

FACILITATING THE INCREASING PARTICIPATION OF LEAST-DEVELOPED COUNTRIES IN TRADE IN SERVICES

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SESSION 3 - SUCCESS FACTORS, MAIN DIFFICULTIES, AND ISSUES TO ADDRESS

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Republic of Vanuatu

Presentation Content

- Introduction – Brief background on my business.
- Success factors
- Challenges
- Way-forward



Introduction



Most Accessible Active Volcano In The World.

Before



Present



Present



Tanna Wild Adventures



A man in a light blue t-shirt, dark shorts with a blue and white pattern, and a dark cap is walking barefoot on a slackline. He is holding a blue rope with his right hand and a wooden sign with his left. The sign is made of a piece of wood and has the word "SLACKLINE" written on it. The background is a lush tropical forest with large green leaves and a sandy path. A small tree with large green leaves is on the right side of the path. A person in a colorful striped shirt is visible in the background.

Fun games at Entani Volcano Safari Tours

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Entani

Tanna Island

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How Did We Improve Our Business?

- Creativity And Innovation.
- Hard Work And Determination.
- Improve Your Market Research.
- Improve Organisation Of Overall Business.
- Improve Safety Procedures.
- Provide The Experience That Match Their Expectation



Our Main Markets

- All over the world.
- Australia
- New Zealand
- New Caledonia
- China
- Europe
- North America
- Middle East,
- Africa.



Country Environment



- Generally Vanuatu has a good business Environment but there is room for improvement.
- Most nationals of other countries can get their visas on their arrivals. And some do not need visas if you are staying less than 3 months.
- Continued improvement to infrastructure, roads, wharfs, power and Airport extensions.

Some Challenges

- ✓ Access to Finance
- ✓ Product Ownership
- ✓ Land Disputes
- ✓ Lack Human Resources – Training of Staff and board.
- ✓ Basic Infrastructure, Roads, Electricity and water -
- ✓ Costs of Doing business
- ✓ Natural Disaster – Vulnerable to cyclone, earthquake and so on

Tajan Media

Market Challenges

- Market Research – Collecting And Collating Of Data.
- Developing A Practical Market Plan.
- Developing Digital Services or utilising Technology – Ticketing, Online Payment Facilities, etc.



Looking forward

- Build proper Infrastructure, Roads, Airport, Ports, power and water in other parts of Vanuatu.
- Strengthen financial structure – Exchange rates, Interest rates, access to finance.
- Government must address visas issue with strategic partners maybe through bilateral negotiation or through other means. Accessibility to markets – for example Australia, New Zealand, US – hard to obtain visas.
- Invest in domestic (local) businesses other than in FDI.
- Utilise the use of Technology to minimise costs as well as access to markets.
- Develop PPP regulations.
- Develop MSMEs regulations.
- And whatever we do, we must take into consideration the issues of;
 - *over exploitation*
 - *And sustainability of the businesses*



Thanks For Your Time



Entani Tanna Volcano