



## **Doing Business in Brunei Darussalam: A Country Commercial Guide for U.S. Companies**

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## Chapter 1: Doing Business In Brunei Darussalam

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### Market Overview

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- Brunei Darussalam is a Southeast Asian oil-rich sultanate on the northern coast of Borneo. A British protectorate until 1984, it boasts a well-educated and largely English-speaking population, excellent infrastructure, and a government intent on bringing foreign investment and projects to Brunei.
- Despite repeated calls for diversification, Brunei's economy remains overwhelmingly dependent on the income derived from sales of oil and gas, which represents 94.2% of Brunei's total exports and 70% of gross domestic product (2005). Additionally, substantial revenue from overseas investment supplements income from domestic production, and these two revenue streams provide a comfortable quality of life for Brunei's population. At B\$42,864.4 (US\$25,667.3), per capita GDP is among the highest in Asia; citizens pay no taxes and receive free education through the university level as well as free medical care and, frequently, subsidized housing.
- Brunei's central regional location, with excellent telecommunications and airline connections, no personal income, sales or export taxes, and its stable political situation offer a welcoming climate for would-be investors. Foreign businesses exporting goods and services enjoy a renewable ten-year corporate tax holiday while those competing in the domestic market can receive exemptions of up to eight years. Additionally, a low crime rate, good schools, housing and sports facilities as well as low utility costs make Brunei an attractive location for short and long-term residence.
- Brunei has no debt, domestic or foreign, and has not been the recipient of economic aid. Despite importing most consumer goods and food, Brunei's large oil exports maintain a positive trade balance. Inflation has not been a problem as the consumer price index increased by 1.1% in 2005. The Brunei dollar is pegged to the Singapore Dollar, which is also widely accepted throughout the sultanate.

### Market Challenges

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- Brunei's local market is relatively small and most foreign investors will need to find a local partner to enter the market. U.S. businesses / investors must have patience when dealing with the local government as decision making tends to be slow.

## Market Opportunities

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- Formed in 2002, the Brunei Economic Development Board promotes Brunei as an investment destination to stimulate and develop a domestic economy dependent on oil and gas revenues. BEDB is also responsible for shaping government policies for foreign investment, marketing, incentives and promotion. Headed by Dato Paduka Mr. Timothy Ong Teck Mong, BEDB.
- The BEDB proposed a five-year B\$7.3 billion (US\$4.5 billion) infrastructure development strategy in January 2003. Should the strategy come to fruition, it could offer U.S. firms significant technical, construction, and expansion opportunities. Specifically, the plans include a US\$3 billion industrial site at Sungai Liang and a US\$1.5 billion Mega Port at Pulau Muara. The proposed industrial site will include a US\$400 million power plant, relying on the sultanate's natural gas resources, an aluminum smelter and downstream projects, as well as a port, free trade zone and supporting infrastructure. The Government of Brunei is in various stages of negotiation with investors on those projects. As of January 2007 little progress has been made.
- Additionally, the BEDB has announced significant incentives and loans to encourage other investment and projects from abroad. International consultancies have confirmed the potential for tourism, financial services, aircraft maintenance support, and software development in the sultanate. The Brunei government hopes that foreign direct investment will become a significant driver in the local economy.
- The Government of Brunei has established several agencies to promote foreign investment. In addition to BEDB, the Brunei Industrial Development Authority (BINA) has developed several industrial parks near the Muara Port and in other parts of Brunei close to transportation infrastructure to facilitate and nurture small and medium sized enterprises.

## Market Entry Strategy

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- U.S. businesses should build personal relationships with local representatives and customers through regular visits or establishing resident representation.

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## **Chapter 2: Political and Economic Environment**

For background information on the political and economic environment of the country, please click on the link below to the U.S. Department of State Background Notes.

<http://www.state.gov/r/pa/ei/bgn/2700.htm>

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### Using an Agent or Distributor

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Personal relationships are important in Brunei and US businesses will find a reputable local agent/distributor worthwhile. The individual should be thoroughly familiar with local business customs and high government officials. The Commercial Section of the U.S. Embassy provides services that can help U.S. businesses locate an appropriate agent/distributor.

### Establishing an Office

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Business may be established in Brunei as sole proprietorships, partnerships, and branches of a foreign company. Generally, U.S. companies operating in Brunei must either register as a branch of a foreign company or incorporate as a Brunei limited company. Should an American business wish to incorporate in Brunei, at least half the directors in the company must be citizens or permanent residents of Brunei Darussalam.

While no central system exists to help locate foreign and domestic partners, the Ministry of Industry and Primary Resources (MIPR) and Economic Planning and Development Department can informally announce a company's interest in finding an agent, distributor, or partner through its business channels.

### Joint Ventures/Licensing

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A joint venture may take the form of a corporation or partnership. Several factors, including the nature of the project, would determine which type of joint venture is appropriate. In a corporate joint venture, the owners have limited liability whereas in a partnership joint venture, the partners have unlimited liability. If the parties to a partnership joint venture are corporations, then liability is limited to that of the participating corporations.

Obtaining a business license depends on a number of factors, and can be time consuming. Check the following website for more information: [www.agc.gov.bn/client](http://www.agc.gov.bn/client). Information on Businesses and Companies Registration and Guidelines is contained in the Government of Brunei publication the "Business and Investment Guide". A copy of it can be obtained from the Promotion and Entrepreneurial Development Division, Ministry of Industry and Primary Resources, 3<sup>rd</sup> Floor, Jalan Menteri Besar, Bandar Seri Begawan BB3910, Brunei Darussalam. The telephone number is 673-2380026, fax: 673-2382835, email: [mariani.sabtu@industry.gov.bn](mailto:mariani.sabtu@industry.gov.bn) or visit the website at [www.industry.gov.bn](http://www.industry.gov.bn).

Even without a physical presence in Brunei, companies generally need a license to do business here. One exception would be if the products are marketed door to door by a local sales person.

One does not need a Bruneian citizen representative to do business commercially or when selling directly to the government.

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Royal Brunei Technical Services Sdn Bhd is the authorized agent of His Majesty's Government for certain equipment for the use of Royal Brunei Air Force, Royal Brunei Police Force and other lawfully established security forces of the Government of Brunei. RBTS is a wholly owned company of His Majesty's Government and is the only company which has been given a license under the Monopolies Act. Most manufacturers, suppliers and repair centers are required to deal directly with RBTS. The contact is the Chief Executive Officer of Royal Brunei Technical Services at 5<sup>th</sup> Floor, Setia Kenangan Office Block, Setia Kenangan Complex, Kg. Kiulap, Bandar Seri Begawan BE1518, Tel: (673)-2242700, Fax: (673)-2244797.

For non-security related products, U.S. businesses may deal directly with individual government departments or ministries.

The Brunei Government advertises its tenders in Malay on the Pelita Brunei. The website for Pelita Brunei is <http://www.brunet.bn/news/pelita/iiklan.htm>. Otherwise visit the Prime Minister's Office (PMO) website at <http://www.pmo.gov.bn> and search for tender notices.

## **Distribution and Sales Channels**

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Brunei currently does not have any specific legislation pertaining to distribution agreements. Any contracts made between entities will be governed by the laws described in Contracts Act (Chapter 106 of the Laws of Brunei) and Unfair Contract Terms Act (Chapter 171 of the Laws of Brunei), which deal with contract law in general. The Sale of Goods Act (Chapter 170 of the Laws of Brunei) would apply to any contract for the sale of goods.

The authority for Info-Communications Technology Industry of Brunei Darussalam (AiTi) was established in 2003 to administer the regulatory function and development of the Info-Communications industry in the Sultanate.

The Brunei Darussalam Information Technology Council is an agency responsible for leading and facilitating the strategic development and diffusion of ICT to the economy and nation as well as to guide Brunei in harnessing IT to its fullest potential for national prosperity.

Brunei aims to establish itself as the cyber hub of the region, and under the 8<sup>th</sup> National Development Plan, the government plans to enhance telecommunications infrastructure for the extensive usage of IT and provide training and educational facilities in the field of IT.

The usage of ICT will be widened to create an electronic system for the government, or e-government, in which networks between ministries and departments, government and the private sector and the public, will be established to transform a paper-based procedural system into an electronic system. This will enable the provision of services and governance processing using an online-system for the creation of civil services that are more efficient, effective and responsive.

About 199 projects involving B\$526.0 million are being allocated under the e-government drive. As of January 2007 around 98 e-Government projects have been awarded.

All e-Government projects have to go through the open tender process, by which the 'Invitation to tender' for a project will be advertised on the local government weekly Brunei Pelita and optionally in any other newspapers. The website is <http://www.brunet.bn/news/pelita/iiklan.htm>.

As of January 2007, government Ministries have finalized their respective IS/IT Plans and U.S. businesses may contact the respective ministry's Chief Information Officer (CIO) for more details. Visit the e-government website at [www.e-government.gov.bn](http://www.e-government.gov.bn) or [www.brunei.gov.bn](http://www.brunei.gov.bn).

For telecommunications projects, U.S. businesses may contact Ministry of Communications ([www.mincom.gov.bn](http://www.mincom.gov.bn)), Authority for Info-Communications Industry (AiTi) ([www.aiti.gov.bn](http://www.aiti.gov.bn)), Syarikat Telekom Brunei Berhad (TelBru) ([www.telbru.com.bn](http://www.telbru.com.bn)), DataStream Technology Sdn Bhd (DST) ([www.dst-group.com](http://www.dst-group.com)), B-mobile Communications Sdn Bhd ([www.bmobile.com.bn](http://www.bmobile.com.bn)).

For Broadcasting projects, U.S. businesses may contact Radio Television Brunei (RTB) under the Prime Minister's Office and DST.

U.S. businesses may also contact Brunei Economic Development Board (BEDB) ([www.bedb.com.bn](http://www.bedb.com.bn)) for more details on IT Investment.

Advertising commonly includes storefront and building-top signage, the pages of the major daily newspapers, the *Borneo Bulletin*, *Media Permata* and the *Brunei Times*, and TV commercials, as well as sponsorships of sporting, educational and cultural events. Advertising in all media is censored for conformity to Brunei's decency and moral standards. Additionally, Brunei holds two annual trade fairs.

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Trademarks can be registered with relative ease under the Brunei Trademarks Act. Once registered trademarks last ten years and are renewable for ten more years. Enforcement requires direct copyright holder action. Pirated and fake goods originating in neighboring countries are widely sold. There is no specific legislation for copyright protection, but U.K. legislation would apply where necessary.

Brunei's local IPR law is TRIPS-consistent. However, the law is complaint based. The Criminal Justice Division at the Attorney General's Chambers will only rarely take action against pirates or stores that sell pirated discs on its own initiative. The copyright holder must appeal / take action with the government, which then begins enforcement actions.

Under the Emergency Order (Copyright) 1999, Section 204, anyone who is caught infringing copyright, selling, smuggling or distributing goods, except for personal use and domestic purposes, is liable to a fine, an imprisonment for a period not exceeding two years, or both. In practice, prosecutions are rare.

Further information can be obtained from the Attorney General's Chambers Office. The website is [www.agc.gov.bn](http://www.agc.gov.bn). Copies of the U.S. Embassy IPR Toolkit can be downloaded at: [http://brunei.usembassy.gov/ipr\\_toolkit.html](http://brunei.usembassy.gov/ipr_toolkit.html).

## Due Diligence

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AGC maintains registration of companies and projects ongoing in Brunei. Anyone considering doing business in Brunei is urged to conduct their own due diligence. Most law firm and accountancy offer due diligence services as well. A list of attorneys can be obtained at [http://www.judicial.gov.bn/list\\_of\\_lawfirm.htm](http://www.judicial.gov.bn/list_of_lawfirm.htm) and a list of the accountants can be found at Chapter 9.

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## Overview

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Given a small domestic market, best opportunities for investment are export oriented projects that take advantage of Brunei's proximity to larger markets in Indonesia, Malaysia, Singapore and Philippines. As Brunei diversifies its economy, U.S. firms have an opportunity to move into the market for investment and services. Recent studies by international consultancies have suggested the feasibility of investment in tourism, financial services, and aircraft maintenance services, in addition to extensive port and industrial projects proposed by the Brunei Economic Development Board (BEDB). (see above) Brunei has created a free trade zones at Muara Port to encourage foreign investment in non-energy related industries.

## Best Products and Services

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The best opportunities for foreign investment and operations exist in the following sectors:

## Construction (CON)

The government buildings, shopping complexes, shop houses and private housing form the bulk of the construction market. Government policy is to award construction work wherever possible to local firms, meaning that foreign firms will have to form joint venture with or subcontract to a local firm in order to participate in most infrastructure projects. Proposed expansion of the Brunei International Airport, construction of a Mega Port at Pulau Muara Besar, and establishment of an industrial site at Sungai Liang – should those projects go forward - will likely require extensive international expertise.

## Tourism

Brunei boasts substantial primary rainforests that could form the basis of an enlarged eco-tourism industry. Brunei's capital has an overcapacity of hotel rooms but rainforest areas remain underserved. Other opportunities exist for development of medical, sports, and luxury tourism.

## Aircraft Maintenance Services

Royal Brunei Airlines (RBA) has announced expansion plans that include international personnel training and maintenance support as well as aircraft leasing and services. RBA hopes to make Brunei International Airport a regional hub for aircraft maintenance services.

## Glass Production

Brunei has large silica reserves that can be used for the production of crystal and glass. Given the sultanate's inexpensive utilities, this may still be an attractive sector for U.S. businesses.

### **Oil and Gas (OG)**

Some opportunities exist for U.S. companies to sell oil and gas equipment to Brunei Shell Petroleum (BSP), the predominant private company in Brunei, which makes large purchases of such equipment. BSP currently produces 400,000 bbls/day of oil and gas equivalent. BSP is a significant employer of expatriot expert staff. Shell's London office is in charge of human resources.

BSP is planning to drill up to five more exploratory appraisal offshore wells into the Seria North Flank area from a land based drilling location. Producible discoveries would be hooked up to the Seria Field production facilities.

In August 2006, Brunei announced the award of two onshore blocks for oil and gas exploration and production. Block L was contracted to the Loon Energy Inc of Canada and QAF Brunei Sdn Bhd, and Block M was contracted to China Oil USA (Macau) Company Ltd (ChinaOil), Valiant International Petroleum Ltd of the United Kingdom and Jana Corporation Sdn Bhd. With these agreement sealed, the production is expected to start in 2009.

### **Military Equipment (DFN)**

For more information on procurement opportunities, contact the Office of the Defense Cooperation located at the U.S. Embassy in Singapore, Tel: (65) 6476-9379, Fax: (65) 6476-9483 or the Chief Executive of Royal Brunei Technical Services at 5<sup>th</sup> Floor, Setia Kenangan Office Block, Setia Kenangan Complex, Kg. Kiulap, Bandar Seri Begawan BE1518, Tel: (673)-2242700, Fax: (673)-2244797.

### **Franchising (FRA)**

Brunei now has Guess, Body Shop, McDonald's, Pizza Hut, Kentucky Fried Chicken, and Dairy Queen franchises. Bruneians have a high per capita disposable income and welcome quality foods and products. U.S. food products are eligible for import to Brunei if they can meet the standards imposed by the Ministry of Religious Affairs.

### **Agricultural Products (AGP)**

U.S. agricultural products have found a small but solid market with Brunei's affluent population. The Agricultural Trade Office in Singapore works closely with the U.S. Embassy in Brunei to assist U.S. exporters of agricultural goods entering the Brunei market.

The Brunei government has encouraged domestic agricultural production in recent years, yielding small quantities of rice, vegetables, fruits, buffaloes, cattle, goats, and chicken broilers and eggs. Despite advances in domestic production, however, Brunei still imports more than 80% of its food and consumer products and these sectors therefore remain important potential markets for American exporters. For specific inquiries about entering these markets, contact the Foreign Agricultural Service at the U.S. Embassy in Singapore. The contact information for Mr. Bernard Kong by telephone 65-6476 9120, fax: 65-6476 9517, email at [bernard.kong@usda.gov](mailto:bernard.kong@usda.gov) and website at <http://www.fas.usda.gov>.

## **Fishing Industry**

Brunei has one of the world's highest per capita fish consumption rates in the region (approximately 99 pounds per year) and imports about 50% of its fish requirements. Aquaculture fish farming is developing in Brunei. In January 2007, a U.S. firm contracted with the Government of Brunei to advise in a major expansion of shrimp/prawn aquaculture production and marketing. For more details on fisheries in Brunei Darussalam, contact: Fisheries Department, Ministry of Industry and Primary Resources, Jalan Mentiri Besar, Bandar Seri Begawan, Brunei Darussalam. Tel: (673)-2382067/8, Fax: (673)-2382069.

## **Free Trade Zone**

Brunei has established a Free Trade Zone on Muara Port, Muara Export Zone (MEZ), and plans another FTZ at Sungai Liang.

The MEZ was established to develop Brunei as a trade hub for the region. The MEZ offers 40% discounts on monthly warehouse rent, free export container movement from Muara Export Zone to Muara Port, and free export container handling in moving 20 and 40 footers from yard to shipside within 42 days which is under Port Singapore Authority Muara Container Terminal. The PSA MCT is joint venture between the Port Singapore Authority (PSA) Corporation with a local partner Archipelago Development Corporation Sdn Bhd.

The Muara Export Zone is authorized to grant a "Freedom to do Business" license service. Once the Royal Customs and Excise Department/Ports Department issues the license, the business can operate for the period during which the company holds a lease from the Ports Department. Procedures can be completed within three weeks. Licenses are renewable annually while the lease is valid.

Further information can be obtained from the Director of Ports, Commercial and Marketing Division, Ports Department, Muara BT1728, Tel: 673-2770222, Fax: 673-2770283 / 2770625 or e-mail [ports@brunet.bn](mailto:ports@brunet.bn) or visit the website at <http://www.ports.gov.bn/muara/index.htm>.

For more information on investment incentives as well as these particular projects, potential investors should contact the Brunei Economic Development Board and the Ministry of Industry and Primary Resources, whose contact information can be found in Chapter 9 of this guide. Additionally, the Brunei government operates two investment companies that seek collaboration with foreign businesses operating in Brunei:

- Semaun Holdings Sdn. Bhd.  
Unit 10, Block B, Simpang 322  
Warisan Mata-Mata Complex, Kampong Mata-Mata  
Gadong, Bandar Seri Begawan BE1718  
Tel: 673-2456064/5/6  
Fax: 673-2456070  
Email: [semaun@brunet.bn](mailto:semaun@brunet.bn)  
Website: <http://www.semaun.gov.bn>

A private limited company acting as the investment and trading arm of the Government of Brunei, Semaun Holdings welcomes foreign participation in business, trading and commercial enterprises including agriculture, fishery forestry, industrial, and mining activities. It operates through wholly owned companies, joint ventures and equity participation.

- Brunei Industrial Development Authority (BINA)  
Km 8, Jalan Gadong  
Bandar Seri Begawan BE1118  
Tel: 673-2444100  
Fax: 673-2423300  
Email: [bruneibina@brunet.bn](mailto:bruneibina@brunet.bn)  
Website: <http://www.bina.gov.bn>

BINA is under the Ministry of Industry and Primary Resources. BINA's objective is to promote industrial development and good infrastructure, and it's a one-stop agency for permits.

- Brunei Investment Agency  
Bangunan Kementerian Kewangan  
Commonwealth Drive (Simpang 295), Jalan Kebangsaan BB3910  
Tel: 673-2383535  
Fax: 673-2383539

Brunei Investment Agency  
Hotel Meurice  
228 Rue de Revoli  
75001 Paris, France  
Tel: 33-1-426-12396

Established in 1973 to manage the Government's international reserves, the BIA maintains a geographically diverse portfolio of bond, equity, currency, gold, and real estate investments, including significant investments in the United States.

Brunei Economic Development Board: [www.bedb.com.bn](http://www.bedb.com.bn)

BEDB investment opportunities: <http://www.bedb.com.bn/invopportunities.asp>

Ministry of Industry and Primary Resources:

- Promotion and Entrepreneurial Development Division: [www.industry.gov.bn](http://www.industry.gov.bn)
- Department of Agriculture: [www.agriculture.gov.bn](http://www.agriculture.gov.bn)
- Brunei Industrial Development Authority: [www.bina.gov.bn](http://www.bina.gov.bn)
- Fisheries Department: [www.fisheries.gov.bn](http://www.fisheries.gov.bn)
- Forestry Department: [www.forestry.gov.bn](http://www.forestry.gov.bn)

Ministry of Religious Affairs: <http://www.religious-affairs.gov.bn/>

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### Import Tariffs

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Brunei generally has very low tariffs. In 2005, the average tariff rate for most favored nations was 2%. The Asia Pacific Economic Cooperation (APEC) online database lists 932 tariff rates for Brunei: <http://www.apectariff.org/tdb.cgi/ff3235/apeccgi.cgi?BN>.

In general, basic foodstuffs and goods for industrial use are exempted from import duties. Since November 2001, the import duty on cars is 20% for all types except for heavy vehicles, which are taxed at 15%. There is no tax on computers and peripherals. Other consumer products such as perfume, cosmetics, clothes, carpets, shoes, jewelry, office equipment, telephones, television sets, lamps, cameras, etc., are taxed at 5 percent. The Association of Southeast Asian Nations (ASEAN) online data on tariff and duty rates for Brunei: <http://www.aseansec.org/14270.htm>.

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The World Trade Organization has made available its analysis of Brunei's trade policies online: [http://www.wto.org/english/tratop\\_e/tpr\\_e/tp165\\_e.htm](http://www.wto.org/english/tratop_e/tpr_e/tp165_e.htm).

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The Department of Health Services under the Ministry of Health ensures food imported and distributed in Brunei is safe. Food importers are required to comply with the Public Health Order (Food), 1998, Public Health (Food) (Amendment) Order 2002 and its Regulations 2000. The legislation protects consumers from foods dangerous to health, fraud, adulteration and use of low quality food ingredients. Food importers are required to comply with the provisions of the said food legislations and import requirements. A customs declaration form together with the relevant documents (including health certificates), are required to be submitted to the Food Safety and Quality Control

Division, Department of Health Services for endorsement. A health endorsement on Custom Declaration Forms is required.

The following items are required from all suppliers:

- A Hazard Analysis Critical Control Point (HACCP) certificate or an equivalent.
- Samples of all items to be imported to Brunei. The Ministry of Health will accept sample of empty packages with the expiry dates printed on but not stuck on as labels.
- A list of all the ingredients and additives used categorized into natural, synthetic plant or animal and where a vegetable oil is used, the type used (e.g. canola, corn or etc).
- Address on the package must be the same as the address on the HACCP or equivalent certificates.
- All certificates must be current and valid and if no validity dates are shown, than the certificate is good for one year from the date of issue.
- All products must not contain alcohol or any derivative from slaughtered animals.

Processed food imports must be registered and must identify additives' origin under Regulation 9, Public Health (Food) Regulation, 2000.

Further information can be obtained from the Food Safety and Quality Control Division, Department of Health Services, Ministry of Health. The telephone contact is 673-2331100, Fax: 673-2331107 or website at [www.moh.gov.bn](http://www.moh.gov.bn).

Importers must register with the port of entry. Imports require original commercial inventory (Proforma No. 7 is not accepted), a packing list, a customs clearance and, if applicable, an exemption of duty documentation, issued by the Economic Planning & Development at the Prime Minister's Office. The website is at <http://www.depd.gov.bn/>.

## **Labeling and Marking Requirements**

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The print for the expiry dates must not be less than three millimeter in height. Information on food label is required to be labeled in a prominent and conspicuous position on the package.

Importation of food products (25 categories that require date markings) including food supplements are subject to "set requirements" as outlined by the Public Health (Food) Regulation 2000 and are required to registered with the Food Quality and Safety Control Division, Environmental Health Services, Department of Health Services. Health supplements that contain ingredients which can be used therapeutically or contain any medical claims are required to be referred to the Department of Pharmaceutical Services, Ministry of Health for clearance.

Food labeling including the name and address of the local importer or distributor or agents are among the requirements set in the Public Health (Food) Regulations 2000.

Further information can be obtained from:

The Food Quality and Safety Division  
Environmental Health Services  
Department of Health Services  
Ministry of Health  
Tel: 673-2331106 / 7 / 9  
Fax: 673-2331107  
[www.moh.gov.bn](http://www.moh.gov.bn)

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Importers for “halal” meat / products need approval from the Ministry of Religious Affairs before they can import from a particular country. Once approved, two Religious Affairs officers will go to the particular country to check on the slaughtering procedure. The importers have to pay for the trip. So far, Australia, Malaysia and India are accredited to supply halal beef.

The Halal Certificate and Halal Label Order 2005 covers the issuance of Halal Certificate and Halal Labels on processed food, separation of food storage and business premises such as restaurants and others.

Importation of alcoholic beverages has been prohibited since 1991. Importers should also note that Muslim restaurants and stores will only accept meat that the Brunei Islamic Committee Council has accorded special recognition as “Halal”. Currently, Halal meat and poultry can be imported only from Malaysia, Australia and India. Brunei imports live cattle from the state owned cattle farm located in Northern Australia. Then the imported cows are slaughtered at local abattoirs.

As for poultry, Brunei claims to be 90% self sufficient from the poultry production for the local requirements. Control of the ritual and religious slaughter of live poultry is carried out by mandating the use of state licensed abattoirs. Imports of frozen poultry and poultry parts, frozen beef and mutton are currently severely restricted due to the near impossibility of complying with Brunei’s halal requirements. Brunei does not allow the electronic stunning of animals and birds prior to slaughter. In addition, the country does not allow the mechanical slaughter of animals and birds. Every animal or bird must be hand slaughtered.

Pork is consumed only by non-Muslims. There is no production of pork in Brunei. Brunei imports fresh and frozen pork from neighboring Malaysian state of Sarawak.

The contact for Halal issue:

The Secretary  
Board for Issuing Halal Import Permits  
Ministry of Religious Affairs  
Jalan Elizabeth II  
Bandar Seri Begawan BS8510  
Brunei Darussalam  
Tel: 673-2242565 / 6

Fax: 673-2223106  
Website: [http://www.religious-affairs.gov.bn/index.php?ch=bm\\_service&pg=bm\\_service\\_halhar](http://www.religious-affairs.gov.bn/index.php?ch=bm_service&pg=bm_service_halhar)

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Royal Customs and Excise Department  
Customs Building  
Jalan Mentai Besar  
Bandar Seri Begawan BB 3910  
Tel: (673) 2382-333  
Fax: (673) 2382-666  
Website: <http://www.customs.gov.bn/>

## Standards

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## Overview

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The construction industry in Brunei uses metric system. Further information on Piawaian (Standards) Brunei Darussalam (PBD) can be obtained from [http://www.mod.gov.bn/cpru\\_web/PBD3\\_pbdseries.htm](http://www.mod.gov.bn/cpru_web/PBD3_pbdseries.htm).

## Standards Organizations

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The Ministry of Development prefers ISO 9000 for contracting jobs. At least 10 Brunei-based companies have been awarded ISO 9001.

## Conformity Assessment

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Conformity Assessment Procedure is available at [http://www.mod.gov.bn/cpru\\_web/PBD4\\_conformity.htm](http://www.mod.gov.bn/cpru_web/PBD4_conformity.htm).

## Contacts

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Construction Planning and Research Unit, Ministry of Development, Bandar Seri Begawan BB3150, Tel: 673-2383222, Fax: 673-2381541 or e-mail: [modcpru@brunet.bn](mailto:modcpru@brunet.bn).

## **Trade Agreements**

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Brunei is a member of the ASEAN, APEC, WTO, BIMP-EAGA (Brunei Darussalam, Indonesia, Malaysia & the Philippines-East Asean Growth Area) and the Multilateral Agreement on the Liberalization of International Air Transportation (MALIAT). In addition trade liberalization regimes under ASEAN, Brunei is party to a multilateral free trade agreement with Singapore, New Zealand and Chile known as Trans-Pacific Strategic Economic Partnership Agreement (TPSEP).

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## Chapter 6: Investment Climate

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- [Conversion and Transfer Policies](#)
- [Expropriation and Compensation](#)
- [Dispute Settlement](#)
- [Performance Requirements and Incentives](#)
- [Protection of Property Rights](#)
- [Transparency of Regulatory System](#)
- [Political Violence](#)
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### **Openness to Foreign Investment**

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Seeking to move away from its reliance on petroleum exports, Brunei actively encourages and protects foreign investment in the domestic economy. Tax incentives are generous, with the production of foreign goods and services benefiting from indefinite tax holidays. Foreign firms will usually need a local partner to purchase land, although the government has relaxed rules for foreign operations in Brunei. Foreign firm can apply for a long term lease but must obtain approval from the Prime Minister's Office.

### **Conversion and Transfer Policies**

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There are no foreign exchange controls but exchanges are monitored. Banks permit non-resident accounts. There is no restriction on borrowing by non-residents.

### **Expropriation and Compensation**

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There is no history of expropriation in Brunei.

### **Dispute Settlement**

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Brunei signed the U.N.-sponsored Convention on the Settlement of Investment Disputes in 2002. The court system is generally transparent and fair.

### **Performance Requirements and Incentives**

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Companies producing goods and services for export can apply for a renewable 10-year tax exemption. Businesses wishing to compete in domestic markets can qualify for up to eight-year tax holidays. Sole proprietorships and partnerships are not subject to tax. Individuals do not pay any capital gains tax and profits arising from the sale of capital assets are not taxable. Brunei has a double-taxation agreement with Britain only. Tax on petroleum operations is laid down by the 1960 Income Tax enactment containing a similar tax policy to most oil-producing nations.

For further details on tax regulations, please contact / refer to the Brunei Economic Development Board (BEDB), Brunei International Financial Center (BIFC), or the Ministry of Industry and Primary Resources (MIPR).

### **Protection of Property Rights**

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Trademarks can be registered with relative ease under the Brunei Trademarks Act. Once registered trademarks last ten years and are renewable for ten more years. Enforcement requires direct copyright holder action. Pirated and fake goods originating in neighboring countries are widely sold. There is no specific legislation for copyright protection, but U.K. legislation would apply where necessary.

Brunei's local IPR law is TRIPS-consistent. However, the law is complaint based. The Criminal Justice Division at the Attorney General's Chambers will only rarely take action against pirates or stores that sell pirated discs on its own initiative. The copyright holder must appeal / take action with the government, which then begins enforcement actions.

Under the Emergency Order (Copyright) 1999, Section 204, anyone who is caught infringing copyright, selling, smuggling or distributing goods, except for personal use and domestic purposes, is liable to a fine, an imprisonment for a period not exceeding two years, or both. In practice, prosecutions are rare.

Further information can be obtained from the Attorney General's Chambers Office. The website is [www.agc.gov.bn](http://www.agc.gov.bn). Copies of the U.S. Embassy IPR Toolkit can be downloaded at : [http://brunei.usembassy.gov/ipr\\_toolkit.html](http://brunei.usembassy.gov/ipr_toolkit.html)

### **Transparency of Regulatory System**

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Brunei has a transparent regulatory system.

### **Political Violence**

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There have been no cases of political violence in Brunei's post-independence in recent history.

## **Corruption**

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Foreign businesses may occasionally encounter corruption. Arbitration or out-of-court settlements are common for dispute resolution.

## **Labor**

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Brunei relies almost entirely on foreign labor in lower-skill and/or lower-paying positions, with approximately 75,000 guest workers brought in to fulfill specific contracts. Brunei citizens often prefer to work for the government rather than the private sector because of better benefits such as bonuses, free medical, education allowance, government loans, housing allowance and other benefits. The government employs approximately 60% of the workforce.

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## Chapter 7: Trade and Project Financing

- [How Does the Banking System Operate](#)
- [Foreign-Exchange Controls](#)
- [U.S. Banks and Local Correspondent Banks](#)
- [Project Financing](#)
- [Web Resources](#)

### How Does the Banking System Operate

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Although small, Brunei's banking system is reliable and well monitored by the Ministry of Finance, which also oversees the Department of Financial Services (Treasury), the Brunei Currency and Monetary Board (BCMB) and the Brunei Investment Agency. There is no central bank. The Brunei International Financial Centre (BIFC) is a quasi-independent branch of the Ministry of Finance created to help develop Brunei's conventional and Islamic banking sectors.

### Foreign-Exchange Controls

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There is no restriction on foreign exchange. Banks permit non-resident account and there is no restriction on borrowing by non-residents.

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

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The only U.S. bank operating in Brunei is Citibank, located at 12-15 Bangunan Darussalam, Jalan Sultan, Bandar Seri Begawan BS8811, Brunei Darussalam. In addition, there are six other foreign commercial banks operating in Brunei: the Hong Kong and Shanghai Banking Corporation (HSBC), Standard Chartered Bank, Malayan Banking Berhad, United Overseas Bank Ltd., RHB Bank Berhad, and Overseas Chinese Banking Corporation (OCBC), with full banking services and branches throughout the country. The locally incorporated banks include the Bank Islam Brunei Darussalam Berhad (BIBD), Insuran Islam Tabung Amanah Islam Brunei Sdn Bhd and Baiduri Bank Berhad (a partnership of BNP Paribas).

### Project Financing

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The government actively encourages foreign investment and its Semaun Holdings arm also finances projects within the country. For further information, refer to the investment section of this guide in Chapter 4. Loan guarantees, insurance, and project financing

from the Export-Import Bank of the United States, OPIC, and IFIS are unlikely given Brunei's affluence.

Although there is a 20 percent withholding tax for interest paid to non-resident lenders, the government grants tax exemptions for the purchase of productive equipment in the amount of at least B\$200,000.

## Web Resources

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Export-Import Bank of the United States: <http://www.exim.gov>

Country Limitation Schedule: [http://www.exim.gov/tools/country/country\\_limits.html](http://www.exim.gov/tools/country/country_limits.html)

OPIC: <http://www.opic.gov>

Trade and Development Agency: <http://www.tda.gov/>

SBA's Office of International Trade: <http://www.sba.gov/oit/>

USDA Commodity Credit Corporation: <http://www.fsa.usda.gov/cc/default.htm>

U.S. Agency for International Development: <http://www.usaid.gov>

Ministry of Finance: <http://www.finance.gov.bn/>

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## Chapter 8: Business Travel

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- [Travel Advisory](#)
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- [Local Time, Business Hours and Holidays](#)
- [Temporary Entry of Materials and Personal Belongings](#)

### Business Customs

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Introductions and connections are important and necessary in status-conscious Brunei. Relationship building precedes business negotiations and brokering deals can sometimes require several visits. Handshakes are common among male businessmen but it is better not to initiate a handshake with Muslim women.

When invited to dinner, the host will be offended if the guest offers to pay the dinner tab. Shoes should be removed before entering a private home. Avoid passing in front of a seated person or pointing with the index finger; Bruneians point with their thumbs with their hands clenched. Yellow is a royal-designated color and should not be worn in the presence of royalty.

The visitor to Brunei will find restaurants to fit all budgets and tastes. Malaysian, Indian, Chinese, and Western food are all ubiquitous. Tipping is not customary in Brunei. Large hotels and restaurants add a 10 percent service charge to the bill. Alcohol is not available for purchase in Brunei although some restaurants will allow customers to discretely bring in their own wine and beer. Muslims generally will not offer or accept alcoholic beverages.

### Travel Advisory

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Brunei has a warm, humid climate year-round but most places of business are well air-conditioned. The Department of State advises travelers to view its travel advisory site at <http://travel.state.gov> for latest updates. Brunei Darussalam's official website offers tourism, government, business, and other information, and can be accessed at <http://www.brunet.bn>. Within the sultanate, information center at the airport and downtown can provide maps and tourist services. Travel agencies are located throughout the capital.

## Visa Requirements

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Business visitors and tourists from the United States do not need visas for visits of up to 90 days. Renewals and residency permits are routine and simple.

Brunei citizens are eligible to participate in the U.S. Visa Waiver Program allowing travel to the U.S. without visa for short business trips. For further information on visiting the U.S. please visit the following links.

State Department Visa Website: <http://travel.state.gov/visa/index.html>

United States Visas.gov: <http://www.unitedstatesvisas.gov/>

Embassy website: <http://brunei.usembassy.gov>

## Telecommunications

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Brunei has one of the best telecommunication systems in South-East Asia and has major plans for improving it further. There are three operators providing telecommunications services in Brunei. They are Syarikat Telekom Brunei Berhad (TelBru), DST Communications (DSTCom) and B-mobile Communications Sdn Bhd.

TelBru ([www.telbru.com.bn](http://www.telbru.com.bn)) provides fixed line. DST ([www.dst-group.com](http://www.dst-group.com)) provides GSM. B-mobile ([www.bmobile.com.bn](http://www.bmobile.com.bn)) provides 3G. Internet Service Providers are TelBru and DST. TelBru is called BruNet ([www.brunet.bn](http://www.brunet.bn)) and DST is known as Simpurnet (<http://www.simpurnet.bn/>).

## Transportation

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The international airport is a fifteen-minute drive from downtown Bandar Seri Begawan, the capital (a B\$25 taxi ride). Additionally, taxi and bus services serves the capital and the outskirts although the bus has limited hours of operation. Taxi fares are B\$3 flat rate within the town area and buses are just B\$1. Air-conditioned buses frequently travel to Muara, Kuala Belait, Seria and Tutong. Rental cars and drivers can be hired with ease at competitive rates.

## Language

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Most of the population speaks English. English menus and signs are universal. Additionally, the bulk of the population speaks Malay, and the Chinese community (15% of the total population) generally speaks Hokkien.

When in doubt, Sir, Mr., Mrs. and Ms. can be used without fear of insult. Should U.S. businesses wish to follow local custom, Bruneian males can be called Awang, and women, Dayang. These titles, once limited to members of aristocracy, now roughly correspond to Mr. and Ms.

Additionally, Dato and Pehin are the two principal titles bestowed by the Sultan. The female equivalent to Dato is Datin and the wife of a Pehin is also a Datin. Dato is roughly the equivalent to Sir in Britain. Pehin is a higher honor and is generally associated with an official position. The title Dato may be bestowed on anyone the Sultan wishes to honor, regardless of nationality.

Pengiran refers to a Bruneian of royal descent. A daughter or son of a Pengiran is also a Pengiran. At the highest end of the scale is the title Pengiran Anak, denoting Bruneians closely related to the Sultan's family.

## Health

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Brunei offers all its citizens free and modern health care. Most doctors speak English, many having studied in the United States and Europe. In the most extreme cases, emergency transportation to Singapore by airplane is possible, though expensive.

## Local Time, Business Hours, and Holidays

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Government offices are open for business from 7:45 am to 12:15 pm and from 1:30 pm to 4:30 pm in the afternoon Monday – Thursday and Saturday and are closed on Fridays and Sundays. Private offices generally work from 8 am to 5 pm on weekdays and from 8 am to 12 noon on Saturdays. Most shopping centers are open daily from 10 am to 10 pm, including Sundays. Banks operate on these hours as well; most have ATM's and can exchange foreign currency. Citibank in Bandar Seri Begawan has two ATM's available 24 hours a day that are connected to the major American ATM networks.

### Official Holidays FY2007 U.S. Embassy, Bandar Seri Begawan

<u>Date</u>	<u>Day</u>	<u>Holiday</u>	<u>Observance</u>
Jan 1	Mon	New Year 2007	American
Jan 2	Tue	Hari Raya Aidiladha*	Brunei
Jan 15	Mon	Martin Luther King's Birthday	American
Feb 19	Mon	Chinese New Year/President's Day	Brunei/American
Feb 23	Fri	Brunei 23 <sup>rd</sup> Independence Day	Brunei

May 28	Mon	Memorial Day	American
May 31	Thu	Royal Brunei Armed Forces Day	Brunei
Jul 4	Mon	Independence Day	American
Jul 16	Mon	His Majesty Sultan 61st Birthday	Brunei
Sep 3	Mon	Labor Day	American
Sep 13	Thu	1 <sup>st</sup> Day of Ramadan*	Brunei
Oct 8	Mon	Columbus Day	American
Oct 15	Mon	Hari Raya Aidilfitri*	Brunei
Oct 16	Tue	Hari Raya Aidilfitri*	Brunei
Nov 12	Mon	Veterans Day	American
Nov 22	Thu	Thanksgiving Day	American
Dec 20	Thu	Hari Raya Adiladha*	Brunei
Dec 25	Tue	Christmas Day	American

\* Subject to change

### Temporary Entry of Materials and Personal Belongings

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There is no sales tax in Brunei. Arriving passengers over 17 years old are eligible to import 200 cigarettes or 250 grams of tobacco, 60 ml of perfume and 250 ml of toilet water. Non-Muslims at least 17 years old may bring in up to two bottles of liquor or wine and 12 cans of beer for personal consumption, but these goods must be declared to customs upon entry.

A B\$12 (US\$7) airport departure tax must be paid upon departure.

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## Chapter 9: Contacts, Market Research, and Trade Events

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- [Market Research](#)
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### Contacts

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#### Government Agencies:

Attorney General Chamber [www.agc.gov.bn](http://www.agc.gov.bn)  
Ministry Of Foreign Affairs and Trade [www.mfa.gov.bn](http://www.mfa.gov.bn)

#### Trade Associations/Chamber of Commerce:

Chinese Chamber of Commerce & Industry <http://www.chinesechamber.com>  
Brunei Malay Chamber of Commerce & Industry  
(E-mail): [mccibd\\_dppmb@yahoo.com](mailto:mccibd_dppmb@yahoo.com)  
Brunei Darussalam International Chamber of Commerce & Industry  
(E-mail): [kpmg@brunet.bn](mailto:kpmg@brunet.bn)  
National Chamber of Commerce & Industry <http://www.nccibd.com> or  
<http://www.bruneichamber.com>

Attorneys: [http://www.judicial.gov.bn/list\\_of\\_lawfirms.htm](http://www.judicial.gov.bn/list_of_lawfirms.htm)

#### Accountants:

- Deloitte & Touche  
P O Box 1965 Bandar Seri Begawan BS8673  
22 & 23 Jalan Sultan  
5<sup>th</sup> Floor Wisma Hajah Fatimah  
Bandar Seri Begawan  
Brunei Darussalam  
Tel: (673) 2223640, 2225880  
Fax: (673) 2223360  
E-mail: [deloitte@brunet.bn](mailto:deloitte@brunet.bn)  
Website: <http://www.deloitte.com>
- Ernst & Young  
P O Box 2162 Bandar Seri Begawan BS8674  
Rm 408B, 4<sup>th</sup> Flr Wisma Jaya  
Jalan Pemancha  
Bandar Seri Begawan  
Brunei Darussalam  
Tel: (673) 2239139, 2239140, 2239141  
Fax: (673) 2239142  
E-mail: [ey@brunet.bn](mailto:ey@brunet.bn)  
Website: <http://www.ey.com>  
(Public accountants: Mr. James Low, Mr. Lim Teck Guan)

- Foo Kon & Tan  
P O Box 282 Bandar Seri Begawan BS8670  
Suite 9-10 3<sup>rd</sup> Floor, Badiah Complex  
Jalan Tutong  
Bandar Seri Begawan  
Tel: (673) 2225843  
(Chartered Accountants. Senior Partners: Mr. Kon Yuen Kong, Mr. Eric Tan Hock Chye; Director of Corporate Affairs & Services: Mr. Allan Widdows; Partner: Mr. Robin Chin Sin Seng)
- H H Lim & Co  
22 2<sup>nd</sup> Floor Bang Hj Awg Matussin H A  
Kg Kiulap, Bandar Seri Begawan  
Brunei Darussalam BE1518  
Tel: (673) 2222788  
Fax: (673) 2222188  
(Authorized auditors)
- K N Wong & Associates  
Unit 2, 2<sup>nd</sup> Floor, Blk D Shakrin Complex  
Kg. Kiulap, Bandar Seri Begawan  
Brunei Darussalam  
Tel: 673-2237020  
Fax: 673-2237051  
(Accountancy/Tax Services, Business Proposals, Corporate Secretarial Services)
- KPMG Peat Marwick  
P O Box 2988 Bandar Seri Begawan BS8675  
Unit 402-403A Wisma Jaya  
Jalan Pemancha  
Bandar Seri Begawan  
Brunei Darussalam  
Tel: 673-2228382, 2226888  
Fax: 673-2228389  
E-mail: [kpmg@brunet.bn](mailto:kpmg@brunet.bn)  
(Accountants)
- Lee & Raman  
P O Box 1192, Gadong, Bandar Seri Begawan BE3978  
Unit 19, 1<sup>st</sup> Flr, Blk I, Kompleks Abd Razak  
Gadong, Bandar Seri Begawan  
Brunei Darussalam  
Tel: (673) 2449611, 2430963  
Fax: (673) 2430330  
E-mail: [leeandraman@brunet.bn](mailto:leeandraman@brunet.bn)  
(Public Accountants. Managing Partner: Mr. Mohd Rahman Shah)  
or  
P O Box 502 Bandar Seri Begawan BS8671  
Email: [lr@brunet.bn](mailto:lr@brunet.bn)  
B7, 1<sup>st</sup> Flr, Blk B, Shakirin Complex

Kiulap

Tel: 673-2237905 /6

Fax: 673-2237907

(Retired Partner: Mr. Lee Nyuk Tsong, Partner: Ms. Lee Yun Chin)

- PriceWaterhouseCoopers  
P O Box 1628 Bandar Seri Begawan BS8673  
No. 1, 14<sup>th</sup> Floor, Wisma Setia, Jalan Pemancha  
Bandar Seri Begawan  
Brunei Darussalam  
Tel: (673) 2223341  
Fax: (673) 3331407  
(Public Accountants. Chairman: Mr. Lee Kin Chee; Partner: Mr. Lee Kim Yan,  
Mr. Suresh Marimuthu.)
- Sylvester Leong & Co  
P.O. Box 522, Kuala Belait KA1131  
15 1<sup>st</sup> Floor Lot 7191  
Kg Pandan  
Kuala Belait  
Brunei Darussalam  
Tel: (673) 3336589
- Widdows Kong and Associates
- WKA and Associates  
Unit 8-10, 3<sup>rd</sup> Floor, Badiah Building, Km 2 ½ Jalan Tutong  
Bandar Seri Begawan BA2111  
Brunei Darussalam  
Tel: (673) 2222542  
Fax: (673) 2222543  
E-mail: [wka@brunet.bn](mailto:wka@brunet.bn)

## Market Research

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Market research has traditionally not been conducted in Brunei Darussalam although international consultancies have recently conducted competitiveness and feasibility studies.

To view market research reports produced by the U.S. Commercial Service please go to the following website: <http://www.export.gov/marketresearch.html> and click on Country and Industry Market Reports.

Please note that these reports are only available to U.S. citizens and U.S. companies. Registration to the site is required, but is free of charge.

## Trade Events

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While the sultanate hosts only a few trade fairs, the region boasts events relating to most all industries. The full schedule of Brunei trade events is listed below and as for other international shows scheduled around the region, please visit the U.S. Department of Commerce trade events website: [http://www.export.gov/comm\\_svc/tradeevents.html](http://www.export.gov/comm_svc/tradeevents.html). For more information, please contact The Ministry of Industry and Primary Resources (MIPR) at <http://www.industry.gov.bn/upcoming%20event.htm>.

#### Brunei Darussalam International Trade and Exhibitors 2007

##### BRUNEI INTERNATIONAL SME TRADE FAIR EXHIBITION

Date: 3<sup>rd</sup> February 2007 – 7<sup>th</sup> February 2007

Venue: The Mall, Gadong

Contact: IFORCES Event & Exhibition Services, A9, Tingkat 2, Setia Kenangan Shopping Complex, Kiulap, Bandar Seri Begawan BE1518

Pengiran Hajah Siti Roziah Binti Pengiran Haji Jadid, Tel: 673-2238581/82/83; 2200018 / 8760774, Fax: 673-2238582

##### INTERNATIONAL EXHIBITION AND SALES IN CONJUNCTION WITH THE BRUNEI NATIONAL DAY CELEBRATION

Date: 04<sup>th</sup> February 2007 – 13<sup>th</sup> February 2007

Venue: Bumiputera Commercial Exhibition and Trade Building Center, Bandar Seri Begawan

Contact: EZAM Enterprise, No. 2, Spg 66-38-16, Kg Bengkurong, Jalan Tutong, BF1920 Awg. Emran Bin Haji Othman, Tel: 673-651575/8768055

##### INTERNATIONAL HOUSEWARE & CONSUMER PRODUCTS TRADE FAIR 2007

Date: 23<sup>rd</sup> February 2007 - 4<sup>th</sup> March 2007

Venue: Bumiputera Commercial Exhibition and Trade Building Center, Bandar Seri Begawan

Contact: HMI MARKETING & PROMOTION, Spg 38, No. 4, Kg Kianggeh, Jalan Dato Seri Utama Haji Ismail, Bandar Seri Begawan, BS8111

Awg. Haji Muhammad POKILBMSU Haji Ismail, Tel: 673-2221277 / 8816258, Fax: 6732225367

##### INFORMATION TECHNOLOGY AND COMMUNICATIONS

Date: 10<sup>th</sup> February 2007 – 14<sup>th</sup> February 2007

Venue: International Convention Center (ICC), Berakas

Contact: STEPS ENGINEERING & SERVICES, Jalan Elia Fatimah, Spg 29, May Garden, Lot 21561, Kiarong, Bandar Seri Begawan BE1836

Dayangku Hamdiah Binti Pengiran Haji Kahar, Tel: 673-2383762/80, 8769915, Fax: 673-2383762

##### INTERNATIONAL BEAUTY PRODUCTS AND BRIDAL EXHIBITION

Date: 28<sup>th</sup> April 2007 – 1<sup>st</sup> May 2007

Venue: Main Conference Hall, International Convention Center (ICC), Berakas

Contact: CATTs Events Management & Promotion, No. 2, Tingkat 1, Bangunan Haji Hassan Abdullah, Jalan Gadong, Bandar Seri Begawan

Dyg. Cartina Binti Haji Nawi, Tel: 673-2453662 / 8768336 / 8768403, Fax: 673-2453662

##### INTERNATIONAL SME ASIAN RETAILERS TRADE EXHIBITION 2007

Date: 25<sup>th</sup> May 2007 – 3<sup>rd</sup> June 2007

Venue: Bumiputera Commercial Exhibition and Trade Building Center, Bandar Seri Begawan  
Contact: HMI MARKETING & PROMOTION, Spg 38, No. 4, Kg Kianggeh, Jalan Dato Seri Utama Haji Ismail, Bandar Seri Begawan, BS8111  
Awg. Haji Muhammad POKILBMSU Haji Ismail, Tel: 673-2221277 / 8816258, Fax: 673-2225367

**INTERNATIONAL EXHIBITION AND SALES IN CONJUNCTION WITH HIS MAJESTY THE SULTAN BIRTHDAY CELEBRATION**

Date: 01<sup>st</sup> July 2007 – 10<sup>th</sup> July 2007  
Venue: Bumiputera Commercial Exhibition and Trade Building Center, Bandar Seri Begawan  
Contact: EZAM Enterprise, No. 2, Spg 66-38-16, Kg Bengkurong, Jalan Tutong, BF1920  
Awg. Emran Bin Haji Othman, Tel: 673-651575 / 8768055

**BRUNEI INTERNATIONAL WEDDING & FASHION BEAUTY SHOWCASE**

Date: 1<sup>st</sup> September 2007 – 5<sup>th</sup> September 2007  
Venue: The Mall, Gadong  
Contact: IForces Event & Exhibition Services, A9, Tingkat 2, Setia Kenangan Shopping Complex, Kiulap, Bandar Seri Begawan BE1518  
Pengiran Hajah Siti Roziah Binti Pengiran Haji Jadid, Tel: 673-2238581/82/83, 2200018/8760774, Fax: 673-2238582

**BRUNEI INTERNATIONAL TRADE FAIR 2007**

Date: 6<sup>th</sup> September 2007 - 8<sup>th</sup> September 2007  
Venue: International Convention Center (ICC), Berakas  
Contact: BMT Enterprise, No. 7, Mawar Seri, Spg 708, Kg Tasek Meradun, BF1520  
Mohd Bahrin Bin Pehin Haji Md. Tahir, Tel: 673-652002 / 8748058

**INTERNATIONAL SME WEEK TRADESHOW EXHIBITION 2007**

Date: 21<sup>st</sup> September 2007 – 30<sup>th</sup> September 2007  
Venue: Bumiputera Commercial Exhibition and Trade Building Center, Bandar Seri Begawan  
Contact: SYARIKAT INDERA LAILA, Spg 38, No. 4, Kg Kianggeh, Jalan Dato Seri Utama Haji Ismail, Bandar Seri Begawan, BS8111  
Awg. Haji Muhammad POKILBMSU Haji Ismail, Tel: 673-2221277 / 8816258, Fax: 673-2225367

**INTERNATIONAL FASHION & TEXTILE EXHIBITIONS**

Date: 27<sup>th</sup> October 2007 – 30<sup>th</sup> October 2007  
Venue: Main Conference Hall, International Convention Center (ICC), Berakas  
Contact: CATTs Events Management & Promotion, No. 2, Tingkat 1, Bangunan Haji Hassan Abdullah, Jalan Gadong, Bandar Seri Begawan.  
Dyg. Cartina Binti Haji Nawawi, Tel: 673-2453662 / 8768336 / 8768403, Fax: 673-2453662

**BRUNEI INTERNATIONAL TOURISM & TRADE FAIR EXHIBITION**

Date: 1<sup>st</sup> November 2007 – 5<sup>th</sup> November 2007  
Venue: International Convention Center (ICC), Berakas  
Contact: Yazid Overseas Promotion Services Co., A9, 2<sup>nd</sup> Floor, Setia Kenangan Complex Kiulap, Bandar Seri Begawan, BE1518  
Awg. Haji Safri Bin Haji Puteh, Tel: 673-2238581/3; 8858054, Fax: 673-2238582

INTERNATIONAL COMMODITIES TRADE FAIR EXHIBITION 2007

Date: 23<sup>rd</sup> November 2007 – 2<sup>nd</sup> December 2007

Venue: Bumiputera Commercial Exhibition and Trade Building Center, Bandar Seri Begawan

Contact: SYARIKAT INDERA LAILA, Spg 38, No. 4, Kg Kianggeh, Jalan Dato Seri Utama Haji Ismail, Bandar Seri Begawan, BS8111

Awg. Haji Muhammad POKILBMDSU Haji Ismail, Tel: 673-2221277 / 8816258, Fax: 673-2225367

For regional trade events, please click on the link below for information on upcoming trade events. <http://www.export.gov/tradeevents.html>

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## Chapter 10: Guide to Our Services

For further information on operations in Brunei, American businesses can contact the U.S. Embassy, which also provides the following products and services:

### International Partner Search (IPS)

The Commercial Section of the U.S. Embassy can assist U.S. businesses to promote your products and services to an appropriate agent/distributor.

### Gold Key Service (GKS)

The U.S. Embassy can assist U.S. businesses in setting up meetings with local companies and government departments as well as help with hotel, travel, and other arrangements. A fee is charged for this service.

### Additional background information and support

The U.S. Embassy can assist in providing legal and commercial publications, contacts, and miscellaneous information. Frequently requested materials include "The Brunei Darussalam Investment Guide" and "Setting up a company in Brunei Darussalam," two thorough booklets issued by the Ministry of Industry and Primary Resources (MIPR) and available free of charge at the U.S. Embassy.

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U.S. exporters seeking general export information/assistance or country-specific commercial information should consult with their nearest **Export Assistance Center** or the **U.S. Department of Commerce's Trade Information Center** at **(800) USA-TRADE**, or go to the following website: <http://www.export.gov>

To the best of our knowledge, the information contained in this report is accurate as of the date published. However, **The Department of Commerce** does not take responsibility for actions readers may take based on the information contained herein. Readers should always conduct their own due diligence before entering into business ventures or other commercial arrangements. **The Department of Commerce** can assist companies in these endeavors.