

ppportunity

Issue #05- May, 2022

Business News, reviews and overviews from the IPA

MD's INBOX



CLARENCE M HOOT
Managing Director

Dear Readers and welcome to the 5th edition of the "Opportunity" Newsletter.

We are now almost halfway into the year and momentum is picking up on preparations for the National General Elections and formation of Government and its priorities.

At the IPA we are reviewing our Strategic Plan 2021-2023. The Plan is halfway into its implementation timeframe and we are reviewing the Plan to assess how much of it has been accomplished and how we are progressing in achieving the goals set in the Plan.

We are also preparing to go on an Outreach Program to educate the public on the Reserved Activities List and other business-related legislations recently passed by Parliament. We will keep you posted on the schedule and the places we will be visiting to conduct the awareness Outreach

Program.

We are also upgrading our Online Registry System to make it more compatible and user-friendly to our clientele. Apart from this we are developing an Investment Opportunity Profiles (IOP) database in partnership with the United Nations Industrial Development Organization (UNIDO) to identify, package and promote investment ready projects in the country. We are also updating our Website www.ipa.gov.pg and uploading fresh content to reflect the current economic situation in the country. It is apparent that the IPA as an organisation is going through a transition period at the moment with efforts currently placed on institutional strengthening and capacity upgrading.

We hope that the incoming Government will pass the Bill on the Investment Promotion Act amendments early so we can work on a full rebranding of the IPA with clearer guidelines on the functions and roles and responsibilities of the IPA.

Keep an eye on this space for more information and updates on investments and doing business in PNG..

Keep well and Happy reading!

Clarence M Hoot
Managing Director

IN THE NEWS

Prime Minister Marape announces PNG's commitment to work with the new Australian Government.

Papua New Guinea's Prime Minister, James Marape has announced that he is looking forward to working with the Australian Government under the leadership of the newly elected Australian Prime Minister, Honourable Anthony Albanese.

Mr Marape revealed this when delivering the keynote speech at the 37th Australia-PNG Business Forum held in Brisbane, Australia from the 21st to the 25th of May, 2022.

He thanked the Australian Government for their continued support towards the PNG Government.

Mr Marape specifically highlighted Australia's support towards PNG's budget and the soft lending for key infrastructure, which he said has assisted the PNG Government to expand its economic policies knowing very well that in tough economic times, when private capital is low, the Government must spend to maintain economic stimulus and liquidity.

Prime Minister Marape further



Prime Minister, James Marape speaking at the 37th Australia - PNG Business Forum

Continue on to next page.....



announced that PNG's Bank South Pacific declared their highest profit in 2021, posting over a billion Kina, in a year when PorgeraGold Mining was still closed, Wafi-GolpuMine had not started yet and both Papua LNG and P'nyang LNG constructions have yet to start.

He said that this achievement shows that the use of the PNG Government's fiscal policies and effective operationalisation of our Budgets plans have kept our PNG economy functional.

"To put numbers to our Government spending, our combined 2019, 2020 and 2021 budgets saw aggregate Government expenditures to the tune of K56 billion," said Prime Minister Marape.

"When I took office in 2019, our National economy in 2018 was sized at K83 billion, and three years on the PNG Government's fiscal policies and programmes - working in partnership with Bank of PNG's monetary policies - actually grew our PNG economy," he said.

"When the 2022 budget was delivered in November last year, the PNG economy was forecasted by the PNG Treasurer to be at K101 billion this year, however in March this year, the World Bank mentioned that PNG economy would be K109 billion in 2022," said Prime Minister Marape.

"We have survived economic turbulence, law-and-order issues, changes of



government, natural calamities and many others, thus, we will be bigger, better and stronger into the future. As a matter of assurance to all of you who have business interests in PNG, at this juncture, I want to say 'thank you' to all the business community of our country".

"PNG is the place to invest in. To attract and lock in investments, we are opening up Special Economic Zones that offer incentives like free trade, tax holidays and other concessional investments".

"Those of you who have been in PNG know very well that while we have issues of law-and-order, and systematic impediments such as infrastructure deficiencies, those who remain as businesses in PNG continue to make profits".

"But I give you all my Government's commitment that we will strive to eliminate impediments to business and make it easier to operate businesses in PNG".



Managing Director for the Investment Promotion Authority (IPA), Mr Clarence Hoot (Right) and Australian Trade and Investment Commission's Senior Trade Commissioner, Adrian Weeks (Left) cutting the ribbon to symbolize the official opening of the 37th Australia Papua New Guinea Business Forum and Trade Expo. The event was held from the 23rd to the 25th of May, 2022 at the Brisbane Conference and Exhibition Centre in Brisbane, Australia. The IPA and Austrade co-funded the event.

Tips & Traps

Joint Venture Partnerships in PNG

If you are a foreign investor or a local PNG company, who is looking for a joint venture partnership, here's some information on that:

The Investment Promotion Authority (IPA), in accordance with Government Policy, promotes the establishment of Joint Ventures (JV).

In Papua New Guinea, many businesses face establishment and development limitations in terms of capital, skilled labour, technology know-how, market access and product distribution.

IPA can help businesses in PNG locate potential JV partners but cannot "force" businesses into JV relationships. There is no maximum equity requirement for either a foreign or domestic party to a JV. Businesses must freely choose to enter into such arrangements and are encouraged to do so on a sound commercial basis. Foreign

investor attracted to PNG will be assisted by the IPA in their search for JV partners. This role of "match-makers" is one of the key functions of IPA.

The IPA can liaise with other business communities, Government departments and agencies to match business interests as well.

Basic Information Required to find a JV Partner

These simple steps can be used by both foreign and domestic investors or any business person wishing to find a potential

JV partnership.

1. Establish the credibility of the entity which is seeking to enter into a JV.
2. Obtain details of the proposed business activity
3. Obtain details of the entity's resources
4. Obtain basic details of the JV partner sought
5. Identify any obvious problems
6. Identify any previous JV experience

Further information on Joint Ventures can be obtained by contacting:

The Director
Investor Servicing & Promotion Division
Investment Promotion Authority
P.O. Box 5053, Boroko 111, NCD
Papua New Guinea

Tel: (675) 321 7311 or 308 4444
Email: biepd@ipa.gov.pg

Bussy Honey & Integrated Farming of Sinasina

Living along the stretch of the Okuk Highway portion of the SinasinaYongumugl District is a quiet village called Ainanimin in the ward 8 of Tabare LLg Simbu Province.

Up the ridge is the home of a retired public servant Mr. Mek Degene and his wife Mrs. Matri Degene. Mek was a long-time worker of the Simbu Provincial Administration working as the Provincial Works Manager. Since retirement they have actively engaged in community activities. Amongst many good deeds one of their achievements was the establishment of Yandi Elementary School. The couple are a strong advocate of good living. Each weekend they'd bring music instruments to the main village where all denominations are gathered for an outreach fellowship. Mrs Degene would teach mothers on how to make jams from wild berries and fruits, passion fruits and papaya. They also make cakes from bananas, sweet potatoes, taro, cassava and basically all locally grown produce. Their products are then later shared amongst their guests.



This was life to them until their only daughter in Madang asked the mother what she would rather want as a gift. Knowing that they are no longer young she made a special request. On March 2021 they were presented with two bee hives. Little did they know that what their life was going to be transformed given the requirements and challenges of bee farming.



Mr. and Mrs Degene toiling their bee hives

Neither of them had taken bee keeping training before. A curious Mr Degene would check helpful videos from You Tube time and again until he grew a special interest. They both would spend hours downloading useful notes and videos. After many attempts they eventually got the hang of it. They managed to keep the queen bee in the hives and ensured they were adequately fed.

Mr Degene can now install the hive frames in such a way he wanted the bees to work on the honey comb. He has now become an expert in the industry and says the management of frames is a key component in this farming that ascertains the best harvest. He now further provides a comprehensive detail from catching a queen bee all the way to the extraction of honey to our officer.

A fascinated IPA Highlands regional officer Mr. Joshua Jerry was amazed as he was showed how to extract honey.

One year after on the 12th May 2022 the couple formally registered their Business Name as Bussy Honey & Integrated Farming.

There first stock in the local market saw them produce a total of 120 honey bottles. The two hives gave a harvest of 68kg. Off the 68kg they produced 6 bottles of 250g, 95 bot-

tles of 500g and 19 bottles of 1Kg. Their products were a great sell out. A major retail outlet in Kundiawa bought off 80% of their products and also made a quick sale as soon as the items reached the shelves.

The demand for Bussy Honey is overwhelming but unfortunately, they are unable to supply the market given their limited capacity to mass produce. They are looking to invest in 50 more hives to sustain supply within Simbu Province for a start.

When asked about future prospects; the couple said they aim to populate their land with about a 100 to 500 hives to ensure a reliable and constant supply of honey. Bussy Honey & Integrated Farming anticipates to step up into other markets in the country and region in the near future.

The first harvest to present is on mere practical experience. They are yet to match these experiences with theory should there be an opportunity soon.

Apart from honey production the honey comb wax will be used to make other products including candles. Until such a time they are still in the process of learning from YouTube.

UAE COMPANY INVESTS IN DESTINATION PNG TOURISM PORTAL



Mr. Rajest Mandjakkat, CEO and Managing Director of Royal Arabian Computers going through the USD1.2m one-stop-shop Destination PNG Tourism Portal project with Amb Kalinoe, flanked by Mr. Sajeth Kumar, CEO and MD of IMBC Financial Professional Group and Dubai-based Trade and Investment Advisor to the PNG Embassy in Brussels (right) and an official of Royal Arabian Computers.

One of the companies that recently signed a Letter of Intent (LOI) with PNG during the Post Expo 2020 PNG-UAE Economic Cooperation Dialogue held in Abu Dhabi on 20 April 2022, Royal Arabian Computers, has submitted an investment proposal to partner with the Tourism Promotion Authority to create a one-stop-shop Destination PNG Digital Portal.

The company has been closely following the PNG Pavilion's Expo journey during the thematic events, including the launch of the PNG SME Digital Economy and the Roundtable on Education, Science and the Green Economy where the Minister for Information, Communication and Technology Hon. Timothy Masiu and the Minister for Tourism, Arts and Culture, Hon. Isi Leonard presented keynote addresses respectively.

Papua New Guinea's Ambassador to Belgium and Expo2020 Commissioner General Mr. Joshua Kalinoe who was in Dubai then for the completion of the PNG Pavilion's decommissioning exercise met with the company and formerly received their proposal.

Ambassador Kalinoe said the proposal is an effort of the positive engagement between the company and the PNG Pavilion lead staff of TPA, IPA and the Department of Information, Com-

munication and Technology (DICT) who worked tirelessly to have the company committed to the investment.

"The PNG Pavilion staff were aggressively implementing the target-based Participation Strategy as approved by the National Executive Council and the results have been overwhelming, well beyond expectations, where 19 LOIs in trade, finance, banking, manufacturing, construction, tourism, mining, hydrocarbon, renewable energy, carbon trade and agriculture were signed.

"In the next two months, we expect to receive some more formal investment proposals from the 19 LOIs in finance, digital banking, agriculture, information technology, hydrocarbon, mining and import/export infrastructure, including mobility and connectivity", Ambassador Kalinoe said.

Ambassador Kalinoe said the whole-of-government structure in implementing international events like the World Exposition 2020 with the leadership of the PNG Foreign Service represented by Kundu Brussels, has proven that international diplomacy coupled with sectoral agencies' expertise is certainly relevant to achieving Papua New Guinea's economic and visibility interests.

IPA joins the world to celebrate World Intellectual Property Day

The Investment Promotion Authority joined the rest of the Intellectual Offices around the world to celebrate World Intellectual Property Day on the 26th of April, 2022.

The World Intellectual Property Day is celebrated annually on 26th of April in recognition of the importance of intellectual property rights.

This year's celebration of the World Intellectual Property Day was focused on learning about the role that intellectual property (IP) rights play in encouraging innovation and creativity.

This year the theme of World Intellectual Property Day is "IP and Youth: Innovating for a Better Future" and celebrates youth-led innovation and creativity.

The PNG Intellectual Property Office commemorated the day by

conducting video interviews on the importance of this year's theme. Youths were interviewed and their videos were uploaded and viewed via a Facebook page which was purposely created by the PNG Intellectual Property Office.

Throughout the campaign, young people were able to gain a better understanding of how the tools of the IP system – trademarks, design rights, copyright, patents, plant variety rights, geographical indications, trade secrets etc. – can support their ambitions to build a better future.

The celebrations of the World Intellectual Property Day 2022 recognized the huge potential of young people to find new and better solutions that support the transition to a sustainable future.

Across the globe, young people are stepping up to innovation chal-

lenges, using their energy and ingenuity, curiosity and creativity to steer a course towards a better future.

World Intellectual Property Day 2022 was an opportunity for young people to find out how IP rights can support their goals, help transform their ideas into reality, generate income, create jobs and make a positive impact on the world around them. With IP rights, young people have access to some of the key tools they need to advance their ambitions.

"Young people are the innovators, the creators and the entrepreneurs of tomorrow and through their creativity and ingenuity, they can drive change and carve pathways to a better future and the World Intellectual Property Day 2022 celebrates this exciting generation of change-makers".



SMEs or businesses must dedicate time and resources to protecting their intellectual property assets. By doing that, they can increase their competitiveness in a variety of ways.

Intellectual property protection helps in:

- Preventing competitors from copying or closely imitating a company's products or services.
- Avoiding wasteful investments in research and development and marketing;
- Creating a corporate identity through a trademark and branding strategy;

Why is it important for SMEs or businesses to protect their Intellectual Property Rights?



- Negotiating licensing, franchising or other IP-based contractual agreements;
- Increasing the market value of the company;
- Acquiring venture capital and enhancing access to finance;
- Obtaining access to new Markets.

In addition, enterprises which search systematically for conflicting IP rights of others prior to seeking IP protection are able to avoid unnecessary litigation, thereby saving time and resources.

For more Information on Intellectual Property, Contact:
 Tel: (675) 321 7311/308 4432/321 3900
 Email: registrar.ipopng@ipa.gov.pg
 Website: www.ipopng.gov.pg

LET'S HEAR IT!

New air freight and logistics company enters domestic market

Papua New Guineans, especially small businesses who wish to have their products air freighted and delivered to their clients on time have been given another option to consider with the introduction of a new player in the air freight and logistics industry.

Carpenters Air Logistics (CAL) is a subsidiary of W.R Carpenters and is a new cargo and freighting company currently operating in six major cities in the country. The company came into operation since June 2021 and has been expanding its services since then. The company became fully operational this year.

The company has its head office in Port Moresby with branches in Lae, Rabaul, Mt. Hagen, Goroka and Madang. CAL uses Air Niugini and PNG Air as its carriers for door-to-door shipments from major airports in Tabubil, Mt. Hagen, Goroka, Madang, Lae, Rabaul and Port Moresby.

PNG currently has three major freighting companies including DHL, Express Freight Management and FedEx.

Contact CAL for more information on Larissa Lee on LLee@cal-png.com.

CAL
CARPENTERS AIR LOGISTICS

PORT MORESBY
Ground Level, Daltron Building, Daltron Avenue, Gordons, Port Moresby, 121
Ph:(675) 302 4200

KOKOPO
Boroko Motors Building Kamuk Street, Section 37, Lot 38 Kokopo, ENBP 613
Ph:(675) 982 8042

LAE
Boroko Motors Building Cnr Milfordhafen Road & Montoro Street
LAE, Morobe Province. 411
Ph:(675) 472 5790

GOROKA BRANCH
Boroko Motors Building Cnr Fox, Elizabeth & Garden Street, Goroka, EHP 441
Ph:(675) 7700 7824
Email: JMarai@cal-png.com

MADANG BRANCH
Carpenter Agricultural & Manufacturing (T/A-Globe) Ltd
P.O.BOX 1078, CNO Division
Section 53, PNGPorts - Modilon Road
Madang 511, Madang Province
Direct Line: 422 0961
Mobile: 7700 7828
Email: Mdulau@cal-png.com

Opening in May/June
Mt Hagen, Tabubil & Kimbe



BILUM
Logistics Simplified
K55 for 3kg & Below

- Flat rate
- To all centres
- GST included
- Satchel Flyer

CAL
CARPENTERS AIR LOGISTICS

PORT MORESBY
Ground Level, Daltron Building, Daltron Avenue, Gordons, Port Moresby, 121
Ph:(675) 302 4200

LAE
Montoro Street, Lae, Morobe Province, 411
Ph:(675) 472 5790

GOROKA
Boroko Motors Building Cnr Fox, Elizabeth & Garden Street, Goroka, EHP, 441
Ph:(675) 7700 7824

MADANG
Carpenter Agricultural & Manufacturing Ltd PNGPorts - Modilon Road Madang 511, Madang Province
Ph:(675) 422 0961
Mobile: 7700 7828

KOKOPO
Boroko Motors Building Kamuk Street, Section 37, Lot 38 Kokopo, ENBP, 613
Ph:(675) 982 8042

* Opening in May/June - Mt Hagen, Tabubil & Kimbe

CAL

NETWORK IN PAPUA NEW GUINEA
CARPENTERS AIR LOGISTICS

LOCATION
● PORT MORESBY ● MADANG ● KOKOPO ● LAE ● TABUBIL ● MT. HAGEN ● GOROKA

P.O. Box 105, Level 1,
Daltron Building, Cameron Rd
Port Moresby, NCD, Papua New Guinea

+675 302 4200 | Fax: +675 302 4290

(a Division of Carpenters Automotive & Transport Limited)

This notice serves as a warning to the general public and an alert especially our people living in the remote villages of the country. It has been brought to our attention that there are certain fraudsters going around collecting fees for business registration in the pretense of being officers from the Investment Promotion Authority (IPA).

Please avoid being victimized by falling into their trap and to their demands, as the IPA will not be liable in the event your business is not registered.

The IPA has not entered into any arrangements with any individual to facilitate business registrations except through the Memorandum of Understandings executed with nine provincial administrations to date.

On this premise, any such illegal activities using the IPA name and logo must be reported immediately to the IPA and the Police in the first instance. For any verifications about business registrations, please contact the Investment Promotion Authority's Head office or any of our regional IPA office branches on the details below.

IPA BRANCHES:

Port Moresby, Head Office

Level 1, IPA HAUS, Munidubu Street
(Corner of Lawes Rd and Champion Pde)
Konedobu, Port Moresby

Phone: (675) 308 4400 / (675) 321 7311

Facsimile: (675) 320 2237

Email: ipa@ipa.gov.pg

Lae Regional Office

Level 1, Nambawan Supa Building,
P. O. Box 1074, Lae,
Morobe Province

Phone: (675) 479 2001 / 479 2606

Fax: (675) 479 2001

Email: ipalae@ipa.gov.pg

Mt. Hagen Regional Office

Level 1, Gapina Building,
P. O. Box 1834, Mt. Hagen,
Western Highlands Province,

Phone: (675) 542 0399

Fax: (675) 542 0599

Email: ipahagen@ipa.gov.pg

Kokopo Regional Office

Ground Floor, Marau Haus,
P. O. Box 870, Kokopo,
East New Britain Province,

Phone: (675) 982 9460

Fax: (675) 479 2001

Email: iparabaul@ipa.gov.pg

Buka Regional Office

Commerce Office, Haku Street
P. O. Box 782, Buka
AROB,

Phone: (675) 973 9344 / 973 9189

Fax: (675) 973 9344

Email: ipa_buka@ipa.gov.pg

**IPA**www.ipa.gov.pgwww.ipopng.gov.pg

KAJAMA INVESTMENT

(CROCODILE & COW HIDE TANNING PROJECT)

The proponents of the above Company are looking for a potential investor to partner in downstream processing and marketing of tanned crocodile and cow hides.

Project Proponent: KAJAMA INVESTMENT
Sector: Animal Products- Skin and Hides tanning
Location: Pagwi Government Station. Gawi Local Level Government, Wosera-Gawi District, East Sepik Province
Projectsize/Investment Vaue: US \$ 20, 000

Description:

The project involves crocodile and cow hide tanning. It is a rural based operation which started in 1999.

The project site is located in the Pagwi Government Station area of Wosera-Gawi District, East Sepik Province. This site is within the Sepik River riverine. The Sepik River is the longest river on the island of New Guinea. The Sepik River is home to some of the world’s largest fresh crocodile populations.

The project began after the realization of the value from leather products that can be made from crocodile skins. There is huge opportunity in this venture given the population size of the crocodiles and the farming and conservative avenues that can be explored.

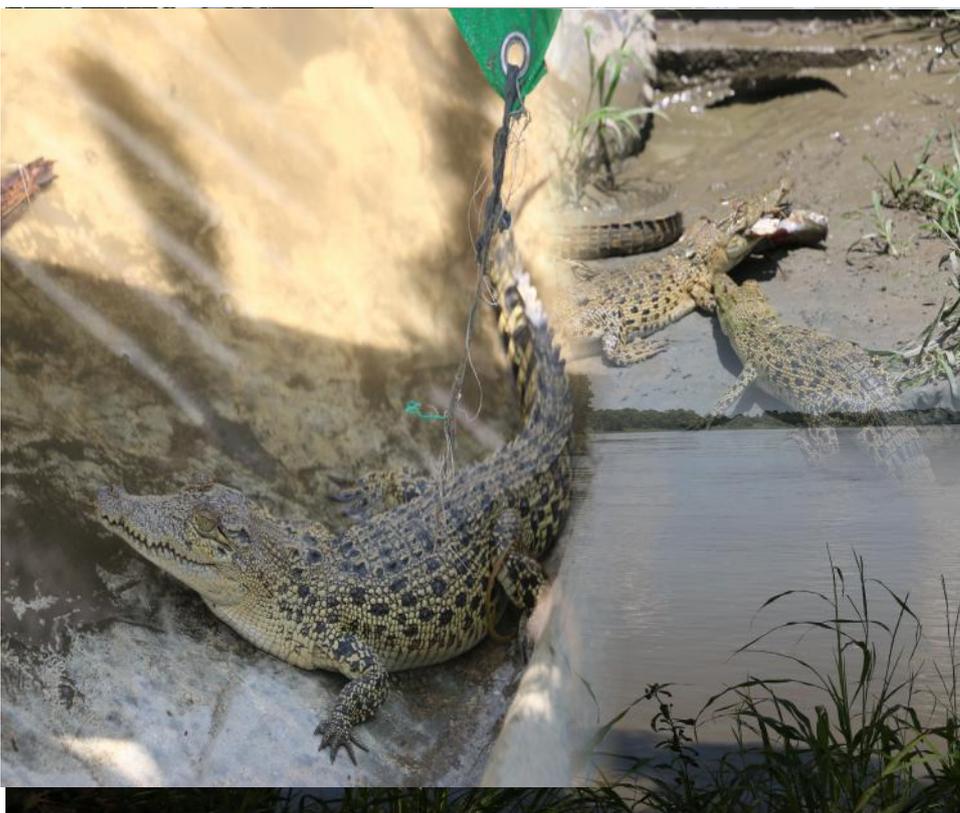
At this stage, the project owner is seeking partnership arrangements with investor partners to build the capacity of the tannery processing facilities and to bring necessary skills and equipment in downstream processing of crocodile leather products for the local market. He is looking at the local market in the short to medium term and the export market in the long term.

The project site is located on State land and the project owner has traditional rights to the riverine as well as access to the villages and the local population.

He has the capacity to produce more than 50 tanned crocodile skins in a year at his facility. However, he seeks to increase that output and to use the skins for production at the site.

Necessary information and documents such as business plan, company profile as well as IPA and IRC certificate’s concerning the project are available upon request.

Contact	Details
Mr. Rodney Awai	KAJAMA INVESTMENT (675) 7271 0354
IPA PNG	PO Box 5053, BOROKO, 111, NCD PNG investment@ipa.gov.pg



QUESTION TIME

Why is it important to reserve a Company Name?

A name must be reserved before a company can be registered under that name. Use *Form 6* to reserve a name.

The reservation of name process is essentially an "approval process". The Registrar of Companies will not approve a name which:

1. Would contravene any law
2. Is identical or similar to the name of another company, or a reserved name;
3. Is undesirable, misleading, deceptive or offensive
4. The Minister has directed the Registrar not to accept.

The Registrar will not register a Company, nor register a change of name unless the name has been reserved beforehand, or an application for reservation of the name is also attached.

Note: The Registrar can direct a Company to change its registered name if the name is one which should not have been registered in the first place.

The word "**Limited**" must appear at the end of the company name. The word "**Proprietary**" and the abbreviations "**Pty**" and "**NL**" have been dispensed with.

Prior to reserving a company name, you **MUST** do a search first in the registry to confirm that the name hasn't been registered and is currently **not** in use. If you fail to do a search and proceed with the application to reserve the name then you will have to resubmit and pay a new fee of K50 if the application has been rejected by the Registrar.

Do you have a general question about the regulatory side of running a business or have a query on investment promotion or Intellectual Property rights?

If so, email your question to: click

beverlyp@ipa.gov.pg

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

IPA BRANCHES:

Port Moresby, Head Office

Level 1, IPA HAUS, Munidubu Street
(Corner of Lawes Rd and Champion Pde)
Konedobu, Port Moresby

Phone: (675) 308 4400 / (675) 321 7311

Facsimile: (675) 320 2237

Email: ipa@ipa.gov.pg

Lae Regional Office

Level 1, Nambawan Supa Building,
P.O. Box 1074, Lae,
Morobe Province

Phone: (675) 479 2001 / 479 2606

Fax: (675) 479 2001

Email: ipalae@ipa.gov.pg

Mt. Hagen Regional Office

Level 1, Gapina Building,
P.O. Box 1834, Mt. Hagen,
Western Highlands Province,

Phone: (675) 542 0399

Fax: (675) 542 0599

Email: ipahagen@ipa.gov.pg

Kokopo Regional Office

Ground Floor, Marau Haus,
P.O. Box 870, Kokopo,
East New Britain Province,

Phone: (675) 982 9460

Fax: (675) 479 2001

Email: iparabaul@ipa.gov.pg

Buka Regional Office

Commerce Office, Haku Street
P.O. Box 782, Buka
AROB,

Phone: (675) 973 9344 / 973 9189

Fax: (675) 973 9344

Email: ipa_buka@ipa.gov.pg



www.ipa.gov.pg



Intellectual Property Office
Papua New Guinea

www.ipopng.gov.pg

**"Your business,
Your Investment,
Our advice"**

Disclaimer > *Opportunity* is intended to provide information of a general nature only. The content of this newsletter is not intended to be advice or recommendation. It is not appropriate for the purposes of carrying out a transaction or making an investment decision. > The IPA takes reasonable steps to ensure the information provided in the newsletter is accurate and up-to-date at the time of issue, as well as to obtain reliable content from third parties. However, the IPA does not guarantee the accuracy or completeness of the information or endorse the views or opinions given by any third party provider, nor takes responsibility for any errors made in the process of providing this newsletter.