PAPUA NEW GUINEA TRADE AND INVESTMENT FOURM

PARIS, FRANCE
15\textsuperscript{th} to 16\textsuperscript{th} JUNE 2016
HYATT REGENCY HOTEL, PARIS

PAPUA NEW GUINEA DELEGATION TO PARIS

COMPANY PROFILES
AND
AREA OF INTEREST BOOKLET
Foreword by Prime Minister

Hello everyone,

I see it as an exhilarating time as the Papua New Guinea (PNG) Business Delegation arrives in Paris, France on this Trade and Investment mission. This will be our first trade and investment mission to France.

I am accompanied by four (4) State Ministers, forty three (43) PNG Private Sector delegates; this is by far the largest PNG business delegation to travel to Europe to explore the market and business opportunities. This mission further harnesses relationship between the two countries to venture into investment and trade negotiations.

We are optimistic about further investment possibilities that may arise from this mission and we look forward to bigger and stronger partnership in terms of businesses and investments.

I wish all the participants from both countries a fruitful two days event and hope that this visit will be the beginning of business dealings for everyone.

Thank you,

Hon. Peter O'Neill, CMG, MP
Prime Minister of Papua New Guinea
MEDEF PROGRAMME – MEDEF HEADQUARTERS

Wednesday 15th June 2016

8.00 – 8.20am  Registration of Attendees/Welcome breakfast
8.30 – 8.35am  Welcome Remarks by MEDEF International
8.35 – 8.55am  Keynote Speech by Honorable Peter O’Neill, CMG, MP, Prime Minister of Papua New Guinea
8.55 – 9.55am  Questions and Answers
9.55 – 10.00am Conclusion of First part by MEDEF International
10.00am        Departure of the Prime Minister from MEDEF
10.00 – 10.10am Presentation by Honorable Patrick Pruaitch, MP, Minister for Treasury
10.10 – 10.20am Presentation by Honorable William Duma, MP, Minister for Public Enterprises and State Investment
10.20am – 10.30am Presentation by Honorable Richard Maru, MP, Minister for Trade, Commerce and Industry
10.30am – 10.40am Presentation by Honorable Ben Micah, MP, Minister for Petroleum and Energy
10.40am – 10.50am Presentation by Mr. Ivan Pomaleu, Managing Director, Investment Promotion Authority (IPA)
10.50am – 11.30am Questions and Answers
11.30am – 11.35am Conclusion by MEDEF International
11.35am – 12.30pm Individual Meetings between the Ministers/France Companies in parallel with a networking break to allow discussion between Papua New Guinea and the French Companies
Business France Programme
Venue: Hyatte Regency Paris Hotel (Etoile), 3 Place Du General Koenig 75017, Paris

1.30 – 2.00pm  Arrival and Registration
2.00 – 2.10pm  Welcome Remarks by Business France and TOTAL
2.10 – 2.20pm  Presentation by Honorable Ben Micah, MP, Minister for Petroleum and Energy
2.20 – 2.30pm  Presentation by Honorable William Duma, MP, Minister for Public Enterprises and State Investment
2.30 – 2.40pm  Presentation by Mr. Ivan Pomaleu, Managing Director, Investment Promotion Authority (IPA)
2.40 – 2.50pm  Presentation by Andrew Jeffery’s, Chief Executive Officer/Founder of Oxford Business Group
2.50 – 5.00pm  Business to Business Meeting
7.30 – 10.00pm Reception Hosted by TOTAL in Honour of Honorable Peter O’Neill, CMD, MP, Prime Minister and Papua New Guinea Delegation

Programme for Other European Companies
Venue: Hyatte Regency Paris Hotel (Etoile), 3 Place Du General Koenig 75017, Paris

Thursday 16th June 2016

9.00am – 9.20am  Registration of Attendees
9.20am – 9.30am  Welcoming Remarks by H.E Joshua Kalinoe, CSM, CBE, Papua New Guinea Ambassador to France
9.30am – 9.40am  Remarks by Mr. Ivan Pomaleu, Managing Director, Investment Promotion Authority (IPA)
9.40am – 9.50am  Presentation by Honorable William Duma, MP, Minister for Public Enterprises and State Investment
9.50am – 10.00am  Presentation by Honorable Richard Maru, MP, Minister for Trade, Commerce and Industry
10.00am – 10.10am  Presentation by Andrew Jeffery’s, Chief Executive Officer/Founder of Oxford Business Group

10.10am – 10.30am  Question & Answers

10.30am – 11.30am  Presentation by European Companies, Government to Business and Business to Business meetings

11.30am – 1.00pm  Networking Lunch

**Friday 17th June 2016**

Departure of Prime Minister and PNG Delegation
Ministerial Delegation

Honorable Peter O’Neill, CMG, MP  
Prime Minister  
Papua New Guinea

Honorable Patrick Pruaitch, MP  
Minister for Treasury  
Papua New Guinea

Honorable William Duma, MP  
Minister for Public Enterprises and State Investment  
Papua New Guinea

Honorable Ben Micah, MP  
Minister for Petroleum and Energy  
Papua New Guinea

Honorable Richard Maru, OBE, MP  
Minister for Trade, Commerce and Industry  
Papua New Guinea
Profile of Investment Promotion Authority (IPA)

The Investment Promotion Authority (IPA) is a statutory organization, established by an Act of Parliament in 1992, to promote and facilitate investment in Papua New Guinea. It does this through various programs including the establishment and maintenance of a company/business registry, certification of foreign enterprise, and promotion of investment opportunities in PNG, identification of markets for PNG exports and dissemination of investor-related information about PNG. The IPA is managed by a Board of Directors on which the business community is well represented. Business people investigating the investment potential and opportunity in PNG are encouraged to contact the Investment Promotion Authority in the first instance to obtain information about the rules and regulations of conducting business in the country, linking up with the right people in other sectors and private sector on their investment interests and any other assistance that may be required.

Mr. Peter Botten CBE
Managing Director, Oil Search Limited

Peter joined Oil Search in 1992, just after oil and gas production started from Papua New Guinea’s Kutubu and Hides fields. He was appointed Managing Director in 1994 and has overseen the growth of Oil Search from a market capitalization of around A$200 million to its current A$13 billion. Peter Botten graduated from the Royal School of Mines, Imperial College London, in 1976, joining the French energy group Cogema as a specialist sedimentologist. With Cogema Peter worked across Africa, Europe and North America. Subsequent work with Kufpec, and later Petroz, saw Peter fill both technical and management roles in Africa and South East Asia.

Peter has been a leader in the Papua New Guinea petroleum industry for over 18 years. He was formerly President of the Chamber of Mines and Petroleum and is a Council Member of the Australia PNG Business Council. He is also a Chairman of the Oil Search Foundation which is delivering major health and education programs in Papua New Guinea in partnership with the National Department of Health, the Global Fund and the Australian Government. Peter is also Chairman the Hela Provincial Hospital Board in Hela Province in PNG, the National Football Stadium in Port Moresby and of Business for Development Australia (B4D). He was made a Commander of the British Empire (CBE) in 2008 in the
Queen’s Honours List for services to the community, mining and petroleum industries in Papua New Guinea. He was recently recognized by the Harvard Business Review as being in the top 100 CEO’s in the world and one of only two Australians in this list.

**For the purpose of PNG Trade and Investment Forum in Paris, France**

Oil Search was established in Papua New Guinea (PNG) in 1929. More than 98% of its assets are in PNG, where it operates all of the country’s producing oil fields, holds an extensive appraisal and exploration portfolio and has a 29% interest in the PNG LNG Project, operated by ExxonMobil PNG Limited. This world-class liquefied natural gas (LNG) development, which came on-stream in 2014, has transformed Oil Search into a regionally significant oil and gas producer with a long-term, low cost, high quality LNG revenue stream. The Company also holds a significant interest in the proposed Papua LNG Project, operated by Total, which has the potential to become PNG’s next major LNG development. Oil Search is listed on the Australian and Port Moresby stock exchanges (OSH) and its ADRs trade on the US over the Counter market (OISHY).”

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**Mr. Gerea Aopi, CBE**

**Executive General Manager – Stakeholder Engagement – Oil Search**

Gerea Aopi has achieved several tertiary degrees in Papua New Guinea and a Masters in Business Administration from the University of Queensland. Mr. Aopi was elected as President of the Chamber and Mines and Petroleum in 2014 and prior to that was the Senior Vice President for a number of years. He is an Executive Director of Oil Search Limited and presently fills the position of Executive General Manager Stakeholder Engagement and Sustainability, a post he took up in August 1998. Mr. Aopi has substantial public service and business experience in Papua New Guinea, having had a long and distinguished career in government, filling a number of important positions, including Secretary for Finance and Planning (1991-1995) and Managing Director of Telikom PNG Ltd (1996 – 1998) and Chairman of Telikom PNG and Chairman of IPBC. He is a director of Oil Search Limited, Bank of South Pacific, Steamships Trading Company, Marsh Limited and a number of other private sector and charitable organizations in Papua New Guinea.

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**Mr. Frank Kramer**

**Chairman – Kumul Petroleum Holdings Limited (KPHL)(PNG’s National Oil Company)(& founder / CEO of Kramer Ausenco)**

Frank founded Kramer Ausenco in 1978 (PNG’s first home grown engineering solutions provider), and over 37 years has grown it into the largest engineering / project management firm in the South-West.
Pacific Region. Frank’s decision to establish his company stemmed from a vision for a Pacific Engineering business with professionalism and integrity that governments, development agencies and industry would recognize as the service provider of choice. Today, Kramer Ausencoo is responsible for the management & engineering of many major projects in the region. Frank was the first Guinean President of the PNG Institution of Engineers, and the first PNG engineer to become a fellow of the Institution of Engineers in Australia. Frank was appointed Chairman of KUMUL PETROLEUM HOLDINGS LIMITED in February 2013. KPHL holds the PNG Government’s 17% interest in the US$20 billion PNG LNG Project and is mandated by the PNG Government as the exclusive holder of all Government’s interests present and future in the hydrocarbon sector.

Mr. Wapu Sonk
Managing Director - Kumul Petroleum Holdings Limited

Mr. Sonk is the Managing Director of Kumul Petroleum Holdings Limited (Kumul Petroleum), formerly National Petroleum Company PNG Holdings Limited. Since his appointment as the Managing Director of NPCP in January 2013 and transitioning through to Kumul Petroleum, Mr Sonk has been the driving force behind building the Kumul Petroleum Holdings Ltd (formerly NPCP), where the highlight has been the successful legislative reforms that has lead to the birth of Kumul Petroleum as Papua New Guinea’s National Oil and Gas Corporation. The legislation now gives the NOC a strong foundation to grow and move forward.

Mr. Sonk has over two decades of experience as a Papua New Guinean leader in the oil & gas industry. His career matured with the industry itself maturing from being an oil exporting country to now LNG exporter. He has occupied numerous leadership roles in the Petroleum Industry of PNG since beginning his career with Chevron Nuigini Pty Ltd in 1997. These roles include Director – PNG LNG Project at IPBC, Chairperson of Society of Petroleum Engineers (PNG Section) (2011), Technical Manager at NPCP (Kroton), Drilling & Completions Engineer at Oil Search Head Office, Sydney, Drilling Rig Operations Supervisor, Field Coordinator - PNG to QLD Gas Pipeline Project FEED Team (2005) and Petroleum Engineer for Chevron. Mr. Sonk continues to be a member of the Society of Petroleum Engineers (Worldwide), and Institute of Engineers PNG. Mr. Sonk holds a Bachelor of Engineering Degree (Mining Engineering) from the University of Technology, Lae, Papua New Guinea; a Diploma of Business (Business Management) from the Melbourne Business School, Mt Eliza Centre for Executive Education, Australia.

‘Kumul Petroleum: Promoting Excellence for Benefiting Papua New Guinea for now and into the future’

Kumul Petroleum Holdings Limited (KPHL) is Papua New Guinea’s national oil and gas company (NOC) mandated to protect and maximize the value of the Country’s assets such that it can contribute to the maximum wealth for its ultimate shareholders; the 7 million plus people of Papua New Guinea. KPHL is created by an Act Parliament through the Kumul Petroleum Holdings Limited Authorization Act 2015 which replaced, NCPC Holdings Limited.
Since its inception in 2009 as NCPC Holdings, the NOC was operating as a commercial entity with its core commercial interest being the interest in the PNG LNG Project. KPHL is currently responsible for managing the State’s 16.57% equity in the $19b PNG LNG Project; becoming the 3rd largest partner in this single largest investment made by the nation to date. KPHL being a NOC envisions being like PETRONAS of Malaysia in creating value and opportunity for PNG and its people by becoming a major national oil and gas Corporation.

KPHL has the potential to be like PETRONAS because it has the oil and gas resources in the country that it will always have an option for 20.5% stake in every development. The Exploration potential is very high as well thus; KPHL can grow to a Multi-Billion dollar company very quickly in PNG and start venturing outside of PNG. KPHL envisions that it will carry PNG’s flag everywhere it goes. That is what we truly mean to say “creating wealth and opportunities for Papua New Guinea now and into the future.”

Mr. Ian Marru  
General Manager, Government & Community Affairs - Kumul Petroleum Holdings Limited

Mr. Andrew Geoffrey Barry  
Managing Director and Lead Country Manager

Mr. Robert Aisi  
Executive General Manager - External Relations  
Public & Government Affairs, Exxon Mobil – PNG LNG

Andrew Barry is the Managing Director of ExxonMobil PNG Limited, the operator for the PNG LNG Project Joint Venture. He is also Lead Country Manager for ExxonMobil in Papua New Guinea. He has more than 20 years’ international experience in the oil and gas industry working with ExxonMobil. Before he came to PNG, he was President of ExxonMobil Canada where he was responsible for ExxonMobil’s production, development and exploration activities across Canada. He started his career in Australia and has also worked in Qatar and United States of America. His experience covers a wide range of roles including engineering, operations, strategic planning and LNG marketing. Mr. Barry has a Bachelor of Civil Engineering degree, with First Class Honors from the Queensland University of Technology, Australia. He also holds a Masters of Business Administration from the University of Melbourne. Mr. Barry is a member of the Society of Petroleum Engineers and is a Council member for the Australia Papua New Guinea Business Council and the PNG Chamber of Mines and Petroleum. Mr. Barry is married and has three children.
ExxonMobil PNG Limited - Operator of the PNG LNG Project

ExxonMobil PNG (EMPNG) is the operator of the US$19 billion PNG LNG Project, an integrated development that includes gas production and processing facilities in the Hela, Southern Highlands, Western, Gulf and Central Provinces of Papua New Guinea. There are over 700 kilometers of pipelines connecting the facilities, which includes a gas conditioning plant in Hides and liquefaction and storage facilities near Port Moresby with capacity of 7.4 million tonnes of LNG per year.

Mr. Garry Hersey
Managing Director – Kumul Consolidated Holdings

Kumul Consolidated Holdings (KCH) is wholly owned by the Independent State of Papua New Guinea. It is one of the three owned Kumul holding companies that were established in 2015 for the purpose of aligning State owned assets within three distinct areas of development focus. The other holding companies are Kumul Petroleum (Oil and Gas) and Kumul Minerals (Mining). It is an independent body governed by the Kumul Consolidated Holdings Act 2002 (as amended) and National Government policy. KCH is effectively the State’s private equity and investment company with a clearly defined mandate to build shareholder wealth and to improve the provision of services to the people of PNG.

KCH is:

- The holding company for eleven Majority State Owned Enterprise (SOE) operating in aviation, banking and financial services, insurance, maritime infrastructure, power, post and logistics, telecommunications, and water and sanitation;
- The manager of infrastructure projects throughout PNG such as hydroelectric power facilities, metropolitan sewerage systems and port developments; and the
- State investment company for non-oil and gas, and mining opportunities

Its functions include:

- Improving existing and new SOE performance through organic and external development;
- Investing in strategically important sectors – currently agriculture, fishing and tourism;
- Investing in profitable and turnaround growth opportunities in non-oil and gas and mining industries that provide strategic and financial benefit to the state;
- Leading corporate and sectoral restructuring initiatives; and
- Optimizing funding opportunities for KCH and its investee companies

KCH balance Greenfield and mature opportunities for income, growth and policy achievement. Its medium term objective is to privatise (IPO, strategic partnership or sale) its investee companies (SOEs) in a prudent and timely manner. Based in Port Moresby, the capital of PNG, KCH has a total assets of approximately K4 billion (USD 1.25B) and head count of 60 employees.
Mr. Robert Nilkare  
**Country Manager – PNG - New Britain Palm Oil Limited (Group)**  
Mr. Nilkare is Country Head of Corporate and Government Affairs for the NBPOL Group. He is also an Independent Board Director of Brian Bell & Co. Limited, PNG Microfinance Limited, PNG Forest Products Limited and the New Britain Palm Oil Foundation Limited. New Britain Palm Oil Limited (NBPOL) is PNG’s largest Palm Oil Producer contributing about 83% of Palm Oil exports from PNG. Almost 100% of our Palm Oil is sold into Europe through our Refinery in Liverpool (UK). In the UK we operate as New Britain Oils. NBPOL is the largest private sector employer in Papua New Guinea with 23,827 employees. The New Britain Palm Oil Limited (Group) consists of our operations in West New Britain, RamuAgri Industries Limited that spans Morobe and Madang Provinces, Poliamba Limited in New Ireland Province, Higaturu Oil Palms in Oro Province, Milne Bay Estates in Milne Bay Province and Guadalcanal Plains Palm Oil Limited in the Solomon Islands. NBPOL is more than just a Palm Oil producer; it is the largest Beef producer in PNG with 23,000 head of cattle and growing. It is the only Sugar producer in PNG and also the only producer of high-grade ethanol for domestic and international customers. NBPOL is a global leader in the production of segregated Certified Sustainable Palm Oil (CSPO) and is fully committed to the goals of sustainable development by balancing the considerations for People, Planet and Prosperity. The Zoological Society of London currently ranks NBPOL 3rd highest in the World in its Sustainable Palm Oil Transparency Toolkit. We are also a significant producer of renewable energy from methane capture and biomass conversion, which in West New Britain we sell back into the power grid for public use. NBPOL is a registered Tax Credit company, which allows us to maintain and build public infrastructure in each of the Provinces we operate using our funds as a Tax Offset. This has been very successful over the years and this partnership continues with the PNG Government. NBPOL is declared formally by the PNG Government as a ‘Good Corporate Citizen’.

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Mr. Naithel Wartovo  
**Export Quality Assurance Manager- Cocoa Board of PNG**  
*About Cocoa Board of Papua New Guinea*  
The Cocoa Board of Papua New Guinea was first established under the Cocoa Act 1974 and was known then as the Cocoa Marketing Board of Papua New Guinea. The Act was revised in 1981 and the name changed to the Cocoa Board of Papua New Guinea with various other revisions. The *Cocoa Act 1981* specifies the following functions of the Board;
- to control and regulate the growing, processing, marketing and export of cocoa beans; and
- to establish price stabilization, price equalization and stockholding arrangements within the cocoa industry, and;
- to promote the consumption of Papua New Guinea cocoa beans and cocoa products; and
- when required by the Minister – act as an agent for, and to carry out the obligations of, the State under any international agreement relating to cocoa...

**Duties and Responsibilities**

The duties and responsibilities are intended to fulfill the mandatory roles and functions of Board as required under the Act;

1. To provide advice to the Government, through the Minister, on policies and legislation, pertaining to cocoa production matters;
2. To direct and supervise the industry through its Chief Executive Officer;

- To negotiate cocoa licensing and agreements, in developing national production and export capacities, as required;
1. To control and regulate the export of cocoa products; subject to the Customs Act; Customs Tariff Act, Export (Control and Valuation) Act, and NAQIA Act;
2. Collect and disseminate cocoa statistics on a regular basis
3. Monitor on a regular basis domestic and international cocoa prices and market
- To oversee the administration and enforcement of the Act, and any other legislation pertaining to cocoa industry matters, and of such industry policy as is approved by the Government; and

**Cocoa Board of PNG area of interest for this mission:** *Create more European markets for our cocoa*

(i) Niche marketing of dried bean cocoa from co-operatives-Inviting some chocolate/grinders in Paris who can buy dried bean cocoa from some of our established co-operatives in PNG. eg. Valrona (Paris) imports dried bean cocoa from Agmark Pacific in Kokopo.
(ii) Chocolate making equipment and lab equipment (address of business household we can purchase them from)
(iii) Cocoa processing method-This is to minimize smoke taint
(iv) Research on Smoke taint and CPB and in its effect to human consumption and PNG cocoa quality

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**PNG Cocoa Coconut Institute Limited**

**Mr. Desmond Nambri**

**Manager - Cocoa Coconut Research Institute of PNG**

The Papua New Guinea (PNG) Cocoa Coconut Institute Limited (CCI) was formed in August 2003 by the merger of the PNG Cocoa and Coconut Research Institute (CCRI) and the PNG Cocoa and Coconut Extension Agency (CCEA). The Cocoa Board (CB) and the Kokonas Industri Koporesen (KIK) are the shareholding boards, each with equal shares of CCI.
Vision
Prosperous, happy and healthy rural communities; dynamic, innovative and sustainable cocoa and coconut industries

Mission
Improve productivity, production, and product quality and market access of cocoa and coconut products. These will be achieved through innovative research for development, supportive policies and effective utilization of information, with competent, motivated and continuously learning staff and other actors, working in effective partnerships.

Values - CCI has six core values of service, integrity, respect, teamwork, innovation and stewardship.

Service - We consistently strive to be responsive and customer-oriented in order to make significant contributions to the lives of cocoa and coconut growers and others along the value chain.

Integrity - We provide our services with honesty and transparency based on trust.

Respect - We uphold and respect the right of all stakeholders to jointly own CCI programs and enjoy equal access to opportunities and benefits from the development of the cocoa and coconut industries in their diversity regardless of age, gender and HIV status.

Teamwork - Our method is teams. We promote and develop team spirit and cohesiveness with all our stakeholders in the cocoa and coconut industries, fostering effective institutional arrangements and partnerships for all actors in the value chain.

Innovation - We strive for excellence and diligently seek new knowledge in partnership with other actors involved in innovation in a learning environment that is conducive to the development of innovative solutions to the challenges of the cocoa and coconut industries.

Stewardship – We commit ourselves to be accountable in all our business dealings and to be responsible to our stakeholders for the correct use and care of resources and delivery of results. Cocoa and Coconut are primary cash crops and contribute significantly to the agriculture sector and economy of Papua New Guinea. The Papua New Guinea Cocoa Coconut Institute Limited (PNGCCIL) is the premier research institute for the cocoa and coconut industries. PNGCCIL was formed to carry out the following activities:

- breeding and sustaining the cocoa and coconut cash crops,
- researching and assisting to eliminate pests that affect and degrade the crops,
- developing different technologies to assist growers to produce the best crop
- researching the most favored conditions for the best crop output
- developing hybrid species for the best crop output

Products
We offer various cocoa and coconut products for all stages of the cocoa and coconut processing cycle. From solar kiln cocoa and coconut dryers to our very own brand of chocolate and virgin coconut oils; our products were produced by Papua New Guineans for Papua New Guineans.
Solar Dryers
The dryers were launched this year and are designed for the best conditions for drying cocoa and coconut. We have eliminated the factors in the dryer that cause smoke tainting and other prevalent issues in older more traditional dryers.

Chocolate
Our award winning chocolate is rich and aromatic. We can produce based on order and will commence full production in 2016.

Virgin Oils
Virgin coconut oil has many health and beauty benefits.

It can be used for cooking, and can be used for healthy skin and hair as well.

For further information on any products we can offer, please phone us on + (675) 983 9131 or email: info@ccipng.org.pg

Mr. George K. Griffin
Director/Owner – CC Pacific Limited
Manager – PNG Cadden Crowe P/L
George has over 25 years of varied experience nationally and internationally in the areas of Sales, Marketing, Business Management and the Information Technology industry prior to settling in the Recruitment Industry where he has spent the last 15 years. George has over the last 15 years held a number of roles with responsibilities ranging from recruitment consulting, business development, management and information services. George is the sole owner/operator of CC Pacific Limited, a Recruitment and HR Services Consultancy Firm which was established in 2007. George formed an alliance with Cadden Crowe P/L in 2007 to help grow their presence and footprint in PNG and the South Pacific region which has been a very successful partnership at various levels and a number of areas.

Over the last 7 years George has focused on the sourcing of professional and skilled PNG nationals from across Papua New Guinea from executive level recruitment through to trades placements and labour hire across wide range industries. His recruitment experience is built upon a strong business appreciation and the understanding of the various industries that CC Pacific operates in and the need for professional and timely service. Qualifications in Australian Diploma in Business Management, Certificate in Business Management and Certificate in HR Laws.
Mr. Julius Violaris  
Chief Executive Officer – Nawae Construction Limited

Julius was born in Cyprus and immigrated with his family to Papua New Guinea in 1966, when he was 9 years old. At that time Papua New Guinea was a territory of Australia. Julius’s father started a Civil Engineering construction company, Zorba Construction PTY LTD in 1972, and it formed into Nawae Construction in 1976. Now the major shareholder and CEO of Nawae, Julius has expanded the business to include shipping and marine construction as well as general civil engineering contracting. He lives in Alotau, Miline Bay Province and spends time in Cyprus where his family lives.

This would be an excellent opportunity to market our very own Hydrocarbon potential in terms of prospectively of players in PNG. The Department of Petroleum & Energy (DPE) was established by the Government in 1997. Prior to that, it was part of the then Department of Mining & Petroleum (DMP).

The split of DMP saw the birth of two sister entities:  
Department of Mining and  
Department of Petroleum and Energy

DPE is the State’s principal regulator of the country’s hydrocarbon and energy sector. DPE’s core objective is the mandate to effectively and efficiently regulate PNG’s hydrocarbon and energy sector in a manner that is economically and technically feasible and sustainable. In terms of organizational structure, DPE has two core Divisions: Petroleum Division and the Energy Division.

The Petroleum Division administers and regulates the oil and gas sector whilst the Energy Division is in charge of the energy sector, which fundamentally entails renewable energy sources such as geothermal, hydro, solar, wind and biomass. DPE is now at a transition period to convert into a National Energy Authority. The main reason for this change is fundamentally to become financially autonomous and therefore to make the regulator become robust and strong in the manner in which it regulates the sector.
Mr. Loi Martin Bakani CMG  
**Governor, Bank of Papua New Guinea (BPNG)**

Mr Loi Martin Bakani CMG became Governor and Chairman of the Board of Bank of Papua New Guinea and Registrar of Savings & Loan Societies in PNG in December 2009, for a term of 7 years. Prior to becoming Governor; he was the Deputy Governor for Policy and Regulation. Mr. Bakani also serves as Chairman of the PNG Institute of Banking & Business Management (IBBM), and Chairman of the Centre for Excellence in Financial Inclusion (CEFI).

He is on the Board of the South East Asian Central Banks (SEACEN), the Alternative Governor for IMF/World Bank Group Annual Meetings, the Co-Chair of AML/CFT National Coordination Committee and Deputy Chairman of Sovereign Wealth Fund (SWF) Secretaries Committee. He also serve as member of the Appointments Committee of the NICTA and ICCC. Mr. Bakani holds a Bachelor of Economics degree from the University of Papua New Guinea and a Master’s degree in Commerce, majoring in Economics from the University of Wollongong, Australia.

**Vision**

The Bank of Papua New Guinea is a Contemporary Central Bank and Regulator employing best practice in Development of Monetary Policy, Financial Sector Supervision and Payments System.

**Values**

With **INTEGRITY** we build good governance and credibility.  
With **TRANSPARENCY** our decisions stand scrutiny.  
With **EFFICIENCY** we produce quality results, on time, on budget.  
Through **ACCOUNTABILITY** we take responsibility for our decisions and actions.  
Through **TEAMWORK** we benefit from sharing skills, knowledge and experience.  
Through **PROFESSIONALISM** we strive for best practice.

**Our values guide the way we:**

Carry out our work;  
Make decisions;  
Relate to others - internally and externally; Design our structures and procedures; and Set our priorities.
Mr. Robin Fleming

Group Chief Executive Officer – Bank of South Pacific (BSP)

Robin Fleming was appointed CEO of Bank of South Pacific Limited in April 2013. Before his appointment as CEO, he had been Deputy CEO and Chief Risk Officer since 2009. Prior to that, Mr Fleming held senior executive roles as Chief Risk Officer, General Manager Corporate & International, and Head of Risk Management with BSP. Prior to the merger of Bank of South Pacific Limited and PNGBC Limited Robin held senior management roles with PNGBC. He has worked in PNG for over 30 years and holds a MBA and a Master of Management from Charles Sturt University. Bank South Pacific (BSP), the largest Bank in Papua New Guinea and the South Pacific. BSP has the largest branch network in Papua New Guinea, Cook Islands, Fiji, Samoa, Solomon Islands, Samoa and Tonga with branches and sub branches in cities and towns in these countries and also in remote rural locations. Our branch network is complemented by electronic banking networks that can meet the banking needs of our customers wherever we operate.

At BSP we are proud of our whole of bank capabilities whereby our teams in Corporate, Retail, Paramount and Treasury are able to provide solutions to our clients, drawing on our capabilities and broad presence across the Pacific. This capability is unmatched by our competitors. As Papua New Guinea and the Pacific is our home we have knowledge, history, experience and a commitment to the region that other financial institutes cannot offer. BSP offers Premium Banking Services Centre’s in all major towns in Papua New Guinea, Fiji and Solomon Islands. Our BSP First and BSP Priority personal banking offerings will satisfy even the most demanding expectations. BSP also has three 100% owned subsidiaries; BSP Capital Ltd - stock broking and funds management in PNG; BSP Finance – specialist Asset Finance company in Fiji and PNG and BSP Life – specialist Life Insurance company in Fiji. In 2015, BSP expanded our reach to Tonga, Samoa and Cook Islands, reinforcing our position as the Leading Bank of the South Pacific. BSP has and will continue to have a strong commitment to providing the highest level of customer service and customized financial solutions to our corporate customers. BSP is an iconic and unique bank in Papua New Guinea and the Pacific, recognized for its strong commitment to the region and its Melanesian uniqueness.

Sir. Theophilus G Constantinou, OBE

Managing Director – Constantinou Group of Companies

Sir Theophilus G Constantinou CBE has over 25 years of directorship experience and currently serves in the role of Managing Director for the Constantinou Group of Companies which consists of Monier Ltd,
Hebou Constructions Ltd, Airways Hotel, Airways Residences Ltd, Rouna Repairs Ltd and Rouna Quarries Ltd. In June 2012, Sir Theophilus was awarded a Knight Bachelor by Queen Elizabeth II for his services to the promotion and growth of commerce, manufacturing, construction and hospitality in Papua New Guinea. In the same year, Sir Theophilus G Constantinou CBE was appointed as Chairman of the Board of Management of the Port Moresby General Hospital which is Papua New Guinea’s largest hospital. Born and raised in Papua New Guinea, Sir Theophilus has a heart for Papua New Guinea and its people.

**Airways Hotel Ltd**

Airways Hotel Ltd was established in 1985. It is Papua New Guinea’s and Australasia leading hotel and one of the world’s unique airport hotels. It has been voted several times as Australasia’s Leading Hotel by World Travel Awards. It is nestled in its own botanical gardens, offering world-class accommodation set in an oasis of understated luxury in one of the Pacific’s most striking and inspiring settings. While its surroundings are remarkable, the hotel’s international reputation has been built on equally unique interiors, not to mention first-class service and a passionate attention to detail.

The hotel offers 147 finely appointed rooms with exquisite decor and world-class facilities in an environment that is calm, secure and spacious. Here you will find Papua New Guinea’s best fine dining restaurant and other dining options, its most modern Health & Fitness Centre, luxurious spa, and first class suites that have housed royalties, world leaders and celebrities. You will also find one of Port Moresby’s most popular social hubs, a place for business meetings and networking, and weekend family relaxation.

**Airways Residences Ltd**

Airways Residences offers 249 fully-serviced Residential Apartments on both short and long term leases, and recently won a Highly Commended Residential Development Award in Papua New Guinea, at the 2015/2016 Asia Pacific Property Awards. Airways Residences offers great facilities for residential living in Port Moresby, Papua New Guinea’s premier City. An onsite Retail Centre provides Westpac Banking with ATM, a Pharmacy and a Convenience Store carrying a wide range of groceries and household items. A Recreation Park exclusive to the property provides walking tracks, outdoor exercise equipment, children’s playground, basketball court and barbeque facilities, and can cater for special functions and events, all with a high elevation and views over the Jacksons International Airport, Owen Stanley Ranges and Bootless Bay. The Award winning Airways Hotel shares the same property grounds and provides Day Spa, Health Club, and Restaurants & Bars all with full charge back facilities for Residents. This together with 24/7 Reception and on-site Security, these facilities make living at Airways in Port Moresby convenient and comfortable.

**Hebou Constructions (PNG) Limited**

Hebou Constructions PNG Limited has being successfully operating within Papua New Guinea since 1969 (47 years). The company has grown from a small family entity to a midtier company, specializing in civil construction and associated works. Hebou recently worked alongside Tier 1 companies on the PNG LNG project and South Pacific Games (Leighton’s, Exxon Mobil, Fletchers). Hebou Constructions has adopted improved engineering standards, implemented increased QA and HSE procedures and reporting to grow with the maturing economy. Whilst the company has worked through-out PNG, recent activities have been orientated within Port Moresby and Central Province. The company undertakes major civil infrastructure (road, drainage, pavement, earthworks) for the private and public sector. Hebou Constructions is committed not only the development and growth of Papua New Guinea but also to the development and support of the community, with long term sponsorship and support of sport,
education and health across all levels. The company is a strong advocate of the up-skilling of its national workforce and has been driving the improved application of QA, HSE and training through our employees and subcontractors. The adoption of international standards and new processes, plant and equipment, systems and training ensures Hebou Construction remains competitive and meets new project challenges. Hebou Constructions PNG Limited has an enviable reputation and is a market leader within the civil construction industry, with the company undertaking:

- Civil construction: roads and sub-base lay-down areas, bulk earthworks, building platforms
- Civil services: drainage, utilities (power, lighting, etc) retaining walls, fencing, footpaths
- Concrete structures: culverts, bridges, slab placement
- Pavement: road surfacing, asphalt concrete and bituminous chip seal
- Road repair: pavement stabilisation and re-laying

**Monier Ltd**

Monier Limited is the single largest manufacturer, supplier and distributor of construction materials and building products in Papua New Guinea. It operates an independently accredited, PNGLAS, materials testing laboratory to ensure that Monier lives up to the brand creed “the mark of quality”. Monier’s demonstrable quality offer sets the brand and the business apart from its competitors in Papua New Guinea and has resulted in Monier’s involvement in the vast majority of high profile and prestigious, civil, engineering, construction and building projects in Port Moresby, National Capital District and Central Province. Monier is an integrated business, self reliant for the majority of its critical raw materials for production and/or manufacturing. Monier produces and is fully self sufficient for coarse and fine concrete aggregates and imports all cement requirements direct from overseas manufacturer. Monier manufactures and distributes a wide range of construction materials and building products including:

- Quarry materials
- Ready-mix concrete
- Reinforced concrete pipes
- Precast and prestressed concrete structural and/or architectural elements
- Masonry block wall systems and pavers
- Range of moulded water tanks and septic tanks.

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**Mr. Augustine Mano**

**Managing Director – Mineral Resources Development Company Limited**

The Government of Papua New Guinea, fully aware of the experiences of mining and petroleum operations in the other parts of the world established the **Mineral Resources Development Company Limited** in a bid to protect and safeguard the interest of the people. MRDC currently manages a number of subsidiary companies which are vehicles including equity holding trusts for the eventual distribution of benefits to the people from resource project areas in the country.
VISION
To become the leading management company in Papua New Guinea and the region, enhancing the wealth and improving the quality of life for our beneficiaries.

MISSION
To provide prudent and efficient management of equity and royalty interests for landowners and provincial governments in resource project areas through;

- Acquiring and maximizing the value on current and future investments
- Establishing strategic alliances with resource companies in identification, documentation and promotion of exploration activities and
- Advising and facilitating participating of landowners and provincial governments in sustainable business and community development.

True to our mission we have provided an efficient and competent management of equity interest in fully integrated mining and petroleum activities for the State and the landowners. We are also playing a leading role in maximizing the wealth of our shareholders through investing in profitable and economically attractive mining and petroleum projects.

CURRENT INTERESTS
MRDC has Stakes in various projects throughout the country. These include; 7% in Highlands Pacific Limited and 3.9 % in Ramu Nickel Project.

Companies established to hold interests in the PNG LNG Project;

- 0.22% Gas Resources Hides
- 1.1% Gas Resources Gigira
- 0.13% Gas Resources Juha
- 0.13% Gas Resources Angore
- 1.1% Gas Resources Kutubu
- 0.023% Gas Resources Gobe
- 0.02% Gas Resources Moran
- 0.0005% Gas Resources North West Moran

Landowner/Provincial Government interests managed by MRDC as a trustee under a management agreement;

- 3.05% OK Tedi Mine (Fly River Provincial Government)
- 3.05% Ok Tedi Mine (Landowners)
- 5% Porgera Gold Mine
- 6.75% Kutubu Oil Project
- 2% Gobe Oil Project
- 2% Moran Oil Project
- 2.5% Mineral Resources Ramu Ltd
- 2.5% Mineral Resources Madang (landowners)
THE FUTURE
MRDC is positioned to grow. We have shifted away from being a passive investor to a proactive but prudent investor. We recently diversified our investment portfolio to the real estate sector in PNG and abroad with the acquisition of considerable interest in large commercial office buildings, into the aviation sector and the hospitality industry. We will continue to pursue other sound investment opportunities that will enable us to achieve our objectives.

Mr. Ita Kuna
Managing Director – Southern Energy Systems Ltd (SESL)
Southern Energy Systems Ltd (SESL) is an indigenous multidisciplinary engineering group, promoting innovative clean energy technology solutions in Papua New Guinea. Combined with our strategic industry partners we provide seamless project engineering and financial solutions for turnkey projects. SESL will establish itself as an indigenous renewable energy engineering and development entity in Papua New Guinea, specializing in renewable energy resource development through innovative technologies, products and services.

a) INTRODUCTION
SESL is a renewable energy developer with an entrepreneurial focus. Our core business encompasses project design and development in power generation, transmission and distribution from a standpoint to commissioning. It also provides general electrical engineering, installation and maintenance services.

b) THE COMPANY
SESL is a multidisciplinary engineering entity having experienced and knowledgeable engineers, environmental engineers, geoscientists and trades personnel with extensive experience in power generation, transmission, and distribution systems. Our team comprises of consulting engineers, energy specialists, financial experts and utility advisors that offers a broad range of services in the energy sector. SESL has the ability to design, build and install any electrical installation within standards and specifications.

c) PROJECTS

- Present

  - Hydro Progressing prefeasibility study on a 90 MW hydropower. Reviewing the feasibility study concluded in the 1980’s by PNG Power Ltd. We are also advancing small hydro studies ranging from a few kW’s to 3.0 MW
- Geothermal, complete advanced geologic, geochemistry and social mapping on a site with potential resource that could generate above 100 MW.

**Future**

- Wind, currently collaborating with 3E of Belgium on a winding mapping project funded by the World Bank
- Solar, investigating solar potential in Port Moresby for a client. Design stage for a 120 kW proposal.

d) EXPERIENCE

SESL as a company is young however our pool of experienced engineers and skilled trade personnel compliment our lack of major project delivery experience. Our professionals bring years of experience to undertake all projects within budget and time. SESL’s primary role is to promote renewable energy projects with particular focus in power generation, transmission and distribution. Personnel in SESL are well acquainted with the various power plants including;

- Hydro power station
- Geothermal power station
- Wind Farms
- Gas turbine power station
- Thermal Power Plants

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**Mr. Steven Tumae**  
**General Manager, Industry Operations – Coffee Industry Corporation**

Papua New Guinea (PNG) is located in the Pacific and boarders with Indonesia occupying the eastern half of the island of New Guinea. The country is naturally blessed with so many resources that its forests, rivers and oceans provide a plant and animal biodiversity like no other country in the world. This diversity is also shared in the rich and colorful culture and the more than 800 spoken languages. The industry is an important agricultural sector in PNG as more than 2.5 million people of the total population rely on the crop for their social, economic and food security.

PNG coffee industry is made up mainly of Smallholders, who account for about 85% of annual production, followed by Plantations and Block sectors 10% and 5 %respectively. There are currently 19 registered exporters, 6 manufacturers and 59 registered processors and as many as 8,000 roadside buyers. Today coffee is grown in 15 of the 22 provinces with the Highlands region accounting for more than 90 per cent of total production. A growing number of farmer groups now with the assistance from our partners participate as Certified Organic producers in specialty programs such as Fair Trade, Utz, and Rainforest Alliance supplying coffee from the remote areas, some only accessible by single engine planes with grass strips. PNG contributes only 1 percent to the global market and thus prides itself in the
quality of coffee provides to the world. Most of our coffee is organically grown and selectively hand-picked when ripe. Major exporting countries are Germany, USA, Australia and Japan respectively.

Department of Treasury is one of the Central Departments of the Government of Papua New Guinea. Its core functions include:

1. providing Macroeconomic policy analysis, coordination and advice and ensuring prudent fiscal management of the economy;
2. providing sectoral and market policy analysis, coordination and advice on resource sector development and operations of SOE’s;
3. providing advice on investment and revenue raising, including tax policy;
4. Developing the government’s annual and medium-term budget framework;
5. managing the public debt and financing matters;
6. promoting good governance, transparency and accountability.

Head of the Department
Like other government departments in Papua New Guinea, the Department of Treasury is headed by a departmental head called the Secretary. He reports to the Minister for Treasury who is the political head of the Ministry of Treasury. The current Secretary is Mr. Dairi Vele while the Honorable Patrick Pruaitch is the Minister. The Department of Treasury has an approved staff ceiling of 354 but its current staff on strength is 131 staff.

“Global thinking, local knowledge”
Global Constructions was established in Mendi, Southern Highlands Province, Papua New Guinea in 1994 and is a 100% Papua New Guinea owned major civil works contractor. Since this time Global Constructions have undergone a rapid expansion to become a major civil construction contractor for a wide range of civil services and sectors throughout Papua New Guinea. The company now owns and operates over 300 items of plant ranging in heavy earthworks and quarry operations, to bitumen chip
sealing applications. Over the years, the company has built a solid reputation for providing quality, timely workmanship and pioneering the application of innovative technologies in an ever changing and demanding environment. The company has grown to become one of the major, locally owned, construction companies in Papua New Guinea. The company has worked in most regions within Papua New Guinea, and knows the various challenges that each respective environment holds, and has a team of staff that is able to handle the various challenges to ensure the client achieves the expected outcome. Global Constructions is committed to assisting clients achieve their goals in a demanding environment through:

- Bitumen sprayer certification to Australian Standards
- Client Service by working in close partnership with clients and suppliers
- Assurance of Quality Services using up to date equipment, techniques and having access to specialist products and services
- Preparation of Quality Assurance systems in accordance with ISO 9002
- Dedication to Safety Standards ensuring a safe working environment

Global Constructions specializes in all aspects of roadwork and aerodrome works, and the company has maintained a high standard of practice in the following fields:

- Heavy earthwork operations
- Mobile crushing operations
- Full road construction throughout PNG
- Bitumen sealing works and maintenance
- Plant hire
- Full airport pavement works with bitumen sealing applications

The company has worked with numerous agencies and departments over the years; some of these are listed below:

- AusAid
- Asian Development Bank
- NCDC
- National Government
- National Airports Corporation
- Local Government

**Safe Work Practices**

Safety, Quality and customer satisfaction are the cornerstones of our business. In collaboration with our clients and stakeholders we work together to ensure a genuine equitable partnership designed to deliver safe, world-class successful projects. Global Constructions has a demonstrable track record of innovation and promotes a company culture that embraces best practices, and the learning and development of all our staff.
Mr. Paul Kiruwi  
**Partner – Advisory Services, Kuna Taberia Kiruwi**

Paul is the Advisory Partner at KTK. Prior to joining KTK in April 2013, Paul worked as the Group Chief Financial Officer (CFO) for Falk Australia Pty Ltd in addition to being the Assistant Manager Internal Audit for NIB Health Fund.

Paul also worked as an external auditor with PwC for 10 years. Paul is a current board member and treasurer of Cricket PNG and PNG Australia Alumni Association Inc. Paul is a professional registered member of both the Papua New Guinea and Australian Certified Public Accountant associations. He has a Bachelor of Commerce and is currently completing his MBA. Paul is also a registered auditor and public accountant.

**About Us**

Kuna Taberia Kiruwi Accountants & Advisors (KTK) is a wholly nationally owned firm established in 2013 to offer the PNG and Pacific Islands business community a quality and credible alternative. Our clients comprise of both international and local companies. KTK’s 3 partners boast a combined 65 years of experience in all facets of Audit, Tax and Advisory. Whilst KTK is just 3 years old, it boasts experience of the highest quality and level.

KTK’s philosophy is to commit staff with appropriate and relevant experience to the client service team to ensure quality and effectiveness of our services. Our services go beyond the scope of traditional Audit, Tax and Advisory Services. KTK offers Visa and Immigration services which includes pre-assessment, lodgment and follow up of applications.

Additionally, KTK provides tax advice to foreigners looking to setup new business in PNG. Advice would be tailored to suit the client’s needs and recommendations on the best investment vehicle options would be made. Upon receipt of clients preferred option, our team of experts then assists with the initial registration and certification process with the Investment Promotion Authority (IPA) and the Internal Revenue Commission (IRC).

Amongst our additional services is the provision of payroll services to a wide range of clients which includes setup, implementation and processing of payroll. KTK is the pioneer and only Certified Advisors for Xero in PNG. Xero is the world’s leading cloud accounting software for small to medium businesses and KTK is at the forefront of its setup, training and implementation in PNG.
Mr. Denis O’Brien
Chairman – Digicel Holdings Ltd and Digicel PNG

Denis O’Brien founded Esat Telecom Group (“Esat”) in 1991 to compete against the former state-owned telephone company in Ireland, Eircom plc. In October 1997, Esat, of which Denis was Chairman and Chief Executive Officer, listed on Nasdaq (New York), Easdaq (Amsterdam) and the Iseq (Dublin). Esat, over a five-year period, raised $1 billion in equity and bonds in a number of successful U.S. and European public offerings. Esat established itself as the number two telecommunications company across the full spectrum of telecommunications services (corporate and residential), fixed-line, GSM mobile, data and internet services and brought real competition and choice to the Irish telecommunications market. Esat Telecom Group plc was sold to British Telecom Group plc in January 2000 for $2.8 billion. Denis was voted Ireland’s Entrepreneur of the Year in 1998 in the inaugural running of the worldwide competition organized and sponsored by Ernst & Young.

Denis is also a director of a number of private companies, which hold some of his other business interests including Quinta do Lago SA, Topaz Energy Group Limited and Communicorp Group Limited. In addition, Denis is the Chairman and Co-Founder of Frontline, the International Foundation for the Protection of Human Rights Defenders and a member of the board of Concern Worldwide. He holds a B.A. from University College Dublin and an MBA from Boston College, and he has an honorary Doctorate of Laws from University College Dublin. Denis is also Chairman of Digicel Holdings Ltd. and Digicel PNG, subsidiaries of Digicel Group Ltd. Denis has been Chairman of the board of directors since 2000.

Elk Antelope JV was established with the objective of creating a ‘one stop-shop’ commercial vehicle to engage in commercial and business activities relating to the Papua LNG Project. The Parties entered into the joint venture agreement on the following premises:-

i) The landowner company, Sakura Osura Resources Investments Limited lacks management and business experience to engage in large scale and complex commercial activities. In the long term Elk Antelope JV will assist built SOR’s management capacity; and
ii) That by law the umbrella landowner entities, SOR and Elk Antelope Gas Project Landowners Association Inc, will concentrate on handling the statutory benefits due to the landowners. Elk Antelope JV will not be involved in this matter.

2. **Independent Directors**

As part of our vision to provide responsible, honest, transparent and accountable services we have resolved to appoint two (2) independent directors possessed of high qualifications, experience and integrity to our board of directors. We therefore have invited and received expressions of interest from two candidates and will in due course make the appointments.

3. **Services to be provided directly by Elk Antelope JV**

Elk Antelope JV, through Chesterfield, has the capacity to directly provide the following services to Total and its partners in the Papua LNG Project:

- Camp and waste management;
- Labour hire (national and expatriate);
- Community affairs support and management;
- Landowner identification and social mapping studies;
- Construction and maintenance of buildings, camps and other facilities;
- Warehouse management and related services;
- Supply chain and procurement; and
- Janitorial and related services.

4. **Services Elk Antelope JV will provide through partnership arrangements.**

We have, to date, secured expressions of interest from the following companies to enter into partnership arrangements to provide various services:

- Guard Dog Security Services Limited,
- Bismark Maritime Limited,
- Agility Logistics Limited,
- National Catering Services Limited, and
- Broad-spectrum (Australia) Pty Limited.

The partnership arrangements are intended to be short term arrangements. Within this short term period Elk Antelope JV will build its own capacity and assume total control of these businesses. The services which Elk Antelope JV will provide on short term partnership arrangements are as follows:

- Provision of shipping, barging and related services in partnership with Bismark Maritime;
- Logistical and related services in partnership with Agility Logistics and Broad-spectrum;
- Security in partnership with Guard Dog Security Services Limited and/or Broad-spectrum;
- Catering services in partnership with NCS and/or Broad-spectrum;
Mr. Andrew Jeffrey’s
Founder and Chief Executive Officer – Oxford Business Group (OBG)
Andrew Jeffrey’s is the Founder and Chief Executive Officer of the Oxford Business Group (OBG), the global publishing, research and consultancy firm, which produces an authoritative series of annual country reports across 35 countries and territories in Asia, the Middle East, South America and Africa.

An internationally regarded analyst, he is a regular guest on television and radio, including the BBC and CNN, and writes often for the regional and international media. He travelled with Prime Minister Cameron as a Delegate on several overseas trips, including ones to Asia, Mexico and India. In 2012, he was appointed to the Board of the UK-Asean Business Council. He founded OBG in 1994 after leaving Oxford University, where he graduated from St Catherine’s College with an honours degree in Politics, Philosophy and Economics. Over the last 20 years the firm has built up a staff of almost 250 across four continents.

Ms. Ivana Carapic
Country Director – Oxford Business Group (OBG)
As the Country Director for Oxford Business Group, Ivana Carapic is responsible for the development of macroeconomic research in Papua New Guinea. In this position, she is responsible for full project cycle and all activities of Oxford Business Group in PNG and in charge of establishing and maintaining good relations with local authorities, partners and business leaders. She has recently developed and executed projects strategies and local communication in Ghana, Indonesia and UAE: Ras Al Khaimah. Prior to joining Oxford Business Group, she worked for an independent consultancy based in Cyprus, as a Project Coordinator and International Consultant. She was working in different markets from Belgium, Latvia, Ukraine, Bosnia and Herzegovina and Azerbaijan. Before this, she worked as an independent business translator and interpreter of Greek language and she also has experience in corporate Event Management. Ivana holds Master degree in Project Management from Faculty of Organizational Science, University of Belgrade and Bachelor degree in Greek Language and Literature from Faculty of Philology, University of Belgrade. She speaks Serbian, English, Greek and she is able to communicate in Russian.

About Oxford Business Group
Oxford Business Group (OBG) is a global publishing, research and consultancy firm, which publishes economic intelligence on the markets of Asia, the Middle East, Africa and Latin America. Through its
range of print and online products, OBG offers comprehensive and accurate analysis of macroeconomic and sectoral developments, including banking, capital markets, insurance, energy, transport, industry and telecoms.

The critically acclaimed economic and business reports have become the leading source of business intelligence on developing countries in the regions they cover. OBG's online economic briefings provide up-to-date in-depth analysis on the issues that matter for tens of thousands of subscribers worldwide. OBG's consultancy arm offers tailor-made market intelligence and advice to firms currently operating in these markets and those looking to enter them.

For more information please contact:
www.oxfordbusinessgroup.com

JEREMY HARKINS
General Manager Development Pacific Cargo Services
Pacific Cargo Services delivers tailored end-to-end freight and ships agency services to customers moving goods, equipment and people in and out of Papua New Guinea. We successfully deliver thousands of tonnes of freight every month by air and by sea. No item is too large or small, no deadline is impossible. Our ships agency operations provide transparent and accurate accounting of our services, based on efficient turnaround times and ongoing communication to ensure vessel owners’ requirements are met at all times.

Additionally, we have Project Services which was born through our client’s requirements and caters for a multitude of areas including Camp Services, Civil Construction, Crushing Operations and other niche utilities specialized for the resource sectors. Pacific Cargo Services team of highly experienced professionals will take your call and solve your problems, based on two hundred years’ experience in Papua New Guinea’s ships agency, freight, industrial, and mining and tourism sectors. We are focused exclusively on taking charge of your freight and port challenges, by delivering timely, efficient and holistic solutions for your business. Our key focus business areas are:

Services include but not limited to:
• Customs Clearance
• Freight Forwarding Air and Sea
• Local Logistics
• Container Unpacks
• Ships Agency Services

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NOTES
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Paris, France
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Delegation Information Booklet