develop digital

skills”.

“In terms of SME development and entrepreneurship, the education system needs to evolve with globalization and in this space, digital ICT entrepreneurship curriculum has to be researched, developed and incorporated into our schools and universities as we are lagging behind”, Mr. Hoot said.

IN THE NEWS

SME Policy currently under review

The SME Policy 2016 and the SME Master Plan 2016-2030 is currently under review.

The Review Coordinating Committee comprising of the Small and Medium Enterprise Corporation (SMEC) and the Department of Commerce and Industry amongst others have been preparing to roll out regional consultations to certain provinces.

Stakeholder inputs from the regional and national consultations will be used to develop the revised SME Policy 2020 and SME Development Master Plan 2020-2030.

The Investment Promotion Authority (IPA) is among key relevant organizations that have been invited to make presentations during these consultations.

IPA is expected to do presentations on its roles and responsibilities and the Cottage Business Activities List or Reserved Activities List during the consultations given its mandate to regulate the implementation of reserved businesses under the Investment Promotion Act and accompanying regulations.

According to SMEC, the regional consulta-

tions have been put on hold due to the current COVID-19 restrictions however; Key areas that will be covered during the review consultations include;

1. Reviewing and redefining the current SME Definition,
2. Development of a new definition for informal sector businesses,
3. Review and amendment of the SME Corporation Act 2014 to broaden the functional and regulatory powers of SMEC as a mandated SME Development agency,
4. Reviewing, redefining and regulation of Business Activities Reserved for Papua New Guineans (Reserved Business Activity Listing), and
5. SME Policy alignment, integration and development of Provincial and District SME Policies.

The objective of the current SME Policy 2016 is to support and grow the SME sector in order to create new employment opportunities, achieve sustainable economic growth outside the resources sector, and achieve a fair and

equitable distribution of wealth through majority citizen ownership of business activity.

The current Policy has set some ambitious goals by 2030 including growing SMEs from 49,500 to 500,000, growing formal employment from 290,000 to 2 million.

The policy also focused on reducing the unemployment rate from 84% to 49%, increase citizen control over the formal economy from 10% to 70%, increase SME contribution to GDP from 10% to 50% and increase per capita income from US\$2,000 or over K6000.00 to US\$9,600 or over K31,000.00.

The Government plans to achieve these objectives by adopting strategies across the key areas of entrepreneurial development, legislative framework, catalyst projects, infrastructure development, integrated coordination structure and additional funding and support.

The SME Corporation will make public announcements on when to proceed with the public regional consultations.

KCH approves its whistleblower policy

The Kumul Consolidated Holdings has announced the approval of a ‘Whistleblower Policy’ by its Board of Directors.

The Kumul Consolidated Holdings Board of Directors have endorsed the adoption of this policy which is in line with the National Government’s recently passed Whistleblower Law and Transparency International’s best practice guide.

According to a joint statement co-released by Kumul Consolidated Holdings (KCH) Chairman Peter Aitsi and Managing Director Isikeli Taureka, the objective of this policy is to promote a culture of openness, accountability, integrity and to reassure anyone who wishes to raise concerns in good faith that they can be protected from punishment or unfair treatment in accordance with this policy.

“We recognize that our employees, consultants, contractors, suppliers, customers and others, may, from time to time have concerns for whatever reasons about certain activities of the organization and State Owned Enterprises and may not be aware of how best to voice their concerns” KCH stated.

Concerns could include criminal acts, improprieties, unfair discrimination or failure to comply with legal obligations.

KCH further stated they are committed to integrity and ethical behavior by all its directors and employees and want to uphold these standards in an environment where people can act appropriately without any fear of retaliation, discrimination or unfair treatment.

“To enable the policy, we have established an independent email reporting platform where

complaints can be lodged anonymously if necessary. This whistleblower address will be monitored by the Brisbane Office of Ernst and Young, a global leader in assurance, tax, transaction and advisory services. They will send acknowledgement responses and after forensic examination, forward credible matters to be considered by a KHC Whistleblower committee”.

“Whilst we have internal control and operating procedures to detect and prevent or deter improper activities, even the best systems cannot provide absolute safeguards. We will investigate all allegations of suspected improper activities and if necessary, report to appropriate parties and take action”.

The independent whistleblower email address is : kch.whistleblower@au.ey.com

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

PUBLIC NOTICE

REVOCATION OF LATE PENALTY FEE WAIVER FOR ANNUAL RETURNS

The Office of the Registrar of Companies informs all company directors and stakeholders that the earlier issued notice by which annual returns late penalty fee relief was granted until **30 June 2020**, in response to the **COVID-19 State of Emergency** (SOE) is hereby **revoked**.

However, companies may continue to be **relieved** from requirements under **Sections 101 (1)** and **179 (1)** of the **Companies Act 1997** respectively until **31 December 2020**, hence the following:

- No application for extension of time is required despite **Sec 101(3)** even if the holding of Annual Meeting is extended beyond prescribed six months.
- No application for extension of time is required despite **Sec 179(2)** even if the time for preparation of audited financial statements is extended beyond the prescribed five months.

Please note that this notice will be valid until further advice.

Do call the following numbers or email for more information:

Team Leader Companies:

308 4443/belindak@ipa.gov.pg

Team Leader Non Companies:

308 449/kilai@ipa.gov.pg

Team Leader Customer Services:

308 4494/allisons@ipa.gov.pg or ipaonline@ipa.gov.pg

HARRIET KOKIVA (Ms)
Acting Registrar of Companies

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

The proponents of the above Company are looking for a potential investor to lease out their land solely for commercial agricultural projects.

Sector:

Agriculture

Location:

Utsiap, Markham District, Lae, Morobe Province

Project Size/Investment Value:

US \$ 2.5 million

Project Description:

The project is an agro-based project preferably intended by the proponent to be established as a Commercial Agriculture Project.

The project site is located in the Utsiap area of Markham District, Lae, Morobe Province with more than 29, 000 hectares of arable land available to be developed. The land is mostly savannah grass land and is conducive for multi cropping/farming like; Agriculture (food crop, Vanilla & Spice, Fruits & Nuts Farming etc.), Coffee, Cocoa, Rubber farming, and Beef & Sheep farming. The land is readily available to be leased out for a 49 year lease period to any potential investors.

The land is owned by customary landowners who have registered a Incorporated Land

Group under the name Warawara Incorporated Land Group as a platform to partake in development opportunities.

Infrastructure developments such as electricity, road access, health centre, and water are available but yet to be connected to the project site. Local labor is also readily available for project implementation.

Necessary information and documents such as business plan, company profile as well as the Terms of Reference (ToR) for a possible Expression of Interests (EoI), IPA and IRC certificate's, ILG Certificates and environmental & feasibility study reports concerning the project are available upon request.

Contact	Details
Timothy Amos or Shannelle Ila'ava	Ph: (675) 75325900 (+675) 78126891 (+675) 75918129 or Email: tiasunltd@gmail.com
IPA PNG	investment@ipa.gov.pg



Pictures showing the land that is available to be leased out to potential developers.

How to register a Business Name?

Answer:

When registering a Business Name, the appropriate form to fill out is the Application to Register a Business or Form BN-1.

The key information that will be required from you are;

- Name of the Business. Always include a second option in case the name has already been registered.
- The precise location of the business- This refers to the physical area where the business will be conducted. You are to provide the section, allotment and street name of the place that the business will be operating at. If you're in the rural setting, state in the section the name of your electorate, district and province.
- Provide the concise description or nature of the business. State in this section the business activity type that you will be conducting. Eg: Bakery, Consultancy Services or catering etc.
- Place of residence and postal address of the owner of the Business Name or the agent authorized must be provided. This is for the purposes of accepting official correspondences from the Office of the Registrar of Companies. If the business plans to have branches in other provinces then accordingly include the address under section 2 (b).
- Name of the owner of the Business Name.
- You will pay a Registration fee of K200 at the counter or K150 if you do it online.
- Remember that a Business Name expires every year so it is the responsibility of the owner to lodge a renewal form every year as per the renewal month date that will be outline in the extract.
- Fill out a Statement of Renewal of a Business Name or BN3 each year to renew the name. Failing to do that can result in the Name being removed from the register.

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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P. O. Box 1074, Lae,
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Ground Floor, Marau Haus,
P. O. Box 870, Kokopo,
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Email: iparabaul@ipa.gov.pg

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Commerce Office, Haku Street
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AROB,

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Email: ipa_buka@ipa.gov.pg



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