

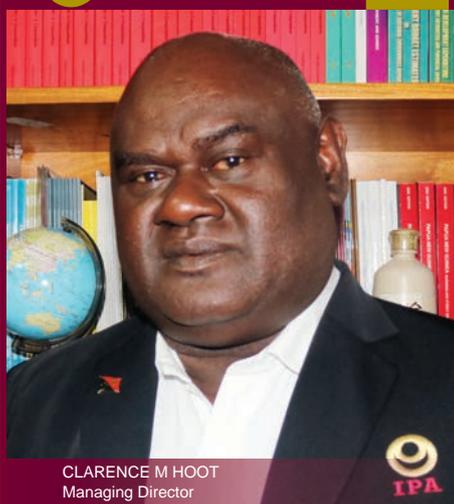


# Opportunity

Issue 10 - October 2018

Business News, reviews and overviews from the IPA

## MD's INBOX



CLARENCE M HOOT  
Managing Director

Dear Readers and welcome to our tenth (10th) edition of the Opportunity Newsletter.

In this issue, we will feature successive stories by the Investment Promotion Authority (IPA). Included is the signing of a Memorandum of Understanding (MoU) between the IPA and the West New Britain Provincial Government which will pave way for the establishment of an IPA Help Desk within the Provincial Government's Commerce Division.

Let me take this time to thank the other Provincial Governments apart from West New Britain Province who have recognized the importance of establishing IPA's Help Desks in their respective Provinces. Other Provinces who have executed MoUs with the IPA include East Sepik, Morobe, New Ireland, Milne Bay and East New Britain.

The establishment of these Help Desks will greatly reduce the turnaround time for clients at the Provincial level in terms of business registration and access to investment opportunities. In September, IPA signed an MoU with the East New Britain Provincial Government for the establishment of a similar Help Desk in the province and this has greatly benefited the people of East New Britain Province. We also successfully launched a new Help Desk in East Sepik Province as part of the roll out of the MoU implementation.

On a brighter note, this month (November), IPA will be celebrating several of its milestone achievements including the launching of its Strategic Plan for 2018-2020, the Business Licensing Information Services booklet and a Guide on Export and Import Procedures and Export Development Assistance.

The Strategic Plan for 2018-2020 will foster on strengthening affiliation with line agencies and the government to reduce revenue leakages such as taxation, tariffs, financial terrorism or other compliance issues working within the framework of Public Money Regulation Act on government plans and policy on investment facilitation and promotion and also further improve the online registry system and encourage clientele usage for the next three (3) years.

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

company needs to have a director or directors and a shareholder or shareholders as a primary prerequisite. A director runs the day to day operations of the company and the shareholder is the owner of the company. Every year, a company is required by law to lodge annual returns or runs the risk of being deregistered. It costs K600 to register a company or K450 if you do it online.

A **Business Group** is usually rural based and can consist of many members from the same family, clan or tribe. This entity type is only allowed for Papua New Guineans. A Business Group is required by law to lodge a statement of assets and liability every year or runs the risk of being deregistered. The registration fee is K100.

An **Association** is a non for profit organisation and must NOT carry out business. It is registered for the purpose of achieving a common goal as agreed by the members in the association's constitution. However, the association can register a Business Name or company which will make money to fund the operations of the Association.

## IN THE NEWS

### "Investment Promotion Authority and West New Britain Province Sign MoU"



Mou signing between IPA Managing Director Mr Clarence Hoot and the West New Britain Provincial Administrator, Mr Williamson Hosea held at the IPA Office, Port Moresby.

The Investment Promotion Authority (IPA) and the West New Britain Provincial Administration (WNBPA) signed a Memorandum of Understanding on the 8th of October, 2018 which is intended to promote the smoother exchange of information on businesses, companies, associations registrations and for investment promotion/facilitation opportunities.

The MoU was signed between the IPA Managing Director, Mr Clarence Hoot and the West

Continue on to next page.....



## Tips & Traps

### Important to know the entity types before your register with IPA

Before coming to the IPA to register an entity, it is important to understand the suitable business or entity type that suits your business idea.

Given that company is a common entity type, people have the tendency to register a company to perform any business activity. Although it is still alright, it is important to understand the other entity types available that people can utilize when trying to do business.

There are four (4) entity types that are registered at the IPA. They are;

- 1- Business Names
- 2- Company
- 3- Business Group
- 4- Association

A **Business Name** allows the business to carry out only one type of business activity. For example, if a person registers a hire car business then the name is specifically for the hire car business. That person can't use the same Name to run a trade store. They will need to register a separate Business Name to operate a trade store. By law Business Names expire after a year but can be renewed. It costs K200 to register a Business Name manually or K150 if you do it online.

A **Company** on the other hand can do more than one type of business activity. A

New Britain Provincial Administrator, Mr Williamson Hosea at the IPA Office in Port Moresby.

During the signing of the MOU, IPA Managing Director Mr Hoot expressed delight in partnering with the West New Britain Provincial Government through the Administration, pledging the IPA's support in terms of implementing the signed MOU.

He thanked Mr Hosea for taking the MoU to the Provincial Executive Council for approval and for taking time in his busy schedule to execute the signing of the MoU.

He said the MoU is part of the IPA program on Networking with the Provinces and West New Britain Province is the 7th Province to sign the MoU with IPA.

The other Provinces which have already executed similar MoUs include Milne Bay, New Ireland, East Sepik, Madang, Morobe and East New Britain Provinces.

"Out of the New Guinea Islands region, West New Britain Province is the third Province to sign a MoU with IPA under this program.

"The signing of this MoU will pave way for the establishment of Help Desks at the Provincial Commerce Offices to serve people at the Provincial level in terms of business registration and promoting investment into the province".

Mr Hoot said the initiative is a way forward for IPA in trying to extend its services out to the Provincial level which will also reduce the cost of doing business.

"People won't have to travel all the way to Port Moresby just to do lodgments BUT can now visit their Provincial Commerce Office to do that," said Mr Hoot.

"There has been a significant increase in business registrations nationwide, and the IPA has recognised that it is necessary to collaborate with Provincial Commerce offices to address this issue", he said.

"We hope this MoU will strengthen IPA's

presence in West New Britain Province," said Mr Hoot.

Governor for West New Britain Province, Sasindra Muthuvel in appreciating the MoU signing described the occasion as a move in the right direction, considering the fact that West New Britain Province is an economical province that has been successful in Agriculture with its people having disposable income compared to any other provinces.

He shared similar sentiments with Mr Hoot saying people will no longer travel all the way to Kokopo and Port Moresby just to register a business or companies now that the help desk will be established in the province.

Governor Muthuvel said there are risks involved along the way especially travelling along the highway from the province to Kokopo to access IPA services from the Regional Office.

"People will no longer spend hefty funds to agents just to register a business or company or pay for inflated airfares just to fly to Port Moresby to register a business," said Mr Muthuvel.

He described the MoU as a great initiative, pledging WNBP Government's commitment

to counter fund it and appealed to IPA to fast track the next step to train Commerce Officers in the Province on how to man the Help Desk.

Meanwhile West New Britain Provincial Administrator, Mr Hosea said West New Britain Province is privileged to work in partnership with IPA to execute this initiative adding that the MoU will be a big relief to the people of West New Britain Province who have been facing difficulties trying to register businesses.

"There are opportunities for SMEs' in the province and with this MoU, it will pave way for them to register their small businesses that have been left to struggle with no recognition for too long," said Mr Hosea.

Mr Hoot reiterated that IPA services to be provided through the Help Desk will also extend to profiling of the province and its investment opportunities or specific project profiles."Meanwhile training will be provided for Commerce officers manning the IPA Help Desk and IPA will also provide support in terms of computers and printers to assist officers deliver to the clients," he said.



Governor for West New Britain Province, Sasindra Muthuvel addressing the media after the MoU signing while IPA Managing Director, Mr. Clarence Hoot, Provincial Administrator, Mr Hosea and IPA's Acting Deputy Registrar of Companies - Legal and Compliance, Malis Mining look on with anticipation.

## IN THE NEWS

### IPA Assists Baruni Dump Settlers



IPA's Senior Investment After-care officer, Samuel Kumin poses with members of the Baruni Dump Community.

The Investment Promotion Authority (IPA) has assisted a group of settlers residing at the Baruni Dump site to incorporate two (2) Womens' businesses and an association that will assist them to participate in spin-off activities and receive benefits from a Japanese Innovative Technology investment that was established at the Baruni Dump site in September this year.

The Authority through its investment After-care services came to this settlers' aid after successfully facilitating this investment by a Japanese company who had set up operations at the Baruni dump site.

The company built a Carbonization Plant through Goyu Eco Works Incorporation, another Japanese based company that specializes in recycling and waste management using the treatment and carbonization process.

The waste treatment and carbonization

plant uses the wastes from the dump site to process and produce charcoal and vinegar, which are lab tested and analyzed to be user-friendly and safe.

The wastes include betelnut and coconut husks, cardboard and coconut shells.

The charcoal and vinegar produced from the Carbonization plant will be exported back to Japan for usage in agriculture and farming as well as by households.

The once notorious and infamous (No-Go-Zone) Baruni Dump settlers have been engaged by the Japanese company to ONLY assist collect wastes from the dump site and feed the carbonization plant BUT with not much benefit.

IPA seeing that and realizing the potential by the community members in terms of employment or be utilized in any formal workforce, stepped in to assist.

IPA Officers also assisted the settlers to obtain TIN Certificates from IRC, open bank accounts, and will assist them further by drafting proposals to the NCDC as well as other government agencies and NGO's for possi-

ble assistance and engagement in city-wide cleaning services etc.

In addition, the incorporation of the Women's businesses will further enhance small-scale opportunities like poultry, piggery and vegetable farming for the women settlers.

The officers guaranteed the settlers that they will be guided and supported in every step of this new and exciting journey. Senior Investment After-Care Officer, Samuel Kumin said with the assistance given by the IPA, the settlers which comprises of both the old and young generation can now be engaged in any formal business and other socio-economic activities that will contribute to the development of the nation's capital as well as improve their standard of living.

Meanwhile the IPA officers also gave business start up advice and outlined some other unseen spin-off business opportunities that can be brought about by Foreign Direct Investments through partnerships with Municipal Authorities like the National Capital District Commission that the settlers can tap into and benefit from.

The settlers were told that this opportunity can provide some form of economic and income sustenance to their families who reside in the dump site and also with the aim of diverting their attention from crime and illegal activities as a means to survival.

IPA officers also took time to hear from the settlers and get their views on possible ways forward and how they think and feel now that such a development of this magnitude is happening right at their doorsteps. Sadly, a youth leader from the settlement responded as quoted, "We don't consider ourselves as part and parcel of this growing city because there is no proper recognition from the government. Besides, the general public categorizes Baruni as a notorious area that breeds criminals and murderers but in actual fact we are very good people; if only proper approaches were taken by the government to address our concerns," the youth leader said.

A women's' group leader appreciated the approach taken by IPA officers saying it is a huge relief to their burden of trying to make ends meet everyday.



## UPDATE "The Era Kone Declaration"

Exactly a quarter of a century after joining the APEC in 1993, this will be the first time ever PNG is set to host the Leaders of 20 APEC economies at the new look Ela Beach waterfront in Port Moresby. The Prime Minister of Papua New Guinea, Hon. Peter O'Neill, will chair the 26th APEC Economic Leaders Meeting (AELM) from 17th – 18th October, 2018. The two days of Retreat and Plenary will see the Leaders endorsing the significant "Era Kone Declaration," which is the APEC 2018 Leaders Declaration.

The name Era Kone is the traditional name of Ela Beach where in the past, people from Motuan Coastline and Gulf conducted Hiri (trade) with the arrival and berthing of Hiri Lagatois (large traditional trade sailing canoes) at the Era Kone. The name was slightly changed when colonial administrators pro-

nounced Ela instead of Era. Era in local Motuan language is the name of a turtle type or specie and Kone is the beach and it was referred to as Era Kone. Therefore, the document titled Era Kone Declaration will unveil the historical significance of trade and investment conducted at Era Kone in the past by our ancestors and connects to APEC's vision of facilitating more trade and investment in our region.

PNG is hosting APEC 2018 under the theme "Harnessing Inclusive Opportunities; Embracing the Digital Future" with an approach to advancing PNG's development challenges as well as promoting trade and investment opportunities with the APEC region. The key APEC 2018 deliverables and agenda seeking Leaders' endorsement emanated from a series of meetings, workshops, conferences and

policy dialogues facilitated under various working groups and technical committees that deal with arrays of issues encompassing trade, investment, human development and improvement to living standard for the people of Asia Pacific region. The hosting AELM is not an end for PNG this month, rather it is the beginning of an engagement for PNG when the Leaders Declaration is endorsed. PNG will continue to work with future host economies to push its agenda going forward.

The 21 member economies include; Australia, Brunei, Canada, Chile, China, Hong Kong China, Indonesia, Japan, Korea, Malaysia, Mexico, New Zealand, Papua New Guinea, Peru, Philippines, Russia, Singapore, Chinese Taipei, Thailand, United States and Viet Nam.



## PUBLIC NOTICE

The Investment Promotion Authority (IPA) continuously seeks to bring quality and **efficient services to its valued clients. A big part of this commitment includes ensuring** that business records are regularly updated and on time as required.

Accordingly, IPA gives notice that the following common business services when filed online at [www.ipa.gov.pg](http://www.ipa.gov.pg) no longer requires review by IPA Registry Staff:

1. Change of Registered Office and Address for Service;
2. Maintain Directors and Secretaries (new appointments, or to update existing records);
3. Maintain Shareholders (transfer of shares or issue new shares); and
4. Annual returns for exempt companies (on-going since the online registry go-live in 2013).

More business services not required for review by IPA will be added in future including for Business Names, Associations and Business Groups. This basically means that these common business services when filed online will update records on the registry database instantly. No more waiting for records to be updated by the IPA Registry Staff. *Please note that this does not apply to filing of paper forms at IPA's front counter and therefore their normal process will continue to apply.*

The IPA views this step as beneficial to all business owners and agents, as it limits time and resources spent on attending to these changes. This greatly impacts small businesses, as they can truly concentrate on running and growing their business, rather than spending time and resources attending to simple administrative matters.

Also in line with this improvement, IPA advises that **AS OF 1 JANUARY 2019 IPA WILL NO LONGER ACCEPT PAPER FILING BY ANY:**

- Individual who is authorized to file documents for more than 10 different proposed or registered business entities with IPA;
- Registered corporate entity that is authorized to file documents on behalf of a proposed or registered business entity with IPA;
- Proposed or registered business entity that has foreign owners; or directors and/ or shareholders; and
- Proposed or registered overseas business entity or its authorized representative.

IPA will conduct basic training on "how to use the Online Registry Services" upon request at no cost for a limited time only. The IPA urges those individuals or organizations to take advantage of the online registry system and file all business services online.

For any further clarifications you may contact our Online Registry team on telephone numbers 308 4443, 308 4494 or 308 4442, or email [ggonline@ipa.gov.pg](mailto:ggonline@ipa.gov.pg)

Authorized for release by:

**CLARENCE M. HOOT**  
Managing Director

## What is Copyright?

Copyright is a legal term describing rights given to creators for their literary and artistic work.

### What is covered by copyright?

The kinds of works covered by copyright include: literary works such as novels, poems, plays, reference works, newspapers, and computer programs; databases; films, musi-

cal compositions, and choreography; artistic works such as paintings, drawings, photographs, and sculpture; architecture; and advertisements, maps, and technical drawings.

### What rights does copyright provide?

The creators of original works protected by copyright, and their heirs, have certain basic rights. They hold the exclusive right to use or authorize others to use the work on agreed terms. The creator of a work can prohibit or authorize:

- **Its reproduction** in various forms, such as printed publication in various forms, such as printed publication or sound

recording;

- **Its public performance**, as in a play or musical work;
- Recording of it, for example in the form of compact discs, cassettes or videotapes;
- **Its broadcasting**, by radio, cable, satellite;
- **Its translation** into other languages, or its adaptation such as novel onto screen-play;
- **Its display**, in libraries, museums, or art galleries.

#### 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.

## IN THE NEWS

## Investment Promotion Authority joins in fight against infringements

A team of officials from government regulatory agencies including the Investment Promotion Authority (IPA) were in Kimbe yesterday to destroy about 8,000 imported bilums. The team was led by Customs PNG and included agency representatives from IPA, National Agriculture Quarantine and Inspection Authority (NAQIA) and West New Britain Chamber of Commerce.

The operation is a follow up action after Commerce and Industry Minister Honorable Wera Mori issued a statement on the sale of counterfeit bilums by foreign owned shops. Tom Vere, Director of Intellectual Property Rights and Passenger Policy with Customs PNG led the team of officials and said the bilums destroyed came in one bulk shipment in July destined for one importer. The bilums were imported from China.

As Mr. Vere puts it, "this is just the beginning. And this is a signal to perpetrators that the Government is serious about promoting legitimate trade in and around its borders."

IPA Managing Director Mr. Clarence Hoot stressed that production of hand woven bilums is an activity that is reserved for citizens under the Cottage Business Activities List (CBAL).

"Carrying on business by a foreign entity in a reserved activity is an offence and those companies who are found unlawfully engaging in this activity will be penalised and a fine not exceeding K100, 000.00 can be imposed," Mr. Hoot said. "In this case, appropriate penalties will be applied according to the various laws administered by the IPA," he added.



8,000 imported bilums collected to be burnt in Kimbe, West New Britain Province.



Officers led by the Customs PNG, IPA, NAQIA and West New Britain Chamber of Commerce set fire on the imported bilums that were confiscated in Kimbe.



## LET'S HEAR IT!

# Milne Bay SME

Milne Bay Merchandise and Service, a local company based in Milne Bay Province is thriving to become a reputable company specialized in selling and manufacturing arts and crafts in Milne Bay Province and around the country.

The company has been operating since February, 2018 and was registered with the Investment Promotion Authority on the 8th of August, 2018.

Owner of the company, Julia Kusunan said with the company's plans to widen its marketing network, the move to expand into the export level is also part of the plan.

Mrs Kusunan said Milne Bay Merchandise and Service's focus is to improve the lives of people living in the remote areas of the Province.

She said Milne Bay Merchandise and Service buy raw materials from local villagers and add value to them by engaging artisans to handcraft quality products like earrings and bracelets.

"I pay for the products that come all the way

from the village level," said Mrs Kusunan.

"I was inspired to utilize available resources in the village to make beautiful products and sell to help improve peoples' lives in the village level. Much of our population is there with a lot of resources but despite the available resources we have, our people still live poor lives and beg from relatives that are employed in towns and cities," said Mrs Kusunan.

"With that scenario, my business aims to empower peoples' lives, improve and strengthen our economy. Right now our mission is to find a bigger and consistent market for village people's products so that the cash flow for them is consistent. Our vision is to use available resources to alleviate poverty, assist with sustainable projects for the people in the village and empower women, youths and communities," said Mrs Kusunan.

She said the company is also working in collaboration with 'Human Development Institute', 'K20 multiplication Challenge' and 'I am Change Foundation' to boost its growth.

"We encourage our artisans as much as possible to make quality products to meet the market demands. The business has achieved so much and that includes the engagement of youths in creating products like fridge magnets and earrings to sell and make a living in a better way".

"Our customers which include tourists, professionals (Working Class) and the general public are gradually increasing since we decided to improve our market," said Mrs Kusunan.

"The production of products involves no technology and all products are handmade. Products are made for both males and females".

"Milne Bay Merchandise and Service is making K300-K700 per month and I believe it will change the lives of people in the village, especially youths," she said.

Mrs Kusunan further reiterated that one of the challenges faced daily by the company is the cost of transportation in which it is currently working towards rectifying.



# Update on the Consultations for the Review of the Associations Act of 1966

The Investment Promotion Authority (IPA) has announced that it is currently finalising a summarised **Consultation Report** on all the consultation workshops and written submissions for the review of the Associations Act of 1966.

It is also planning to host another consultation workshop to finalise this report before it can progress to the next phase which is the development of a draft Associations bill.

IPA expects to finalize any proposed amendments during the first quarter of 2019 then stage the Public Consultation in Port Moresby to discuss any proposed amendments. Depending on the consultations, any proposed legislative change will be drafted commencing second quarter of 2019.

With the tremendous assistance from the Asian Development Bank (ADB), the first draft of the Consultation report is almost completed and will be circulated soon.

Acting Registrar of Companies, Harriet Kokiva said this is a critical step as the report is also intended to guide IPA to decide on proper policy decisions that should be reflected in the new law.

Regional consultations were held in Goroka, Lae, Kokopo and in Port Moresby.

Ms Kokiva said comments received from both the written submissions and these Regional Public Consultation Workshops were very supportive of the reforms on the Associations Act proposed by IPA.

She said the time allowed for feedbacks to the widely circulated Consultation Memorandum closed on 31 August 2018 and IPA is now making responses to every comment received from these workshops.

The Associations Act has remained unchanged since its passage in 1966, therefore the proposed changes are intended to address issues that have been identified as problematic for local associations, bring the Act into compliance with international anti-money laundering (AML) mandates and to bring a higher level of transparency and accountability to this business entity type.



## BUTEBAI OIL PALMS ESTATE LIMITED

This is a proposed project and the proponent is seeking Loan/Grant for the project to initiate. Any local or international investors are both welcome.

**Sector:** Agriculture

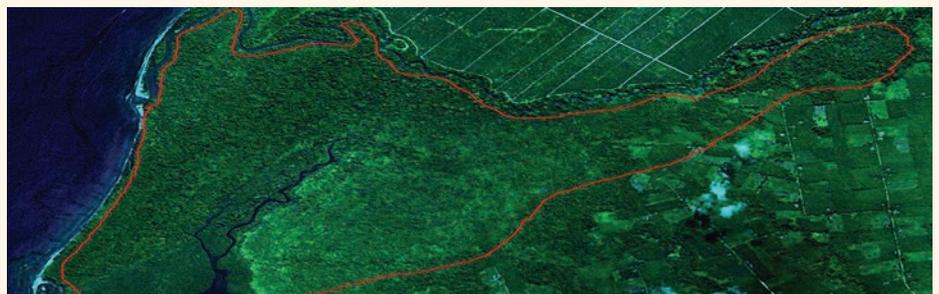
**Location:** Biala, Kimbe, West New Britain Province

**Project size/Investment value:** USD\$15 million

**Description:** Butebai is a proposed oil palm project located towards the coast of Biala LLG of Talasea District, West New Britain Province. The land is virgin without any clearance of forest and habitants as yet.

The project covers 1, 611 hectares of land and it's a lease hold land for a total of 99 years. It's a 45 minutes drive from Biala station and it's located along the New Britain Highway with easy access to electricity, wa-

ter and road to project site. Essentially, documents like; land titles, IPA Certificates, IRC TIN Certificates, financial statements, business cards and proposals are all read.



Aerial view of exact area for the propose Butebai Oil Palm Estate: Total 1611 hectares. Google Image

Oil Palm is the main cash crop in WNB and Butebai is proposing an oil palm estate to be established on its land. The project will be specializing in planting and harvesting of oil palm but setting up a processing plant would also be nice because, we don't want sell our fresh fruit bunch to the existing companies like New Britain Palm Oil Limited and Hargy Oil Palms for downstream processing.

Butebai prefers an establishment of oil palm

since it's becoming a very demanding commodity on the world markets and also, WNB got records in oil palm. If this project comes in to effect, will be expecting at around US\$1 million a fortnight which will benefits the company, community, province and the country as a whole.

Contact: kyalakun@ipa.gov.pg or samuelk@ipa.gov.pg or Butebai.oilpalmestate@gmail.com/ call Jimmy Vulolo on (+675) 73074093



## UP-coming Events | IPA CALENDAR OF EVENTS

- November 12th – 18th : APEC Leaders week
- December 3rd - 15th : PNG Mining & Petroleum Investment Conference
- December : IPA Quarterly Board Meeting #4

### IPA BRANCHES:

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[www.facebook.com/InvestmentPromotionAuthority](http://www.facebook.com/InvestmentPromotionAuthority)

## QUESTION TIME

### Business Name renewal

#### Question:

My business name expired last year, how do I apply for renewal ?

#### Answer:

**BUSINESS NAME RENEWAL** must be done annually after a business name is registered. If your business name expires a year after you register it, your next step is to pay a renewal fee. You will have two payment options and that is to either pay ONLINE or over any IPA counter using an eftpos card (**NO CASH**).

If you choose to pay online, then a renewal fee of K150 will apply. **BUT** if you want to pay over any IPA counter, you will pay a renewal fee of K200. Once you make the payment, automatically your business name will be renewed and a certificate and extract confirming the date of renewal will be issued after 10 working days. A Business Name must be registered by anyone who wishes to carry on business under any name except his or her own. And the owner of the business who trade under the business name is responsible for the debts of the business including the payment of the renewal fee.

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

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



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