

## FROM THE MD's DESK



Dear Readers,  
Welcome to the 6th edition of the **Invest PNG newsletter**.

The month of June was again another busy month for the Authority with the start of our District awareness programs.

Two teams had just returned from Bialla in West New Britain Province and Wau-Bulolo in Morobe Province respectively after carrying out intensive awareness and training on IPA's mandated roles and programs and the new Online Registry system.

Read about the Bialla awareness in this edition.

Another two teams will travel to Kiunga in the Western Province and Kainantu in Eastern Highlands Province respectively. These awareness teams will also be disseminating information about the Intellectual Property Rights. The different IP rights including Trade Marks, Copy Rights, Patents and Industrial Designs.

Another key program that we are looking forward to hosting is the Regulators Summit which will be held on July 30th and 31st here in Port Moresby.

The Investment Promotion Authority continues to advocate for policy and regulatory reforms in a bid to harmonize key business regulations that are responsive to the needs of domestic businesses and MSMEs and also foreign investment.

In the 1st Regulators Summit which was hosted in 2019 I highlighted that regulations that are in sync with the business environment creates a conducive atmosphere to attract foreign direct investments.

Those who are interested to attend the Regulators summit can email the officers mentioned in the notice published in the notice board in this edition.

In this edition we also bring to you the schedule on IPA's participation in Community Outreach programs where we connect with our local communities right down to the rural areas. Check out the districts and catch the IPA, IRC and other stakeholders in the Districts and LLGs.

On the international front, the IPA participated in the Hand in Hand investment forum in Seoul, Korea where it provided a platform for us to meet corporations, multilateral development banks, and donors, with a focus on the growth potential of the agriculture sector. Read more about this in our inside story.

I hope you enjoy this edition of our newsletter, and as usual, we welcome your feedback and stories, if you wish to share your achievements as well as challenges you're facing in doing business in PNG.  
Happy reading!!

**Clarence M Hoot**  
Managing Director,  
Investment Promotion Authority

## NEWS

Invest PNG newsletter

### IPA conducts successful awareness in remote West New Britain province

The Investment Promotion Authority successfully delivered an awareness and training program in Bialla and remote villages around Noau in the Nakanai District of West New Britain Province.

The program is part of the IPA's annual outreach program where-

by different teams are sent out to different provinces, districts and Local Level Governments to conduct awareness sessions and bring IPA services to the rural populace.

The team of five officers began the awareness program at Bialla's



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Staywell lodge where business owners within Bialla town attended the session and learnt about their roles and responsibilities as business owners.

The team continued to the East Nakanai area and conducted another session at the Noau community hall for the people of Noau, Ulamona, Navo, and Pandi village which is the border of West and East New Britain Provinces.

Noau and its surrounding communities have a high cash flow of about K10 to K20 million a month due to the oil palm estates owned and operated by Belgium owned Hargy Oil Palm Limited.

Villages and communities own oil palm blocks either through the Land Settlement Scheme (LSS) or Village Oil Palm (VOP)

block holders. Under these schemes, the villagers have regular fortnightly incomes which gives them financial capacities to do so many things.

A key observation and critical situation picked up by the IPA team was that whilst there was regular income for the villagers, there was need for relevant platforms and infrastructure for block holders to develop and diversify their businesses. This shows the gap in business development including financial literacy for the people in the area.

Another key observation was that people in the villages needed government services to be simplified and brought to their doorsteps in order for them to comply with government regulations. This was

evident in Noau when the IPA team stayed up till past midnight renewing businesses that have expired and also registering new ones.

Villagers raised that other agencies in the first tier of business formalisation also needed to have simpler and accessible systems and processes in order for those in remote and rural areas to confidently do business without the need to come to towns to access business services. This will save them time and money.

Most government infrastructures were lacking and the road network in the area is maintained by Hargy Oil Palm Limited.

### Tips & Traps

Users of the IPA's Online Registry System may have noticed in their emails reminders from the system regarding their companies.

Recently we switched on several new features of the registry system which includes automated reminders to companies when their annual returns are due for filing.

The system sends out three (3) different automated messages to companies when their annual returns are almost due. The messages are sent every 2 weeks to the

due date and the third and final one is sent on the due date itself.

If the company still fails to comply by not filing its Annual Return on the due date then the system will automatically remove the company from the register. This means the company status will now be changed to "Removed", and it will have to go through the reinstatement process and pay the necessary required penalty fees to have it reinstated in order for the status to be changed to "Registered".



## IPA attends Hand in Hand Initiative Investment Forum



The Investment Promotion Authority was part of a delegation that travelled to Seoul, Republic of South Korea to attend the Hand in Hand (HiH) Investment Forum which is an initiative of the Food and Agriculture Organization (FAO) of the United Nations.

The Investment Forum, the crux of the initiatives' partnership-building effort, provides a platform for national authorities to present impact investment opportunities to corporations, multilateral development banks, and donors, with a focus on the growth potential of the agriculture sector and national business opportunities.

For countries including Papua New Guinea, long-term finance in public investments is key for Hand-in-Hand's success. For Multilateral development banks,

their blended finance structures and risk-mitigating mechanisms can support private investors in the least developed, fragile countries, and help enhance their roles in participating countries.

The first HiH Investment forum took place on 18-19 October 2022 in Rome, Italy. Participating countries presented impact investment opportunities to multilateral development banks and agribusinesses. Prospective investors also had an opportunity to learn about special regional initiatives.

The PNG delegation to the forum was led by Secretary for Agriculture and Livestock, Dr. Sergie Bang including the PNG FAO Consultant Dr. Keith Galgal, officials from the Investment Promotion Authority, Office of the Minister for Agriculture and the PNG Embassy in Seoul.

Papua New Guinea was invited by FAO Regional Representative Office in Seoul to attend and present investment opportunities in the selected agriculture value chain commodities, especially coconut, cocoa and vanilla. The objective was to make a country presentation focusing on these three commodities targeting Korean investors.

There has been a growing trend of Korean outbound investments into other Asian markets compared to the Pacific region.

From the 10 different sub sectors in the agriculture sector in PNG, the major focus now is to promote coconut, cocoa and vanilla.

Poverty sits at 40 percent and the PNG Government is committing K1 billion funding in the next 5 years to inject investment and create opportunities.

After the successful second Hand-in-Hand Investment Forum in 2023, the third and more extensive edition of the Investment Forum will take place from 15 to 17 October 2024 in Rome, Italy, with the presence of around 28 countries.

During the three-day event, Ministers and representatives from the participating countries will have the opportunity to present their country prioritized investment plans and detail opportunities in those areas where the Hand-in-Hand Initiative supports the Government to reduce poverty and hunger.

Bilateral meetings can also be arranged between Ministers and senior officials of each participating country with potential development partners at any time especially during the event and afterwards.

## Database survey and spot inspection exercise ends on high note in East New Britain Province

A Database Survey and Spot Inspection exercise was successfully concluded last month in Kokopo, East New Britain Province.

The Investment Promotion Authority (IPA) in collaboration with East New Britain Provincial Administration's Division of Commerce & Industry and other relevant stakeholder agencies conducted the Database Survey and Spot Inspection Exercise on business houses operating in Kokopo town, Rabaul, and all other LLG's of East New Britain Province.

The primary objective of the operation

was to obtain economic data and information from businesses in East New Britain Province and to ensure they comply with the various business legislations administered by the IPA as well as the other relevant government regulatory agencies.

The stakeholder agencies that were involved in this exercise include East New Britain Provincial Administration, Internal Revenue Commission (IRC), Department of Labour & Industrial Relations, PNG Customs, Immigration and Citizenship Authority, PNG Royal Constabulary (Police), East New Britain Provincial Health Authority,

Local Town Authorities from Kerevat, Kokopo and Rabaul.

The exercise started on Monday 15th April and was successfully completed on Friday 10th of May 2024.

A database survey questionnaire was issued to the various business houses in the province prior to the commencement and involvement of IPA in this exercise.

For IPA, business houses were required to provide an IPA certificate or a foreign certificate for foreign owned businesses.



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These business houses were also asked to provide other licenses and permits issued by other regulatory agencies that participated in the exercise and as required by the Government of PNG. From this operation, the team inspected one hundred and forty-six (146) business houses in the Gazelle, Kokopo, and Rabaul districts respectively.

The main emphasis of the spot inspection checks were based on the findings of variations on current business activities, physical operating locations and unlawful operation of businesses without proper documentations from the respective national and provincial regulatory agencies. The team also focused on the issues involving the illegal sales of counterfeit items, expired goods, damaged foods, contaminated food products, food items with non-English labels and environmental health and sanitation issues. Visits were conducted on all shops including

trade stores, entertainment centre/shops, workshops, factories, log ponds, supermarkets, wholesales and kaibar/vendors in the Gazelle, Kokopo and Rabaul Districts respectively.

Food items and products were confiscated and infringement notices were issued and penalties imposed. Business houses were asked to produce certificates, licenses, permits, passports and other documentation approvals etc.

IPA noted that businesses were taking up different operating locations and activities which were not certificated as required by law and other related laws administered by the respective agencies who participated in the operation. The team observed and established that in order to avoid compliance in certain areas, certain businesses moved their foreign employees from one location to another, or from one provincial centre to another, and thus were found to be in breach of

their work permits and visa conditions.

The IPA appreciates the increase in business activities in East New Britain province but at the same time the IPA is concerned that there appears to be a lot of non-compliance issues in relation to the laws, requirements and processes of IPA as well as those of other regulatory agencies.

The IPA Managing Director, Mr Clarence Hoot paid a visit to the team on the ground and acknowledged their contribution to the exercise. He told them that their representation as Government Agencies in the exercise showed their commitment towards the implementation of the NEC Decision No. 203/2021, on the formation of the Joint Agency Spot Check Operation (JASCO) to holistically address systematic compliance and enforcement issues.

## STATUS UPDATE ON THE ASSOCIATIONS ACT & REGULATION

The Investment Promotion Authority (IPA), under the Registrar of Companies Office is responsible for the administration of and implementation of the Associations Incorporation Act, together with other business laws.

The Associations Incorporation Act 2023 ("the Act") was enacted by Parliament on 11 January 2023 and certified on 29 May 2023. The Act replaces the now repealed Associations Incorporation Act 1966 ("the old Act"). This was the first time the Associations Incorporation Act was reviewed since 1966.

The Association Regulation 2024 is undergoing the vetting process before it is gazetted for implementation. One of the requirements before we commence the process of vetting to the State Solicitor is to compile a Consultation Report on the Reporting Threshold Amounts proposed for

Associations. These include;

1. **Revenue and Donation Threshold Amounts**  
Donations/income received by the Associations;  
and
2. **Employee Threshold Amount**

Salary/Wages of persons employed by Associations/NPOs. Consultations were completed in 2023 and the review of the regulation is being undertaken with the technical assistance from the Asian Development Bank through its Private Sector Development Initiative program.



**IPA participates in Tubuseria Weekend market**



*IPA MD, Mr Clarence Hoot visits the IPA booth and poses with the IPA exhibitors.*

The Investment Promotion Authority (IPA) was part of the corporate organizations and the people of Hiri Koiari District that put up booths at the inaugural Tubuseria Weekend market to educate the community on the promotion and regulatory roles and functions of the IPA.

This is part of the IPA's Community Outreach program where we connect with our local communities right down to the rural areas.

The inaugural Tubuseria weekend market was held from Saturday 15th to Sunday 16th June 2024 and it is an initiative of the Hiri-Koiari District.

The IPA also participated in a similar event at the Edai town, outside Port Moresby which was organized by the SME Corporation in May, 2024.

During the event, the IPA booth

experienced a high traffic of clients who were interested in registering businesses and those interested to know about the work that IPA does.

Managing Director of the IPA, Mr Clarence Hoot and other IPA staff attended the Weekend market at Tubuseria and visited the IPA booth to appreciate what the IPA officers were doing at the event and the Managing Director expressed satisfaction that IPA is reaching out to the communities and making awareness on the IPA roles and functions and the work it does in the business front.

Visitors to the IPA booth were from all the LLG's of the Hiri-Koiari District in the Central Province.

**IPA participates at the Sir Anthony Siaguru Walk Against corruption**

The Investment Promotion Authority participated in the Sir Anthony Siaguru Walk Against Corruption (SASWAC) to show its commitment towards ridding corruption in the country.

The SASWAC started in 2007 and is Transparency International PNG's (TIPNG) major fundraising event. The event provides a peaceful avenue for citizens to express their opposition to corruption and raise more awareness amongst the public on the impacts of corruption and civic responsibilities.

Officers from the various Divisions within the IPA represented the Authority and participated in the one-day event.



The IPA also sponsored two schools to participate in the walk. The schools are the Korobosea International School and Hagara Primary School.

Managing Director of IPA Mr Clarence Hoot says the IPA's participation at the event shows that IPA is an organization that stands on strong beliefs in good governance, transparency and accountability to our people.

The theme of the 2024 Sir Anthony Siaguru Walk Against Corruption is RISE TO THE OCCASION. The theme positions all Papua New Guineans as agents of change and is a call for everyone to take on the responsibility of doing what is best for the country and with a sense of dignity.



**IPO PNG's new e-filing system**

If you have a business entity that has a trade mark, a patent and a industrial design you can protect your IP rights by registering with the Intellectual Property Office of Papua New Guinea.

The good news is that the Intellectual Property Office of PNG now has a new e-Filing system" for Trademarks, Patents and Industrial Designs.

The new eFiling system is a single online portal for local IP

Agents and IP right holders to electronically file new trade mark, patent, industrial design applications with supporting documents to the National IP Office.

To access IPOPNG e-Filing System please go to the web address-[www.ipopng.gov.pg/ipopng-e-filing-system](http://www.ipopng.gov.pg/ipopng-e-filing-system)

And to register as IPOPNG e-Filing System User, download the [User/Agent Registration Form](#).

For further queries send email to: [registrar.ipopng@ipa.gov.pg](mailto:registrar.ipopng@ipa.gov.pg).

# AWARI POULTRY



**A**wari Poultry is a local SME business specializing in Layer Poultry Farming that involves raising egg-laying poultry birds for Commercial Egg Production. Awari Poultry, owned and managed by a local woman entrepreneur, was established in 2018 and the company is based in Banz, Jiwaka Province. Since its establishment, Awari has been serving various customers within the Banz area who have a demand for both poultry birds for meat and fresh eggs that are being produced daily. The objective of this project is to expand the production capacity of this poultry business to serve the increasing level of demand from within the Jiwaka province as well as the demand from the neighboring highlands provinces.

To realize this poultry layer farming expansion project, Awari Poultry is seeking to partner with potential investors to help support the establishment of an additional production facility and the establishment of a storage or distribution/ sales outlet as well as the purchasing of new machinery and equipment. Some of the materials that will be purchased include, and are not limited to, roll wires, feeders and drinkers, sawn timber for making egg boxes, a tuffa tank for water storage, light for the poultry shed and stock feeds. This farming business also seeks business

partners for other types of collaboration to access new markets (domestic or international buyers), access production materials and components at affordable prices, and access technology and know-how expertise for the employees who will be employed under this expansion project. This project is expected to create employment for women and youths while it will also serve as a source of income for many families in the local community.

## **Project Strengths**

The poultry industry in PNG generates over K800 million annually and more than 80% of this is produced by out-grower farmers living in villages in rural areas. In addition, the poultry industry in PNG formally employs around 3,000 people, 90% of whom are women. Awari Poultry is one of the experienced poultry operators in the Banz constituency. Awari is an established member of a chick/chick feed supplier and poultry farmers network in the province. Awari often deals directly with operators who provide various services such as the provision of guidelines and continuously updated information vital to effectively compete in the market. Furthermore, there are a very limited number of competitors and fewer resources are expected for the marketing and promotion of our products. The main competitor is the Christian Leaders' Training College in Banz, which is a renowned poultry/ egg supplier in the Highlands Region. There are few other out-grower farmers in the province but Awari already has established buyers with high demand that surpasses the supply. A limited number of competitors, high profitability, no marketing expense, and not easy entry show that the poultry farming business has a very stable business environment it will pay off well. Other project strengths include the availability of land and local labor to produce fresh eggs/meat that is affordable and accessible to various types of buyers.

**Products or services resulting from project:** Birds' eggs, in shell; fresh, fertilised eggs for incubation

**Projected Annual Sales:** 156.8K EUR

**Total Investment (Funding Gap):** 294.0K EUR (284.0K EUR)

## **Contacts:**

Kilip Village, Banz LLG, P.O. Box 23, Mt. Hagen, Western Highlands Province, PNG, Other, Jiwaka, Papua New Guinea OR

Please contact the Investment Promotion Authority (PNG) on **3084501/4400** or email [likavape@ipa.gov.pg](mailto:likavape@ipa.gov.pg)

# ANNOUNCEMENT OF THE 2024 REGULATORS SUMMIT

The Investment Promotion Authority of Papua New Guinea and the Department of Information, Communication and Technology wish to inform key stakeholders including the Regulatory Agencies, Government Departments, Development Partners, Foreign Missions, Legal/Accounting Firms, Private Sector networks and peak bodies on the hosting of the 2024 Regulators Summit. The Summit will be held from **30th to 31st July 2024** with the theme “**Interoperability; Connect and Co-Create.**” International experts, development partners, key regulatory agencies including the academia have been identified to speak at the Summit on international best practices in interoperability for regulatory convergence.

Subject matter experts and industry players will speak and share industry best practices, identify issues and propose policy and legislative reforms aimed at improving doing business environment through seamless business model whilst maintaining compliance of the country’s business laws.

We value the inputs from private sector and industry bodies at this event by way of providing feedback and critique on how business regulations are affecting the business environment in the country.

Outcomes and appropriate recommendations from the Summit will be presented to Government and relevant Agencies.

Participation is strictly by registration and confirmation from IPA.

For more information about the Summit or to register, please contact the following;

Mr. Kamis Yalakun – Ph: 308 4414 / Email: [kyalakun@ipa.gov.pg](mailto:kyalakun@ipa.gov.pg)

Ms. Dorothy Mokoko – Ph: 308 4536 / Email: [dmokoko@ipa.gov.pg](mailto:dmokoko@ipa.gov.pg)

Ms. Beverly Piawu – Ph: 308 4400 / Email: [beverlyp@ipa.gov.pg](mailto:beverlyp@ipa.gov.pg)

Approved for release by:

**Mr. Clarence M. Hoot.**  
Managing Director



# FIFI'S TREATS – CATERING & EVENTS BUSINESS



This month we introduce to you Fifi's Treats, a small business, which started off as a home-based venture of preparing sweets and treats for birthdays and class parties, and now a fully pledged events and catering business.

Fifi's Treats was born out of Vanessa Dalele and her partner Raymond Pakure for their daughter Fiona when they would prepare cakes and sweets for Fiona's class parties and birthday parties. It was from these treats that they created a unique taste and décor for their cakes and products in Port Moresby.

With a feminine touch in the products, Vanessa instils more than just cakes and sweets in their products. She pours love into her cooking and baking and she embraces a healthy and cheerful environment for the best outcome. When asked what the unique thing was about Fifi's Treats, Vanessa said it is "love".

"The unique thing about Fifi's Treats is the love we have for what we do. When we prepare a customer's order, we make sure our environment at home is calm, happy, and filled with

love. When you put all these feelings into your work, it will show through your customers – that smile when they see your work and taste the magic in your goodies." From a humble baking and delivering cakes and treats in 2021, Fifi's Treats has ventured into a catering and events planning business.

The Opportunity Newsletter found Fifi's Treats through Pacifund Limited who has provided coaching and mentoring for the business through its Biz Launch Challenge.



The Pacifund Biz Launch Challenge is a program designed by Pacifund Limited as a financial services and BD assistance program for MSMEs to assist entrepreneurs in starting a new business or improving an existing business. The goal of Biz Launch is to enable entrepreneurs to generate at least K10,000 per month. Since 2018, Pacifund has offered financial education and strategic business consulting to more than 1,500 MSMEs.

In March and April of 2023, Vanessa decided to take up the challenge in learning new management techniques and build new network and strategies to improve business performance and encouraged her husband Raymond Pakure to join Pacifund Biz Launch Challenge. According to the couple, the 30 Day Business Challenge Program has helped Fifi's Treats expand and improved their business performance and enabled them to launch a new marketing strategy to track their business properly and maintain sales targets.

"Before we joined Biz Launch, Fifi's Treats was struggling to keep up with sales. We didn't really know how to get in the right track. But after we joined Biz Launch, everything changed. We followed the steps taught to us in setting up our business properly. And right after our launching at Gateway, our sales increased rapidly," Vanessa said.

Fifi's Treats, is now a registered catering & events business and aims to open a cafeteria to sell their delicacies and catering services. In the near future, they plan to also secure an office space to store event equipment and manage an admin support staff of more than 30 personnel.

Ms. Dalele's advice to aspiring and existing business owners who are either just starting out or are still struggling to find their place in the business world is this "Never give up! Even when life throws you down, you get back up, focus on your goal and keep going. If you feel like giving up, take a breath and look back at what inspired you from the very beginning and remind yourself that you have what it takes to make your business become a success. You are powerful than you think!"



Fifi's Treats are located at Kennedy Estate, Wantok Apartment and they can be contacted on: 70766835. They also have Facebook and Instagram pages:  
 Facebook: Fifi's Treats - Catering & Events  
 Instagram: Fifi's Treats - Catering & Events



## Am I required to lodge Annual Returns for my company even though I have not been making money for my company?

Yes. You are required to lodge your Annual Returns every year even though your company is not operating or making money.

When lodging your Annual Return, you are simply confirming the existing details of your company in the system and indicating accordingly whether there have been any changes in the details of shareholders/directors or number of employees, etc.

You are not required to lodge or submit your financial statements.

Only companies who come under the category of a “reporting company” are required to submit their financial statements when lodging their Annual Returns.

A reporting company has the following;

- total assets exceeding K5 million or
- more than 25 shareholders or
- more than 100 employees

Companies Office Investment Promotion Authority  
**Form 22 | Annual return**  
 Section 215(1), Companies Act 1997

**Notes**  
 The information on this form must be either typewritten or printed legibly in BLOCK letters.  
 If there is insufficient space on the form to supply the information required, attach a separate sheet containing the information set out in the prescribed format.

Place barcode here

Company name Company number

1. Date of annual return  
*This must be a date within the month allocated by the Registrar for filing your annual return.*

2. Date of the annual meeting held or deemed to be held

3. Addresses  
 There are no changes in addresses (tick this box if applicable and skip to item 4).  
 If there are changes to any addresses, provide the current information below.

**Address of registered office**  
 Provide the suburb, street name and number, or allotment and section number. The district and province must be stated. If at the premises of a firm or in a building the particulars must be provided. A PO box is not allowed. A village address is insufficient.

District and Province:

**Address for service**  
 The address for service is the same as the registered office address



### Regulators Summit - IPA.

July 30th - 31st 2024, Port Moresby

The aim of the second Summit is to identify synergies amongst the Government and the statutory regulatory agencies to take stock of reforms and progress being undertaken to achieve Government’s e-commerce agenda and digital transformation.

The discussions intend to focus on the following priority areas;

- Stock take on Government departments, agencies and industry regulatory bodies have progressed in adopting e-commerce and digital transformation in their operations and improved clientele service delivery;
- Promote dialogue and identify central depository point for regulatory agencies to converge and create synergies and work towards achieving optimization of business processes; and
- Provide policy recommendation for Government’s consideration and action.

Speakers will come from key government departments and regulatory agencies, private sector, peak bodies, academia and industry experts for interactive exchanges or discussions.

Key outcomes will be shared with government for its due consideration.

Please contact us should you decide to join in these discussions.

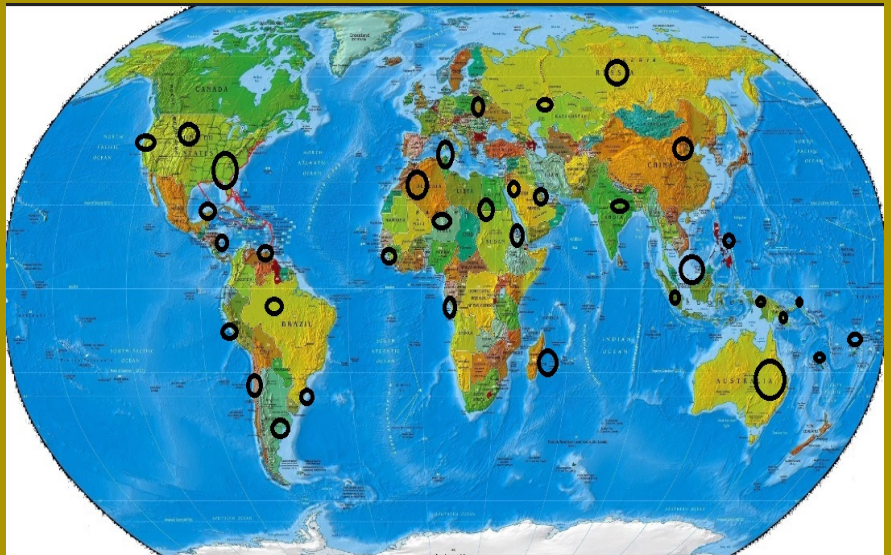
## YOU SAID IT... EMU HEREVA

**Caller impressed that Head of IPA was able to take her call.**

*"I had no phone numbers to contact the IPA and I did not know whom to contact as I live outside of PNG. I was in Port Moresby and was boarding my flight in the next hour back to Australia and I urgently needed to get some advice on my company before I leave. I saw somewhere on the internet that Mr. Clarence Hoot is the head of the Organisation so I found the landline to IPA and called and raised my query to him.*

*I was very impressed that he was able to take my call and explain the required processes. For someone in his level to take a random call and make time available to give simple advice was something only humble leaders do and I am impressed with Mr. Hoot for that.*

*Brenda Kokiai*



# We have covered the globe and we're expanding.

### PUBLICATION

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**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](mailto:click)

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

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

## "Your business, Your Investment, Our advice"

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