



Lae Chamber of Commerce Inc

ANNUAL

RESOURCE

DIRECTORY

2015



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1. Introduction

WELCOME to the Lae Chamber of Commerce's **Annual Resource Directory for 2015.**

We hope to provide a "one stop directory" to answer the myriad of questions about PNG as a whole, but also from a Lae perspective, particularly looking at business related matters.

As this is the first edition of our directory, there are bound to be some glaring mistakes but we ask you to bear with us and advise us of any errors so that we can correct them for future editions. As we will be renewing the directory on an annual basis, we will eventually be able to prepare an accurate and helpful publication that will be of great assistance for our members.

This publication is part of the Chamber's commitment to providing as many services as we can for the benefit of our members. We do welcome any criticism, comment or suggestion from members, which will help us come up with an even more useful document.

Marisa Howden our Media Manager has worked tirelessly to come up with the best document she can and we direct you to send your comments to her at media@lcci.org.pg.

With members assistance we have provided information about companies that they themselves have prepared which gives you a good idea of their range of products and what they can do for you. The photos and graphics are also supplied by our members so you can appreciate their goods and services. Contacts are also provided for your assistance.

We hope you enjoy this directory and that you will find it not only useful, but also informative.

Alan McLay
President
Lae Chamber of Commerce



2. PNG Overview

PAPUA NEW GUINEA FACTS

| | |
|--|---|
| Population: 7.06 million (2011 census) | Inflation: 7.5% (Asian Development Bank) |
| Capital: Port Moresby | Currency: PNG Kina |
| Surface Area: 462,840 km ² , the 54 th largest country in the world. Consists of mainland and 600 offshore islands between latitudes 0° and 12°S, and longitudes 140° and 160°E | Major Industrial Sectors: Mining, Crude Oil Petroleum Refining and LNG Gas, Manufacturing, Palm Oil, Coffee, Cocoa, Fisheries, General Agricultural, Forestry, Tourism |
| Ethnicity: Majority Melanesian, as well as Papuan, Micronesian and Polynesian. | Exports: Oil, LNG Gas, Gold, Copper Ore, Logs, Palm Oil, Coffee, Cocoa, Copra, Seafood |
| Language: 848 listed languages with English the officially recognised language and Tok Pisin and Hiri Motu as the lingua franca added to the national languages (Hiri Motu once the common language spoken in most Papuan Provinces, is rapidly being replaced by Tok Pisin). | Major Export Markets: Australia, Japan, Philippines, China |
| Political Status: Parliamentary democracy | Imports: Machinery and transport equipment, manufactured goods, food, clothing, fuels, chemicals |
| GDP: US\$15.65 billion (2012) | Major import markets: Australia, Singapore, China |
| GDP Growth: 6% (Asian Development Bank) | |

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HISTORY

Papua New Guinea (PNG) is a land steeped in deep mystery. With 848 listed languages and 1100 cultures, it is considered one of the last real frontiers on earth. It is an Oceanian country that occupies the eastern half of the island of New Guinea and its offshore islands in Melanesia, a region of the southwestern Pacific Ocean north of Australia. Its capital, located along its south-eastern coast is Port Moresby. The western half of New Guinea forms the Indonesian province of Papua (West Papua).

PNG is made up of mostly Melanesian people, with some Papuan people in the southern part of the country and a small population of Micronesian and Polynesian people dispersed throughout. Humans first arrived in Papua New Guinea around 42,000 – 45,000 years ago and the country was colonised in 1884 once the Germans annexed the northern region and Britain proclaimed a protectorate over the southern parts.

In 1906, Australia took over British New Guinea as a protectorate and later occupied German New Guinea during World War I, until 1942 when the Japanese army occupied parts of New Guinea and Papua, with the Australian military administering the rest. After WWII the two parts



were united under the Papua and New Guinea Act of 1949, becoming known as the Territory of Papua and New Guinea, with New Guinea under the United Nations International Trusteeship.

On 16 September 1975, Papua New Guinea preceded to full independence, becoming an independent sovereign state with a constitutional monarchy and Queen Elizabeth II as head of state, represented by Governor-General Sir John Guise, with Sir Michael Somare sitting as the country's first Prime Minister.

POLITICS

Papua New Guinea is a constitutional monarchy recognising Queen Elizabeth II as head of state, represented by a Governor-General who is nominated by parliament and serves for a term of six years. Government is by parliamentary democracy, with a unicameral National Parliament of 111 members.

The political life of Papua New Guinea is one of diversity and is characterised by a tradition of fluid coalitions. A large number of candidates (3,097 in 2011) contested the 111 seats at general elections, and the consequent low number of votes required to win seats means there is a high turnover of MPs. Allegiances are fragile and MPs often change parties more than once during the life of a parliament.

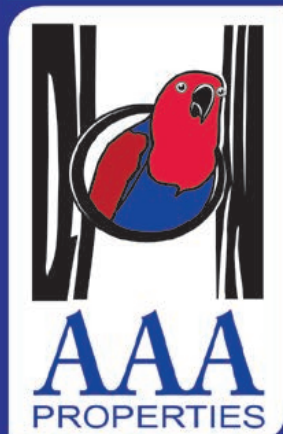
Elections are held every five years, with universal adult suffrage. After a general election, parliament elects a Prime Minister who heads the national government. Parliament can only hold votes of no confidence in the Prime Minister when more than 18 months has elapsed since an election and there are at least 12 months before a new election is due.

Peter Charles Paire O'Neill, CMG is the current Prime Minister of Papua New Guinea. He is the leader of the People's National Congress and represents the constituency of Ialibu-Pangia.



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USEFUL INFO

Climate

With the exception of the Highlands, PNG has a warm tropical climate. The wet season in Lae is from June to September.

Getting to and around PNG

National airline Air Niugini has daily flights between Port Moresby and Australia (Cairns, Brisbane, Sydney), as well as flights to Solomon Islands, Singapore, Hong Kong, Philippines, Fiji, Tokyo and Bali several times a week.

Domestic services linking to more than 25 regional areas are available through Air Niugini or Airlines PNG, with charter services to more remote locations available through Travel Air and other 3rd level airlines.

Please note air travel is required for most destinations in Papua New Guinea as the national road network is limited, with the exception of the Highlands Highway, which connects the Highlands to Lae through over a 900km road network.



Money

PNG's currency is the Kina. ANZ, Westpac and Bank of South Pacific (BSP) are the leading bank providers, with branches and ATMS located across most cities.

Communications

Internet access has improved considerably over the past few years with several providers offering reasonable coverage and rates. These include Digicel, Vodafone/B-mobile, and Telikom.

Local SIM cards are also available from many of these providers, offering pre-paid phone credit and data packs for mobile phones.

Work Permits/Visas

Business travellers require a business visa to enter PNG. There are two types of business visas: single entry (for one visit of up to 30 days) or multiple entry (visits totaling up to 60 days over a 12-month period).

In March 2014, the PNG government instituted a ban on issuing tourist visas on arrival to Australian passport holders. Australian's are required to lodge an application at their nearest PNG consulate in either Sydney, Brisbane or Cairns, which can take 7-14 days to process.

Work Permits must be obtained for expatriates intending to work in PNG. These are issued for three years, and are based on qualification of the applicant for a vacant recognised position.



Country Map





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MOROBE PROVINCE

Morobe Province is on the northern coast of Papua New Guinea, with its largest city Lae being the provincial capital. The total land area is 33,781km² and the maritime area is 719km². The population is 646,876 (2011 census), making it the most populous province in PNG.

The province has three geographical characteristics;

- coastal and island
- inland and mountain
- river and valley

The province has nine administrative districts, and 171 languages. The languages commonly used by early missionaries were Kote and Yabim. English & Pidgin English (Tok Pisin) are the common spoken languages in the urban areas.



3. LAE OVERVIEW

ESTABLISHED during the 1920's gold rush as a supply base for the Wau goldfields, Lae (Morobe's provincial capital) is now a fast growing city of over 200,000 people. With its airport at Nadzab, expanded port and improved road system, Lae has become the gateway to the densely populated Highlands region.

In 1937 pioneer American aviator Amelia Earhart took off from Lae on one of the final legs of her round the world flight. Her next stop was a tiny speck of land called Howland Island, 4,000 kilometres out in the Pacific Ocean. She never made it. Lae was the last place to farewell the famous adventurer.

During WWII, Lae was occupied by the Japanese and became one of their strategic bases against the allies.

Modern day Lae is an attractive tropical city, well serviced by department stores, banks, travel agencies and an infrastructure of small traders. Lae however has become known as the nation's Industrial Capital, hosting an ever-expanding manufacturing industry.

Also known as the 'Garden City', Lae's centrally located beautiful Botanic Gardens have boosted its reputation as a place of natural splendor. Lae is also the site of the Papua New Guinea University of Technology, which houses the Matheson Library - the largest technological library in the South Pacific.





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DOING BUSINESS IN LAE

Lae is the second largest city in Papua New Guinea with a population of around 200,000 urban dwellers (preliminary figures from the year 2011 census).

The economy of Lae continues to grow as the major commercial centre of Papua New Guinea. Being the gateway to the Highlands provinces, Lae flourishes as the industrial hub of Papua New Guinea, with distribution, manufacturing, fisheries, mining and agriculture being the main sectors for business.

An important project that was completed in late 2014 that affects all industries in Lae is the first phase of the Lae Tidal Basin Project. It is the Government's vision to create a shipping hub of international standard in the South East Asia region and advance Lae as PNG's primary port facility, which will bring rapid and continued economic benefits to the Morobe and Highlands region and country in general. Phase Two of the Lae Tidal Basin Project is now awaiting approval and funding. Phase Two will see the new wharf lengthened to 460 metres, bringing the total wharf length to 700 metres. This will allow for three new berths, bringing the total number of berths to five.

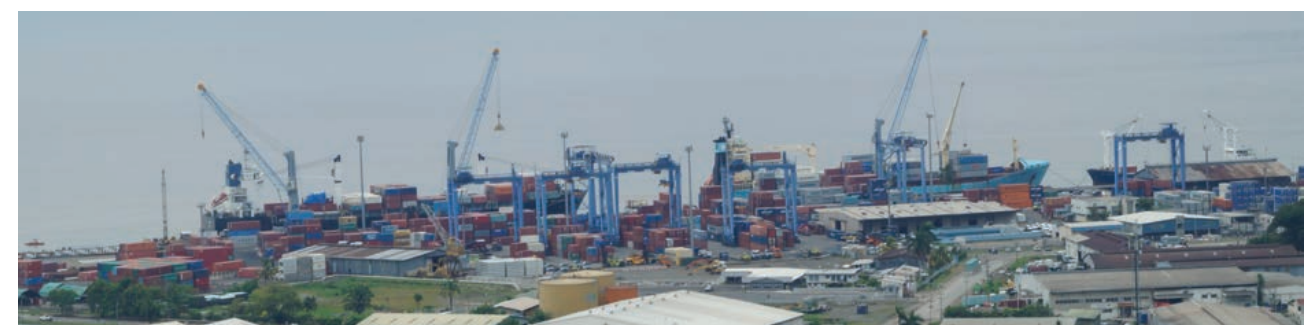


PNG's recent resources boom, largely driven by the ExxonMobil-led PNG LNG project, has had a positive impact on Lae. With direct access to the Highlands via the Highlands Highway, the city has produced and transported thousands of tonnes of goods to help service PNG's gas and mining projects.

Business benefits from the reasonably good infrastructure in Lae, where there is a regular power supply from the Ramu Hydro scheme, adequate good quality water and good communications. The National Government has injected a further K250 into Lae's roads over the past three years, which has seen the rehabilitation of most of the major city roads (many in concrete).

LAE FAST FACTS

- ✓ Official urban population of more than 200,000
- ✓ Situated on the Huon Gulf
- ✓ Capital of Morobe Province
- ✓ Lae's Nadzab Airport is a 30-40 minute drive and had regular flights to Port Moresby and other domestic routes. Once the new Highlands Highway is reconstructed between Lae and Nadzab, becoming the 'Super Highway', travel time to and from the airport will reduce dramatically.
- ✓ Includes PNG's largest port facilities.
- ✓ PNG's major and only road network, the Highlands Highway begins/ends in Lae.



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Accommodation

The Lae International Hotel is your first choice for leisure and business alike. Home to many corporate business meetings held in the province, The Lae International Hotel convention facilities are the largest in the region and meet the conference and commercial needs of many of its clients.

The Melanesian Hotel is an iconic hotel in the city of Lae, it is the kind of place where you feel right at home from the moment you arrive. Centrally located, the Melanesian is the perfect place to meet, stay and play - providing easy access to the city centre and clean and comfortable rooms with views of the harbour.

The Lae City Hotel brings new color to the city accommodation options in Papua New Guinea, with its elegant guestrooms and exceptional hospitality, personified by its 24-hrs concierge service. Located at the Top Town area of Lae city and only minutes away from the main market area.

The Morobe Hotel is located a short, 10-minute walk from Top Town and is Lae's newest 38-room boutique hotel. In a signature departure from the city's other accommodations, Morobe Hotel aims not only to satisfy the business and functional needs of its clientele, but also to afford its discerning guests a chance to indulge, luxuriate and truly unwind.

Lae Travellers Inn – When in Lae, why not stay at the Lae Travellers Inn? Whether its for business or pleasure, we have quality accommodation to suit your budget, as well as full conference facilities for meetings or seminars and a wide selection of dining options. We have several different options to cater for any budget – it's all at the Lae Travellers Inn. Special discounts are offered to LCCI Members.

Mavra Guest House is a middle range facility set in the quiet suburb of Eriku. With good clean rooms, conference facilities and a dining room, this is an ideal place to stay at modest rates.

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Miles Lodge is a unique lodge set 19 km out of Lae on the Nadzab Road, offering budget rooms and good meals, with the attraction of a semi-rural environment.

Crossroads Transit Hotel is a full 45-room facility located at Awilunga Estate, 9 Mile Lae. The hotel has full amenities including a Japanese themed Teppanyaki Restaurant with Asian/Western fusion menus, full bar service, a well-equipped gym, WiFi and complimentary transport transfers both to Lae City and Nadzab Airport. Security within the Estate is maintained at a high level.



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Recreational Activities

Lae Golf Club was formed in 1951 on the site of a former US military ordnance depot; with members playing six holes for the first few years before another three were added. It was not until 1964 that the club created the first 18-hole layout in the country.

Lae Golf Club has undergone significant changes in recent years with the addition of many bunkers and the

planting of many new trees. It is now a more challenging test of golf, fit host to the annual Morobe Open, which is part of the North Queensland Professional Tour.

Lae Yacht Club – Nestled along the beautiful Lae Harbour foreshore, just a few minutes drive from town, the Lae Yacht Club enjoys stunning harbour views and world class facilities, offering its 1200 members and many visitors plenty of excuses to visit regularly. LYC was formed in 1961 and over the years has become PNG's



leading exponent of game fishing. Members and visitors of the LYC enjoy being part of an active club in a superb location, with an international reputation that attracts visitors, yachts and crews from all over the world.

The Huon Club is a private members club, offering air-conditioned facilities, comfortable lounge chairs, an expansive deck overlooking the Lae Golf Club, fully stocked bar and Foxtel connection to preview all the racing and sporting events.



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LAE CHAMBER OF COMMERCE INC

Due its locality, the Lae Chamber of Commerce Inc. (LCCI) represents a large number of the businesses that function in this industrial hub of Papua New Guinea, thus contributing to our robust Chamber. A strong manufacturing sector has developed that produces many and varied products including, soap, detergents, industrial chemicals and cleaners, paint, steel and steel fabrications, gas, soft drinks, beer, biscuits, canned fish, processed chicken products, timber products and plywood (including kit homes), rice, flour packaging and many more.

Another major business sector in Lae is agriculture and fishing. The Markham Valley, which traverses Morobe Province from east to west, is often called the food-bowl of PNG. With the abundance of flat, fertile plains, the Markham has long been realised as having the most significant agricultural potential in PNG.

The Huon Gulf, which dominates coastal Morobe Province, caters for a fledgling coastal fishing industry, with an abundance of fish maintained by the deep waters, and supplied by the many fast flowing rivers.

Morobe and its surrounding provinces, also have such diverse attractions that lend themselves to Papua New Guinea's developing tourism industry. The Lae Chamber of Commerce Inc. is very much committed to promoting this potentially profitable associated industry that encompasses business development in Morobe Province.

The LCCI has supported several projects in recent years, including:

1. Law & Order – In May 2014, the Lae Business Community established the Lae Community Safety Network (LCSN), which is formed of many industry leaders in Lae who wish to make the city a safer place. The LCSN is a subcommittee of the recently revamped Provincial Law & Order Committee and aims at assisting the police to be better resourced and equipped to deal with crime and the negative effect that the increase in crime has on good business and investment promotion. A Facebook page has been created under the Lae Community Safety Network.

2. Roads – Lae Nadzab Highway - The LCCI is again a very outspoken member of the steering committee for this road. In May 2013, the National Government declared that the 1st stage of the Okuk (Highlands) Highway re-development would be made by the construction of a four lane Highway from Lae to Nadzab. Funding came for this project partly from the PNG Government and partly by a soft loan from the Chinese Government's Exim Bank. In a closed tender process, China Railway International Limited was awarded as the contractor and commenced the project in June 2014.

3. Health – The LCCI made significant contributions to bring attention to the need to redevelop Angau Memorial Hospital. We are delighted that a new modern hospital will commence in 2015 as a joint venture between the PNG and the Australian Governments.

The LCCI is tailing off on a HIV/AIDS and gender based violence project, which has been aimed at making more businesses aware of the danger of these diseases and how to take effective measures to combat them spreading. As part of these projects we are just completing the renovation of two Urban Health Clinics, which will provide better primary health services, with confidential rooms for sensitive consultations.

4. Education – The LCCI – in its bid to raise the level of technical training in Lae – has been a major contributor in making Lae a centre of excellence. We are committed to better utilising the technical training institutions in Lae, which include the National Polytechnic College (formerly Lae Tech), the University of Technology and the trade orientated vocational schools.

The aim is to get professional and trade employees trained with the relevant and appropriate skills for our industries. Along with this we are fighting for a better-organised apprentice system that will be more useable for the Lae industry.



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4. Industry Overview

Lae is the industrial capital of PNG, with a thriving business community across several different industries, including manufacturing, fisheries, mining, agriculture and distribution/logistics.





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MANUFACTURING


Lae is Papua New Guinea's manufacturing and industrial hub, with the sector employing approximately 25% of the formal workforce. Its contribution to GDP is estimated to be between 6%-12% with a recent survey by the Manufacturers Council of PNG discovering that more than 75% of members were planning greater investment into the future than over the previous three years.

Many of PNG's largest producers have their head offices in Lae, including KK Kingston, Paradise Foods, Lae Biscuit Co., Prima Smallgoods, Laga Industries, Mainland Holdings, Trukai Industries and Amalpack.

Local subsidiaries of international firms such as Nestlé, Colgate, Coca-Cola Amatil, Heineken (SP Brewery), Dulux Group and Japan's PNG Taiheiyo Cement are also based out of Lae.

The PNG Government is seeking to encourage local production by offering incentives and concessions to manufacturing enterprises. Incentives include export sales exemptions and wage subsidies. The government is also attempting to address the factors limiting growth of this sector, particularly improving infrastructure problems such as road maintenance and reliable power supply.






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FISHERIES

With average annual exports of more than 580,000 tonnes, PNG is a major player in the world tuna trade.

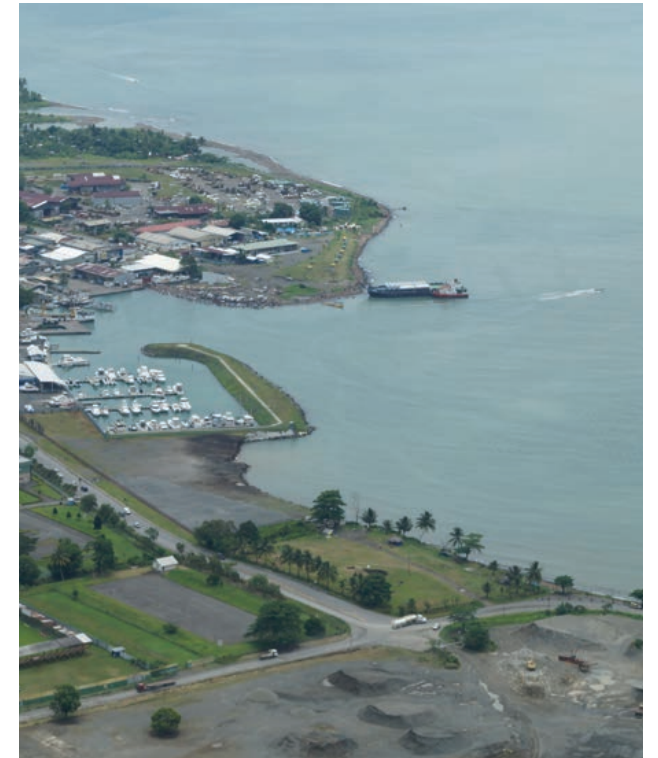
12% to 17% of the world's tuna is caught in PNG's 2.4 million square kilometre Exclusive Economic Zone, which equates to K215million (2012) of export income for the industry.

Main export markets include Hong Kong, Japan, Australia and the European Union, which is governed by an Economic Partnership Agreement that gives PNG tariff-free access to the EU.

A negotiation for a similar access agreement with the USA – the world's largest single tuna market – is also a key priority.

Lae is set to become the South Pacific's main fish-processing centre, with more than four processing plants currently in operation and another three planned for the near future.

Frabelle Fishing Corporation, Majestic Seafood and Madang based R&D Tuna Cannery are three of Papua New Guinea's biggest processors; with recent government legislation changes requiring all PNG caught tuna to be processed in country. The well-established International Food Corporation has traditionally canned






imported mackerel fish, but has commenced to can tuna fish caught locally. There are two new tuna canneries soon to commence in the Malahang area, making Lae the tuna processing capital of the Pacific nations.

The increased emphasis on the fisheries industry also reflects national government priorities. The country's 2050 Vision Strategy makes frequent reference to the fisheries sector as an area of the economy requiring more development if PNG is to diversify beyond its oil and gas revenue base. The EU estimates that by 2016 some 53,000 jobs will be created in the PNG tuna industry if planned projects go ahead.

The PNG Fisheries Department is planning the development of a dedicated fisheries wharf a short distance east of Lae in the near future, which will cater for the export of the projected increase of canned tuna products, as well as to handle further fishing fleets.





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- Complimentary Continental Breakfast
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AGRICULTURE

While agriculture accounts for 25% of PNG's GDP, about 85% of locals are engaged in food production at a subsistence level. Palm oil is the country's most valuable crop, followed by coffee, cocoa, copra, rubber, spices and tea.

Between 2001 and 2010 PNG's soft commodity exports grew in value by 12.8% per annum to almost K4 billion for the first time, with forestry being a significant contributor to this growth.

Coffee is one of Papua New Guinea's major agricultural commodities, with exports worth 927 million kina (US\$433 million) in 2011—a huge increase on 2010.

Approximately one million bags of green coffee beans are exported annually, primarily to Germany, United States, Australia and Japan.

The key commercial livestock in PNG are pigs, poultry and cattle, with livestock contributing to 13% of total domestic food production.

Coffee

Two varieties of coffee are grown in Papua New Guinea: Robusta in some lowland areas, but the majority being Arabica in the higher altitude areas.

There are approximately 64,000 hectares of coffee across 14 of PNG's provinces, most managed by smallholders. It is estimated that 2.5 million Papua New Guineans rely on coffee as their main source of income. In 2009, coffee was reported to be responsible for 18.5% of the country's agricultural exports and just 4.7% of total export revenue, a dramatic fall since the 1990s.

The key coffee-producing provinces are Western Highlands, Eastern Highlands, Morobe and Simbu, which between them account for more than 80% of production. Goroka in Eastern Highlands Province is the major commercial centre for coffee, and the headquarters of several of the larger coffee exporters and the Coffee Industry Corporation.

Highland's produced coffee is brought back to Lae for export, and Morobe Province is now the 3rd largest coffee producing province with the product brought to coffee mills in Lae and exported.

The world coffee prices depend on the world's largest coffee producing nation – Brazil. At time of publication, the Brazil crop was doing well and this has resulted in world coffee prices declining.

Livestock

Both based out of Lae, Niugini Tablebirds and Zenag Chicken are the two main chicken producers in PNG, selling fresh and frozen birds, plus eggs.

In recent years, Niugini Tablebirds has invested substantially in updating its processing plants and expects domestic demand to increase by 25%, driven by economic activities in other sectors.

Though the industry does face some threat due to cheap imports being provided to fill a hypothetical shortage of chicken product, which is said to be due to the increase in demand from the resources sector. This does pose the risk of the poultry being exposed to diseases such as Newcastle Disease.



Located 200km from Lae, Ramu Agri Industries (RAIL) is the nation's main cattle producer, generating more than 1400 tonnes of beef per year. RAIL is the nation's single commercial sugar producer as well as a large Palm Oil producer.



Fuelling PNG



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A Division of Highland Products Pty Ltd.
 Private Mail Bag No.1 via, Lae - 411, Morobe Province,
 PAPUA NEW GUINEA

MINING

In recent years, the mining industry has become a major influence on Lae businesses. The Morobe Mining Joint Venture Gold Mine at Hidden Valley in the Wau-Bulolo District of Morobe Province has provided a boost to the economy of Lae and Morobe Province. The private sector has benefitted directly from spin-offs from this mine.

Morobe Mining are now proceeding with plans to develop a new mine at Wafi-Golpu in the Mumeng area of the Wau-Bulolo District, which is destined to become a world class Gold and Copper Mine. This exciting development will further stimulate businesses in Lae.



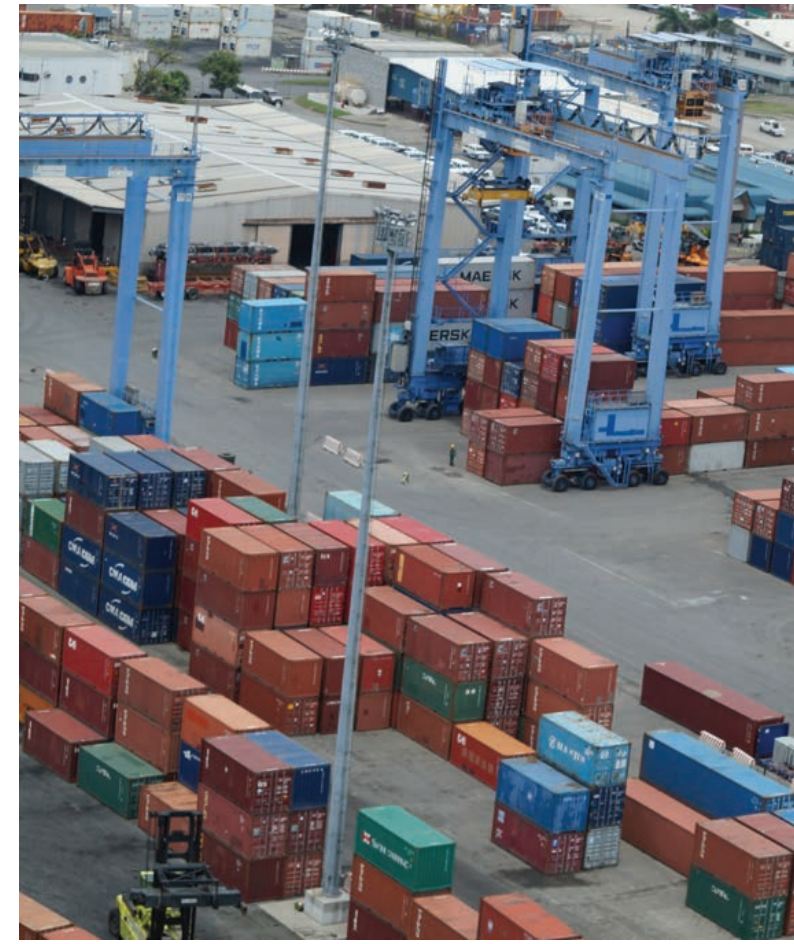
DISTRIBUTION/LOGISTICS

With its connecting road network to the various Highlands Provinces and deep port, Lae is considered the nation's leading distribution and logistical hub.

Several logistic and transportation companies are based out of Lae and in recent years received a further boost in activity with the resources developments in the Highlands. These include Express Freight Management, East West Transport, Mapai Transport, Traisa Transport, Kutubu Transport and Michaels & Michaels Hauliers, as well as shipping and stevedore companies such as Consort Express Lines, Steamships Trading, Lae Port Services and Riback Stevedores.

The Highlands Region has the most dense population in the country, and a large percentage of all goods travel from Lae along the Okuk (Highlands) Highway to the seven Highland Provinces; these being Eastern, Simbu, Western, Enga, Southern Highlands, Jiwaka and Hela.

In return, the Highlands produce the majority of PNG's coffee, which is one of the prime export products from the Lae Port. The Lae seaport contributes in excess of 60% of Papua New Guinea's movement of import & export cargo in any one year, for and on behalf of the outer sea ports in Papua New Guinea, which makes Lae Port one of the busiest ports in the Pacific region.



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5. Member Resource Directory

The following pages include a full list of our members, categorised into their corresponding industries, with contact details included.

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USEFUL ONLINE RESOURCES:

www.businessadvantagepng.com

Online Business Magazine

www.pngindustrynews.net

Resource and Industry Sector News

www.ipa.gov.pg

PNG's Investment Promotion Authority

www.thenational.com.pg

& www.postcourier.com.pg
PNG's two daily newspapers



www.pngchamberminpet.com.pg

The PNG Chamber of Mines and Petroleum produces several useful publications on the industry.

www.rainylae.com

A community website that acts as an information source for visitors, business travellers and residents of Lae.

USEFUL CONTACTS:

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