Luther.

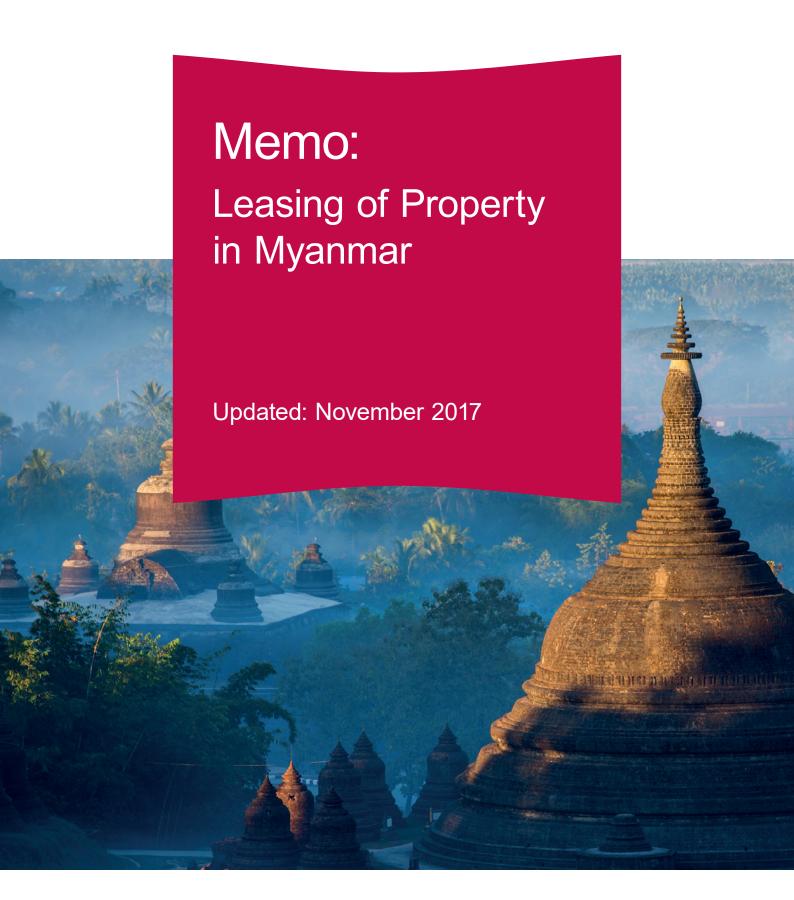


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I. Introduction

Land use rights in Myanmar are governed by a multitude of laws and regulations that were adopted by the British Empire and the subsequent governments of Myanmar.

These numerous laws resulted in a complex land classification system, which remains in place until today. Restrictions apply both with regard to the categories of land, the ownership, leasing and use of immovable property, and the registration of titles.

Furthermore, Myanmar laws distinguish between Myanmar citizens (and Myanmar-owned companies) and foreign citizens (and foreign-owned companies), which also affects ownership, leasing and use of land and immovable property.

Under the current legal confines of the Transfer of Immovable Property Restriction Law 1987, foreigners and foreign-owned companies are not permitted to own immovable property and are restricted in its use and leasing.

Exceptions from the restrictions on long-term leases were available under Myanmar's Foreign Investment Laws since 1988, but foreign ownership was only mentioned for the first time in 2016, when the Myanmar Parliament approved the Condominium Law 2016. The new law would enable foreigners or foreign-owned companies to purchase up to 40% of the total housing units in a condominium.

Comment Luther: It should be noted, however, that the implementing regulations of this law are still being drafted.

II. Land Use Rights

Foreign ownership, leasing and use of land and immovable property are governed by the Transfer of Property Act 1882 and the Transfer of Immovable Property Restriction Law 1987.

1. Restrictions

Pursuant to sec. 3 Transfer of Immovable Property Restriction Law 1987, no person shall sell, purchase, give away, mortgage, exchange or transfer by any means immovable property to a foreigner or foreign-owned company. Correspondingly, no foreigner or foreign-owned company shall acquire immovable property by way of purchase, gift, mortgage, exchange or transfer, sec. 4 Transfer of Immovable Property Restriction Law 1987.

Further, the law limits the term for leases of immovable property to foreigners or foreign-owned companies. Pursuant to sec. 5 (a) Transfer of Immovable Property Restriction Law 1987, no person shall grant a lease of immovable property for a term exceeding one (1) year to a foreigner or foreign-owned company. Correspondingly, no foreigner or foreign-owned company shall receive a lease of immovable property for a term exceeding one (1) year, sec. 5 (b) Transfer of Immovable Property Restriction Law 1987.

Comment Luther: It should be noted, that the Transfer of Immovable Property Restriction Law 1987 does not in any way differentiate between foreigners and (foreign) permanent residents.

2. Exemptions

Myanmar laws provide certain exemptions from the aforementioned restrictions.

2.1. Myanmar Investment Law 2016

The most important exemption is provided in the Myanmar Investment Law 2016, pursuant to which any (foreign) investor who has obtained a Permit or Endorsement of the Myanmar Investment Commission may apply for Land-Rights Authorization to enter into long-term leases of up to fifty (50) years with the possibility of two (2) extensions of ten (10) years each.

This is a clear improvement from the provisions of the former Foreign Investment Law 1988 and Foreign Investment Law 2012, which allowed long-term land use only for foreign investors with a Permit of the Myanmar Investment Commission, which was generally only available to large, capital-intensive investments in the manufacturing and infrastructure sectors.

Of particular interest is further, that any (foreign) investor is allowed to sub-lease immovable property from an investor who has received a Land-Rights Authorization from the Myanmar Investment Commission. This means that (foreign) investors holding a Land-Rights Authorization are permitted to sub-lease (parts of) their immovable property to (foreign) sub-lessees within the limits of their Land-Rights Authorization, without the sub-lessees having to apply for a separate Land-Rights Authorization from the Myanmar Investment Commission.

2.2. The Special Economic Zones Law 2014

Pursuant to sec. 79 Special Economic Zones Law 2014, foreign investors in Special Economic Zones are permitted to enter into long-term leases within the Special Economic Zones for a period of up to fifty (50) years, with the option to extend the lease for a further period of twenty-five (25) years.

2.3. The Condominium Law 2016

On 29 January 2016, the Myanmar Parliament passed the long-awaited Condominium Law 2016, pursuant to which foreigners and foreign-owned companies may purchase up to 40% of the housing units in condominiums.

Comment Luther: In previous drafts, foreigners were only allowed to buy housing units on or above the sixth floor of a condominium. This requirement has, however, been deleted from the final law.

Condominium is defined as a high-rise building of six floors or more, built as a collectively-owned structure on collectively-owned land in compliance with such specifications as stipulated by the Ministry of Construction and registered under the Condominium Law 2016. The law does not, however, provide for a comprehensive definition of "collectively-owned land".

Pending such a definition in the implementing regulations, the Condominium Law 2016 remains ineffective.

2.4. Transfer of Immovable Property Restriction Law 1987

Pursuant to sec. 14 Transfer of Immovable Property Restriction Law 1987, the relevant Ministry may allow exemptions from the provisions of the law to a foreign government for the use of its diplomatic mission accredited to Myanmar, to United Nations' agencies, and to any other organization of individuals.

III. Long-Term Leases under the Myanmar Investment Law 2017

1. General Overview

The new Myanmar Investment Law 2016 provides that any (foreign) investor may apply for a Land-Rights Authorization to enter into long-term leases with private landlords, or – in case of state-owned land – the relevant government departments or government organizations, if the investor has obtained a Permit or Endorsement issued by the Myanmar Investment Commission (sec. 50 (a) Myanmar Investment Law 2016).

Upon issuance of the Land-Rights Authorization, a foreign investor may enter into leases with an initial term of up to fifty (50) years with the possibility of extension for two (2) additional terms of ten (10) years each. Longer leases may be allowed by the Myanmar Investment Commission to promote the development of remote regions with lower economic development.

An investor who has received a Land-Rights Authorization shall, within 20 working days from execution of the lease agreement, submit the details to the Myanmar Investment Commission.

2. Exemption

No separate Land-Rights Authorization shall be required, if the investor proposes to sub-lease immovable property from another investor, who has received a Land-Rights Authorization from the Myanmar Investment Commission (rule 135 of the Myanmar Investment Rules 2017).

Comment Luther: Investors do, however, have to file Form (15) – Notification for Sub-lease of Land or Buildings with the Myanmar Investment Commission.

3. Application Procedure

The new Myanmar Investment Law 2016 has simplified and streamlined the application for long-term land use rights. Fewer documents have to be provided to the authorities, and applications involving investments of less than US\$ 5 million may be handled at the State/Regional level, with the close involvement of senior Directorate of Investment and Company Administration staff stationed in the State/Region.

3.1. Endorsement

Investors who have not been issued a Permit by the Myanmar Investment Commission are required to apply for an Endorsement to be eligible for a Land-Rights Authorization.

The procedure for the Endorsement application with the Myanmar Investment Commission is as follows:

- The investor shall prepare and submit a complete and comprehensive Endorsement application.
- Once the Endorsement application has been submitted and the correct application fee paid, it shall be screened for eligibility and completeness by the Directorate of Investment and Company Administration (or another such authority designated by the Myanmar Investment Commission):
 - If the Endorsement application is eligible and complete, it shall be submitted for review and determination at the meeting of members; or
 - If the Endorsement application is incomplete or ineligible for approval, the Myanmar Investment Commission may reject the Endorsement application within 15 working days of receipt and give the investor notice of the rejection and an explanation of the grounds of rejection within a further five (5) working days.
- If the Endorsement application is accepted (or deemed to be accepted), the Myanmar Investment Commission or the relevant State/Regional Committee will screen the Endorsement application within 30 days after the date of acceptance. If approved, it shall issue the Endorsement within ten (10) working days from the date of decision.
- During the assessment, the Myanmar Investment Commission, or the relevant State/Regional Committee, may, at any stage of the assessment process, require the investor to provide more information relevant to the Endorsement application.
- Any consultation with other authorities as necessary or desirable for the assessment of an Endorsement application will be carried out directly by the Myanmar Investment Commission or the relevant State/Regional Committee.

Pursuant to rule 79 Myanmar Investment Rules 2017, the Myanmar Investment Commission or the relevant State/Regional Committee must consider the objectives, principles, rights and responsibilities of the Myanmar Investment Law 2016 and

apply the following criteria in the assessment of an Endorsement application:

- The investor is acting, and the investment will be made, in accordance with the laws of the Union;
- The investment needs an Endorsement according to sec. 37
 Myanmar Investment Law 2016;
- The application for an Endorsement is in accordance with the Myanmar Investment Law 2016;
- The application relates to an investment as defined in the Myanmar Investment Law 2016; and
- The Investor is eligible to receive a Land-Rights Authorization or Tax Incentive applied for with the Endorsement application.

Upon approval, the Myanmar Investment Commission will issue the Endorsement.

3.2. Land-Rights Authorization

While often applied for simultaneously with the application for a Permit or Endorsement from the Myanmar Investment Commission, the application for Land-Rights Authorization is technically a separate process.

Pursuant to rule 117 Myanmar Investment Rules 2017, the application for Land-Rights Authorization shall contain the following information:

- Area, type and location of the immovable property;
- Details of the landlord(s) of the immovable property;
- Recommendation letter or similar document or approval from a State/Regional Government or other governmental department and governmental organisation endorsing any proposed change in the use of the land to carry out the investment;
- Clarification, whether the investor's proposed use of the land will require any significant alteration of topography or elevation of the land, as provided in sec. 65 (f) Myanmar Investment Law 2016;
- Period of the proposed Land-Rights Authorization; and
- A draft of the proposed lease agreement.

Upon receipt and acceptance of the application, the Myanmar Investment Commission or the relevant State/Regional Committee shall assess the application within 30 days, and if approved, issue the Land-Rights Authorization within ten (10) working days from the date of its decision; a copy of the Land-Rights Authorization shall be delivered to the relevant Union Ministries and State/Regional Government Authority.

The Myanmar Investment Commission or State/Regional Committee may request additional information from the investor at any stage of the procedure. If such information is not provided in time, the application shall lapse.

IV. Stamp Duty

The Stamp Act 1899 stipulates, which instruments are subject to payment of stamp duty, a form of tax charged on certain legal instruments such as lease agreements, which requires the affixation of physical stamps on the instrument in question.

The payment and affixation of the stamps is generally due before or at the time of execution of the instrument, unless the relevant instrument has been executed outside of Myanmar.

A fine equal to ten (10) times the payable stamp duty may be imposed, if stamp duty:

- Has not been fully paid;
- Has not been paid within the prescribed period following the execution of the deed;
- Has not been paid on the former deed, although novation/renewal/extension is being carried out; or
- Has been under-paid.

V. Registration with the Register of Deeds

The Registration Act 1909 distinguishes between compulsory and discretionary registration.

Pursuant to sec. 17 (1) Registration Act 1909, leases of immovable property from year to year, for any term exceeding one (1) year or reserving a yearly rent must be registered. (For leases of immovable property for a term not exceeding one (1) year, and leases exempted under section 17 Registration Act 1909, registration pursuant to sec. 18 Registration Act 1909 is optional).

Comment Luther: On 5 May 2017, the Myanmar Parliament published a draft of the Law concerning the Registration of Deeds. Upon enactment, the Registration Act 1909 will be repealed and replaced.

The draft continues to distinguish between compulsory and discretionary registration. According to sec. 16 of the Draft Law concerning the Registration of Deeds, the registration of leases of immovable property from year to year, or for any term exceeding one (1) year, or reserving a yearly rent will continue to be compulsory.

Pursuant to sec. 17 of the Draft Law concerning the Registration of Deeds, the registration of leases of immovable property with a term not exceeding one (1) year will continue to be optional.

The registration with the Registration of Deeds Office is due within four (4) months from the execution of the document. Late registration may be permitted upon payment of a fine, provided that delay does not exceed four (4) months.

For the registration of a lease agreement, the following documents and information must be submitted to the Registration of Deeds Office:

- Application letter for the registration of the lease agreement affixed with MMK 300 stamp (the application letter to be bought from the Registration Office);
- Original lease agreement signed by the lessor, the lessee, and two witnesses, with the stamps affixed to be shown and copy to be attached:
- Original proof of identification of the lessor (or their proxy) and the lessee (or their proxy), e.g. N.R.C. (any proxy shall be authorized by a duly stamped power of attorney registered with the Registration Office) to be shown and copies to be attached;

- Original proof of identification of the two witnesses (one of behalf of each party), e.g. N.R.C., to be shown and copies to be attached;
- Original land title documents of the property to be shown and copy to be attached (if the lessor's name is not mentioned in the title documents, the lessor shall provide evidence that he is legally allowed to sub-lease the property);
- Original Certificate of Incorporation to be shown and copy to be attached (if the lessor and/or the lessee are corporate entities);
- Original board of directors' resolution authorizing the lease to be shown and copy to be attached (if the lessor and/or the lessee are corporate entities);
- Original directors/members list to be shown and copy to be attached (if the lessor and/or the lessee are corporate entities);
- Original Permit or Endorsement of the Myanmar Investment Commission to be shown and copy to be attached, if the property is leased by a foreign investor for a term exceeding one (1) year; and
- Approval of the lessor.

The above documents may be submitted in English and/or Myanmar language. A notarized Myanmar translation is usually required, if the original documents are not in Myanmar language.

Any lease agreement to be registered shall, together with the supporting documents, be examined by the deputy officer and the registrar of the Registration of Deeds Office. The registrar shall scrutinize the relevant title document to assess whether the property may be leased to a (foreign) investor and used for the desired purpose.

After payment of the registration fee, the lessor, the lessee and the two witnesses shall sign and stamp with their fingerprints the original and copy of the lease agreement as well as the relevant registration books.

The Registrar will issue the chalan (i.e. receipt of payment) for the lease agreement and start the internal registration process.

After registration, the original lease agreement will be returned to the registering party, supplemented with a registration number, registration book number, registration file number, and the date of registration.

Our Services

Luther Law Firm Limited and Luther Corporate Services Limited together have the competence and expertise necessary to comprehensively assist and advise clients in all stages of the business lifecycle, namely, from the establishment of a Myanmar business vehicle, through on-going legal and tax advice, bookkeeping, accounting, payroll and cash, fund & payment administration and up to the dissolution of a business. We devise and help you implement legal, tax and corporate compliance structures that work and let you focus on being successful in Asia's last frontier market.

Legal- and Tax Advisory Services

Our international and Myanmar lawyers provide comprehensive legal and tax advice in all areas of commercial law, including:

- Corporate law, investment structuring and joint ventures
- Employment law
- Immigration law
- Contract law
- IP law
- Financial transactions
- Real estate law
- Tax advice and tax structuring

Establishment of a Myanmar Business

We provide fast and efficient service for the formation and registration of Myanmar companies, branch and representative offices, including:

- Advising on the type of entity to be established and the optimal corporate & tax structure
- Preparation of Memoranda and Articles of Association and other constitutional documents
- Registration of limited companies
- Registration of foreign companies ("Branch or Representative Offices")
- Application for Permits and Endorsements under the Myanmar Investment Law 2016
- Registration under the Special Economic Zone Law 2014
- Registration of Associations not-for-profit and International Non-governmental Organizations

Cessation of a Myanmar Business

We offer advice and assistance on the cessation of businesses in Myanmar. This service includes the preparation and filing of all necessary documents for the voluntary winding-up of a limited company or the closing of a Branch or Representative Office.

Corporate Secretarial Services

Luther provides the complete range of corporate secretarial services to businesses in Myanmar.

1. Provision of personnel to assume statutory positions

- Company secretary
- Nominee director
- Nominee representative

2. General statutory compliance services

- Advice on best practice, corporate governance and compliance with Myanmar law
- Corporate restructuring
- Setting up, custody and maintenance of statutory books and registers
- Preparing and lodging of prescribed forms and requisite documents with the Directorate of Investment and Company Administration (DICA) and the Myanmar Investment Commission (MIC)
- Preparation of notices, minutes, and other documents pertaining to directors' and shareholders' meetings (Annual General Meeting and Extraordinary General Meeting)
- Provision of registered office address

3. Managing changes:

- Change of name
- Change in constitutional documents
- Change in capital structure (transfer of shares, new issuance of shares)
- Change of shareholders
- Change of directors, representatives, auditors and company secretaries
- Change of registered office address
- Opening of bank accounts and managing changes of bank signatories

Immigration Services

Luther can assist clients with the application for visas- and immigration permits required for foreigners working in Myanmar, such as:

- Assistance with visa applications
- Application for Foreigner Registration Certificates and Long-Term Stay Permits
- Application for Alien Worker Registration Cards
- Registration of foreign employees with the Myanmar Investment Commission and the Department of Labor
- Assistance with Form C and other immigration requirements

Individual and Corporate Tax Compliance

We provide tax compliance services, including:

- Commercial tax registration
- Preparation, calculation, filing and payment of commercial tax
- Preparation, calculation, filing and payment of withholding tax
- Preparation, calculation, filing and payment of personal income tax
- Applications for relief under Double Tax Agreements
- Advice on complex and international tax structures
- Negotiations with the Inland Revenue Department
- Payment of stamp duty

Human Resources & Payroll Administration

We offer full outsourcing services for the management of payroll, personnel data and employee benefits, including:

- Processing and payment of employee expense claims
- Computation of salaries
- Computation of social security contributions
- Computation of personal income taxes
- Provision of payroll reports & financial journals
- Payment of salaries net of personal income tax and social security contributions
- Filing and payment of personal income tax and social security contributions
- Ensuring compliance with tax and social security reporting requirements

Accounting & Financial Reporting

Luther provides comprehensive book keeping and accounting services in accordance with the highest international standards.

1. Bookkeeping

- Setting up the chart of accounts
- Recording of all payments and funds received
- Preparation of monthly bank reconciliation statements
- Recording of all sales and trade debtors
- Recording of all purchase and trade creditors
- Recording of prepayments and accruals
- Recording of all assets purchased and related depreciation
- Recording of all commercial tax (CT) on taxable purchases/ supplies
- Extraction of monthly trial balances and general ledger

2. Management reports

- Compiling of profit and loss account and balance sheet
- Generating aged financial analysis of debtors and creditors
- Business advisory services such as accounting reports and preparation of business plans
- Budget preparation, comparison and analysis of key components of financial performance

3. Statutory accounting

- Preparation of financial statements and notes to the financial statements
- Review and computation of tax and deferred tax provisions for inclusion into financial statements

Cash, Fund & Payment Administration

Luther Corporate Services offers cash, fund & payment administration services. For smaller businesses, where segregation of duties is an issue, our service functions as an additional control step with regards to company fund spending.

- Administration of cash funds deposited with us or in client's own bank accounts
- Cash flow forecasting and processing of accounts receivables
- Account signatory services to enable settlement of company payment obligations, and observance of "four-eyes-principle"
- Issuance of payment vouchers and arrangement of payments

Luther Asia

Expertise

Our Myanmar office works closely together with the other Luther offices in Asia and Europe. We take a holistic approach, dealing with Asia-wide compliance issues, assisting with the setting up of international holding structures and ensuring proper repatriation of profits.

We provide the complete range of legal and tax advice to clients doing business in and from Asia. To offer a seamless service, we have teams in Europe as well as in Asia, led by partners with many years of experience on both continents. That way, we can immediately answer questions concerning investment decisions and provide our clients with an accurate assessment of the particularities of their projects, no matter where they are located.

Our lawyers unite substantial practical knowledge in important legal areas and cover the entire spectrum of law in Asia and beyond. We support foreign investors in the assessment of location and investment criteria, the structuring of investment projects, acquisitions and joint ventures. Finding and implementing solutions for sensitive areas like technology transfer and know-how protection also form part of our work. Alongside our clients we negotiate with future partners and local authorities and ensure the enforcement of their rights, in and out of court as well as in arbitration proceedings.

The services of our lawyers are complemented by our accountants, HR specialists and tax consultants offering all the services one would necessarily associate with a "onestop" concept, from outsourced administration to accounting, payroll and tax compliance. Additionally, we provide corporate secretarial services, especially in the Asian "common law" countries.

Collectively, our lawyers, tax consultants and professionals combine the competence and experience necessary to assist comprehensively on all business matters in Asia. Our tax experts advise on individual and corporate tax compliance as well as on withholding tax issues, on Double Taxation Agreements and on complex international tax structures. Our accountants and professionals carry out the time-consuming administrative tasks of the accounting and payroll functions a business must undertake, allowing our clients to concentrate on growing their business.

Singapore

Singapore is a leading international trading & financial hub. As such, it serves as Asian headquarter for many international companies operating within the Asia-Pacific region. With a staff strength of more than 90, Luther is by far the largest continental European law firm in Singapore. More than 25 lawyers from Singapore, Germany, France and other jurisdictions cover the whole range of corporate and commercial legal work as well as the structuring of investments within South and South East Asia. Our team is supported by excellent local Singaporean lawyers, notary publics, tax advisors, accountants, corporate secretaries and other professionals.

Shanghai

Shanghai is the main hub for doing business in China, and with a team of more than 20 international lawyers, Luther is the largest German-speaking law firm in the city. Our China team consists of German and Chinese legal experts most of whom have over a decade of experience in developing and entering the Chinese market. Luther Shanghai is fully authorized to offer legal services including litigation and provides advice on all questions of Chinese law. Our legal team is supported by Chinese tax advisors, accountants, corporate secretaries and other professionals.

Asia

Our two principal Asian offices in Singapore and Shanghai are complemented by offices and teams in Yangon (Myanmar), Delhi-Gurgaon (India), Kuala Lumpur (Malaysia) and Jakarta (Indonesia).

This network of Luther offices is further strengthened by the longestablished business relationships that we have successfully developed both locally and with our regional partners and "best friends" in Australia, Hong Kong, India, Japan, New Zealand, the Philippines, South Korea, Thailand and Vietnam.

About Luther

Luther Rechtsanwaltsgesellschaft mbH is one of the top addresses among German commercial law firms. From our ten German offices and six international offices, our lawyers and tax advisors advise their clients both in legal disputes and in organisational issues. We focus on providing efficient and far-sighted advice which leads to the desired commercial results. This, together with the sensible allocation of time and personnel resources, provides the basis for our innovative advice.

Luther provides legal and tax advice in all areas relevant to companies, investors and the public sector. Knowledge of the market in which our clients are active is a prerequisite for providing successful advice. That's why our lawyers and tax advisors, in addition to their specialised legal knowledge, also focus on advising clients from particular industries.

Areas of practice

- Antitrust law
- Banking and capital markets
- Commercial and distribution law
- Complex disputes
- Corporate law
- Employment law
- Energy law
- Environment and planning law, regulatory
- Family businesses entrepreneurial families
- IP and copyright law
- Insurance law
- International arbitration
- International trade law
- Litigation and mediation
- Mergers & Acquisitions
- Property transactions
- Public procurement law
- Public subsidies/state-aid law
- Public-private partnership
- Real estate law
- Restructuring and insolvency
- Tax law
- Technology, media and telecommunications
- White-collar crime & compliance

Our approach is interdisciplinary. Legal and tax issues are in our opinion often closely linked, and long-term commercial and financial implications should not be overlooked either. We benefit from the close working relationship between our lawyers and our tax advisors as well as from years of experience working with business consultants, accountants and bankers. We are, of course, also able to provide advice to our clients in international matters. We have our own foreign offices, which are located at six important finance and investment centres

Sector focus

- Automotive and mobility
- Chemicals
- Energy and utilities, renewable energy
- Financial services
- Food, retail and consumer products
- Health care and medical
- Infrastructure, water and waste management
- Insurance
- Logistics
- Mechanical and plant engineering and construction
- Pharmaceuticals and biotechnology
- Public sector
- Real estate
- Shipping and maritime law
- Textile and clothing industry

in Europe and Asia. In addition, we have long-standing, close relationships with business law firms in all relevant jurisdictions around the world. In Continental Europe, Luther is part of a group of independent law firms each of which is one of the leading law firms in its own country. These law firms have a strong track record in cross-border projects and are engaged in an ongoing exchange of information about new market trends and legal developments.

Your Contacts



Alexander Bohusch
Rechtsanwalt/Attorney-at-law (Germany)
Luther Law Firm Limited
Myanmar
Phone +95 1 500021
alex.bohusch@luther-lawfirm.com



Fabian Lorenz, M.A.
Rechtsanwalt/Attorney-at-law (Germany)
Luther Law Firm Limited
Myanmar
Phone +95 1 500021
fabian.lorenz@luther-lawfirm.com



Nicole Schwiegk
Rechtsanwalt/Attorney-at-law (Germany)
Luther Law Firm Limited
Myanmar
Phone +95 1 500021
nicole.schwiegk@luther-lawfirm.com



Fanny Tatin
Avocat/Attorney-at-law (France)
Luther Law Firm Limited
Myanmar
Phone +95 1 500021
fanny.tatin@luther-lawfirm.com



Thi Ha
Higher Grade Pleader
Luther Law Firm Limited
Myanmar
Phone +95 1 500021
thi.ha@luther-lawfirm.com



Maung Maung Min Khaung
Higher Grade Pleader
Luther Law Firm Limited
Myanmar
Phone +95 1 500021
maungmaung.minkhaung@luther-lawfirm.com



Saw Thaw Tu Htoo
Higher Grade Pleader
Luther Law Firm Limited
Myanmar
Phone +95 1 500021
saw.thaw.tu.htoo@luther-lawfirm.com



Nang Kay Si Kham
Higher Grade Pleader
Luther Law Firm Limited
Myanmar
Phone +95 1 500021
nang.kay.si.kham@luther-lawfirm.com

<u>Imprint</u>

Luther Rechtsanwaltsgesellschaft mbH, Anna-Schneider-Steig 22, 50678 Cologne, Phone +49 221 9937 0, Fax +49 221 9937 110, contact@luther-lawfirm.com

Editor: Alexander Bohusch, Rechtsanwalt/Attorney-at-law (Germany),
Luther Law Firm Limited, Luther Corporate Services Limited, Uniteam Marine Office Building, Level 8, Unit #1, 84 Pan Hlaing Street, Sanchaung Township
11111 Yangon, Myanmar, Phone +95 1 500 021, Fax +95 1 502 852,
HP (MM): +95 9 425 0136 00, HP (SG): +65 9 829 1829, alexander.bohusch@

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Luther Corporate Services: Delhi-Gurgaon, Kuala Lumpur, Shanghai, Singapore, Yangon

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