



# Opportunity

ISSUE 9 - 2015

Business news, reviews and overviews from the IPA

## MD's IN BOX



Ivan Pomaleu, OBE

### End of year message

Dear Readers,

Welcome to the final issue of *Opportunity*.

It is only a matter of time before we farewell another hectic but challenging year.

A key highlight for this year was the 2015 Pacific Games which I'm sure a lot of our Pacific Island friends went away with remarkable memories of not only our world class facilities but also the warm hospitality we accorded them.

The multi million kina Kookaburra Fly over project is the result of a successful investment mission which we helped facilitate for project developer, New Zealand company

Hawkins PNG Ltd.

Investment opportunities remain given PNG's high growth liberalized economy and we can anticipate exciting times ahead with more investors expected on our shores.

Let me take you briefly on this final issue where we bring you stories amongst others the successfully held Media and Stakeholders workshop; a piece on bilum meri Florence Jaukae plus another thriving business woman Ernestine Maxtone Graham speaks about her organic coconut products.

We also feature the high level achievement by one of our divisional directors Mr Clarence Hoot which is plus not only for IPA but also for the country as a whole given his key role at the APEC level.

Down the line we have our regular features Tips & Traps, Legal Update, Question Time and more for your information and enjoyment.

I thank you sincerely for staying with us via this medium and look forward to another great working year in 2016.

With that I wish you all a Safe and Merry Christmas and a Prosperous New Year.

Happy Reading All!

## IN THE NEWS

### IPA educates media and stakeholders on roles and responsibilities

The IPA hosted and facilitated an informative two-day Media and Stakeholders workshop that concluded on a high note with a positive turn out in participation.

The main aim of the workshop was to educate the media on IPA's products and services and get the stakeholders to familiarize themselves better with the authority's mandated functions.

"This event marks another important milestone for the Investment Promotion Authority in that it continues to focus on improving the current operating environment and will value-add in the formulation of strategies to address its mandated responsibilities", IPA Board Chairman Leon Buskens stated when opening the workshop alongside the President of the PNG Media Council Alex Rheeeny.

The workshop was organized in partnership with PNG Media Council.

Mr Buskens added: "Our efforts towards further improvement takes account of the Ease of Doing Business Report where we have done a great deal of work at the organizational level with our strong partnership with the International Finance Corporation (IFC) and the World Bank.

Topics presented included an overview of IPA; Policy Reforms; Ease of Doing Business; Functions of the Intellectual Property Office of PNG; an overview of the Business Registration and Certification Division, Securities Commission of PNG and Personal Properties Securities Act; Requirements and processes of Foreign Certification; and Online Registry System to name a few.

*In the News, continue on pg 2.*

## Tips & Traps

### The use of Company Names

A company must ensure that its full name is clearly stated;

1. In every written communication sent by, or on behalf of the company; and
2. In every document issued or signed by, or on behalf of, the company that evidences or creates a legal obligation of the company.

Such documents include cheques, orders for money, goods or services and letter-

head. The requirement to state the name of the company is to signal to persons dealing with the company that they are dealing with a company whose shareholders enjoy limited liability.

A person who issues a document by or on behalf of a company, and the name of the company that is incorrectly stated may be personally liable for the obligation or debt of the company.

Finally, it should also be noted that any person or group that is not incorporated with limited liability that carries on business under a name or title that included the word limited or abbreviation "Ltd" as the last word in the name commits an offense. The maximum penalty is K10,000.

## PNG Businesses check out opportunities at Indonesia's Trade expo

The recently staged 30th Trade Expo Indonesia (TEI) 2015 served as an opportunity for businesses from PNG to establish networks and partnerships.

Themed "Remarkable Indonesia" the trade expo promoted Indonesian-made products and services to the global market.

IPA's participation involved the facilitation of a small contingent of private sector delegates from Port Moresby and Lae.

TEI 2015 committee featured five product zones from Indonesia's provinces namely Manufactured Goods & Services; Furniture & Furnishing; Food Beverages; Fashion, Lifestyle plus Creative Products and Premium SME Products.

A key highlight was the Trade, Tourism and Investment Forum which was opened by Indonesia's Minister for Trade, Honorable Thomas Trikash Lembong who gave his undertaking of an even bigger expo in 2016.

A successful outcome of the expo were the agreements reached between PNG company Local Farmers Industries Limited (LFIL) and two Indonesian companies for the purchase of agri-business equipment and the interest in LFIL's Green Coffee.

*In the News, continue from pg 1*

Participants included key stakeholder organizations such as Independent Consumer and Competition Commission (ICCC), Internal Revenue Commission (IRC), Customs PNG, SME Corporation, Tourism Promotion Authority (TPA), National Fisheries Authority (NFA), Industrial Centers Development Corporation (ICDC), PNG Science and Technology Secretariat, PNG Forest Authority (PNGFA), Business Council of PNG, Department of Commerce and Industry, Central Bank National Working Group on Improving Business and Investment Climate in PNG (NWGIBIC) Secretariat, APEC Secretariat, City Pharmacy Ltd, Digicel PNG and a majority of media organizations.

Meantime, organizers have received overwhelming feedback from participants describing the workshop as 'educational and informative' whilst adding it had created an avenue for all to share ideas to improve their respective services.

In the New Year, the IPA will roll out a nationwide awareness covering all facets of the organization from investment promotion and facilitation, export promotion, company registration, intellectual property, the online registry system and the amendments to the Companies and Business Names Acts.



Picture showing Exhibitors at the Indonesian Trade Expo



Picture Caption: Workshop participant EMTV journalist Meriba Tulo raises a question as Rolland Banaba looks on.

More news stories next page



# IPA

## OFFICE OF THE REGISTRAR OF COMPANIES

### PUBLIC NOTICE – NEW FEES

The Office of the Registrar of Companies hereby wishes to advise all its valued clients and the general public that there has been an overall change in the lodgement fees for forms required by its office.

Please take note that the Investment Promotion Authority (IPA) will start enforcing these new fees as of the 4TH JANUARY 2016. The following table contains the new fees which effectively supersedes any previous publications on this matter:

1) COMPANIES FEES								
DESCRIPTIONS/FORMS	CURRENT FEES	NEW FEES		DESCRIPTIONS/FORMS	CURRENT FEES	NEW FEES		
		ONLINE	OFFLINE (Over the Counter)			ONLINE	OFFLINE (Over the Counter)	
Form 1 Registration of New Company	450	400	500	Form 45 - Notice of Intention to Reinstatement of a Removed Co	0	50	100	
Form 2 - Company Name Reservation	50	50	100	Form 46 - Objection to a Reinstatement Application	0	50	100	
Form 3 - Application for Change of Company Name	50	50	100	Form 47 - Application to Register an Overseas Company	450	450	950	
Form 4 - Adoption/Revocation of Company Constitution	75	100	150	Form 48 - Application for Reservation of Overseas Co Name	50	50	100	
Form 11 - Application for Extension to Hold Annual Meeting	100	100	150	Form 49 - Notice of Change of Overseas Co Name	50	50	100	
Form 19a - Local Exempt Company Annual Return	50	250	300	Form 50 - Notice of Change of Overseas Company Constitution	50	50	100	
Form 19b - Local Reporting Company Annual Return	50	300	500	Form 51 - Notice of Change of Directors of Overseas co	25	150	200	
Form 20 - Application to Change Balance Date	50	50	100	Form 52 - Notice of Change of Principal Place of Business	25	150	200	
Form 29 - Application for Amalgamation	450	1,000	1,500	Form - 54 Notice of Cessation of Business by Overseas Co	50	50	100	
Form 43 - Application to the Registrar to Exercise Powers	500	1,000	1,000	Form 55 - Annual Return of an Overseas Company	100	750	1,000	
Form 44 - Application for Reinstatement of a Removed Co	750	2,500	3,000	Form 58 - For inspection/Production/Certification - Sec 398(3)	15	50	50	
				Form 59 - Certified copy of Extract	15	100	100	

OTHER FEES FOR COMPANIES			
DESCRIPTIONS/FORMS	CURRENT FEES	NEW FEES	
		ONLINE	OFFLINE (Over The Counter)
Fees for ALL other forms/business services that are currently charged at K25 are increased	25	50	100
For a submission of any document for which a fee is not otherwise prescribed.	25	100	100
For an act done by the Registrar under the Act or the Regulation for which a fee is not elsewhere prescribed.	50	100	100
For an application for exemption by an overseas company from onshore reporting	100	400	500
For an application for change of currency under the ASBD2	100	200	300
For any application or request for which a fee is not elsewhere prescribed.	50	100	100

#### LATE LODGMENT FEES FOR COMPANIES

LATE FEES for all company forms/business services will be applied in the following manner:

DESCRIPTIONS/FORMS	CURRENT FEES	NEW FEES	
		ONLINE	OFFLINE (Over The Counter)
For any other documents if submitted later than one month after the expiration of the prescribed time	100	200	200
For an annual return of a local company submitted later than one month after the expiration of the prescribed time	100	1,000	1,000
For an annual return of an overseas company if submitted later than one month after the expiration of the prescribed time	100	1,000	1,000

#### 2) BUSINESS NAMES FEES

DESCRIPTIONS/FORMS	CURRENT FEES	NEW FEES	
		ONLINE	OFFLINE (Over The Counter)
Form 1 - Application for Registration of a Business Name	50	150	200
Form 3 - Amendments to Business Names	10	25	50
Form 4 - Renewal of a Business Name	40	150	200
Form 5 - Notice of Cancellation	5	50	100

#### Note:

According to the *Business Name Act 2014, Section 9(1)*, Business Names renewals will be done every year commencing in 2016. However, Business Names currently registered in 2015 will continue to operate until after the third year, then annual renewal will begin.

Authorized by

ALEX TONGAYU, LLB, MPA  
Registrar of Companies

## What do the Changes to the Companies Act mean?

The changes also give increased protection of creditors. This means there is better protection during the liquidation of a company, with court assistance provided to access company documents and request an audit.

Directors who purposefully mismanaged accounting records will be held personally liable so that creditors can be repaid if needed.

## President Aquino: "Harness the Strengths of All our Peoples"

Issued by the APEC Secretariat

Committing to APEC's priorities, Philippine President Benigno S. Aquino III said that the most critical element of sustainable growth is inclusivity.

Speaking to the region's business leaders in Manila last month, President Aquino shared the growth story of the Philippines and how it can be applied to regional growth.

"We will have important conversations about how we can free our people from the oppression of poverty, and how to empower them to take part in sustainable economic growth," said President Aquino.

The President described how the Philippines' growth strategy hinges on empowerment for people to participate in the growing economy.

"We invested in upgrading our educational infrastructure," explained President Aquino. "We reformed our basic education cycle to conform to global standards, and to give our children ample time to digest their lessons and maximize their learning."

"Indeed, our entire growth strategy hinges on the idea of empowerment," he continued.

"Empowered citizens, after all, are empowered consumers, whose income will go to the goods and services produced by companies,"

"The end result: Instead of having many

big fish in a small pond, we are moving our economic ecosystem into a bigger pond, where everybody can grow and reach their full potential."

President Aquino reported the initial results of an assessment of social welfare and development in the Philippines, revealing some 5.45 million Filipinos who have been lifted from poverty.

"Our economy has become one of the fastest growing in the world and we have quickly risen in global measures of competitiveness," he said.

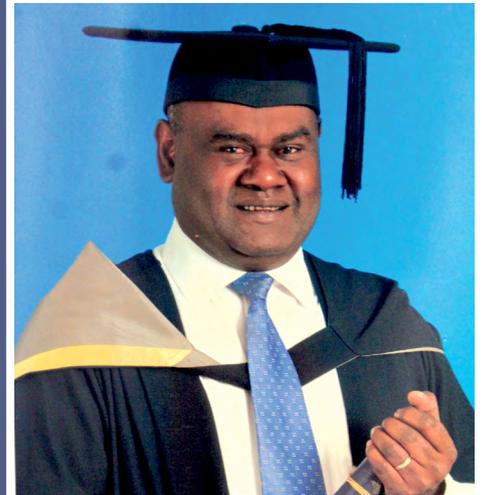
APEC Economic Leaders also met later in the week under the banner of building inclusive economies for a better world.

"We can do this on a regional scale; I believe if we work with each other's economies, and if we harness the strengths of all our peoples, we can give rise not only to inclusive economies, but to an Asia-Pacific where our citizens truly know what we talk about when we say growth," maintained President Aquino.

"I am confident we can author the next great chapter in the history of human civilization; as a connected, synergized Asia-Pacific, we can bring about the advent of a region — and a world — where no one is left behind."

Courtesy of the APEC Secretariat - Singapore

## IPA and APEC commend Official



Caption: Director Hoot praised for achievement

The APEC Senior Official for Papua New Guinea and Managing Director of the Investment Promotion Authority Mr. Ivan Pomaleu, has commended the achievement of his Director for Investor Services and Promotion Division, Mr. Clarence Hoot who was recently awarded an MBA with Specialization in International Business.

Mr. Hoot is also a key person in the APEC arena as he sits as co Convener for the Investment Experts Group (IEG).

In congratulating Mr. Hoot, Mr. Pomaleu expressed that the qualifications and skills acquired were relevant to Mr. Hoot's line of duties given his influence in trade and investment issues within the region.

"Mr. Hoot has been making his presence felt since 2013 in the APEC arena where he chairs the sub group IEG, a very important technical committee under the Committee for Trade and Investment within the APEC structure," Mr. Pomaleu said.

"It is a testimony of the training policy of the IPA and how this policy has been building the capacity of officers of the organisation," he added.

Mr. Hoot acquired a Master of Business Administration with a Specialisation in International Business from the University of Southern Queensland, Australia. With this achievement, the IPA can now cross off one of its aims to have all the divisional Directors scaled up to a Masters level.

[See more News Stories...](#)



## Airlines PNG now PNG Air

**P**NG Air formerly Airlines PNG has seen the first official introduction of its first new ATR 72-600 aircraft.

“The introduction of the new ATR 72-600 aircraft not only gave the airline a huge boost in the quality of product it offers the people of PNG – it also offered the opportunity to make other changes to the airline, and prompted us to look closely at what we were doing now and what we needed to do in future,” said Muralee Siva, CEO of PNG Air.

“We recognise that to keep pace with the growing size and sophistication of the aviation market in PNG, we can’t just introduce a new aircraft and rely on that to do everything for us – we need to keep reinforcing the airline’s service culture through staff training and we also need to keep improving the product we offer the public,” said Mr Siva.

“Once we commit to that sort of change, it made sense for us to also introduce a new brand. A new brand provides a fresh beginning for a company undergoing significant change. For us, it represents the company’s bold plan for the future of regional aviation in PNG – to be the first choice regional airline for the people of Papua New Guinea. It also symbolises that we are not just doing the same old thing with the same old tools.”

Research in the market showed that the airline’s customers were looking for something more vibrant, bright and in keeping with the culture and people of PNG.

“The new name highlights our connection to PNG, and that we put PNG first. It also reflects that, through the majority shareholding of NasFund and MRDC, we are owned by a great many of the people of PNG,” said Mr Siva.

“The livery we’ve chosen acknowledges tradition, while positioning us as bold, fresh and next generation PNG. It creates a dynamic new look, fitting for a positive, confident PNG airline.”

“An airline’s name is one of its most important and recognisable assets. The new name and livery make PNG Air unique, and differentiate us from other airlines,” Mr Siva added.



## Florence Jaukae sees future potential in bilum

**F**lorence Jaukae of Goroka in the Eastern Highlands Province is a hard working mother determined to take bilum, a traditional form of art to the next level.

Jaukae bilum Products recently received overwhelming feedback at the contemporary art exhibition in Sydney when five of its dresses sold in a matter of minutes at the ‘Maketi Ples’ show organized by the Pacific Islands Trade & Invest Sydney.

Jaukae, whom many refer to as ‘bilum meri’ (bilum woman) for her extensive expertise and knowledge in the traditional craft has 30 skilled weavers under her network.

She said Sydney’s ‘Maketi Ples’ of whom she’s been a part of since 2010 with the assistance of the Investment Promotion Authority, has been a successful platform for Jaukae Bilum which represents a commendable number of weavers and an extended network as and when required.

There’s also the ‘Bilum in Art’ component of Jaukae Bilum besides ‘Bilum in Business’.

Some of her bilum wear pieces that have gone on runways in PNG and abroad take an enormous amount of time for Jaukae to sit down and carefully design from concepts she comes up with.

She adds there’s potential for a bigger market in bilum which she would like to see some Government assistance.

“We have the local market available and the bigger market is out there but whose going to help us at the bigger market because the silent majority of women are in the villagers to sustain their families with coffee.

“Coffee is seasonal because afterwards they turn to their bilum and we need Government support,” she said.



## LFIL believes agribusiness is the way forward for PNG

Local Farmers Industries Limited, a 100% nationally owned company is serious about developing agri-business in rural PNG.

Recently incorporated, LFIL was formerly Southern Region Organic Coffee Exports founded by husband-wife partnership in Jerold and Matilda Isamo to expand their already thriving coffee business to other interests they had in mind.

Jerold Isamo, a motor mechanic by profession left formal employment in 2006 to return home and help his family back in Afore District in Oro Province revive their coffee plantations. He discovered many had been cleared for gardening purposes.

His first harvest of 30 bags of green coffee was met with pessimism by close family as prices were down at the time. He however, encouraged them to grow coffee and even sought information books from the Department of Agriculture & Livestock to enhance his knowledge and skills to help his people better.

The 30 bags paid off a handsome K12, 000 later in Lae and after the purchase of a second Landcruiser and some more months and years of basic training for himself and his district people, Jerold Isamo has never looked back.

LFIL is not only into green bean coffee production but also the provision of basic technical training of same with intentions to take this program to other remote parts of the country too.

The company with operations also in Port Moresby is also further ventured into fresh food and vegetables and supplies to six major hotels in Port Moresby and two big supermarkets.

Meantime, Mr Isamo represented LFIL and was part of the small contingent of private sector businesses led by IPA who attended the recently held 30th Trade Expo Indonesia in Jakarta.

LFIL was able to reach agreements with two respective Indonesian companies for the purchasing of coffee machines and interest from the other company to buy green bean coffee.

He stressed his only setback now is for the CIC to grant him an export license so he can start exporting his own coffee.

"I need that license, I'm ready to export", he said.

Do you have a story you would like to share about your business in PNG? Email your story (**maximum 300 words**) and a good quality photo to: [opportunityeditor@ipa.gov.pg](mailto:opportunityeditor@ipa.gov.pg)



## Locally produced coconut products hit the shelves



**Caption:** Ernestine Maxtone-Graham (center) flanked by two staff members displaying the Maxtone Haus products

Maxtone Haus Products made locally from organic coconut have already hit the shelves in Port Moresby with a few requests for product sampling from overseas-based companies.

That's the exciting news business owner Ernestine Maxtone-Graham shared with Opportunity whilst adding they will now be going full swing to promoting their soap, body moisturizer oil and cooking oil products.

Recently established Maxtone Haus Products based in Kanudi in Port Moresby is into sweet scented soap, body moisturizer and cooking oil products from a coconut oil processing plant that kick started production only this year in June.

"We want to do something that's unique to Papua New Guineans. Our products are already on the shelves at Garamut, Johnstons, CPL, Anitua and Best Buy in Hagen," she said.

To add leverage to their ongoing efforts in promoting the product, Ernestine and her team conduct product sampling at the mentioned shops as well as on-site visits to a few local communities within the city.

The company has already received an order from a Cairns-based pharmaceutical firm.



## OPPORTUNITY KNOCKS

### Leikipi Holdings looks for Joint Venture partnership

Leikipi Holdings is a landowner company from Malalaua in the Kerema District of Gulf Province waiting to partner with a potential investor interested in the Oil & Gas sector.

Leikipi is a nationally owned company with a business plan covering logistics, Security, Catering, Building and Maintenance and equipment services to the second Gulf LNG project.

But to take that business plan off the ground, the company registered and established since March 2013 needs an investor with capital funding of between K5-K10 million depending on the nature of business they wish to invest in.

The company also seeks a partner to develop other business areas in Bulk fuel supply station, wholesale supermarket and a Beach Resort.

Company owners believe the market demands on location are imminent given the LNG project in the area.

**For further information you may contact Mr Moses Guntu on mobile numbers (675) 73368407/ 76456109 or send an email to [mosesguntu@yahoo.com](mailto:mosesguntu@yahoo.com)**

## QUESTION TIME

**Question:** If I were to register my local company, how long will it take, given I've correctly provided all the necessary information on the given forms, before a Certificate of Incorporation is issued to me?

**Answer:** Our official turnaround time for processing is at least 10 days from the date of filing or lodgment. In an ideal situation it can be processed within 24 hours however where there is backlog it can take longer as filings are treated on first come first out basis.

Follow ups on documents filed for more than 10 days are treated with some priority.

The good news is that on a good day a correctly completed application if physically submitted at the front counter of IPA Haus can be processed on the spot or on the same day it is filed.

**D**o you have a general question about the regulatory side of running a business or have a query on investment promotion, Intellectual Property rights or wish to know more on Securities? If so, email your question to: [click](mailto:click)

[opportunityeditor@ipa.gov.pg](mailto:opportunityeditor@ipa.gov.pg)

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

If your question is chosen for publication you will go into a draw for the chance to win a gift.



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