



Myanmar The Golden Land



Land Area : 676,577 Sq.Km.

Capital : Nay Pyi Taw

Population : 59.78 Million

Language : Myanmar, English widely used

Currency : Kyats

Principal Exports : Rice, Pulses & Beans, Marine Products, Minerals, Gems and Natural Gas.



CHANGE IS GOOD

- Myanmar launched fundamental political and economic reforms aimed at increasing openness, empowerment, and inclusion.
- The past years have seen a dramatic increase of political and civil liberties
- These transitions have the potential to create opportunity and shared prosperity for the people of Myanmar and the country as a whole.

Myanmar Today

- Multi party democracy system has been firmly rooted in Myanmar
- Fiscal and monetary policies introduced
- Foreign Investment laws revised
- Tax and revenue system simplified
- The government adopted 7 points agenda in the process of socio-economic development.
- Multiple exchange rates abolished
- Unified exchange rate based on the foreign exchange market adopted

THEN AND NOW

Relevant Interesting Data	2011	2015
Foreign Investment	USD4.64b	USD22.12b
Per Capita Income	USD800	USD1270
Foreign Exchange Reserve	USD 4b	USD 9.4b
Spending in education sector	300m	1.5b
Spending in health sector	86m	800m
Mobile phone usage	5%	80%
Sim Card Price	\$1500	\$1.5

International Boundaries

Neighbors	Border (km)	Population (mil)*	Border Trading Posts
Bangladesh	272	154	2
India	1,453	1,148	2
China	2,227	1,330	4
Laos	235	7	-
Thailand	2,099	65	4
Total	6,285	2,704	12



*Encarta 2009

Land Utilization in Myanmar

- Net Sown Land: 12.3 mil. ha. (18%)
- Waste Land: **5.4 mil. ha.** (8%)
- Forest Land 33.5 mil. ha. (50%)
- Other Land 16.5 mil. ha. (24%)
- Total 67.7 mil. ha. (100%)

Role of Agricultural Sector

- 36% of **GDP**
- 61% of **Labour Force**
- 28.1% of **Export Earnings**



Source: Ministry of Agriculture and Irrigation (MOAI) 2012

Agricultural Sector of Myanmar

Opportunities

- Strategic location
- Favorable agro-eco zones
- Uncultivated land (5.4 m ha)
- Resource endowment
- Democratic new government
- Favorable environment to go specialty food market

Constraints

- R&D
- HRD
- Lack of market infrastructures
- Lack of financial and legislative framework

Pulses Trade from Myanmar

- **The main exports of Beans and Pulses from Myanmar includes :**
- Black Matpe
- Toor Whole
- Green Mung Beans
- Chick Peas
- Gram Whole
- Black Eye Beans
- Red Kidney Beans
- Butter Beans
- Lab Lab Beans
- Bamboo Beans



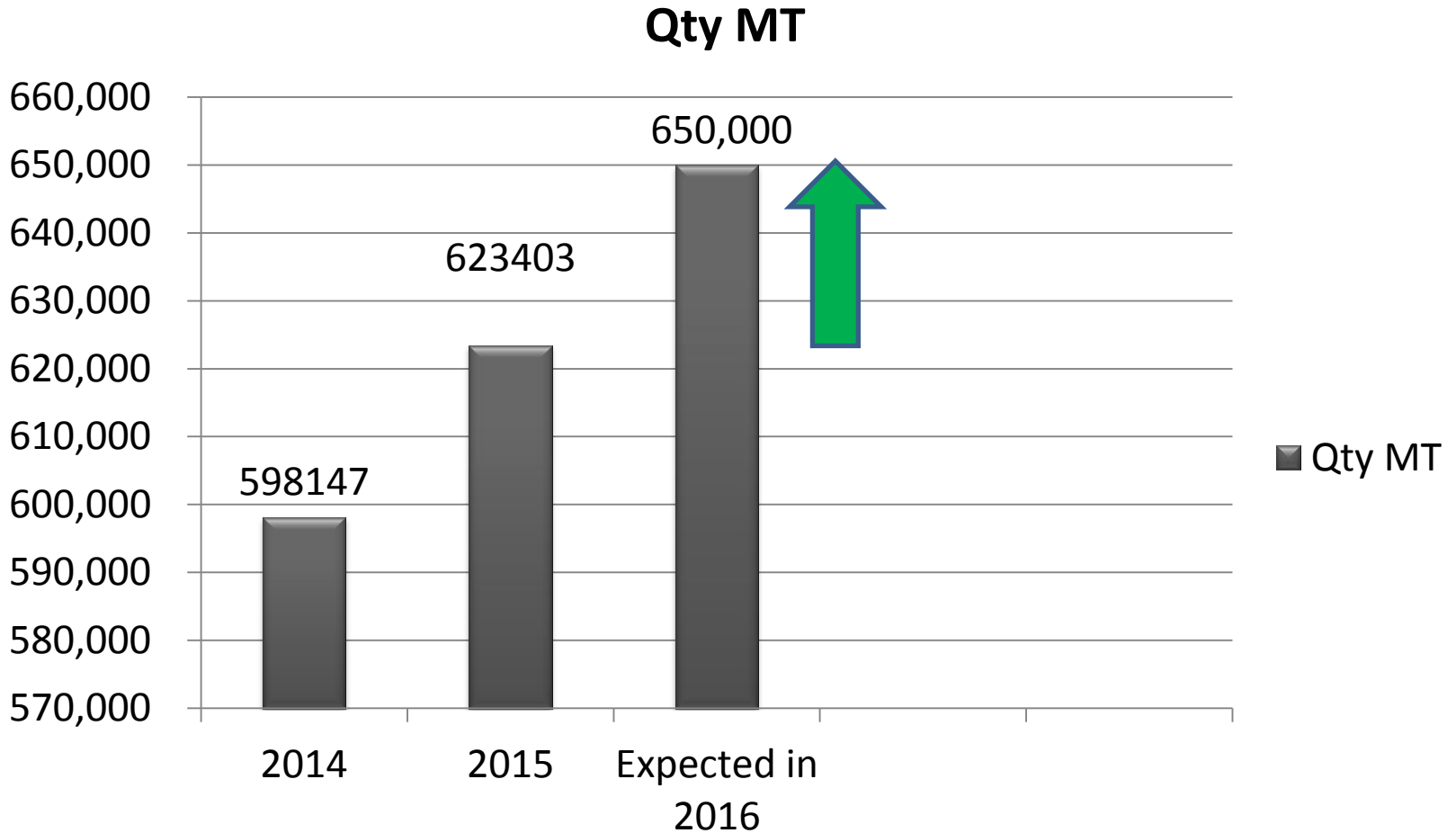


Black Matpe

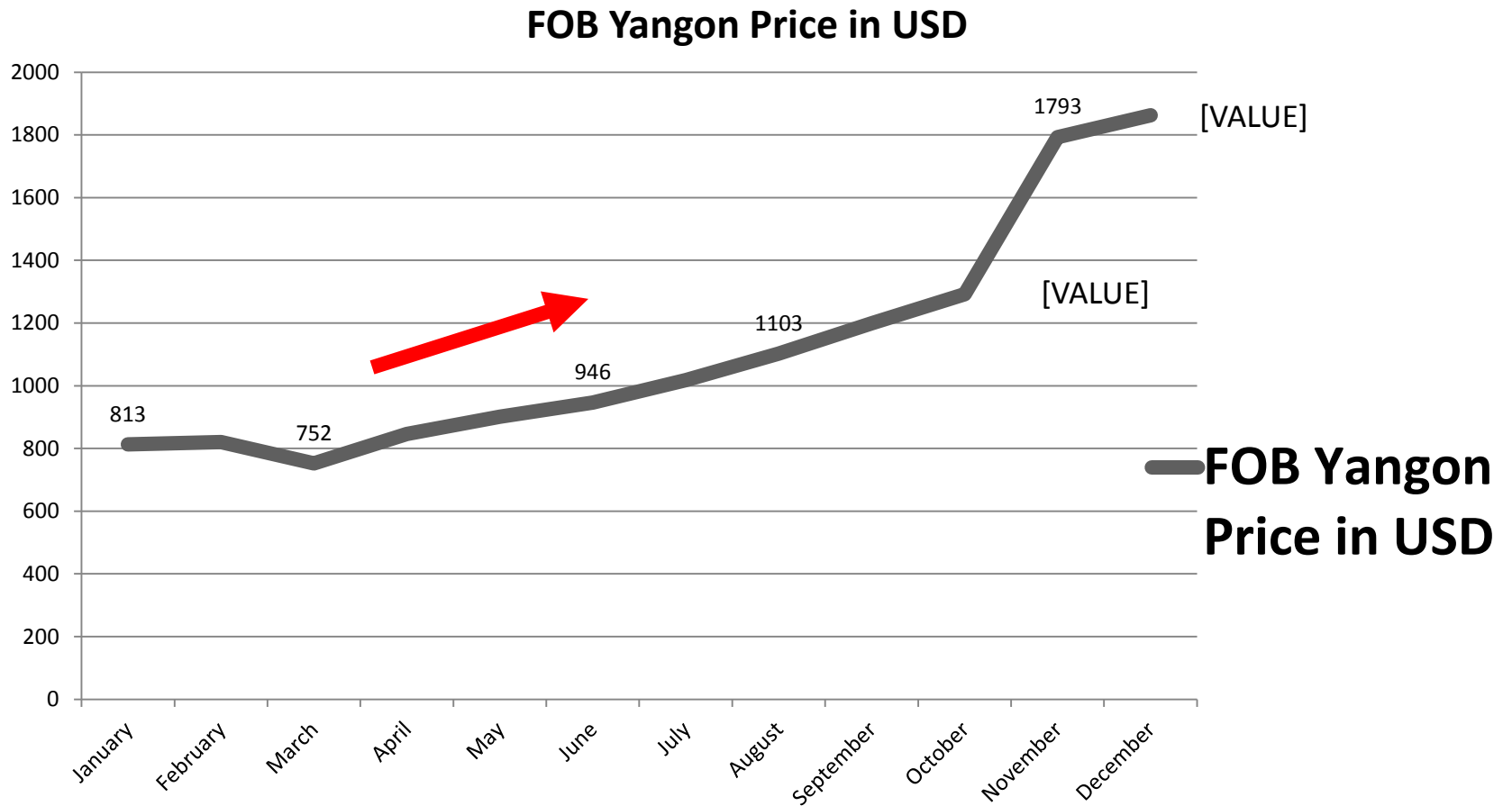


- For Black Matpe two main qualities are exported :
 - **FAQ** - Fair Average Quality
 - **SQ** - Special quality
- The Crop harvest time is February and March.
- The average crop size is about 6 lac MT.

Last 2 Years Export of Black Matpe from Myanmar



Monthly Price Trend for BM(FAQ) for 2015



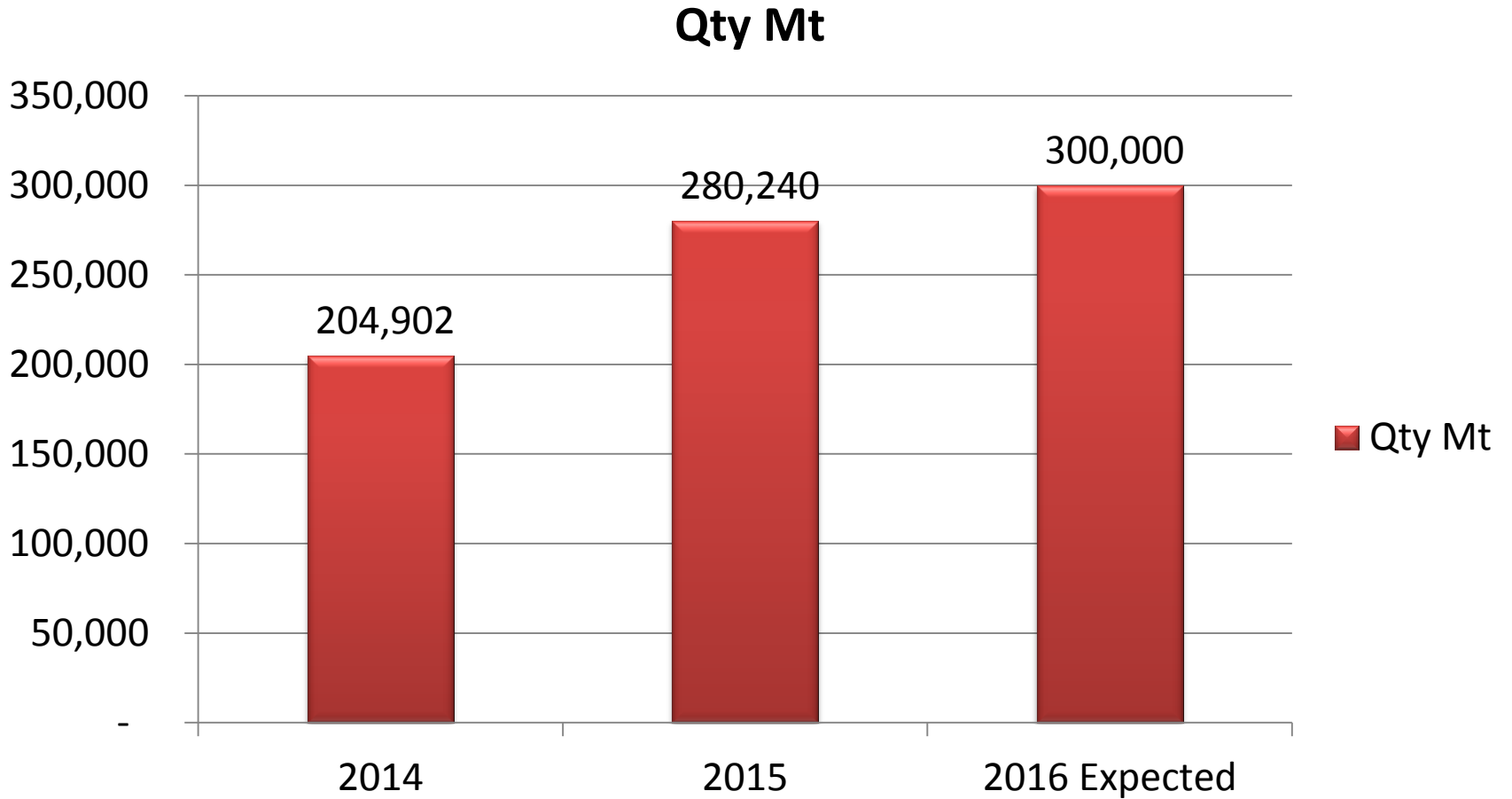


Toor Whole



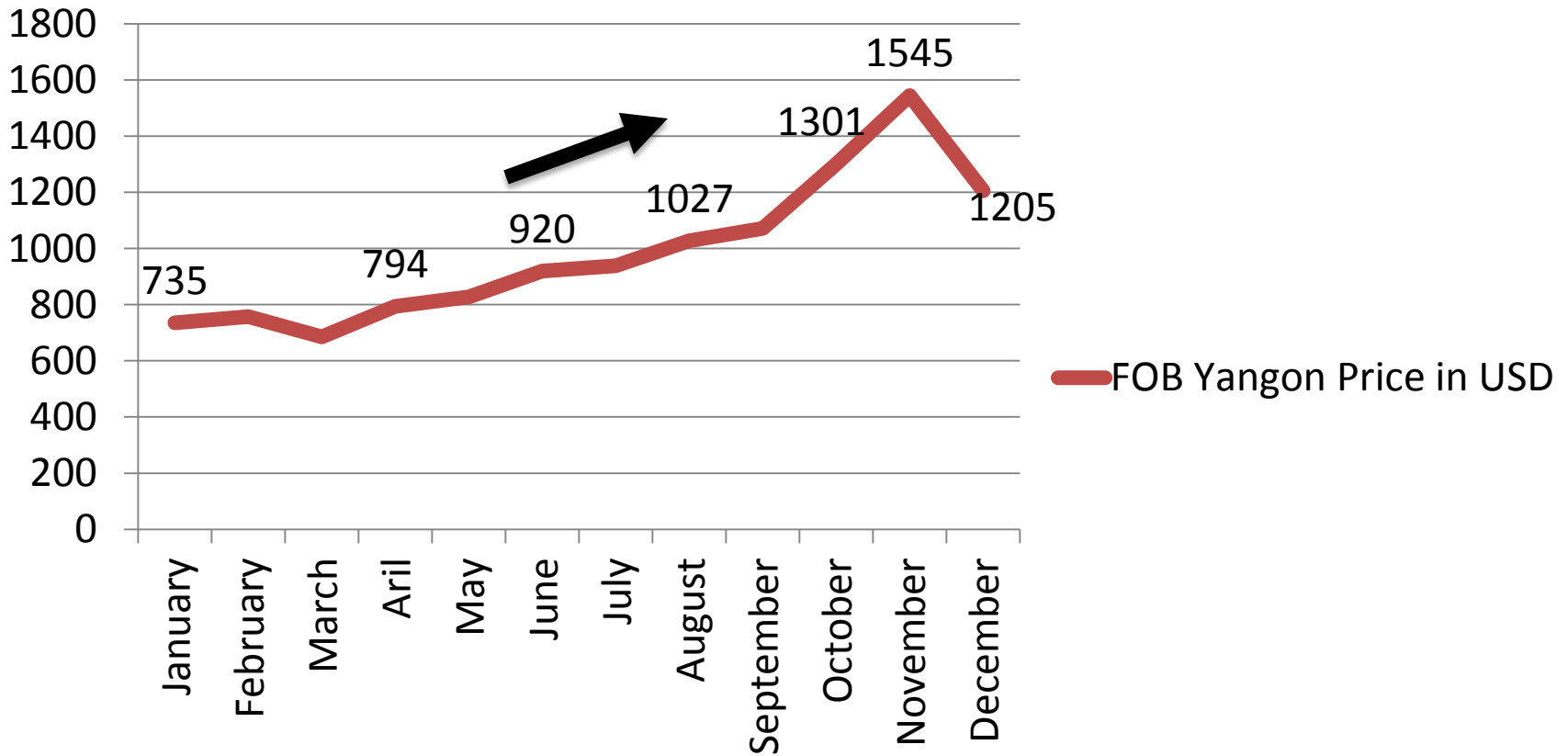
- There are various qualities and varieties of Toor Whole available in Myanmar.
- The varieties are distinguished on the basis of colour and size.
- The majorly exported varieties are :
 - Lemon, Linkhey shefla, Malai Shefla, Shwebo, Red and White (Bold, Medium and small), Sagaing, etc.
- The crop harvest time is December, January, February
- The Average crop size is 2.5 lac MT.
- The Major Market for Toor Whole is India.

Last 2 years Export of Toor Whole from Myanmar



Monthly price trend of Toor Whole for 2013

FOB Yangon Price in USD



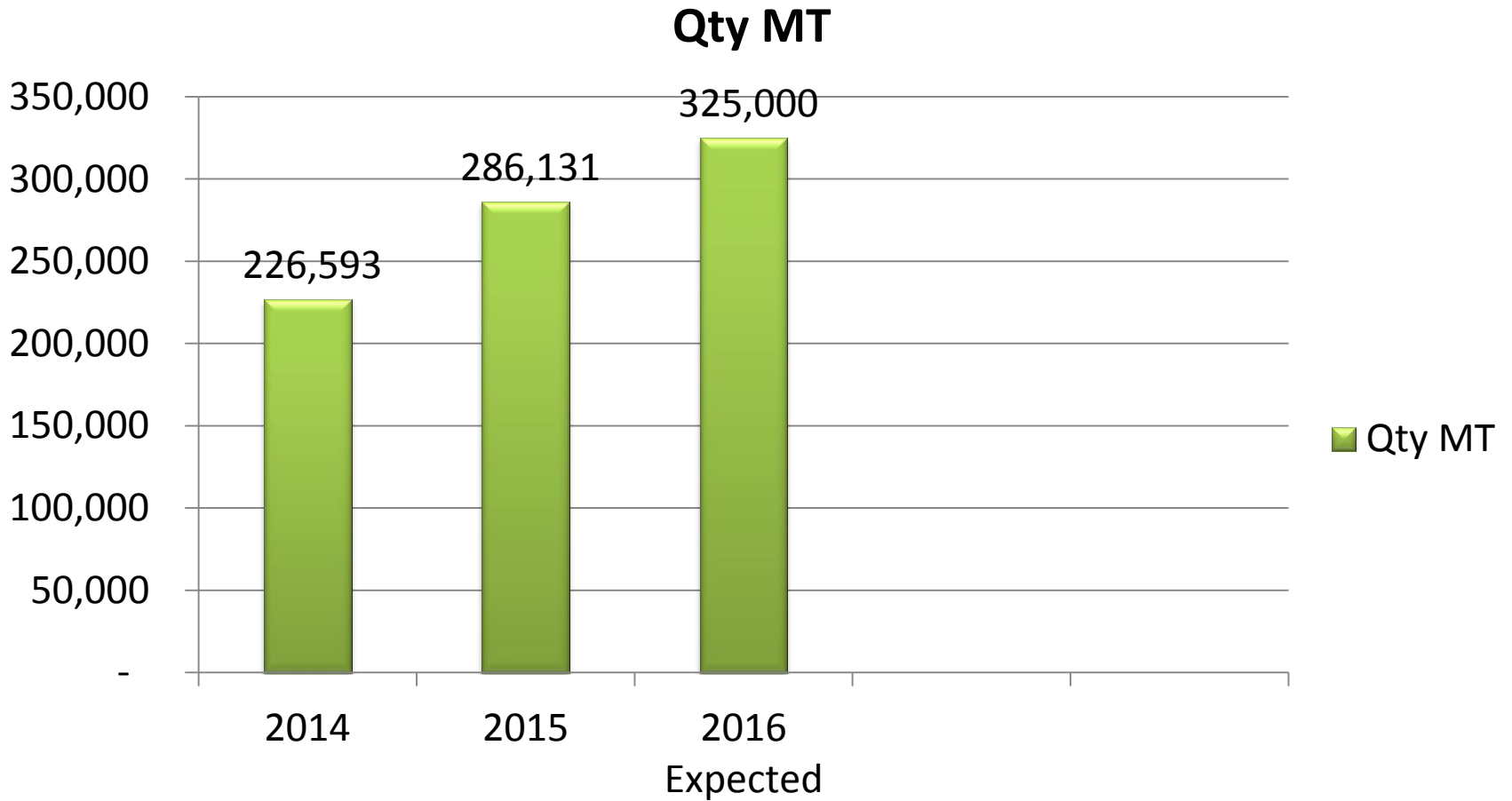


Green Mung Beans

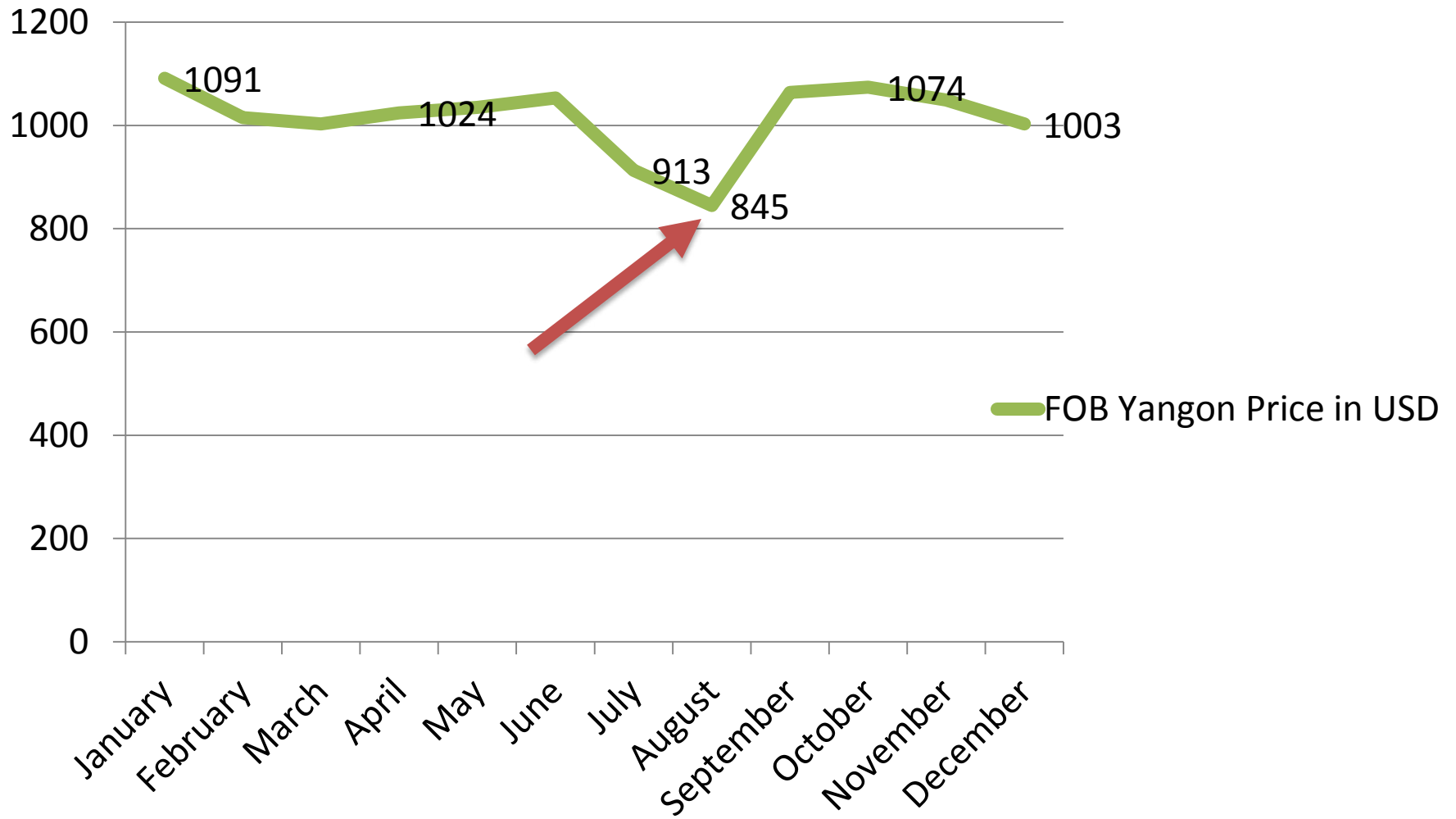


- The various qualities of Green Mung Beans exported are :
 - Pedi shwewar, Anya Shwewar, Pakokku, Taungoo Shwewar, etc.
- The crop harvest time for the various varieties are:
 - Pedi Shwewar :January ~ March
 - Anya Shwewar :May ~ October
 - Taungoo Shwewar :October ~ November
 - Pakokku :October ~ December
- The Average crop size is about 3.5 lac MT .
- The Major Markets are :
 - India, China, Vietnam, Malaysia, Japan, Thailand, Indonesia, Pakistan, U.A.E , etc.

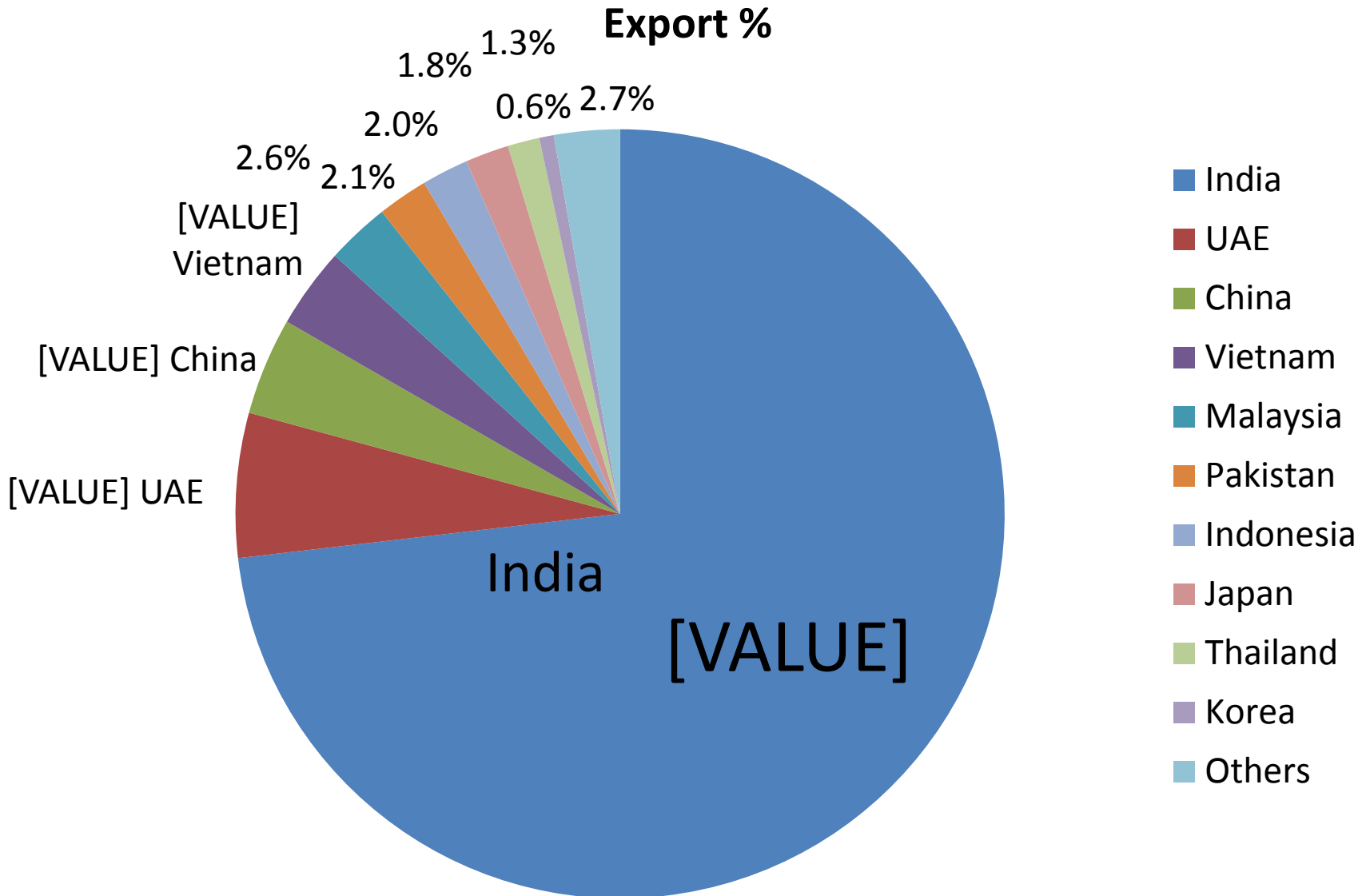
Last 2 Years Export of Green Mung Beans from Myanmar



Monthly Price Trend for Green Mung Beans in 2015



Export from Myanmar in 2015 (country wise)

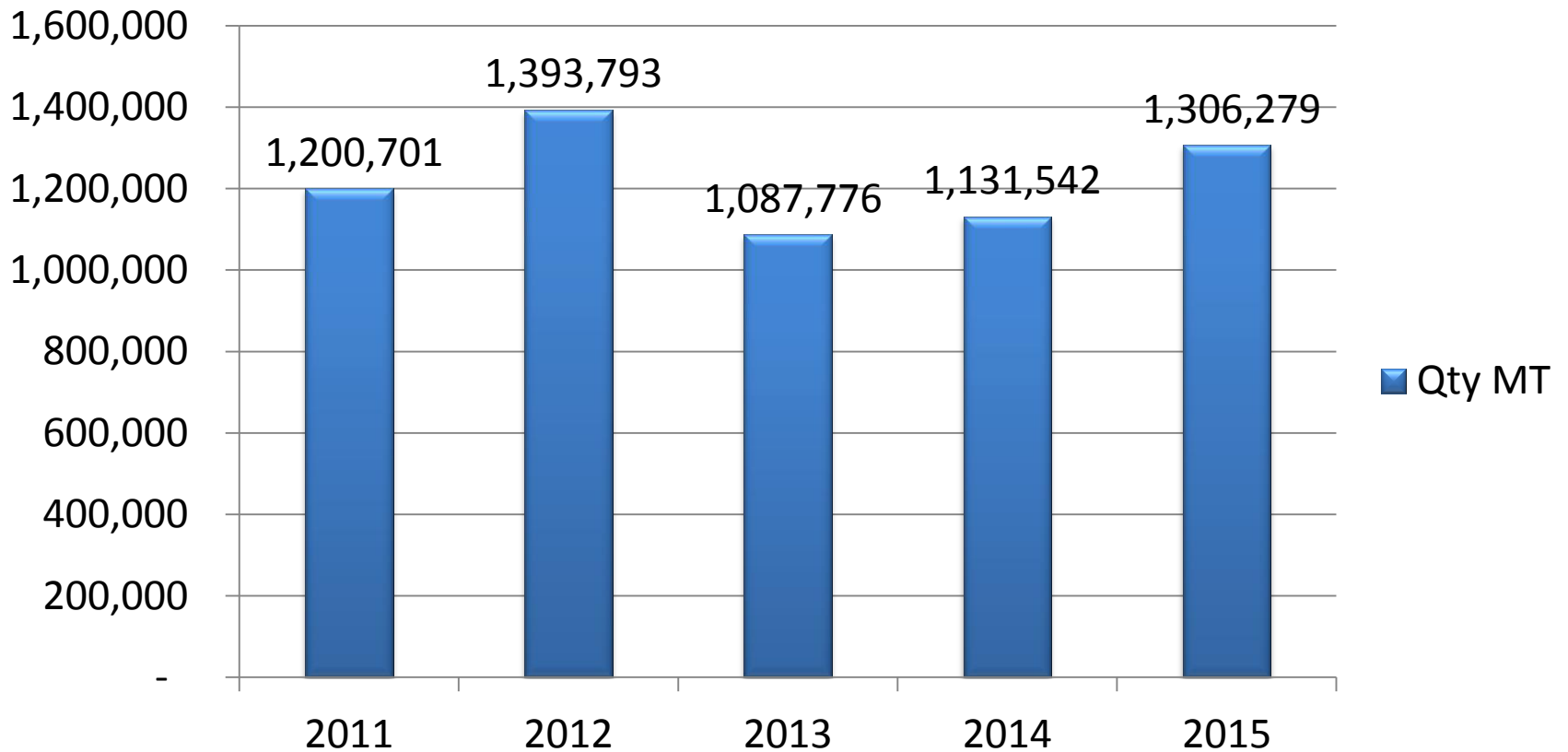


Trading Advantages

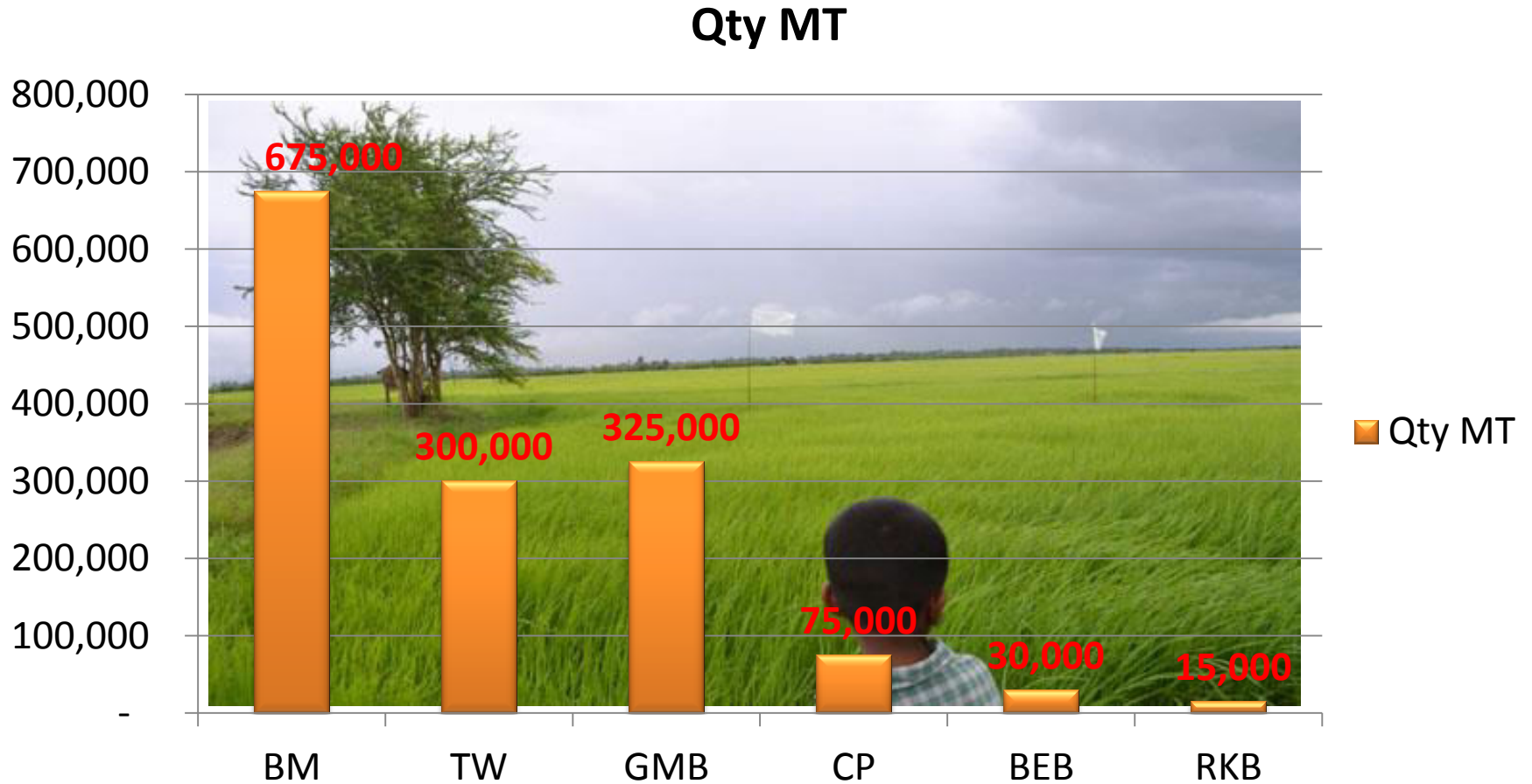
- Proximity to Major Market India
- Affordable Labour
- Large number of trader and commodity exchange centers with updated information
- Convenience of grading and sorting
- Simple Export Procedure which enables immediate shipment

Export Trend of Beans and pulses from Myanmar in Qty for last 5 Yrs

Qty MT



Expected crop for year 2016



The Way Forward

- Value added /Processed pulses will be exported more
- Myanmar will reach the potential market very soon with better and improved quality.



2016 Export Outlook

- The average export from Myanmar is 1.2million MT for the past 5 years.
- In 2016 the export is expected to be above average i.e, almost 1.35million MT .

Thank you !

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Arvee International Pte Ltd.

