

Myanmar Global Investment Forum 2017

12-13 September 2017 • MICC-2, Nay Pyi Taw, Myanmar

Agenda

Day 1

08.00 – 09.00 **REGISTRATION AND COFFEE** Main Lobby (Ground Floor)

All plenary sessions will take place in the Banquet Hall (1st Floor)

09.00 – 09.10  **Euromoney Welcome: Tony Shale, Chief Executive Officer, Asia, Euromoney Institutional Investor**

Opening Ceremony: **Union Minister of Industry**
Union Minister of Social Welfare, Relief and Resettlement
Union Minister of Transport and Communications
Deputy Governor, Central Bank of Myanmar
Chairman, Dawei Special Economic Zone Management Committee
Chairman, Kyaukphyu Special Economic Zone Management Committee

09.10 – 09.25  **Keynote Address: Maung Maung Win, Deputy Minister, Ministry of Planning and Finance, and Chairman, Securities and Exchange Commission of Myanmar**

09.25 – 10.15  **Panel I: The Economic Outlook for Myanmar**

- Are the government's 12-point economic agenda achievable and clear enough?
- How can Myanmar's deficit financing be sustained? With financial resources in scarcity, are fiscal priorities focused enough?
- Can strengthening tax collection offer sufficient immediate relief in fiscal pressure in addition to all its long-term benefits?
- Deepening the sovereign bond market
- Should Myanmar consider foreign currency issuance?
- Is the shift away from the resources sector a step too quick considering that Myanmar is still short of income?
- What will investors not invest in? Is the government prioritizing state investment in these areas?
- To what extent are non-profitable SOEs dragging Myanmar's public finances?
- Should the government attempt to build profitable SOEs to diversify its source of income?

Moderator: **Gwen Robinson**, Chief Editor, *Nikkei Asian Review* and Senior Fellow, Institute of Security and International Studies, **Chulalongkorn University**

Speakers: **Peter Beynon**, Country Chairman, Myanmar and Cambodia, **Jardine Matheson**

Thura Ko Ko, Managing Director, **YGA Capital**

Vikram Kumar, Country Manager, Myanmar, **International Finance Corporation**

Wah Wah Maung, Director General, Central Statistical Organisation, **Ministry of Planning and Finance**

Melvyn Pun, Chief Executive Officer and Executive Director, **Yoma Strategic**

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10.45 – 11.35 👥 **Panel II: Investing in Myanmar**

- Are the new Myanmar Investment Law and the Companies Act sufficient? What's next on the legislative agenda?
- Current investment and business climate
- Are the incentive differentials for the different investment zones big enough to encourage investments into the least developed regions?
- Quality of foreign direct investment – was it too concentrated in the transport and communications sector in 2016/17?
- Is the deregulation pace fast enough?
- Are the regional governments exercising their new powers to facilitate investments? What other major challenges remained unaddressed?
- Clearing confusions around taxation, government incentives and documentation
- Doing business in the SEZs
- Challenges in cross-border trade and investments

Moderator: **Matthew Thomas**, Asia Bureau Chief, Banking and Capital Markets, **Euromoney Institutional Investor**

Speakers: **Kamalkant Agarwal**, Head of International Banking Business, **Siam Commercial Bank**

Pedro Jose F Bernardo, Principal Foreign Attorney, **Kelvin Chia Yangon**

Kanet Buranasin, Senior Vice President and Yangon Branch Manager, **Bangkok Bank**

Maung Maung Lay, Vice President, **Union of Myanmar Federation of Chambers of Commerce and Industry (UMFCCI)**

Aung Naing Oo, Director General, **Directorate of Investment and Company Administration (DICA)** and Secretary, **Myanmar Investment Commission**

11.35 – 12.25 👥 **Panel III: Banking and Financial Sector Reform**

- How to increase public confidence in banks and achieve financial inclusion?
- Can digitalisation boost consumer banking?
- Fixed lending interest rate and worsening NPL ratio – how can banks protect themselves from credit risks?
- With the limitations on banking services, who are the target clients?
- Evaluating the new Financial Institutional Law - what remains unanswered?
- Sustainability of state-owned banks
- To what extent is foreign investment in Myanmar foreign bank-led? Are foreign banks too constrained to serve their purpose?
- Liberalization of the insurance sector

Moderator: **Gwen Robinson**, Chief Editor, **Nikkei Asian Review** and Senior Fellow, Institute of Security and International Studies, **Chulalongkorn University**

Speakers: **Azeem Azimuddin**, Chief Financial Officer and Advisor to Chairman, **AYA Bank**

Hal Boshier, Special Advisor to Chairman and Chief Executive Officer, **Yoma Bank**

Marco Brey, Partner, **McKinsey & Company**

Pyi Soe Htin, Executive Director, Head of International Banking, **AGD Bank**

Liew Chee Seng, Senior Advisor to Chief Executive Officer, **CB Bank**

12.25 – 13.35 🍴 **NETWORKING LUNCH**

Media Center and News Briefing Room (Ground Floor)

13.35 – 14.20 👥 **Workshop A: Forming Successful Partnerships in Myanmar: Local and Thai Perspectives**

Hosted by **Bangkok Bank**

- How can Myanmar businesses benefit from the support of Thai (and other foreign) investors?
- What are the challenges to forming successful partnerships?
- What are the special requirements Myanmar businesses have of their Thai (and other foreign) partners?
- What should Thai and foreign businesses be looking for in their Myanmar partners?

Moderator: **Narin Opamuratawongse**, Executive Vice President, Investment Banking Group, **Bangkok Bank**

Speakers: **(Christopher) Thurane Aung**, Chief Executive Officer, **Dagon International**

Sittichai Leeswadtrakul, President and Chief Executive Officer, **Millcon Steel**

Aye Thiha, Chief Executive Officer, **Thiha Group**

14.25 – 15.10  **Workshop B: The Changing Landscape for Funding in Myanmar**
 Hosted by **Siam Commercial Bank**

- Current and changing landscape of financing in Myanmar
- Experience sharing: How can domestic or foreign company obtain funding successfully for their business in Myanmar?
- Challenges and opportunities for funding in Myanmar

Moderator: **Vitiita Theeraporn**, Chief Representative, Yangon Representative Office, **Siam Commercial Bank**

Speakers: **Kamalkant Agarwal**, Head of International Banking Business, **Siam Commercial Bank**


Azeem Azimuddin, Chief Financial Officer and Advisor to Chairman, **AYA Bank**

Supalak Foong, Managing Director, **Prime Residence** and **Heritage Kempinski Hotel Yangon**

Rajesh Malhotra, Chief Financial Officer, **Myanmar Awba Group**

15.10 – 15.40  **COFFEE BREAK**

Signing Room (1st Floor)

15.40 – 16.30  **Panel IV: Meeting Myanmar's Growing Energy Demand**
Banquet Hall (1st Floor)

 **Presentation I: Attract, Retain and Develop the Best Talents in Myanmar**
Delegate Listening Room 2 (Ground Floor)
***(Pre-registration required)**

- Is the National Electrification Plan realistic?
- Are we closer to a national consensus on hydro and coal?
- Does Myanmar have the demand for LNG import given the costs? Where and how can LNG be imported?
- Managing power tariffs – any more room for an increase? Should we have more price discrimination among users?
- Is government guarantee enough?
- Environmental concerns of multilateral financiers – how restrictive is their funding?
- Maintenance and repair of existing electricity infrastructure – is it worth the effort and the investment?
- Latest on micro power plants and mini-grids – are they too reliant on donor funding?
- What does the Myanmar-Sino crude pipeline mean? How can Myanmar benefit from this?
- Increasing role of IPPs, further de-regulation and decentralisation

Moderator: **Ei Phyuhsin Htay**, Managing Director, **Barons & Fujikura EPC**

Speakers: **Christa Avery**, Country Director, **Infra Capital Myanmar**

Mi Mi Khaing, Director General, Department of Electric Power Planning, **Ministry of Electricity and Energy**

Andrew Lee, Chief Country Representative, **GE Myanmar**

Keith Rabin, President, **KWR International (Asia)**

Edwin Vanderbruggen, Senior Partner, **VDB Loi**





- Current trends in the labour market
- Key HR issues faced by foreign and local companies
- Is the lack of qualified labour an obstacle to FDI?
- What are the biggest gaps in terms of skills?
- Case study 1: Attracting the best talents: locals vs repats vs expats
- Case study 2: Retaining the best people: is salary the main factor?
- Case study 3: Developing talents – the unique Myanmar approach to learning and self-development
- The golden rules to attain the 'best employer' status






Presenters: **Dieter Billen**, Principal and Head of Myanmar, **Roland Berger**

Luc de Waegh, Founder and Managing Partner, **West Indochina**

<p>16.30 – 17.20  Panel V: Rising to the Infrastructure Challenge Banquet Hall (1st Floor)</p>	<p> Presentation II: Venture Capital in Myanmar Delegate Listening Room 2 (Ground Floor) *(Pre-registration required)</p>
<ul style="list-style-type: none"> • How much funding is needed to meet Myanmar's infrastructure development goals? • To what extent is national reconciliation a prerequisite for more comprehensive infrastructure development? • Which projects will receive a government guarantee? What are the qualifications? Is a government guarantee the right financing structure? • How to achieve PPPs in Myanmar? • Rural vs urban development plans • How well coordinated are Myanmar's infrastructure development efforts? Are there areas of over-building? • Railway network upgrade and transportation projects – is credit guarantee able to help boost private sector participation? • Telecommunication sector to go digital <p>Moderator: Kevin Murphy, Managing Director, Andaman Capital Partners Speakers: Win Khant, Permanent Secretary, Ministry of Transport and Communications Gregory Liu, Principal Private Sector Specialist, Investment Operations, Asian Infrastructure Investment Bank (AIIB) Thiri Thant Mon, Managing Partner, Sandanila Investments Guillaume Edward Stafford, International Legal Consultant, Myanmar Legal Services Limited Bui Duy Thanh, Principal Energy Economist, Asian Development Bank</p>	<ul style="list-style-type: none"> • Venture capitalists' approach to Myanmar in 2017 • Understanding deal flow • How strong investor appetite is for Myanmar? • What's beyond 2017? <p>Presenter: Field Pickering, General Counsel and Chief Operating Officer, Vulpes Investment Management</p>
<p>17.20 Close of Day 1</p>	

Day 2

<p>08.00 – 09.00 REGISTRATION AND COFFEE</p> <p style="text-align: center;"><i>All plenary sessions will take place in the Banquet Hall (1st Floor)</i></p>	<p style="text-align: right;"><i>Main Lobby (Ground Floor)</i></p>
<p>09.00 – 09.05  Euromoney Welcome: Matthew Thomas, Asia Bureau Chief, Banking and Capital Markets, Euromoney Institutional Investor</p>	
<p>09.05 – 09.20  Keynote Address: Aung Htoo, Deputy Minister, Ministry of Commerce</p>	
<p>09.20 – 10.10  Panel VI: Can Myanmar Become a Manufacturing Hub?</p> <ul style="list-style-type: none"> • Impacts of US sanction being lifted and domestic trade liberalization policies • How can Myanmar increase its market share in the global value chain? • Exploring other manufacturing industries beyond textile • Are the manufacturers targeting ASEAN market? Where else are the potential markets to export to? • Has labour quality improved? • Setting up factories in SEZs – are they better electrified and logistically supported? <p>Moderator: Matthew Thomas, Asia Bureau Chief, Banking and Capital Markets, Euromoney Institutional Investor Speakers: (Christopher) Thurane Aung, Chief Executive Officer, Dagon International and Vice President, Myanmar Japan Thilawa Development Ko Ko Lwin, Permanent Secretary, Ministry of Industry Ooi Teik Huat, Group Chief Financial Officer, Kianjoo Can (Myanmar)</p>	
<p>10.10 – 10.40  COFFEE BREAK</p>	<p style="text-align: right;"><i>Signing Room (1st Floor)</i></p>

<p>10.40 – 11.30  Panel VII: Modernising Agriculture Banquet Hall (1st Floor)</p>	<p> Discussion: How Can Foreign Investment Help Grow SMEs in Myanmar? Delegate Listening Room 2 (Ground Floor) *(Pre-registration required)</p>
<ul style="list-style-type: none"> From raw materials to value-added products – how to move up the value chain and how to connect farmers with the market to drive economic development? Certification and standards – increasing the export value Update on trade finance, microfinance and credit guarantee insurance Where can the private sector participate? Credit and insurance, food processing, storage and logistics Yangon region's 5-year agricultural master plan Where is the competition with ASEAN peers? Which game should Myanmar play? <p>Moderator: Ross Dunkley, Executive Chairman, Beyond the Box Communications</p> <p>Speakers: Peter Brimble, Team Leader, The DaNa Facility Lindon Shiao, Co-founder and Group Chief Operating Officer, PRIME Holdings Ye Tint Tun, Director General, Department of Agriculture, Ministry of Agriculture, Livestock and Irrigation Håvar Valved, Country Manager, Myanmar, Yara International</p>	<ul style="list-style-type: none"> SMEs as a vital source of innovation and employment in Myanmar Case studies of local entrepreneurs cooperating with foreign partners How attractive are Myanmar's SMEs to foreign investors? What are the challenges and solutions? Financing and legal considerations How do trust and culture fit in a Myanmar context? The highs and lows of SME life in Myanmar <p>Moderator: Matthew Thomas, Asia Bureau Chief, Banking and Capital Markets, Euromoney Institutional Investor</p> <p>Speakers: Myo Myint Kyaw, Co-founder and Chief Executive Officer, Revo Tech Josephine Price, Managing Director and Co-founder, Anthem Asia Rose Swe, Co-founder and Executive Director, Thalun International School</p>
<p>11.30 – 12.20  Panel VIII: Booming Tourism Sector Banquet Hall (1st Floor)</p>	<p> Presentation III: Grow Your Brands in a Mobile-first World Delegate Listening Room 2 (Ground Floor) *(Pre-registration required)</p>
<ul style="list-style-type: none"> Sustainable tourism investment and developing eco-tourism Where are the up and coming tourist destinations? Can Myanmar beach tourism compete with the region? State of the hospitality market – are hotels oversupplied? What to do to boost tourist number? Domestic or foreign tourists? Demands for airport capacity and skilled labour The draft Tourism Law – does this draft law keep up with the rapidly changing sector? Where do investment opportunities lie for private investments? Digital players – opportunities and challenges <p>Moderator: Gwen Robinson, Chief Editor, Nikkei Asian Review and Senior Fellow, Institute of Security and International Studies, Chulalongkorn University</p> <p>Speakers: Win Aung, Managing Director, Amata Hotel Group Nicole Haeusler, Advisory Board Member, Myanmar Responsible Tourism Institute (MRTI) Ohnmar Khin, Co-founder, Orchestra Travel and Sandoway Resort Tint Thwin, Director General, Ministry of Hotels and Tourism Daniel Voellm, Managing Partner, HVS Asia Pacific</p>	<ul style="list-style-type: none"> Trends in cross-border e-commerce How can emerging markets leap-frog their economies by leveraging online platforms? <p>Presenter: Cindy Nguyen, Market Lead, Myanmar, Cambodia and Laos, Facebook</p>
<p>12.20 – 13.15  LUNCH</p>	<p>Media Center and News Briefing Room (Ground Floor)</p>

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