

# U.S. Country Commercial Guides



## Papua New Guinea 2020

## Table of Contents

<b><i>Doing Business in Papua New Guinea</i></b> _____	<b>3</b>
Market Overview _____	3
Market Challenges _____	4
Market Opportunities _____	5
Market Entry Strategy _____	6
<b><i>Customs, Regulations and Standards</i></b> _____	<b>7</b>
Trade Barriers _____	7
Import Tariffs _____	7
Import Requirements and Documentation _____	7
Labeling and Marking Requirements _____	9
U.S. Export Controls _____	9
Temporary Entry _____	10
Prohibited and Restricted Imports _____	10
Customs Regulations _____	11
Standards for Trade _____	11
Trade Agreements _____	12
Licensing Requirements for Professional Services _____	12
<b><i>Selling U.S. Products and Services</i></b> _____	<b>13</b>
Distribution & Sales Channels _____	13
eCommerce _____	14
Selling Factors & Techniques _____	16
Trade Financing _____	20
Protecting Intellectual Property _____	21
Selling to the Public Sector _____	22
<b><i>Business Travel</i></b> _____	<b>24</b>
<b><i>Investment Climate Statement (ICS)</i></b> _____	<b>26</b>
Political and Economic Environment _____	27

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## Doing Business in Papua New Guinea

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### Market Overview

U.S. Embassy Port Moresby revamped its commercial diplomacy efforts over the past three years. This Post represents U.S. interests in Papua New Guinea, the Solomon Islands and Vanuatu. These three countries are home to a combined ten million consumers and represent a collective GDP of USD 24 billion, ninety per cent of which is generated by Papua New Guinea (PNG).

As part of enhancing its mission's commercial focus Embassy Port Moresby signed in March 2018 a Partnership Post Agreement with the U.S Commercial Service in Australia (CS Australia.) This agreement now allows Embassy Port Moresby to provide the full suite of commercial services for American companies interested in Papua New Guinea, Solomon Islands, and Vanuatu.

As a partner post, the Mission's key commercial objective is to support American companies grow their product and service distribution networks and presence in Papua New Guinea, Solomon Islands, and Vanuatu.

U.S. industry has played a prominent role in realizing PNG's mining and energy potential. ExxonMobil's lead involvement in the USD 19 billion PNG LNG project was supported in 2009 by USD 3 billion in export financing from EXIM Bank, at the time the largest single exposure in EXIM's history.

With the reputation for American quality strongly resounding across all sectors in all three countries, Embassy Port Moresby is committ to promoting international best practices, free market values, and high standards upheld by American companies. The Mission strives to build on this positive reputation while widening the range of quality American exports through strong and meaningful local commercial partnerships.

The key high growth sectors with particular potential for U.S. exports in all three countries are Mining and Energy Equipment and Services; Agricultural Equipment and Services; Building and Construction Supplies Aircraft, Parts, Airport and Ground Support Equipment; Telecommunications Equipment and Services; Renewable Energy Equipment; Processed Foods and Beverages; Tourism, Water Resource Equipment/Services; and Franchising.

PNG is incredibly rich in mineral and energy resources. PNG's renewable water reserves alone are also almost as large as Australia and New Zealand combined. Taken together, the three separate Exclusive Economic Zones for PNG, the Solomon Islands and Vanuatu constitute the a total area of 4.6 million square kilometers. Combined with the countries' location on the resource-rich Pacific Ring of Fire and their pristine marine environments, these statistics point to enormous mining, energy, agribusiness and marine potential.

PNG has Bilateral Investment Treaties (BITs) with Australia, China, Germany, Japan, Malaysia, and the United Kingdom. PNG has a free trade agreement (FTA) with the countries of the Melanesian Spearhead Group: Solomon Islands, Vanuatu, and Fiji.

Key macro-economic data on Papua New Guinea, Solomon Islands and Vanuatu

Measure	PNG	Solomon Islands	Vanuatu	Regional Total
Population (million)	8.606	0.652	0.292	9.55

GDP USD million 2018	23,005	1,004	914	24,923
Land Area (sq km)	452,860 sq km	27,986 sq km	12,189 sq km	493,035 sq km
EEZ Area (sq km)	2,402,288 sq km	1,589,477 sq km	663,251 sq km	4,655,016 sq km
Total imports USD	4.24 billion (2018) (OEC 2018 figures)	666 million (2018)	268 million (2018)	8.7 billion
US exports 2018 USD	54.2 million (2018) (OEC 2018 figures)	11.8 million	5.8 million	71.88 million
Renewable water reserves	801km <sup>3</sup>	44.7 km <sup>3</sup>	10km <sup>3</sup>	855.7 km <sup>3</sup>

#### Notes

- Population estimates are sourced from World Bank. However, some in-country sources claim that PNG's population may be over 10 million.
- GDP figures are from OEC 2018 est

### Market Challenges

PNG continues to be prone to international shocks. Falling global commodity prices and suppressed economic situation has affected the country over the years. This has resulted in a decline in capital/infrastructure investment, drop in income tax collections, and shortage of foreign exchange. Core industries have not been performing up to expected potential due to the lack of investment by private sector and government intervention.

PNG's complicated land tenure system continues to hinder investment activities, while widespread law and order problems are a huge burden and hindrance for both private and government investment. Corrupt practices remains a hindrance to business and investment.

The public service is ineffective and lacks capacity to deliver on its mandated roles and responsibilities. The full and effective implementation of policies and the enforcement of laws and regulations remain the biggest challenges for the public service. Proper intragovernmental coordination within the public service suffers from a lack of institutional governance and compliance.

## Market Opportunities

### Key Sectors

U.S. Embassy Port Moresby and CS Australia have identified the following sectors that have potential for U.S. exports or for key actions to promote and position US companies for success in this market. Because all three are low income countries, aid funds may be significant in certain areas.

- **Mining and Energy Equipment and Services:** PNG has enormous reserves of various minerals and gas. Fluctuations in this sector tend to heavily dictate the overall health of the PNG economy.
- **Agricultural Equipment and Services:** PNG produces an extensive range of agricultural produce. It has extensive coffee, coconut and palm oil plantation industries and extensive forestry resources. The need for mechanization, refrigeration, and quality improvement to supply chains offers significant opportunities for U.S. companies.
- **Building and Construction Supplies:** PNG has a fast-growing, urbanizing population in need of housing. It also has various large resource projects that require such supplies, especially during construction phases. High-rise apartment buildings, office buildings, and hotels have begun to feature in Port Moresby while low cost housing is also a priority. Security products ranging from fencing to alarm systems, cameras, remote-controlled gates, and window and door protective grills and mesh systems constitute an important sub-sector.
- **Aircraft, Aircraft Parts, Airport and Ground Support Equipment:** PNG has mountainous terrain that complicates road transport and necessitates air services to move people and supplies. It also depends on air services to link it with even its nearest neighbors, as do the Solomon Islands and Vanuatu. Maintaining minimal international standards is essential to their tourism and transport sectors. PNG has a sizeable commercial helicopter fleet in excess of 100 [mainly Bell] choppers as well as a larger number of fixed wing aircraft dominated by Boeing at the high end and by Fokker, De Havilland and Cessna at the smaller end. Leased used aircraft and aircraft parts and associated maintenance, repair and overhaul services represent other opportunities.
- **Telecommunications Equipment and Services:** PNG has invested substantially in its telecommunications infrastructure over the years, but there is still much to do. It has embraced modern communications technologies, creating a substantial opportunity to draw regional and remote communities into the mainstream economy with profound implications for commerce, education, healthcare and civil society. Recently laid submarine cables will soon dramatically increase the speed and lower the price of internet connectivity in PNG.
- **Renewable Energy Equipment:** Small-scale solar and hydropower generation equipment, telecommunications systems including the Internet, and refrigeration that can be applied at the town and village level represent real opportunities for U.S. firms.
- **Processed Foods and Beverages:** As living standards rise and more people move to larger cities and towns, diets are changing and consumers are looking for wider options – breakfast cereals, instant meals, frozen foods, dairy goods, desserts, confectionery, and beverages.
- **Tourism:** This entire region has spectacular potential for experience-based adventure tourism, diving, ocean and river cruising, World War 2-themed destinations and cultural events. Possibilities include hotels, cruise lines, tour services including hot air balloon and helicopter options, and arts, crafts and souvenir retailing. Tourism is a sector that offers opportunities across all three nations and across all regions of PNG.

- **Water Resource Equipment/Services:** All three countries – and particularly PNG – are blessed with substantial fresh water reserves. PNG has the potential to develop a significant hydropower sector, and investment in improved water quality at rural and village level can bring major health dividend
- **Franchising:** Hertz and Avis already operate in multiple cities of all three countries. ‘Fast’ foods, restaurants, ice creameries, coffee shops, personal care, and fashionwear all offer opportunities in Port Moresby, the tourist destination of Port Vila, and possibly Lae. Quality-controlled food preparation can be a success story. With a modest but growing regional tourism industry, a variant of Hawaii’s ABC stores could also succeed as a professional interface between local craftspeople, industries, and inbound air and cruise visitors.

## **Market Entry Strategy**

The United States is an important trade and investment partner in this region. According to OEC figures, U.S. exports to PNG totaled USD 54.2 million in 2018. However, export statistics to PNG and neighboring Pacific island nations understate the actual volume since these countries are also heavily supplied by additional U.S.-origin products via Australian and U.S. subsidiaries based in Australia.

Opportunities exist for U.S. exporters in a number of key areas. The mining and energy sectors offer the largest prospects, along with construction machinery, processed foods, road vehicles, passenger aircraft, helicopters, UAVs, power generation equipment, pleasure boats, safety and security systems and defense/security equipment. Port Moresby, Port Vila and the city of Lae offer opportunities for processed food, beverage and personal care services franchising. PNG has also recently invested in the United States. In late 2017, PNG-based firm Oil Search Limited invested USD 400 million in the Alaska North Slope oil province, complementing its existing high-quality gas assets in PNG. Oil Search is a 29% partner in the PNG LNG project noted earlier, along with ExxonMobil.

As a Partnership Post, the Mission’s key commercial objective is to support American companies grow their product and service distribution networks and presence in Papua New Guinea, Solomon Islands, and Vanuatu.

With the reputation for American quality strongly resounding across all sectors in our three countries, Embassy Port Moresby is committed to promoting international best practices, free market values, and high standards upheld by American companies. The Mission strives to build on this positive reputation while widening the range of opportunities for quality American exports through strong and meaningful local commercial partnerships.

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## **Customs, Regulations and Standards**

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### **Trade Barriers**

There are no specific barriers against U.S. companies.

### **Import Tariffs**

Note link to import tariff information:

<http://customs.gov.pg/trade-facilitation/tariff-valuation/tariff/>

### **Import Requirements and Documentation**

Import Procedures:

Lodging an import declaration:

The first stage of the import clearance procedure is to lodge an entry (Customs Form 15) through the Direct Trader Input (DTI) system. The entry can only be lodged by a licensed customs agent authorized in writing by the owner of the goods to act on his/her behalf. The customs agent will deal with all the requirements needed to clear the goods through Customs and Quarantine formalities.

Documents to Be Submitted:

The second stage is for the customs agent to print a hard copy of the entry and produce it to Customs at a designated Customs office with the following documents. (This process is only interim while awaiting all Agents to go on line. At a future date only nominated entries will require printing and producing with supporting documents)

Check the Declaration and Supporting Documents:

The third stage is the checking and verification of the declaration and the attached documents submitted to ensure the goods have been correctly classified using the Customs tariff, the correct value of the goods has been calculated and declared and the correct rate of duty has been applied. (At a future date this check will only be required on nominated entries, all other will be electronically cleared)

Payment of Duties and Taxes:

The fourth stage is payment of applicable duties and taxes as detailed on the notice of assessment. There are currently two means for payment of import duties and taxes; these are by cash or by approved company or Bank cheques, payable at a Customs office. (At a future date Electronic funds transfer will be a third payment option)

Once payment has been made to Customs the owner of the goods may only take possession of the imported goods once all transport, wharfage and other fees have been paid. Goods remain under the control of Customs until they are lawfully removed from a Customs Controlled Area.

### Inspect and Release Cargo:

At any time up to the release of cargo from a Customs Controlled Area, Customs has the right to examine the imported goods to determine the nature, origin, condition, quantity and value of the goods declared to Customs. Customs may also examine consignments where intelligence and risk assessment indicates they may contain prohibited or restricted imports.

### Required Import Documents:

- Airway Bill (Air shipments) or Bill of Lading (Surface shipments)
- Commercial Invoice containing correct value of the imported items
- Packing List/Inventory List containing detailed description of the imported items
- Customs Valuation Declaration/Customs Entry (Form15)

Import permits/Licenses (import of some goods is restricted in that they may only be imported under the authority of a permit or license without which the goods are prohibited).

### Export Clearance Procedures

#### Lodging an Export Declaration:

The first stage of the export clearance procedure is to lodge an entry (Customs Form 15) through the Electronic Data Interchange (EDI) system. The entry can only be lodged by a licensed customs agent authorised in writing by the owner of the goods to act on his/her behalf. The customs agent will deal with all the requirements needed to clear the goods through Customs, Quarantine and any other Government agency that has a regulatory role in relation to exports.

#### Prepare Supporting Documents;

The second stage is to prepare the following supporting documents:

#### Assessment Notice;

The third stage is for the customs agent to print a hard copy of the entry and produce it to Customs at a designated Customs office with the supporting documents. (This process is only interim while awaiting all Agents to go on line. At a future date only nominated entries will require printing and producing with supporting documents)

#### Check the Declaration and Supporting Documents:

The fourth stage is the checking and verification of the declaration and the attached documents submitted to ensure the goods have been correctly classified using the Customs tariff, the correct value of the goods has been calculated and declared and the correct rate of duty (if applicable) has been applied. (At a future date this check will only be required on nominated entries, all other will be electronically cleared.)

#### Payment of Export Duties, Taxes (if any) and Official Receipt:

The fifth stage is payment of applicable duties and taxes as detailed on the notice of assessment. There are currently two means for payment of export duties and taxes; these are by cash or by approved company or Bank cheques, payable at a Customs office. (At a future date Electronic funds transfer will be a third payment option)

### Inspection and Delivery of Cargo:

Once the goods have been delivered to a Customs Controlled Area and at any time up to the clearance of the vessel from Papua New Guinean waters, Customs has the right to examine the goods being exported to determine the nature, origin, condition, quantity and value of the goods declared to Customs. Customs may also



examine consignments where intelligence and risk assessment indicates they may contain prohibited or restricted exports.

- Required Export Documents:
- Export Invoice;
- Packing List
- Bill of lading/Airway Bill
- Certificate of origin and value (if applicable)
- Export License/ Permits (if applicable)
- Other relevant documents (if applicable).

This information is extracted from PNG Customs website. For detailed information, go to this link <http://customs.gov.pg/trade-facilitation/importing-exporting/import-procedures/>

## **Labeling and Marking Requirements**

The Independent Consumer and Competition Commission of Papua New Guinea (ICCC) is responsible for enforcing the Commercial Advertisement (Protection of the Public) Act.

This Act protects the general public from any commercial advertisement that may contain untrue, inaccurate, misleading, misrepresentative or unreasonable statements used in describing the size, quality, quantity or nature of goods or services.

In addition, the ICCC under the Packaging Act is responsible for ensuring that goods are properly labelled.

This is where the labelling of the good must contain an approved brand (that is, a brand that the Minister for Commerce and Trade approves) or the name and address of the person on whose behalf the article was packed; or the name and address of the packer.

For additional information, refer to ICCC Website: <https://www.iccc.gov.pg/>

## **U.S. Export Controls**

The United States imposes export controls to protect national security interests and promote foreign policy objectives related to dual-use goods through implementation of the Export Administration Regulations (EAR). The Bureau of Industry and Security (BIS) is comprised of two elements: Export Administration (EA), which is responsible for processing license applications, counselling exporters, and drafting and publishing changes to the [Export Administration Regulations](#); and Export Enforcement (EE), which is responsible for the enforcement of the EAR. BIS works closely with U.S. embassies, foreign governments, industry, and trade associations to ensure that exports from the United States are secure and comply with the EAR. BIS officials conduct site visits, known as End-Use Checks (EUCs), globally with end-users, consignees, and/or other parties to transactions involving items subject to the EAR to verify compliance.

An EUC is an on-site verification of a non-U.S. party to a transaction to determine whether the party is a reliable recipient of U.S. items. EUCs are conducted as part of BIS's licensing process, as well as its compliance program, to determine if items were exported in accordance with a valid BIS authorization or otherwise consistent with the EAR. Specifically, an EUC verifies the *bona fides* of transactions subject to the EAR, to include: confirming the legitimacy and reliability of the end use and end user; monitoring compliance with license conditions; and ensuring items are used, re-exported or transferred (in-country) in accordance with the EAR. These checks might be completed prior to the export of items pursuant to a BIS export license in the form of a Pre-License Check (PLC), or following an export from the U.S. during a Post-Shipment Verification (PSV).

BIS officials rely on EUCs to safeguard items subject to the EAR from diversion to unauthorized end uses/users. The verification of a foreign party's reliability facilitates future trade, including pursuant to BIS license reviews. If BIS is unable to verify the reliability of the company or is prevented from accomplishing an EUC, the company may receive, for example, more regulatory scrutiny during license application reviews or be designated on BIS's Unverified List or Entity List, as applicable.

BIS has developed a list of "red flags", or warning signs, and compiled "Know Your Customer" guidance intended to aid exporters in identifying possible violations of the EAR. Both of these resources are publicly available, and their dissemination to industry members is highly encouraged to help promote EAR compliance.

BIS also provides a variety of training sessions to U.S. exporters throughout the year. These sessions range from one to two-day seminars that focus on the basics of exporting to coverage of more advanced, industry specific topics. Interested parties can check a [list of upcoming seminars and webinars](#) or reference BIS provided [online training](#).

BIS and the EAR regulate transactions involving the export of "dual-use" U.S. goods, services, and technologies. For advice and regulatory requirements, exporters should consult the other U.S. Government agencies which regulate more specialized items. For example, the U.S. Department of State's Directorate of Defense Trade Controls has authority over defense articles and services, or munitions. A list of other agencies involved in export control can be found on the [BIS website](#) or in Supplement No. 3 to Part 730 of the EAR.

The EAR is available on the [BIS website](#) and on the e-CFR (Electronic Code of Federal Regulations) and is updated as needed.

The [Consolidated Screening List](#) (CSL) is a list of parties for which the United States Government maintains restrictions on certain exports, reexports or transfers of items. The CSL consolidates eleven export screening lists of the Departments of Commerce, State and the Treasury into a single data feed as an aid to industry in conducting electronic screens of parties to regulated transactions. Exporters are encouraged to classify their items prior to export, as well as consult the CSL to determine if any parties to the transaction may be subject to specific license requirements.

## **Temporary Entry**

Refer to the link below regarding general import clearance procedures:

<http://customs.gov.pg/trade-facilitation/importing-exporting/import-procedures/>

## **Prohibited and Restricted Imports**

Restrictions and prohibitions generally apply to dangerous or undesirable goods such as

- i.) Firearms;
- ii.) Illicit drugs;
- iii.) Pornographic materials; and
- iv.) Copyright infringing goods.

Below is the informational link to all prohibited import and export items:

[http://customs.gov.pg/wp-content/uploads/2018/05/prohibited\\_imports.pdf](http://customs.gov.pg/wp-content/uploads/2018/05/prohibited_imports.pdf)

## **Customs Regulations**

For details on customs regulations, refer to the following PNG's Customs Authority Web Page: <http://customs.gov.pg/>.

PNG Customs Service:  
P.O. Box 923, Port Moresby NCD

General Enquiries:  
(675) 312 7500  
Email: [info@customs.gov.pg](mailto:info@customs.gov.pg)

## **Standards for Trade**

### **Overview**

The National Institute of Standards and Industrial Technology of Papua New Guinea (NISIT) is the government statutory national standards body established under the NISIT Act 1993. Its functions cover technical standards, metrology, conformity assessment schemes, productivity and technical barriers to trade in Papua New Guinea.

Does the national standards body prepare an annual standard work plan? - Yes

Members of standards development committees represent all and/or interested stakeholders including academia, major industries, professional bodies, industry and trade associations. Parties without a manufacturing presence can participate in standards development work through steps like commenting on the draft standards.

### **Standards**

What standards does the country use?

Standards used in the country include Papua New Guinea Standards (PNGS), ISO, IEC, Australian Standards (AS), New Zealand Standards (NZS), and UK Standards (BS).

Does it accept standards developed by U.S.-domiciled standards developing organizations (e.g., ASTM, ASME, SAE, API, etc.)? - Yes.

Does the country tend to favor the standards of certain trading partners? - No.

### **Testing, Inspection and Certification**

NISIT lacks product testing practices. Each regulatory body is responsible for product testing and certification in their area of specialty/interest. For example, fisheries have their own testing requirements based on Codex, ISO, and EU Directives which fish exports must satisfy before they can be exported.

### **Publication of Technical Regulations**

NISIT does not deal with technical regulations. NISIT can only provide advice where required on standards to be called up in regulations.

There were no reports of new regulations that will impact U.S. products during the reporting period.

### **Contact Information**

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Members of the World Trade Organization (WTO) are required under the Agreement on Technical Barriers to Trade (TBT Agreement) to notify to the WTO proposed technical regulations and conformity assessment procedures that could affect trade. **Notify U.S.** ([www.nist.gov/notifyus](http://www.nist.gov/notifyus)) is a free, web-based e-mail registration service that captures and makes available for review and comment key information on draft regulations and conformity assessment procedures. Users receive customized e-mail alerts when new notifications are added by selected country or countries and industry sector(s) of interest and can also request full texts of regulations. This service and its associated web site are managed and operated by the USA WTO TBT Inquiry Point housed within the National Institute of Standards and Technology, part of the U.S. Department of Commerce.

### **Trade Agreements**

Papua New Guinea's key trade agreements at multilateral level fall under the World Trade Organization. Regional level trade agreements include the South Pacific Regional Trade, Economic and Commercial Agreement (SPARTECA), Pacific Islands Countries Trade Agreement (PICTA), and Melanesian Spearhead Group Trade Agreement (MSGTA). The country has not concluded the Pacific Agreement on Closer Economic Relations (PACER Plus) with Australia and New Zealand. At the bilateral level stands the Papua New Guinea and Australia Trade and Commercial Relations Agreement (PATCRA). In terms of Free Trade Agreements (FTA), there is the PNG-EU Economic Partnership Agreement for duty/quota free access for PNG's selected products like fish, coffee and others.

Refer to link for Investment Incentives in PNG:

<https://www.ipa.gov.pg/why-png/investment-incentives/>

### **Licensing Requirements for Professional Services**

Legal and accounting services require domestic practice and certification for a minimum of five years. Consulting does not require any licensing or certification requirements apart from Foreign Enterprise Certification requirements.

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## **Selling U.S. Products and Services**

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### **Distribution & Sales Channels**

#### **Overview**

Using an Agent or Distributor.

U.S. product is well-represented in the PNG market often via Australian distributors. Caterpillar, John Deere, Mercury Marine, 3M, Dell, Ford, Cummins, Boeing, General Electric, and Otis Elevator have all enjoyed recent and/or ongoing export successes, as have Parker Drilling and Columbia Helicopters. Hertz and Avis are leading rental car companies.

Contacting and having proper consultation with major industry/sectoral companies, Papua New Guinea's Investment Promotion Authority, profession bodies, industry peak associations, and local business chamber are reliable sources of information to identifying potential partners through their membership networks.

#### **Establishing an Office**

If an overseas company chooses to establish a PNG branch, it would be required to prepare and lodge specific forms with the Registering an Overseas Branch of Papua New Guinea's Investment Promotion Authority. Applicants are required to provide the following:

- Full name of the company as registered overseas;
- Principala activities of the business;
- The address of the overseas company's principal place of business in Papua New Guinea;
- Details of directors, i.e. residential and postal addresses, date of birth and nationality;
- Copy of certificate of incorporation for the overseas company and change of name certificate if any, and;
- Certificate of a Memorandum of Articles for the overseas company.

It should be noted that an overseas company register in PNG is required to appoint a "resident agent". A resident agent is a "person or a resident company incorporated in the country whom is authorized to accept documents in-country on behalf of the overseas company and whom are responsible for submitting all documents required by the Companies Act 1997 in respect of the overseas company."

Timeframe for registration: Three - Four weeks

#### **Franchising**

Franchising: 'Fast' foods, restaurants, ice creameries, coffee shops, personal care, and fashionwear all offer opportunities in Port Moresby, Port Vila and possibly Lae. Hertz and Avis already operate in multiple cities of all three countries. Quality-controlled food preparation can be a success story. With a modest but growing regional tourism industry, a variant of Hawaii's ABC stores could also succeed as a professional interface between local craftspeople, industries, and inbound air and cruise visitors.

#### **Direct Marketing**

Given Papua New Guinea's difficult geographical conditions, and with a growing mobile phone communication network, direct marketing is reliably accessible and a most affordable advertising platform in Papua New

Guinea. In addition, Papua New Guinea's Investment Promotion Authority, profession bodies, industry peak associations, and local business chamber, and commercial banks all offer wider network of consumers.

### **Joint Ventures/Licensing**

A joint venture (JV) is a contractual arrangement between two or more entities to carry out a business undertaking in common, otherwise than as partners. A JV may be incorporated or unincorporated, and is usually entered to undertake a specific business activity. An unincorporated JV is often appropriate for mining, oil and gas projects, which generally involve high preproduction costs.

### **Express Delivery**

Available Worldwide Express Delivery Services in PNG;

DHL (Express & Global)

FedEX

UPS

TNT

Clearance & delivery time is between 3 to 5 working days from time shipment is received at the Customs Bonded warehouse.

### **Due Diligence**

Commercial Service International Company Profile (ICP) is critical for U.S. companies to perform when considering investment opportunities with business partners and agents.

ICP is a background check service that verifies the authenticity/legitimacy of non-American companies. Its objective is to provide the requester/client company, usually an American company, with appropriate information to help them identify potential local business partners to engage in private commercial activities – as either potential distributors or customers for U.S. companies.

ICP is offered both as a full ICP, in which Post directly approaches up to four business references nominated by the U.S.-based company. For a partial ICP, Post would only check public sources, such as the internet, newspapers, and any other publically accessible database, and not seek out business references.

### **eCommerce**

PNG government agencies, including the Law Reform Committee, Department of Justice and Attorney General, the National Trade Office, lead a stakeholder dialogue group on developing the legal framework required to govern and accelerate the rolling out of e-commerce products and services in PNG.

The PNG Digital ICT Cluster, is the peak association of ICT specialist and service providers in the country, and has been part of the stakeholder dialogue group. Key elements of this dialogue are internet costs, accessibility, and internet reliability, which remains a top priority for most stakeholders.

Key local in-country support partners include:

- Australia's Department of Foreign Affairs and Trade (DFAT);
- Central Bank of Papua New Guinea's Centre for Excellence Financial Inclusion;
- Commercial banks such as Bank of South Pacific, Kina Bank Limited, Westpac Bank, and ANZ Bank;
- Financial Institutions such as MiBank;

- Superannuation Funds: Nasfund is the largest private sector superannuation fund in PNG, and Nambawan Super is the largest overall.

### **Local eCommerce Sales Rules & Regulations**

The Central Bank of Papua New Guinea is the primary regulator of online transactions involving finance and lending through licensed financial institutions and commercial banks.

Other modes of e-payments in PNG include CellMoni (e-wallet) largely provided via the mobile communications network. Minimum requirements include a smart phone or SMS-enabled device with the registered SIM number and mobile services to transact.

Papua New Guinea's largest commercial bank, Bank South Pacific, utilizes an Internet Payment Gateway, a website where customers place their orders online and pay using Paypal, MasterCard, or a Visa debit card.

According to the PNG Digital ICT Cluster, the country requires specific legislation that will govern e-transactions online coming to and from the country's PG domain to track and deter potential cyber security risks, including fraud. The Department of Communications and Information Technology has proposed an Electronic Data Act that will provide a secured e-commerce environment for online business. The draft legislation will be considered by Parliament in late 2020.

As a result of both a lack of regulatory legislation and cyber-security infrastructure, there is a general lack of cyber protection for e-transactions in the country.

There are no reports of recent government policies that will have a negative impact on U.S. businesses or on general online business. However, as noted above, the appropriate legislation and policy needed to advance the use of digital business in the country is not in place.

### **Local eCommerce Business Service Provider Ecosystem**

According to the PNG Digital ICT Cluster, PNG has access to e-payments via Internet Payment Gateways courtesy of PNG's largest commercial bank, Bank of South Pacific. Other commercial banks are also increasing their efforts in offering e-services.

MiBank now uses Digital Financial Inclusion to deliver digital products tailored to the rural market and informal economy on platforms that are seamless and easy to use.

Superfunds and Savings and Loans also provide their own identity and payment terminals to assist members to access their savings, products and services digitally without the need to be served over a service counter.

In addition, the PNG Digital ICT Cluster has a diverse membership that provides digital products and services with the aim to promote these entrepreneurs and bring their talents to the market place. It also sees e-services as a platform for engaging and attracting foreign direct investments resulting in job creation.

In-country events focused on e-commerce (eg: [MozCon](#) or [B2BOnline Marketing](#)):

Technological (tech) gatherings in Papua New Guinea have surged, propelled in part by experiences in the lead up to the 2018 Asia-Pacific Economic Cooperation (APEC) year in Papua New Guinea (PNG). Much of this buzz was shaped by the regional forum's commitment to drive economic prosperity through digital connectivity. This created the stage for both local and international tech companies to pay closer attention to PNG's technological requirements. Since then, the focus of tech forums has evolved from APEC support to developing startup tech entrepreneurs and showcasing smart technology for potential customers in Papua New Guinea.

In 2017, PNG held the Connected PNG Technology Summit, its first large tech conference, led by an Australian tech events company. The summit organizers aimed to help technological companies and stakeholders meet, collaborate, and network in bringing technology in PNG to the next level. The primary focus of the gathering was to foster a community, emphasize a collaborative design, and celebrate a shift in business culture. The summit brought together local and international tech companies to network and discuss leading innovative solutions to address global tech trends and industry requirements. The summit provided the platform for especially major international tech players to showcase their innovative solutions to the PNG market.

PNG's Digital ICT Cluster is the peak association of ICT specialist and service providers. The cluster was initially formed in 2014 as the PNG ICT Cluster through the European Commission's active role in encouraging the development of world-class clusters. In August 2017, the original cluster rebranded to form the PNG Digital ICT Cluster.

Cluster members promote ICT innovations that are being locally developed by Papua New Guineans. Their revolutionary tech innovations are aimed at addressing some of PNG's development challenges, in the areas of Education, Eco Tourism, Public Asset management, Data Collection, Patient Medical system and Drones for Rural Communications & Disaster response.

Almost all Cluster members are startup-cum-small-medium enterprises.

The Cluster has taken great strides as a unified advocate of its growing industry. It staged its annual 'Cluster Technovate' event in June 2018 showcasing local and global innovators across all sectors.

## **Selling Factors & Techniques**

Overview:

Given Papua New Guinea's rich cultural and lingual diversity, the use of visual aides/markings reflecting local content such as iconic landmarks, main sources of livelihoods, and community symbols resonates well with customers. The advertising and labelling style can vary according to the four regional groupings in the country. These are the populous Highlands region, the New Guinea Island provinces, the mainland Mamose cultural grouping, and the Southern region, which share a common trade language of Motu.

Papua New Guinea's local language, Tok Pisin, is widely spoken and understood across the country. Labelling products in Tok Pisin is advantageous.

Trade Promotion and Advertising

Include web links to local fair or trade show authorities and local newspapers, trade publications, radio/TV/cable information, and your BSP, FUSE or single company promotion services.

\* PNG Business News

Web: [www.pngbusinessnews.com](http://www.pngbusinessnews.com)

\*Papua New Guinea Chamber of Mines and Petroleum

Link: <http://pngchamberminpet.com.pg/our-events>

\* Papua New Guinea Energy Summit



Link: <https://www.pngsummit.com/>

## **Pricing**

### **Goods & Services Tax**

A Goods and Services Tax (GST) is imposed on the sale of goods and services in Papua New Guinea or the importation of goods into Papua New Guinea. GST is imposed at a rate of 10% of the value of the goods and services sold (or goods imported).

#### **Three Steps to Understanding GST**

Step 1) A GST registered business (eg. a retailer) purchasing goods and services for the business will pay the supplier of those goods a GST of 10% (if the supplier is registered for GST). The supplier will issue a Tax Invoice.

Step 2) The purchaser adds his mark-up (profit) to those goods. Because GST paid on the purchase of goods can be claimed back as a credit, the selling price of a product is based on the GST exclusive price paid for that product.

Step 3) When the final selling price has been worked out, a GST of 10% will be added to that figure.

Businesses which sell goods or services collect GST and pay it to the Internal Revenue Commission less the credit on the GST the business was charged on purchasing its supplies. This is done using a monthly GST return.

GST is not like Income Tax or Salary and Wages tax, where tax is calculated on earnings. GST is a consumption tax that is added to the selling price (including profit) of goods and services.

## **Sales Service/Customer Support**

Customer sales and support is widely available through service counters, call centers, and online channels.

## **Local Professional Services**

Provide references to local service providers (confirm that links are still valid) and other professional associations.

- Manufacturers Council of PNG  
P.O. Box 5998, Port Moresby  
National Capital District  
Email: [info@pngmade.com](mailto:info@pngmade.com)

- Tour Operators Association of PNG  
[www.seepapuanewguinea.org](http://www.seepapuanewguinea.org)

- PNG Chamber of Commerce and Industry  
[www.pngcci.org.pg](http://www.pngcci.org.pg)

- PNG Chamber of Mines and Petroleum  
[www.pngchamberminpet.com.pg](http://www.pngchamberminpet.com.pg)

Oil Palm Industry Corporation  
Email: [info@opic.com.pg](mailto:info@opic.com.pg)

Palm Oil Council  
Email: [ian.orrell@nbpol.com.sg](mailto:ian.orrell@nbpol.com.sg)

- Media Council of PNG

- PNG Institute of Banking and Business Management  
[www.ibbm.com.pg](http://www.ibbm.com.pg)

- Certified Practising Accountants of PNG  
P.O. Box 1937, Port Moresby  
National Capital District  
Tel: +675 320 1891 Fax: +675 320 0469  
Cell: +675 7581 9671 / +675 7115 1851  
Email: [cpapng@cpapng.org.pg](mailto:cpapng@cpapng.org.pg)  
Website: [www.cpapng.org.pg](http://www.cpapng.org.pg)

- Institute of Engineers PNG  
P.O. Box 881, Waigani  
National Capital District  
Tel: +675 325 8763 / 325 8765 Fax: +675 325 8718  
Website: [www.iepng.org.pg](http://www.iepng.org.pg)

- PNG Institute of Architects  
P.O. Box 1278, Port Moresby  
National Capital District  
Email: [pngia.secretary@gmail.com](mailto:pngia.secretary@gmail.com) / [pngia.members@gmail.com](mailto:pngia.members@gmail.com)

- Maritime Safety Authority  
P.O. Box 668, Port Moresby  
National Capital District  
Tel: +675 321 1244  
Email: [infor@mnsa.gov.pg](mailto:infor@mnsa.gov.pg)  
Website: [www.nmsa.gov.pg](http://www.nmsa.gov.pg)

- Medical Board of PNG  
Tel: +675 301 3813 / 301 3784

- Nursing Council of PNG  
Tel: +675 301 3803  
Email: [ncouncil@health.gov.pg](mailto:ncouncil@health.gov.pg)

- PNG Law Society  
P.O. Box 1994, Boroko  
National Capital District  
Tel: +675 325 8483  
Email: [lawsoc@daltron.com.pg](mailto:lawsoc@daltron.com.pg)

- PNG Insurance Council  
P.O. Box 1264, Port Moresby  
National Capital District  
Tel: +675 321 2612

## **Principal Business Associations**

Belo are references to the principle business associations:

- Australian-Papua New Guinea Business Council  
[www.apngbc.org.au](http://www.apngbc.org.au)
- Business Council of Papua New Guinea Business  
[www.bcpng.org.pg](http://www.bcpng.org.pg)
- Consultative Implementation and Monitoring Council (CIMC)  
[www.inapng.com / cimc/index.html](http://www.inapng.com/cimc/index.html)
- Employers Federation of Papua New Guinea  
[www.efpng.org.pg](http://www.efpng.org.pg)
- Institute of National Affairs  
[www.inapng.com](http://www.inapng.com)
- Nambawan Super Limited  
[www.nambawansuper.com.pg](http://www.nambawansuper.com.pg)
- NASFUND (National Superannuation Fund Ltd)  
[www.nasfund.com.pg](http://www.nasfund.com.pg)
- Lae Chamber of Commerce and Industry  
[www.lcci.org.pg](http://www.lcci.org.pg)
- Manufacturers Council of PNG  
Email: [pngmade@global.net.pg](mailto:pngmade@global.net.pg)
- New Zealand Pacific Business Council  
[www.nzpbc.co.nz](http://www.nzpbc.co.nz)
- PNG Chamber of Commerce and Industry  
[www.pngcci.org.pg](http://www.pngcci.org.pg)
- PNG Chamber of Mines and Petroleum  
[www.pngchamberminpet.com.pg](http://www.pngchamberminpet.com.pg)
- PNG Forest Industries Association  
[www.fiapng.com](http://www.fiapng.com)
- Port Moresby Chamber of Commerce & Industry  
Email: [bixcentre@pomcci.com](mailto:bixcentre@pomcci.com)

### **Limitations on Selling U.S. Products and Services**

The Regulations of the Investment Promotion Act 1992 as amended contain a list of business activities which are restricted to citizens and or national enterprises. Refer to link for PNG's Cottage Business Activities List: <https://www.ipa.gov.pg/wp-content/uploads/Info-Pack-Guide.pdf>

## Trade Financing

### Methods of Payment:

Papua New Guinea's National Payments System (NPS) encompasses everything to do with the movement of money. This involves a network of financial institutions and payment services providers (PSPs) along with the supporting technology, processes, procedures and legislation that together enable funds to be moved from payers (or senders) to payees (recipients) in whatever form or at whatever time, across the whole economy.

In PNG people and businesses using a variety of financial instruments, including: cash, cheques, electronic payments, real time gross settlement, direct credits, and card and mobile payments.

For more information about the methods of payment or other trade finance options, please read the Trade Finance Guide available at <https://www.trade.gov/trade-finance-guide-quick-reference-us-exporters>

This article should also incorporate the information on banking systems, foreign exchange controls and US banks and local correspondent bank.

**Banking Systems:** Note specific features of the banking system and rules/laws that might impact U.S. business.

The PNG banking system has no specific rules/laws that affect U.S. business.

Papua New Guinea's (PNG) banking sector is healthy. There are both domestic and international banks in PNG, and all have reported profits in their most recent reporting. Based on the Oxford Business Group business update issue of 2018, assets in the commercial sector have recorded exponential growth since 2002, with the Bank of PNG reporting that total commercial banking assets rose from PGK3.9bn (\$1.2bn) in that year to reach PGK20.3bn (\$6.3bn) in 2011. Growth has been slower in recent years, however, with total assets rising from PGK22.7bn (\$7.1bn) in 2012 to a high of PGK29.8 million in 2018.

The Bank of Papua New Guinea (BPNG) regulates depository corporations, superannuation funds, life insurance companies, and money exchange and remittance services. The following financial institutions listed below are authorised or licensed under the Central Banking Act 2000, Banks & Financial Institutions Act 2000, Savings and Loan Societies (Amendment) Act 1995, Central Banking Act 2000, Superannuation (General Provisions) Act 2000 and Life Insurance Act 2000. These authorized financial institutions are licensed or authorized to accept deposits from the public.

It is illegal for any company or person whose name is not listed below to conduct any form of business meant for these institutions without obtaining a licence from the Central Bank.

- Commercial Banks
- Licensed Financial Institutions (LFIs)
- Savings & Loan Societies
- Mobile Network Operator
- Money Remittance Operators
- FX Dealers
- Money Changers
- Life Insurance Business
- Superannuation Funds
- Gold Exporters
- Gold Export License Application & Requirements

### **Foreign Exchange Controls:**

While there are no legal restrictions on foreign investors in converting, transferring, or repatriating funds associated with an investment (e.g. remittances of investment capital, earnings, loan or lease payments, royalties), a lack of available foreign exchange makes such conversions, transfers, and repatriation time-consuming or impossible.

Funds associated with any form of investment can not be freely converted into any world currency. Bank of Papua New Guinea requires that all funds held in PNG be held in PNG kina (PGK). This rule was announced with little notice and caught many businesses off-guard in 2016. While there was an appeals process for businesses that wished to keep non-PGK accounts, none of the appeals were granted.

On June 4, 2014, the Central Bank introduced measures which have effectively pegged the kina at levels that led to foreign exchange shortages. While the kina does fluctuate somewhat in value, it only trades in a tight band as allowed by the central bank (Bank of Papua New Guinea). Recently, the central bank has allowed PGK to slowly depreciate against the USD and other currencies.

### **U.S. Banks and Local Correspondent Banks:**

There are no U.S. banks operating in Papua New Guinea. U.S. industry has played a prominent role in realizing PNG's mining and energy potential, and ExxonMobil's lead involvement in the USD 19 billion PNG LNG project was supported in 2009 by USD 3 billion in export financing from EXIM Bank, at the time the largest single exposure in the history of EXIM.

### **Protecting Intellectual Property**

In this section include any country-specific IPR-related issues that are listed in the most recent version of USTR's annual Special 301 Report. Examples include country "ranking" (e.g., Watch List, Priority Watch List, etc.). Consider also providing a link to relevant portions of the report.

In addition, note the following steps:

Check [www.STOPfakes.gov](http://www.STOPfakes.gov) to see if the Office of Intellectual Property Rights has an IP **Snapshot** for the country in question, and link to it if available.

Include the paragraph below and link to the stock language on IPR and Corruption:

"In any foreign market companies should consider several general principles for effective protection of their intellectual property. For background, link to our article on [Protecting Intellectual Property](#) and [Stopfakes.gov](#) for more resources."

- List the IP Attaché or IPR Contact for your specific country. Check the [PTO website](#) to find your country-specific Attaché and their contact details.
- [For more information, contact ITA's Office of Intellectual Property Rights Director, Stevan Mitchell at \[Stevan.Mitchell@trade.gov\]\(mailto:Stevan.Mitchell@trade.gov\).](#)

The IPA through the Intellectual Property Office of PNG (IPOPNG) administers the Trade Marks Act, Chapter 385, Copyright and Neighbouring Rights Act (2000) and the Patents and Industrial Design Act (2000).

Protections for intellectual property rights relating to the reproduction and sale of counterfeit and pirated products, particularly music and movies, are insufficient. Such counterfeit products are openly sold on the streets and in shops. Sales persist despite sporadic law enforcement action. Other counterfeit products that infringe on copyrights, patents, and/or trademarks are often imported from Asian countries and sold in Papua New Guinea. Customs periodically seizes such shipments, but there are significant gaps in their enforcement

regime. Adequate protection for trade secrets and semiconductor chip layout design exist in law, and minimal infringements appear to occur. For additional information about treaty obligations and points of contact at local IP offices, please see WIPO's country profiles at <http://www.wipo.int/directory/en/>.

## **Selling to the Public Sector**

### **Selling to the Government**

According to PNG's Investment Promotion Authority, Communications, Value Chain, and Transportation sectors are potential areas for investment. These areas heavily involve infrastructure financing and in PNG this is mostly arranged through Exim banks.

For PNG's procurement requirements, the Department of Finance is the implementing agency, which works in close consultation with the country's National Procurement Commission (former Central Supplies & Tenders Board).

PNG's procurement law applies to all public and statutory bodies with exceptions for state-owned enterprises (SOEs). The SOEs are exempted mainly due to the investment responsibilities that it is required to perform unlike that of public or statutory bodies. However, the procurement law applies to any procurement requirement sponsored by the national budget, and this where it can include SOEs.

For procurement arrangements under international agreements, the agreement supersedes the procurement law. This extends to procurements that involve co-funded, where the law will only apply to funding portions involving the Government of Papua New Guinea.

The national procurement law reserves government contracts valued up to US\$3.1 million only to national companies and Papua New Guineans. Contracts ranging between US\$3.1 million to US\$9.2 million, while open to partnerships, will require fifty per cent of the value of the procurement to be undertaken only by local companies. However, these procurement restrictions reach a level playing field for contracts worth US\$9.2 million or more, opening project tenders to service providers, both national and non-national companies.

Amid the opportunities and established legal framework, there is still growing concern on the level of transparency and fairness of the process of awarding contracts in the country.

The central bureaucracy is increasingly politicized, which has eroded the capacity of government departments and allowed nepotism and cronyism to thrive in parts the public service. Observers believe that rampant political interference in the appointment process of the executive management and boards of state-owned enterprises (SOEs) have resulted in most SOEs suffering from poor management. The awarding process for government procurement contracts continue to lack competitive bidding processes due to excessive political influence.

In addition, the lack of proper consultation by the government on legislative and policy reforms have raised serious concern on the independence and effectiveness of due process.

U.S. companies bidding on Government tenders may also qualify for U.S. Government advocacy. A unit of the U.S. Commerce Department's International Trade Administration, the Advocacy Center coordinates U.S. Government interagency advocacy efforts on behalf of U.S. exporters bidding on public sector contracts with international governments and government agencies. The Advocacy Center works closely with our network of the U.S. Commercial Service worldwide and inter-agency partners to ensure that exporters of U.S. products and services have the best possible chance of winning government contracts. Advocacy assistance can take many forms but often involves the U.S. Embassy or other U.S. Government agencies expressing support for the U.S.

bidders directly to the foreign government. Consult [Advocacy for Foreign Government Contracts](#) for additional information.

### **Financing of Projects**

Outline how major projects are financed and give examples where relevant.

According to PNG's Investment Promotion Authority, Communications, Value Chain, and Transportation sectors as potential areas for investment. These areas heavily involve infrastructure financing and in PNG this is mostly arranged through Exim banks.

**Multilateral Development Banks and Financing Government Sales.** Price, payment terms, and financing can be a significant factor in winning a government contract. Many governments finance public works projects through borrowing from the Multilateral Development Banks (MDB). A helpful guide for working with the MDBs is the [Guide to Doing Business with the Multilateral Development Banks](#). The U.S. Department of Commerce's (USDOC) International Trade Administration (ITA) has a Foreign Commercial Service Officer stationed at each of the five different Multilateral Development Banks (MDBs): the African Development Bank; the Asian Development Bank; the European Bank for Reconstruction and Development; the Inter-American Development Bank; and the World Bank.

Learn more by contacting the:

- Commercial Liaison Office to the [Asian Development Bank](#)
- Commercial Liaison Office to the [World Bank](#)

Each Post should re-confirm country status about borrowing from the MDBs. If you have any questions regarding your country status, contact Barbara White [Barbara.White@trade.gov](mailto:Barbara.White@trade.gov) at the Advocacy Center

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## Business Travel

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This chapter includes 11 topics and no longer includes a separate article on **Web resources**. Incorporate relevant web links in individual topics.

**Business Customs:** Describe acceptable business etiquette, dress, business cards, gifts, etc.

It is common practice for formal meetings to be accompanied with refreshments. This often includes sandwiches and hot beverages.

Formal business attire for men ranges from a business suit, a long-sleeved shirt with a tie, or a formal tropical (Hawaiian) shirt. Formal business wear for women include a (work) dresses or a two-piece outfit of a long-sleeved shirt with long slacks or a knee-length skirt.

The exchanging of business cards during formal gatherings is expected.

**Travel Advisory:** Check [State Department consular information sheet](#) for your country (may need to use Chrome browser).

<https://travel.state.gov/content/travel/en/international-travel/International-Travel-Country-Information-Pages/PapuaNewGuinea.html>

**Visa requirements:**

<https://travel.state.gov/content/travel/en/international-travel/International-Travel-Country-Information-Pages/PapuaNewGuinea.html>

U.S. Companies that require travel of foreign businesspersons to the United States are advised that security evaluations are handled via an interagency process. Visa applicants should go to the following link(s): [State Department Visa Website](#).

**Currency:**

Currency: 1 Kina (K) = 100 Toea.

Major foreign currencies in PNG include the U.S. Dollar, Australian Dollar, New Zealand Dollar, Great Britain Pound, European Euro, Japanese Yen, and Chinese Yuan.

PNG's commercial banking sector comprises four commercial banks. Two are Australian institutions, Westpac and Australian and New Zealand Group (ANZ) banks, with local banks Bank of South Pacific (BSP) and Kina Bank. BSP is the largest bank in the country, operates 79 branches, 52 sub-branches, 351 agents, 499 ATMs, 11,343 electronic funds transfer at point of sale (EFTPOS) units.

All four commercial banks accept credit or debit cards, while traveler's checks are not allowed. Local bank services are available for U.S. ATM networks.

**Telecommunications/Electronics:**

Mobile roaming is possible in Papua New Guinea though it is costly. The use of local SIM card from mobile communication companies, Digicel and BeMobile is advisable. Mobile communication network is widely accessible. Internet access in Port Moresby has improved in recent years. Fast-speed internet service and wireless via a USB modem are now available in the country.

It is advisable for the need of an adapter in order to plug your appliances into the power sockets in the country: the adapter required for Papua New Guinea is Type 1 Australia plug. The plugs have two flat metal pins, forming



an inverted 'V' shape, and occasionally a third vertical pin in the centre. The electrical current is 220 – 240 volts, AC 50Hz.

**Transportation:**

Transportation information:

<https://travel.state.gov/content/travel/en/international-travel/International-Travel-Country-Information-Pages/PapuaNewGuinea.html>

**Language:**

Official Languages: English, Pidgin, and Motu

**Health:**

Refer to Health Advice from the State Department consular information sheet:

<https://travel.state.gov/content/travel/en/international-travel/International-Travel-Country-Information-Pages/PapuaNewGuinea.html>

**Local time, business hours, and holidays:**

Papua New Guinea is 10 hours ahead of Universal Coordinated Time (+10 UTC) on the Australian Eastern Standard Time (AEST).

Business Hours: 8:00am to 5:00pm

Government business hours: 7:45am – 4:06pm

Refer to link for list of holidays in Papua New Guinea: <https://www.businessadvantagepng.com/papua-new-guinea-public-holidays/>

**Temporary Entry of Materials and Personal Belongings: Describe what is required for temporary entry.**

Generally, to be eligible for a business or a short-term employment visa, an applicant must show that the applicant is a genuine person or engaged in approved employment, with the intention of leaving Papua New Guinea at the end of your stay.

Depending on the applicant's circumstances, the applicant may be asked to provide Immigration and Citizenship Authority (ICA) with evidence to support your application

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## **Investment Climate Statement (ICS)**

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The U.S. Department of State's Investment Climate Statements provide information on the business climates of more than 170 economies and are prepared by economic officers stationed in embassies and posts around the world. They analyze a variety of economies that are or could be markets for U.S. businesses.

Topics include Openness to Investment, Legal and Regulatory systems, Dispute Resolution, Intellectual Property Rights, Transparency, Performance Requirements, State-Owned Enterprises, Responsible Business Conduct, and Corruption.

These statements highlight persistent barriers to further U.S. investment. Addressing these barriers would expand high-quality, private sector-led investment in infrastructure, further women's economic empowerment, and facilitate a healthy business environment for the digital economy. To access the ICS, visit the U.S. Department of State's [Investment Climate Statement](#) website.

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## **Political and Economic Environment**

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For background information on the political and economic environment of the country, please click on the link to the U.S. Department of State [Countries & Areas](#) website.