Sri Lanka INVESTMENT AND BUSINESS CONCLAVE 2019

- Explore - Network - Capitalise

16th - 17th September 2019
Shangri-La Colombo - Sri Lanka

Organised by

In association with

- Ministry of Foreign Affairs
- Ministry of Development Strategies and International Trade
- Ministry of Industry & Commerce
- Board of Investment of Sri Lanka
- Department of Commerce
- Sri Lanka Export Development Board
- Sri Lanka Convention Bureau
The Ceylon Chamber of Commerce presents an opportunity to be introduced to the emerging preferred destination for investments in Asia – Sri Lanka.

Sri Lanka Investment and Business Conclave 2019 offers the perfect blend of opportunities aimed at enriching institutional, corporate and individual investors and business houses with a comprehensive set of guidelines for their investment decisions, and act as a networking opportunity for introductions to potential business partners with a view of establishing partnerships in Sri Lanka.
Why Attend?

- Attractive destination for investments and business opportunities
- Updates on new business and investment opportunities
- Understanding the policies and regulations of Sri Lanka
- Expose participants to new ideas, contacts, resources and insights into best practices
- Business with Leisure – Spouse Programme to enjoy your visit to Sri Lanka

We are glad to offer our services for necessary follow up action to ensure that you conclude successful business tie ups. Contact the Conclave 2019 Secretariat for further details.

- Gateway to the world – located in dynamic Asia with easy access to air and sea routes of the world.
- Opportunities to further enhance the outreach to promote products once the proposed FTAs are in operation with China, Malaysia, Japan and Thailand in addition to existing FTAs with India, Pakistan and Singapore.
- Growing economic Hub with favourable policies – Colombo Port City Project.
- Fast developing infrastructure - opportunities through the Western Region Megapolis Project.
- Strong policies in place for protecting international investors and business partners.
- High quality of Life.
- Sri Lanka’s proposed Financial City aims to become the prominent financial hub in the region and it has commenced to attract foreign investments from Indian, South Asian, and Middle East region as well as from European countries.
- Educated and Adaptable Workforce.
- New urbanization initiatives with new opportunities for investment.
- One of the lowest corporate tax rates in the region.
- Colombo has the potential to serve as a subsidiary market for eastern and western giants since it is located midway between the major financial markets such as London, Frankfurt, Dubai to the West / and Tokyo, Hong Kong, Singapore and Sydney to the East.
**Introduction and Geography**

**LOCATION**

The island of Sri Lanka lies in the Indian Ocean, to the southwest of the Bay of Bengal. It is separated from the Indian subcontinent by the Gulf of Mannar and the Palk Strait and is located about 31 Kilometers off the southern coast of India.

- Latitude: - 5° 55’ to 9° 50’ north
- Longitude: - 79° 42’ to 81° 52’ east
- 650km north of the equator

**TOPOGRAPHY**

The coastal areas and northern half are flat, the central and south central areas are hilly and mountainous.

**SOCIAL INDICATORS**

**Mid-year Population (’000) in 2018**

<table>
<thead>
<tr>
<th>Age</th>
<th>Mid-year Population</th>
</tr>
</thead>
<tbody>
<tr>
<td>0 - 14 yrs</td>
<td>14,349</td>
</tr>
<tr>
<td>15 - 64 yrs</td>
<td>1,684</td>
</tr>
<tr>
<td>65 years and over</td>
<td>5,411</td>
</tr>
</tbody>
</table>

**COMMUNICATION**

- **Telephone Penetration per 100 persons**
  - Fixed lines: 27.5
  - Including cellular phones: 12.1
  - Internet penetration: 143.6

**AREA**

- Total area: 65,610 sq.km
  - Land area: 62,705 sq.km
  - Inland waters: 2,905 sq.km

**BUSINESS HOURS**

- Government: 8.30am - 4.30pm
- Private Sector: 8.00am - 5.00pm
- Banks: 9.00am - 3.30pm (Customer hours)

**CURRENCY (CODE)**

- Sri Lankan Rupee (LKR)
Sri Lanka is on the cusp of transforming its export industry through the implementation of a National Export Strategy (NES) which was launched in 2018. The NES of Sri Lanka was developed under the aegis of the Ministry of Development Strategies and International Trade (MODSIT) and the Sri Lanka Export Development Board with financial support from the EU as part of the ‘EU-Sri Lanka Trade-Related Assistance: Increasing SMEs’ Trade Competitiveness in Regional and EU Markets’ project. The NES was developed on the basis of the process, methodology and technical assistance of the International Trade Centre (ITC), Geneva within the framework of its Trade Development Strategy Programme.

Growing Economic Hub With Favourable Policies

ECONOMY

OUTPUT (2018)

<table>
<thead>
<tr>
<th>GDP</th>
<th>GNI</th>
<th>Per capita GDP</th>
<th>Per capita GDP</th>
</tr>
</thead>
<tbody>
<tr>
<td>at current market prices (Rs. Billion)</td>
<td>at current market prices (Rs. Billion)</td>
<td>at market prices (Rs.)</td>
<td>at market prices (US$):</td>
</tr>
<tr>
<td>14,450</td>
<td>14,058</td>
<td>666,817</td>
<td>4,102</td>
</tr>
</tbody>
</table>

REAL OUTPUT (percentage change) 2018

<table>
<thead>
<tr>
<th>GNI</th>
<th>GDP</th>
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</thead>
<tbody>
<tr>
<td>: 3.2%</td>
<td>: 3.1%</td>
</tr>
</tbody>
</table>

Sectoral Classification of GDP (2018) Constant Prices

- Agriculture: 7.0%
- Industry: 26.1%
- Services: 57.7%

TRADE - 2018

<table>
<thead>
<tr>
<th>Exports (US$ mn) (Excludes Re-imports)</th>
<th>Imports (US$ mn)</th>
<th>Trade Balance (US$ mn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>11,890</td>
<td>22,233</td>
<td>-10,343</td>
</tr>
</tbody>
</table>


Sri Lanka is on the cusp of transforming its export industry through the implementation of a National Export Strategy (NES) which was launched in 2018. The NES of Sri Lanka was developed under the aegis of the Ministry of Development Strategies and International Trade (MODSIT) and the Sri Lanka Export Development Board with financial support from the EU as part of the ‘EU-Sri Lanka Trade-Related Assistance: Increasing SMEs’ Trade Competitiveness in Regional and EU Markets’ project. The NES was developed on the basis of the process, methodology and technical assistance of the International Trade Centre (ITC), Geneva within the framework of its Trade Development Strategy Programme.

Six focus sectors for innovation and export diversification under NES

1. IT-BPM
2. Wellness Tourism
3. Boat Building
4. Electrical and Electronic Components
5. Processed Food and Beverages
6. Spices and Concentrates
Focus Sectors

Agriculture
Cultivation and processing of fruits, vegetables, herbs and spices, Deep Sea Fishing & rearing/processing of fish, Animal husbandry projects, Horticulture / Floriculture

Apparels
Apparel manufacturing, Textile and Fabric Manufacturing, Garment Accessories, Garment related Services such as Garment washing, Textile testing, Screen printing etc.

Education
Branch campuses of leading Foreign Universities, Higher Educational Institutes, Hospitality / Tourism / Hotel Management, Design Development, Engineering, Nursing, Maritime Training

Export Manufacturing
Rubber, PVC Products, Cement, Minerals (processing), Metal, Transport, Equipment, Gem & Jewellery, Electrical & Electronics, Ceramic, Paper, Leather, Chemicals, Pharmaceutical, Boats, Food (processing), Tea, Wood, Coir

Export Services
Shipping services, Other marine services (shipping services, crew exchange etc), Printing services, Management consulting services, Aviation Services, Automation services, Other export services, Enterpot Trading, Logistic Service, Regional Operating Headquarters

Infrastructure
Housing and Property Development, Shopping & Office Complex, Mixed Development Projects, Hospital Services and Medical Services, Warehousing & Logistic Services, Exhibition Centers, Industrial Parks, Construction of Highways and Railways

Knowledge Services
IT Software Development, KPO / BPO Industry, IT and IT Enabled Services, IT Training Sectors.

Tourism and Leisure
Hotels / Resorts / Villas, Higher-end restaurants, Leisure / Entertainment and Theme Parks, Tourist transport: Domestic and International Sea & Air transport, Meeting Incentive Convention and Exhibition: MICE, Domestic and International Air transport / Water-based transport, Skill Development: Hotel / Hospitality Training Institutes

Other
Power & Energy, Telecommunications and Related Services, Ports Development, Distribution of Petroleum related products such as LPG & LNG, Recycling of Waste
<table>
<thead>
<tr>
<th>Year</th>
<th>Delegates</th>
<th>Local</th>
<th>Countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>127</td>
<td>136</td>
<td>27</td>
</tr>
<tr>
<td>2017</td>
<td>134</td>
<td>127</td>
<td>24</td>
</tr>
<tr>
<td>2018</td>
<td>135</td>
<td>128</td>
<td>26</td>
</tr>
</tbody>
</table>

"Conclave 2016 was a well-organised and relevant event for any business considering doing business in Sri Lanka."

"This very first trip of mine to Colombo has opened my eyes on the potential of your most loved country."

"The Online Registration and Business Matchmaking was superior in my experience. Highly productive interchanges took place."

"I believe that this Conference will serve to promote better and closer relations between businessmen of Sri Lanka and Serbia."

"In my opinion the Conference was very successful. I personally had opportunity, like the other participants, to meet interesting businessmen from Sri Lanka and foreign representatives."
Programme

Strategic Partners

Ministry of Development Strategies and International Trade
Department of Commerce
Ministry of Industry & Commerce
Board of Investment of Sri Lanka
Sri Lanka Export Development Board
Sri Lanka Convention Bureau

Knowledge Partner

International Finance Corporation (IFC)

Supporting Partners

E-W Information Systems
Beijing Lansing Overlook International Exhibition Co. Ltd.
Confederation of Asia-Pacific Chambers of Commerce and Industry
SriLankan Airlines
Lanka Communication Services (Pvt.) Ltd.
HERTZ
Andrew the Travel Company (Pvt) Limited

Registration of Delegates
15th September – 11.00 am to 5.00 pm

DAY 01  16th September 2019

09:00 am – 09:30 am  Arrival of participants to Lotus Ballroom, Shangri-La
09:30 am – 10:00 am  Inauguration
10:00 am – 10:30 am  Tea Break
10:30 am – 11:30 am  Strategies for Growth
  1. Opportunities in Trade and Investment
  2. National Export Strategy
  3. Port City Colombo
11:30 am – 12:15 pm  Panel discussion on Exploring the Foreign Direct Investment, Tax and Sector landscape
12:15 pm – 12:45 pm  Working Lunch
12:45 pm – 05:30 pm  B-2-B (Business to Business) and G-2-B (Government to Business) Meetings
06:30 pm – 09:00 pm  High level Strategic Networking Reception

Spouse Programme

16th September 2019 - Invitation to attend the Lunch and the Strategic Networking Reception

Visits to the following places (Group transport will be provided)

- Gangaramaya Buddhist Temple
- Colombo City Centre
- Odel Mall
- Zam Gems Jewellery Centre
- Paradise Road
- Laksala
- Spa Ceylon
- Siddhalepa Ayurvedic Spa

DAY 02  17th September 2019

Sri Lanka Economic Summit at the Cinnamon Grand Colombo
Participation at the Conclave 2019, B2B Meetings and G2B Meetings, High-level Strategic Networking Reception

- Delegate Fee - US$ 300 per participant
- Special discounted rates offered to Delegates attended the Conclave 2016, 2017 or 2018 - US$ 275 per participant
- Spouse Fee – US$ 160
- Tour to Kandy either on 15th or 18th September, 2019 - US$ 60 per participant inclusive of return group transport, all entrance tickets to places of visits and lunch.

A better way to connect

SriLankan Airlines would offer all participants and accompanying persons a 15% discount on Economy Class Airfare and a 10% discount on Business Class Airfare (on the prevailing market fare at the time of ticketing) for purchase of tickets for registered delegates travelling to SriLankan Airlines online stations which presently are as follows

Indian Sub Continent - Delhi, Mumbai, Chennai, Cochin, Bangalore, Trichy, Trivandrum, Madurai, Hyderabad, Coimbatore, Pakistan, Maldives, Seychelles, Bangladesh
Far East - Singapore, Beijing, Kuala Lumpur, Bangkok, Shanghai, Canton, Tokyo, Indonesia, Melbourne
Middle East - Dubai, Abu Dhabi, Riyadh, Dammam, Jeddah, Doha, Kuwait, Muscat, Bahrain
Europe - London

Please note that to avail of these discounts, ticketing will have to be done directly at SriLankan Airlines Offices and not through Agents. All taxes needs to be paid separately and are not discountable.

You may find all contact details of SriLankan Airlines offices from corporate website http://www.srilankan.com/en_uk/corporate/contact

For further details contact the

Sri Lanka Investment & Business Conclave 2019 Secretariat
The Ceylon Chamber of Commerce
No.50 Navam Mawatha Colombo 2 Sri Lanka
Tel: +94 11 5588818, 5588888, 5588800
Fax: +94 11 2449352, 2381012
E-mail: investsrilanka@chamber.lk \ www.invest-srilanka.lk

How to Participate

Please return the enclosed Registration Form duly perfected in BLOCK LETTERS to the “Sri Lanka Investment & Business Conclave 2019” Secretariat along with your Participation Fee, on or before 20th July, 2019. Your registration is subject to receipt of the complete payment.

Payment could be made online www.invest-srilanka.lk or via Bank Draft drawn in favour of ‘The Ceylon Chamber of Commerce’ or by Telegraphic Transfer as given below:

Bank details
Bank : Hatton National Bank Limited
Branch: City Office
Account Name: The Ceylon Chamber of Commerce – Special A/c
Account No: 002-010276741
Swift Code: HBLILKLX
Address: 16, Janadhipathi Mawatha, Colombo 01, Sri Lanka.

Entry Requirements
A Business Visa is issued to foreign nationals who visit Sri Lanka for business purposes for short periods of time. This visa may be issued for single or double journeys. Access http://www.eta.gov.lk
Accommodation

Cinnamon Grand Hotel
77, Galle Road, Colombo 03, Sri Lanka
Tel: +94 11 243 7437 Fax: +94 11 244 9280

Deluxe Room
Room Only  Single BB  Double BB
USD 125  USD135  USD145

Taj Samudra Colombo
No. 25 Galle Face Centre Road, Colombo 3, Sri Lanka.
Tel: +94 11 244 6622 Fax: +94 11 243 7208

Deluxe City Facing
Room Only  Single BB
USD125  USD138

Hilton Colombo
No 2 Sir Chittampalam A Gardiner Mawatha, Colombo 02, Sri Lanka.
Tel: +94 11 249 2019 Fax: +94 11 254 4657

Deluxe Room Single
Room Only  Single BB
USD125  USD135

Ramada Colombo
30 Sir Mohamed Macan Markar Mawatha, Colombo 03, Sri Lanka.
Tel: +94 11 242 2001 Fax: +94 11 244 7977

Superior Room
Room Only  Single BB  Double BB
USD95  USD105

Jetwing Colombo Seven
57, Ward Place, Colombo 07, Sri Lanka.
Tel: +94 11 255 0200 Fax: +94 11 269 5516

Deluxe Room Double
Room Only  Single BB  Double BB
USD120  USD135  USD150

Kingsbury Hotel
48, Janadhipathi Mawatha, Colombo 01, Sri Lanka.
Tel: +94 11 242 1221 Fax: +94 11 243 7326

Superior Ocean View
Room Only  Single BB  Double BB
USD135  USD143

Shangri-La Hotel Colombo
1, Galle Face, Colombo 02, Sri Lanka.
Tel: +94 11 788 8288

Deluxe Lake View
Single Room  Double Room
USD 135  USD145

Deluxe Ocean View
Single Room  Double Room
USD 145  USD155

Movenpick Hotel Colombo
24, Dharmapala Mawatha, Colombo 3, Sri Lanka.
Tel: +94 11 745 0450 Fax: +94 11 772 3723

Deluxe Ocean View
Room Only  Single BB
USD136  USD146

Cinnamon Lakeside Hotel
115, Sir Chittampalam A Gardiner Mawatha, Colombo 02, Sri Lanka.
Tel: +94 11 249 1000 Fax: +94 11 254 4211

Superior Room
Room Only  Single BB  Double BB
USD 125  USD134  USD143

Cinnamon Red
59, Ananda Coomaraswamy Mawatha, Colombo 03, Sri Lanka.
Tel: +94 11 214 5145 Fax: +94 11 214 5146

Standard Room
Room Only  Single BB  Double BB
USD85  USD93  USD101

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- Hotel Room Rates are subject to prevailing Taxes in Sri Lanka
- Check in time – 01.00 p.m.
- Check out time – 12.00 noon
- Airport Transfers could be arranged by the Hotel
- Room charge equivalent to one night stay will apply in case of no show and cancellation made 2 days before check in date stated in the Registration Form
- Payment through Credit Cards is accepted and will be based on the prevailing Rates of Exchange
- Online Hotel Room Reservation could be done via www.invest-srilanka.lk
Registration Form

Please complete in BLOCK LETTERS and return along with your payment before 20th July 2019 to:

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☎ +94 11 5588818, 5588888, 5588800  ✉ +94 11 2449352, 2381012  ® investsrilanka@chamber.lk  ℹ www.invest-srilanka.lk

Delegate Details

Name of Organisation

Mailing Address

Country

Tel. (Direct)  Fax

E-mail  Website

Company Profile
(Maximum 6 lines)

Name of Participant  H.E./Prof./Dr./Mr./Ms.  Designation

Passport Number  Date of Expiry  Mobile  E-mail

If you are interested in attending the following (Please mark ‘x’ in the box)

16th Sep - Inauguration  16th Sep - Strategies for Growth  16th Sep - Panel Discussion  16th Sep - B-2-B Meetings

16th Sep - High level Strategic Networking Reception  17th Sep - Sri Lanka Economic Summit

16th Sep - Spouse Programme (Only for Spouse)*

Name of the Spouse (Prof./Dr./Mr./Mrs)  Passport Number

Gangaramaya Buddhist Temple - Colombo 2
www.gangaramaya.com

Colombo City Centre - Colombo 2
www.colombo2centre.lk

Odel Mall - Colombo 7
www.odel-mall.com

Paradise Road Colombo 7
www.paradiseroad.lk

Spa Ceylon - Colombo 3
www.lk.spaceylon.com

Laksala Colombo 7
www.laksala.gov.lk

Siddhalepa Ayurvedic Spa - Colombo 7
www.siddhaleparesort.com

Zam Gems Jewellery Centre - Colombo 4
www.zamgems.com

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Paradise Road Colombo 7
www.paradiseroad.lk

Spa Ceylon - Colombo 3
www.lk.spaceylon.com

Laksala Colombo 7
www.laksala.gov.lk

Siddhalepa Ayurvedic Spa - Colombo 7
www.siddhaleparesort.com

Odel Mall - Colombo 7
www.odel-mall.com

Paradise Road Colombo 7
www.paradiseroad.lk

Spa Ceylon - Colombo 3
www.lk.spaceylon.com

Laksala Colombo 7
www.laksala.gov.lk

Siddhalepa Ayurvedic Spa - Colombo 7
www.siddhaleparesort.com

16th September 2019 - Cost includes return group transport to the places of interests only. Services consumed/purchases made to be settled direct to the relevant facility provider.
B-2-B Meetings

Sectors of interests to invest/set up Joint Ventures / Technology Transfer/ Outsource/ Export/ Import/ Other.

It is compulsory that you visit www.invest-srilanka.lk to identify and select more specific areas of interest in order to schedule B2B Meetings with matching investor/business partners. - (Please mark ‘x’ in the box)

<table>
<thead>
<tr>
<th>Focused Sector/ Area</th>
<th>Invest</th>
<th>Joint Venture</th>
<th>Technology Transfer</th>
<th>Outsource</th>
<th>Export</th>
<th>Import</th>
<th>Other</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agriculture</td>
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<td>Apparel</td>
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<td>Export Manufacturing</td>
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<td>Export Services</td>
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<td>Infrastructure</td>
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<td>Knowledge Services</td>
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<td>Tourism and Leisure</td>
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<td>Power and Energy</td>
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<td>Telecommunications and Related Services</td>
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<td>Ports Development</td>
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<tr>
<td>Other (Please specify products/services in brief)</td>
<td>-------------------------------------------</td>
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</tbody>
</table>

G-2-B Meetings

Do you wish to attend the G-2-B Meetings with officials of the Government Institutions on 16th September 2019? If so, select a maximum of 03 institutions given below (Please not that the appointments will be made subject to availability) - (Please mark ‘x’ in the box)

- Board of Investments of Sri Lanka
- Ministry of Industry and Commerce
- Ministry of Megapolis and Western Region Development
- Registrar of Companies
- Sri Lanka Export Development Board
- Any Other? Please Specify

Hotel Reservation: Need Assistance ☐ On own ☐

Preferred Hotel

Please make a reservation for: (kindly circle the dates you wish to reserve hotel accommodation)

<table>
<thead>
<tr>
<th>Room Type</th>
<th>Number of days</th>
<th>Dates: SEP 14</th>
<th>SEP 15</th>
<th>SEP 16</th>
<th>SEP 17</th>
<th>SEP 18</th>
<th>SEP 19</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Single Room</td>
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<tr>
<td>Double Room</td>
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</tbody>
</table>

Please provide me (Please mark ‘x’ in the box)

☐ Visa Letter to apply for visit to visit Sri Lanka ☐ An Invoice

I am aware of the Cancellation Policy stated below

By or before 1st August 2019 – full refund of Registration Fee, less Administrative fee of USD.60.
By or before 15th August 2019 – 50% refund of Registration Fee
By or before 30th August 2019 – 25% refund of Registration Fee
After 1st September 2019 – No refund Refunds will be made three weeks after the conclusion of the Conclave 2019

Name ___________________________ Signature _________________________

Designation ________________________ Date _________________________