



AUSTRALIA PAPUA NEW GUINEA
BUSINESS COUNCIL



Business Council
of Papua New Guinea
Voice of the Private Sector

28th Australia Papua New Guinea Business Forum and Trade Expo

Sunday 13 May to Tuesday 15 May 2012, Brisbane Convention & Exhibition Centre

"Today's Opportunity, Tomorrow's Prosperity"





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28th AUSTRALIA PAPUA NEW GUINEA BUSINESS FORUM & TRADE EXPO

BRISBANE CONVENTION & EXHIBITION CENTRE, BRISBANE, AUSTRALIA, SUNDAY 13 MAY TO TUESDAY 15 MAY 2012,

“TODAY’S OPPORTUNITY, TOMORROW’S PROSPERITY.”

The Australia Papua New Guinea Business Council and the Business Council of Papua New Guinea are pleased to launch the 28th Australia Papua New Guinea Business Forum in Brisbane from 13 to 15 May 2012. We look forward to having the Forum in Brisbane for the first time. Previous Forums in Australia have been in Cairns and Townsville.

The Forum theme is “Today’s Opportunity, Tomorrow’s Prosperity”. The theme aims to capture the important message that Papua New Guinea has an unprecedented opportunity to turn the economic value of today’s resources boom into tomorrow’s future prosperity for all its people.

The Forum is well established as the major annual bilateral business meeting between Australia and Papua New Guinea, and builds on the work both Councils have done over more than three decades in growing the bilateral business relationship.

The program for the Forum includes an overview of the political and economic climate, especially issues which affect business and investment, and will include specific sessions by expert presenters on doing business in PNG, including topics such as agriculture, mining and resources, infrastructure, and health. There will be an opportunity for delegates to engage in lively interaction with presenters in most sessions.

Participants have an unparalleled opportunity to learn about business opportunities in Papua New Guinea, and to network with senior Australia and Papua New Guinea based policy makers and senior businesspeople.

Key government ministers from Australia and Papua New Guinea, and a range of other expert speakers, have been invited to address the Forum to inform business representatives of policy issues in their portfolio relevant to business.

In 2012, the Forum will again feature a Trade Expo for Australian and Papua New Guinean companies wishing to use the opportunity to market their goods and services to clients and purchasers in each country, and to broaden their business relationships.

Outcomes expected from the meeting include better insights into business and investment opportunities available through further developing the bilateral business and investment relationship, including through contacts made with other business people. Business groups in each country will present to government issues of policy change and administrative action needed to facilitate bilateral business and investment growth.

The provisional program and booking forms for delegates, trade expo booths, and advertising in the delegates’ handbook form part of this brochure. Register early for this conference as space is limited and demand will be heavy. To register, complete the relevant booking forms and send them with your payment to the address shown on the form.

Enquiries about registration, accommodation and Trade Expo bookings should be directed to the secretariat of the Australia Papua New Guinea Business Council, on telephone + 61 7 3348 5142 or by e-mail at businessforum@apngbc.org.au or to the Business Council of Papua New Guinea on telephone + 675 320 0700 or by e-mail at executive@bcpng.org.pg.

*(Peter Taylor)
President
Australia Papua New Guinea
Business Council*

*(Ernie Gangloff)
President
Business Council of
Papua New Guinea*

*(Philip Franklin)
President
Australia Papua New
Guinea Business Council
PNG Branch*



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PROVISIONAL PROGRAM

“TODAY’S OPPORTUNITY, TOMORROW’S PROSPERITY.”

Note that some invited speakers are subject to confirmation.

NESTLE PACIFIC ISLANDS Master of Ceremonies: Ms Maliwai Sasingian, The Voice Inc.

RIO TINTO (PNG) Chairman of Panels: Mr Jim Middleton, Presenter, Newsline, Australia Network Television.



OIL SEARCH LIMITED



SUNDAY 13 MAY 2012

BANK SOUTH PACIFIC Registration Desk Opens.
PRONTO SOFTWARE Golf Tournament.
KINA SECURITIES Pre-conference cocktails.
AUSTRALIA/IPA Trade Expo Opens.
WESTPAC PACIFIC BANKING Pre-conference Dinner.

MONDAY 14 MAY 2012

BANK SOUTH PACIFIC Registration Desk Opens.
DIGICEL Business Centre Opens.

WELCOME TO DELEGATES:

Mr Peter Taylor, President, Australia Papua New Guinea Business Council.
The Hon Campbell Newman MP, Premier of Queensland.

KEYNOTE ADDRESSES:

Senator The Hon Bob Carr, Minister for Foreign Affairs, Government of Australia.
The Hon Peter O’Neill MP, Prime Minister, Government of Papua New Guinea.

THE HENRY KILA MEMORIAL ADDRESS: BUSINESS AND GOVERNMENT BUILDING SOCIAL INFRASTRUCTURE TOGETHER.

Mr Alexander Preker, Head of Health Industry and Investment Policy Analysis, Investment Climate Department, World Bank/International Finance Corporation (IFC)

ORIGIN ENERGY Morning Tea

BUSINESS COUNCILS’ REPORT CARD:

Mr Philip Franklin, President, Australia Papua New Guinea Business Council – PNG Branch.

THE PNG ECONOMY:

Today: Mr Loi Bakani, Governor, Bank of Papua New Guinea.

The Future: PNG Fighting the Resource Curse: Mr Matthew Morris, Research Fellow, Australian National University.

PANEL SESSION.

RICEGROWERS/TRUKAI Lunch

THE DEBATE: “DO GOVERNMENT BUSINESS ENTERPRISES DELIVER BETTER SERVICES TO THE COUNTRY THAN PRIVATE OWNERSHIP?”

Sir Mekere Morauta KT MP, Minister for Public Enterprises.

Dr Thomas Webster, Director, National Research Institute.

Mr Ian Clarke, National Chairman, Gadens Lawyers.

Prof Satish Chand, Professor of Finance, University of New South Wales @ADFA.

PANEL SESSION.



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(continued from previous page)

SWIRE SHIPPING Afternoon Tea

SHARING THE WEALTH: BUILDING SUSTAINABLE FUTURE BUSINESS:

Mr Scott O'Reilly, Group CEO and Director, IPI Group.
Mr Jacob Luke, Managing Director, Mapai Transport Limited.
Ms Veronica Payawi, Managing Director, Upstream Hela Women Limited.
PANEL SESSION.

DAY ONE CONCLUDES.

AUSTASIA PACIFIC HEALTH SERVICES Cocktail Reception.

ANZ BANKING GROUP Conference Dinner.

TUESDAY 15 MAY 2012

BUILDING INFRASTRUCTURE FOR BUSINESS GROWTH:

Mr Ian Gillings, Project Director Infrastructure Investments, Leighton Contractors.
Mr David Sode, Chief Executive Officer, PNG Sustainable Development Program.
Dr Glenn Anderson, Director Energy Development, Rio Tinto Ltd.
PANEL SESSION.

ELA MOTORS Morning Tea

BUILDING FUTURE COMMUNITIES: A PERSPECTIVE FROM THE VOLUNTEER SECTOR:

Ms Delene Evans, Director, Australian Doctors International.
Ms Anne-Sophie Herman, Founder, Buk Bilong Pikinini.
Dr Genevieve Nelson, Executive Director, The Kokoda Track Foundation.
PANEL SESSION.

GADENS LAWYERS Lunch

DEVELOPING AGRICULTURE AND RURAL INDUSTRIES:

Mr Tony Honey, Managing Director, PNG Forest Products.
Mr Warren Dutton, Owner, North Fly Rubber Limited.
Mrs Aarlie Hull, Managing Director, Madan Coffee and Tea Plantation.
PANEL SESSION.

ESSO HIGHLANDS Afternoon Tea

GROWING THE RESOURCES SECTOR – CURRENT AND FUTURE OPPORTUNITIES:

Mr Peter Graham, Managing Director, Esso Highlands.
Mr Max Esparon, Project Director, Wafu Golpi Project.
Mr Mel Togolo, Country Manager PNG, Nautilus Minerals.
PANEL SESSION.

CLOSING REMARKS AND COMMUNIQUE.

Mr Ernie Gangloff, President, Business Council of Papua New Guinea

CONFERENCE CLOSES.

SP BREWERY Closing Drinks



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DELEGATE BOOKING FORM AND TAX INVOICE

ABN 72 388 264 409

Please complete and return a **separate** registration form for each delegate to Australia Papua New Guinea Business Council, PO Box 422, Wynnum, Qld, 4178 or **Fax** to + 61 7 3348 5172 or **Email** to businessforum@apngbc.org.au, along with the appropriate Registration Fee.

DELEGATE DETAILS

Mr/Mrs/Ms _____ REGISTERED SPOUSE: Mr/Mrs/Ms: _____

Company: _____ Position: _____

Postal Address: _____ Suburb: _____ State: _____ Postcode: _____

Country _____ Phone: (_____) _____ Fax: (_____) _____ E-mail: _____

Please tick if you do not wish to have your contact details included on the Attendance List distributed in Delegates Handbook.

A. Delegate Registration Fee and B. Spouse Registration Fee [please indicate appropriate rate/s]

	Super Early Bird (before 31 Dec)		Early Bird Rate (1 Jan – 9 Mar)		Full Rate (10 Mar – 13 April)		Late Rate (from 14 April)	
	Delegate	Spouse	Delegate	Spouse	Delegate	Spouse	Delegate	Spouse
APNGBC / BCPNG Member	950	350	1000	400	1100	400	1300	500
Non-Member	1200	500	1250	550	1350	550	1550	650

- * Payment of Delegate Registration Fee entitles the delegate to attend all conference plenary sessions, tea breaks, and lunches on Monday and Tuesday, and networking events on Sunday, Monday, and Tuesday, as well as access to the Business Centre and Trade Expo on Monday and Tuesday.
- * Payment of the Spouse Registration Fee entitles the spouse to attend any conference plenary sessions on Monday and Tuesday, and any networking events on Sunday, Monday, and Tuesday, as well as access to the Trade Expo on Monday and Tuesday. The registered spouse may also attend the Spouses' Morning Tea on Monday.

C. Golf (VICTORIA PARK GOLF COMPLEX) @ \$100 per person

PLAYER NAME	HANDICAP	\$ TOTAL (\$100 x no. of Players)

PAYMENT SUMMARY Note: ALL COSTS ARE GST INCLUSIVE

Delegate Registration Fee	
Spouse Registration Fee	
Golf	
Sub-total	AUD
Plus Financial Fees if applicable (2% credit card or \$20 Overseas transfer)	
Total Due	AUD

Your Company Membership: APNGBC BCPNG APNGBC (PNG) Non-member [please tick appropriate box]

PAYMENT METHOD (a RECEIPT will be sent to you within 7 days on the email provided once payment is received)

CREDIT CARD (add 2% processing fee)

Mastercard Visa American Express Diners' Club

Card no:

Card expires: /

Name on card Signature

CHEQUE in Australia Dollars (AUD) payable to Australia Papua New Guinea Business Council.

DIRECT DEPOSIT to Australia Papua New Guinea Business Council, ANZ Banking Group Ltd, WYNNUM QLD Australia 4178, BSB 014-285 Account 2328-20366. Please include name and company on deposit documents to match against registration form. SWIFT code for International transfers is ANZBAU3M. (Add AU \$20.00 for international bank transfer fees where appropriate.)

Cancellation Policy

50% refundable for cancellation by Friday 13 April 2012, 20% by Friday 27 April 2012, nil after Friday 27 April 2012. Substitution permitted any time.

NETWORKING EVENTS

[Please indicate attendance]

Kina Securities Cocktails and Westpac Pre-Forum Dinner	Sunday 13 May	6:30pm	Brisbane Convention and Exhibition Centre	Y / N
Registered Spouse Morning Tea	Monday 14 May	10:30am	Brisbane Convention and Exhibition Centre	Y / N
AustAsia Pacific Health Services Cocktails and ANZ Forum Dinner	Monday 14 May	6:30pm	Brisbane Convention and Exhibition Centre	Y / N
SP Brewery Farewell Drinks	Tuesday 15 May	5:00pm	Brisbane Convention and Exhibition Centre	Y / N

Special Dietary Requirements: _____



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CONFERENCE ACCOMMODATION

Conference accommodation rates for Delegates and Trade Booth holders have been negotiated with the following hotels within Brisbane City limits for the dates 12th May – 15th May 2012, for a limited number of rooms. Rates for other dates may vary. Rooms will be issued on a first-come-first-served basis. Note that booking arrangements vary between the different properties.

HOTEL	CONFERENCE RATES		LOCATION	CONTACT DETAILS	CANCELLATION POLICY	NOTES
Rydges Southbank Hotel Cnr Grey & Glenelg Sts	Queen / Twin	\$269	Direct access to Forum venue - attached. Also street access on Grey St.	Through Secretariat.	No cancellation within 30 days prior to check in, name changes allowed. Rates end by 12 April 2012, then subject to availability.	Book through Secretariat. Breakfast \$25. Parking \$25
	Superior Queen / Twin	\$299				
	Deluxe	\$329				
	Suite	\$359				
Mantra Southbank Hotel 161 Grey St	Studio	\$269	Around the corner to Forum venue. 2 minute walk.	Ph: +61 7 3305 2500 Fx: +61 7 3305 2599	1 night charged if cancellation within 30 days prior to check-in.	Direct - contact the Secretariat for Booking Form.
	Studio, City view	\$289				
	1 Bedroom	\$309				
Riverside Hotel Southbank 20 Montague Rd	Studio	\$160	10 minutes walk to Forum venue.	Megan Larnach Ph: +61 7 3846 0577 Fx: +61 7 3846 2577 E: functions@riversid ehotel.com.au	1 night charged if cancellation within 7 days prior to check-in.	Book direct. Please use contact details here.
	1 Bedroom	\$200				
Holiday Inn Brisbane 159 Roma St	Standard	\$270	Next door to Roma Street train Station. 1 minute walk. Forum venue is 3 minutes walk from South Brisbane train Station.	Katharina Reimann Ph: +61 7 3238 2201 Or +61 7 3238 2222 Fx: +61 7 3238 2288 E: reservations@holid ayinbribsbane.com.au	Cancellation without penalty up to 24 hrs prior to check in, then full cancelled amount charged. Rates end by 12 April 2012, then subject to availability.	Direct – electronic link: http://www.holidayinn.com/hotels/us/en/reservation/roomrate?destination=159+ROMA+STREET+B RIBSANE+Australia&hotelCode=bnerm&groupCode=PA C&execute=basic Breakfast \$15 pre-booked, or \$19. Parking \$27
	(weekend)	(\$175)				
Metro Hotel Tower Mill 239 Wickham Tce	Executive Double /Twin room	\$155	10 minute walk to Roma St train Station. Forum venue is 3 minutes walk from South Brisbane train Station.	Ph: +61 7 3832 1421 Fx: +61 7 3835 1013 E: Towermill@MetroH G.com	Cancellation without penalty up to 72 hrs prior to check in, then 1 night charged.	Book direct. Please use contact details here. Breakfast \$15
Novotel Brisbane Hotel 200 Creek St	Standard King / Double	\$259	5 minute walk to Central train Station. Forum venue is 3 minutes walk from South Brisbane train Station.	Ph: +61 7 3309 3353 Fx: +61 7 3309 3335 E: h1749-re5@accor.com	Cancellation without penalty up to 24 hrs prior to check in, then full cancelled amount charged. Rates end by 12 April 2012, then subject to availability.	Book direct. Please use contact details here. Breakfast \$24. Parking \$28
	(weekend) (Upgrades on request)	(\$189)				

CONFERENCE RATES
END 12 APRIL 2012
CONTACT HOTELS DIRECT FOR OTHER RATES

Note: ALL COSTS ARE GST INCLUSIVE

RYDGES SOUTHBANK HOTEL BOOKING FORM

[Complete only if you wish to book at Rydges Southbank Hotel]

Guest Name	Check in date	Check out date	Total nights	Room type	Room rate	Total \$ Amt

Please provide Credit Card details to secure your hotel booking. NOTE: Your card will not be charged prior to check-in. You will be required to settle your account upon check-out.

Mastercard Visa American Express Diners' Club

Card no:

Card expires: /

Name on card Signature

OTHER HOTELS

Please tick if you would like to have booking details for **MANTRA SOUTHBANK HOTEL** sent to you.

Visit www.wotif.com or www.lastminute.com.au for other accommodation alternatives.



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TRADE BOOTH BOOKING FORM AND TAX INVOICE

ABN 72 388 264 409

**SPONSORED BY
AUSTRALIAN TRADE COMMISSION (AUSTRADE) and
THE INVESTMENT PROMOTION AUTHORITY OF PAPUA NEW GUINEA (IPA)**

The Australia Papua New Guinea Trade Expo will be held on 13 to 15 May 2012 in conjunction with the 28th Australia Papua New Guinea Business Forum at the Brisbane Convention and Exhibition Centre. The Expo is supported by Austrade and IPA (PNG).

Participants at the Forum will include senior corporate and government decision makers, and the holders of trade booths will have a unique opportunity to present their goods and services to people at this level. **This opportunity is open to companies attending or not attending the Forum.**

Bookings can be made to rent one or more of the display booths which will be located in the Trade Expo area next to the Plenary room. Delegates will break for morning tea, lunch, and afternoon tea each day in the Trade Expo area. The Trade Expo will also be open to the public at specific times, thus ensuring maximum exposure for the booths.

Booths are 3m x 2m, and comprise back and side walls 2.4m in height, Fascia sign, 30 characters and logo can be included. There are two x 120 watt flood lights, one power point (5 amps, 240 volts), and one trestle table with two chairs per booth.

Additional signage, furniture, lighting, audio-visual requirements can be arranged directly with the booth supplier, ExpoNet, to suit your individual requirements.

To book your Trade Expo display booth, complete the application form below and lodge the form, including payment details, to the Australia Papua New Guinea Business Council, PO Box 422, Wynnum, Qld, 4178 or **Fax** to + 61 7 3348 5172 or **Email** to businessforum@apngbc.org.au.

Booking confirmation will be provided when payment is received. When your booking is confirmed, you will be invited to contact ExpoNet directly to discuss and design the configuration of your booth. **Please note, we cannot reserve booths without payment in full.**

BOOTH BOOKING DETAILS

Company Name: _____

Contact Name: _____ Position: _____

Additional Person/s: _____

Postal Address: _____ Suburb: _____ State: _____ Postcode: _____

Country: _____ Phone: () _____ Fax: () _____ E-mail: _____

BOOTH PRICING Note: ALL COSTS ARE GST INCLUSIVE	RATE [please indicate]		QUANTITY	TOTAL AMOUNT (\$)
	APNGBC / BCPNG Member	Non-member		
Booth *	\$ 1000	\$ 1,200		
Additional person/s at booth **	\$ 100	\$ 100		
Dinner, Sunday 13 May 2012	\$ 150	\$ 150		
Dinner, Monday 14 May 2012	\$ 150	\$ 150		
Plus Financial Fees if applicable (2% credit card or \$20 Overseas transfer)				
Total Due				AUD

* Booth booking fee includes attendance for one person at the opening cocktail party on Sunday 13 May, and morning tea, afternoon tea and lunch on 14 and 15 May for one person.

** Additional person/s fee entitles additional person/s to attend the opening cocktail party on Sunday 13 May, and morning tea, afternoon tea and lunch on 14 and 15 May for each additional person.

PAYMENT METHOD (a RECEIPT will be sent to you within 7 days on the email provided once payment is received)

CREDIT CARD (add 2% processing fee)

Mastercard Visa American Express Diners' Club

Card no:

Card expires: /

Name on card Signature

CHEQUE in Australia Dollars (AUD) payable to Australia Papua New Guinea Business Council.

DIRECT DEPOSIT to Australia Papua New Guinea Business Council, ANZ Banking Group Ltd, WYNNUM QLD Australia 4178, BSB 014-285 Account 2328-20366. Please include name and company on deposit documents to match against registration form. SWIFT code for International transfers is ANZBAU3M. (Add AUD 20.00 for international bank transfer fees where appropriate.)

Cancellation Policy: 50% refundable for cancellation by Friday 30 March 2012, 20% by Friday 13 April 2012, nil after Friday 13 April 2012. (If booth resold, then 50% refundable).



28th AUSTRALIA PAPUA NEW GUINEA BUSINESS FORUM & TRADE EXPO

BRISBANE CONVENTION & EXHIBITION CENTRE, BRISBANE, AUSTRALIA, SUNDAY 13 MAY TO TUESDAY 15 MAY 2012,

ADVERTISING BOOKING FORM AND TAX INVOICE

ABN 72 388 264 409

Businesses with interests in Australia or Papua New Guinea are invited to consider advertising in the Delegates' Handbook at the Forum. **This opportunity is open to companies attending or not attending the Forum.**

By advertising in the delegates' handbook, you will bring your company to the attention of very senior executives in business in Australia and Papua New Guinea and senior government officials from both countries, and will mark your company as a supporter of the business relationship.

Advertising rates range from AUD 400 to AUD 1200 for a full colour advertisement.

To take advantage of this opportunity to associate your company with the Forum, and to be an advertiser in the handbook, please complete the attached tax invoice and return it to the Secretariat. The Secretariat will then liaise with you on the detail of your advertisement.

Bookings will be taken on a first-come-first-served basis, and will be **confirmed as full payment is received.**

ADVERTISING BOOKING DETAILS

Company Name: _____

Contact Name: _____ Position: _____

Postal Address: _____ Suburb: _____ State: _____ Postcode: _____

Country: _____ Phone: (____) _____ Fax: (____) _____ E-mail: _____

- Quarter page (vertical: 120mm high x 90mm wide) full colour advertisement AUD 400
- Quarter page (horizontal: 60mm high x 180mm wide) full colour advertisement AUD 400
- Half page (vertical: 180mm high x 120mm wide) full colour advertisement AUD 750
- Half page (horizontal: 120mm high x 180mm wide) full colour advertisement AUD 750
- Full page (297mm high x 210mm wide + 5mm bleed all around) full colour advertisement AUD 1200

Note: ALL COSTS ARE GST INCLUSIVE

PAYMENT SUMMARY

Ad (please indicate chosen size above)	
Plus Financial Fees if applicable (2% credit card or \$20 Overseas transfer)	
Total Due	AUD

PAYMENT METHOD

(a RECEIPT will be sent to you within 7 days on the email provided once payment is received)

CREDIT CARD (add 2% processing fee)

Mastercard Visa American Express Diners' Club

Card no:

Card expires: /

Name on card Signature

CHEQUE in Australia Dollars (AUD) payable to Australia Papua New Guinea Business Council.

DIRECT DEPOSIT to Australia Papua New Guinea Business Council, ANZ Banking Group Ltd, WYNNUM QLD Australia 4178, BSB 014-285 Account 2328-20366. Please include name and company on deposit documents to match against registration form. SWIFT code for international transfers is ANZBAU3M. (Add AUD 20.00 for international bank transfer fees where appropriate.)

Note:

- There is limited space in the Delegates' Handbook for advertising. Bookings will be accepted and confirmed only when payment is received.
- Advertisement artwork must be provided in Print-Ready standard electronic file format (including Illustrator, High Res PDF, Photoshop). Please note, we cannot make amendments to your advertisement content.
- Please ensure that your artwork has a high resolution (at least 300 dpi). This will ensure high quality reproduction in the Handbook.

Deadline for receipt of artwork is **Monday 9 April 2012**. Earlier receipt is encouraged.

Cancellation Policy: 50% refundable for cancellation by Friday 30 March 2012, 20% by Friday 6 April 2012, nil after Friday 6 April 2012.