

# What do you need to know to invest in Myanmar ?

21<sup>st</sup> of June 2012  
Pathuwan Princess Hotel, Bangkok



Tilleke & Gibbins



Organized by:  
IRVING  
*Seminar & Training*



## Introduction

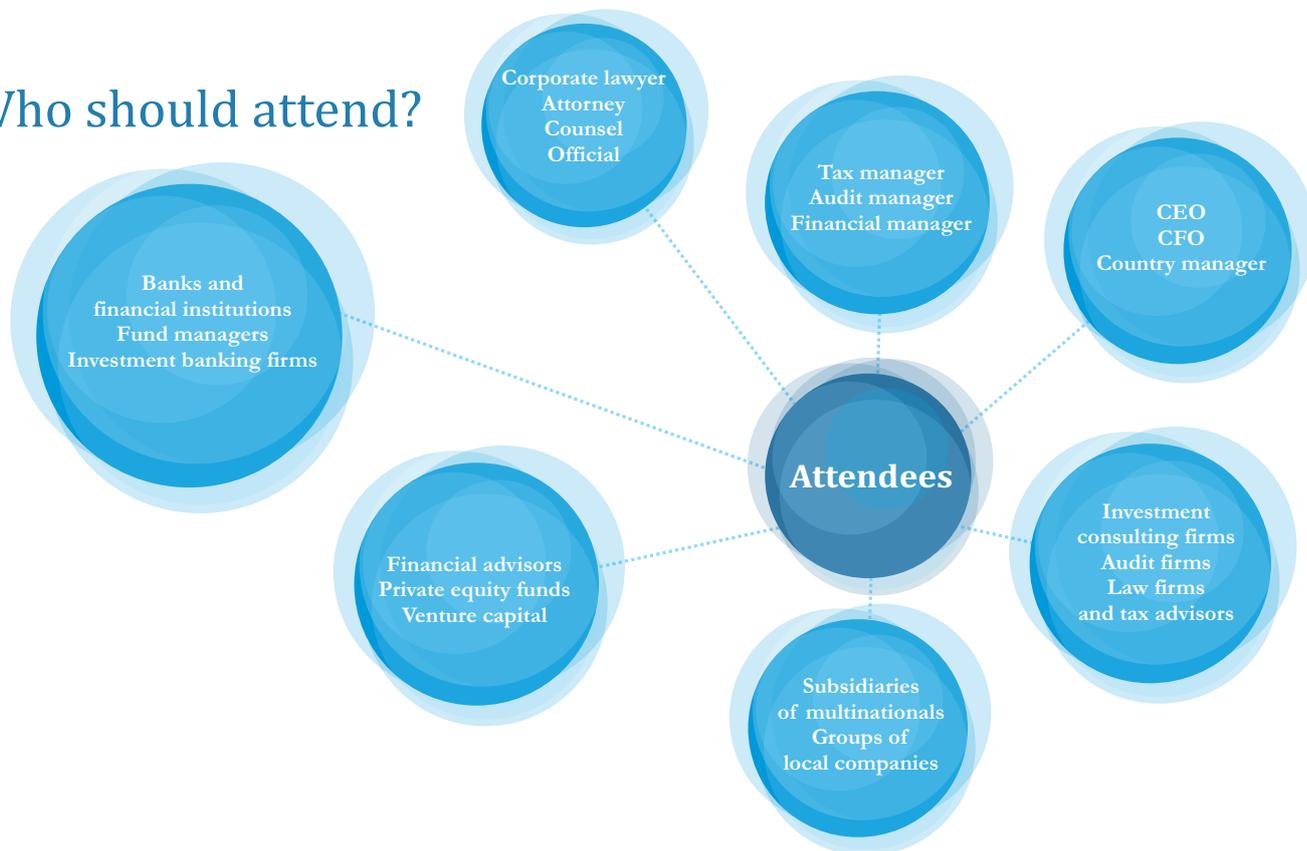
The year 2011 was very profitable for Myanmar with over 40 billion USD of foreign investments. The regulatory landscape is slated to undergo substantial reforms in the upcoming year including changes to the foreign exchange regime, land rights, foreign investment incentives and procedures, taxation and financing. There has also been a growing interest in business opportunities in Myanmar. Companies are set to be beneficial from the further reforms. Are you?

To meet the needs of international companies, IRVING Seminar and Training organized special seminar for business representatives, whose purpose is to exchange knowledge and experience of professionals that operate in multinational market with special focus on Myanmar. Thanks to this specific event you will gain practical knowledge about Myanmar's investment environment, regulations, and current changes in the most important economic sectors.

### KEY POINTS

- The Intellectual Property Issue
- Navigating a path to successful investment in Myanmar
- Main Challenges and risks
- Legal, Taxation and Labor Issues overviews
- Customs Procedures

## Who should attend?



## 6 reasons to attend

1

### TARGETED CONTENT

This is not designed for every topic covered but specific to best practices, technical and practical pitfalls. It will prepare you to play your role perfectly in business.

2

### NETWORKING OPPORTUNITIES

It is an efficient way to meet business leaders. The comfortable, open and engaging atmosphere can forge your relationship.

3

### PROMINENT SPEAKER

Our speakers are industry practitioners who face the same day-to-day challenges that you do and can share their experiences. By hearing from a range of speakers, you will get the full, unbiased picture that provides maximum benefit and take-home value.

4

### PRACTICAL, APPLICABLE, TAKE-AWAYS

The seminar will address the issues and challenges that you are facing with supplement case studies, summarize the implication and provide solutions and strategies for 2012 and beyond.

5

### INTERACTION

The topics are presented in Q & A to encourage interaction between speakers and delegates to give you the discussing opportunities. That will break your problems down and consulted by experienced advisors and specialists.

6

### HOSTED BY IRVING SEMINAR & TRAINING

The professional organizer of business seminars, workshops and in-company training courses in Thailand, Vietnam and Cambodia with more than 80 events hosted.

# Program

08:15

Opening speech Franck Daviniere Managing Partner Irving Seminar & Training

08:30

## The Intellectual Property Issue

**Darani Vachanavuttivong**  
Co-Managing Partner &  
Managing Director of the IP group  
Tilleke & Gibbins

09:00

## Legal overview

- How Myanmar invites investors?
- What sanctions do we have now?
- Political system and government position
- How to predict the best moment for investment

**Michael Min Sein**  
Advocate of the Supreme Court  
U Min Sein Law Business

10:00

## Navigating a path to successful investment in Myanmar

- Supporting Institutions and MFIL  
(Union of Myanmar Foreign Investment Law)
- Investing process and available corporate forms
- Foreign judgements and arbitration
- Taking securities in Myanmar

**Ross Dunkley**  
Editor of the Myanmar Times  
*\*Invited*

11:00

Coffee break

11:15

## Main Challenges and Risks

- Effect of sanctions
- Reputation risk
- Sectors with high potential
- Importance of a local partner
- Main challenges for businesses

**Luc de Waegh**  
Partner  
West Indochina Consulting

12:15

Luncheon

13:45

## Taxation

- Classes of taxes
- Commercial Tax
- DTAs in relation with other countries in the region
- Turnover tax
- Applicable tax rates

**Richard Buchanam**  
Partner  
KPMG

14:45

## Labor Issues

- Main Labor Laws
- Visas and stay permits
- Required documents for the foreigners,  
how the procedure looks like?

**James Finch**  
Partner  
DFDL Myanmar

15:45

Coffee break

16:15

## Customs Procedures

- Export and Import Matters
- Customs procedures
- How different is it under SEZ Law?

**Malika Bhumivarn**  
Regional Director, Customer & Trade  
Bryan Cave Inter

# Speaker Profile



## **Ms. Darani Vachanavuttivong**

**Co-Managing Partner & Managing Director, Intellectual Property | TILLEKE & GIBBINS INTERNATIONAL LTD.**

Darani is a Co-Managing Partner of Tilleke & Gibbins International Ltd. In addition to her position as the Managing Director of the firm's award-winning Intellectual Property Department. She joined with Tilleke & Gibbins' trade mark registration practice in 1990. In 2001, Darani became the managing director of the firm's intellectual property registration operations, assuming responsibility also for the firm's patent registration practice and the intellectual property registration operations for Vietnam, Cambodia, Laos and Myanmar.



## **Mr. Michael U Min Sein** Advocate of the Supreme Court | U MIN SEIN LAW BUSINESS

Legal and Financial Consultancy. Lecturer in Commercial Law, Auditor General's Department, Training School Former Lecturer in Business Law, Certified Public Accountants, Course, Union of Myanmar Accountancy Council, The Auditor General's Department. Former Lecturer in Business Law, ACCA Course 2.2, MAT Institute, Yangon. Founding Member and Management Committee Member, U Hla Tun Hospice, Cancer Foundation, Yangon. Inter-Pacific Bar Association Member. Membership No. 2002-US2255 Legal Advisor, Chatrium Hotel, Yangon since 1998. Legal Advisor Park Royal Hotel, Yangon since 2004. Legal and Finance Advisor to The Myanmar Times.



## **Mr. Luc de Waegh** Partner | WEST INDOCHINA CONSULTING

Luc (1960) has 17 years experience at country manager level with Philip Morris and British American Tobacco in Africa and South East Asia. Among many other activities, Luc launched BAT operations in Myanmar in 1993. He also was General Manager for BAT Thailand until the end of 2003. Born in Belgium, Luc holds an MBA (1988) from INSEAD, Fontainebleau and is a Graduate (1982) from IAG (University of Louvain, Belgium) Luc is Advisor for Foreign Trade for Belgium (first appointed in 1999 in Myanmar and, more recently, in Thailand) and is a regular guest speaker on the role responsible businesses can play in the development of Myanmar.



## **Mr. Richard Buchanan** Partner, Tax | KPMG PHOOMCHAI TAX LTD.

Richard has more than 30 years experience in public accounting with KPMG in Thailand, Australia and USA specializing in international taxation. Numerous client assignments involve in large scale projects in the oil and gas and mining industries. As a senior partner, as well as his role as client tax partner to many of KPMG's major clients, Richard is experienced in leading KPMG's on major assignments encompassing all aspects of accountancy related services.



## **Mr. James S. Finch** Partner | DF DL MYANMAR

James Finch's experience in the commercial legal field spans three decades and has taken him to the Middle East, Latin America and the Caribbean, where he practiced for extended periods. His work as a partner in the firm of Russin & Vecchi finally took him to Asia, where he began in the Hanoi office of the firm. In 1996 he became the managing partner of the firm's Yangon, Myanmar (Burma) office. Since then he has had a varied and active practice in Myanmar, with extensive legal work in the energy, hard minerals, corporate, tax, aircraft leasing, hotel development, banking and finance fields, to name a few. During this period he also served on Russin & Vecchi's management committee for several years.



## **Ms. Malika Bhumivarn**

**Regional Director, Customs & Trade | BRYAN CAVE INTERNATIONAL TRADE PTE LTD BANGKOK, THAILAND**

Malika Bhumivarn, Regional Director, Customs & Trade of Regional Director, Customs & Trade Bryan Cave International Consulting LLC is a leading expert on customs and trade matters in Thailand. She advises clients on a wide range of customs and trade issues, particularly on customs compliance, valuation, tariff classification and duty refunds, and assists them in obtaining trade and investment privileges. Her clients are from diverse industries, including automotive, air transport, air conditioner/refrigerator, electronics, audio tape, food, liquor, cosmetics and healthcare.