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## **EUROPEAN CHAMBER OF COMMERCE IN MYANMAR**

EuroCham serves as the voice of European business in Myanmar. Its main mission is to significantly increase the presence of European companies in the country and to facilitate market access particularly for European SMEs – by advocating for member interests with the government and organisations in Myanmar, the ASEAN region and the EU.

With a strong, growing network of partners, EuroCham offers on-the-ground assistance for European businesses interested in commercial endeavours in Myanmar, whether in the form of advocacy, business services, research or networking.

This report serves as a guide for European small-to-medium sized enterprises interested in investing in Myanmar; it starts with a sector overview followed by entry-level information and relevant contact details.

Please contact us for further information and support.

Yangon, October 2018



The voice of European business  
in Myanmar

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## ACRONYMS

<b>ADB</b>	<b><i>Asian Development Bank</i></b>
<b>ADS</b>	<b><i>Agriculture Development Sector</i></b>
<b>ASEAN</b>	<b><i>Association of Southeast Asian Nations</i></b>
<b>DICA</b>	<b><i>Directorate of Investment and Company Administration</i></b>
<b>EIA</b>	<b><i>Environmental Impact Assessment</i></b>
<b>FDI</b>	<b><i>Foreign Direct Investment</i></b>
<b>FIL</b>	<b><i>Foreign Investment Law</i></b>
<b>GAP</b>	<b><i>Good Agricultural Practices</i></b>
<b>MADB</b>	<b><i>Myanmar Agriculture Development Bank</i></b>
<b>MALI</b>	<b><i>Ministry of Agriculture, Livestock and Irrigation</i></b>
<b>MAPCO</b>	<b><i>Myanmar Agrobusiness Public Corporation</i></b>
<b>MIC</b>	<b><i>Myanmar Investment Commission</i></b>
<b>MIL</b>	<b><i>Myanmar Investment Law</i></b>
<b>MFI</b>	<b><i>Microfinance Institution</i></b>
<b>UMFCCI</b>	<b><i>Union of Myanmar Federation of Chambers of Commerce and Industry</i></b>





# 1. SECTOR OVERVIEW



Myanmar remains an economy dependent on agriculture to a large extent. Agriculture contributes 30% to Myanmar's GDP, 25% of the country's exports and is the leading employer in the economy, employing 56% of workers<sup>i</sup>. Over 60 different types of crops are grown in Myanmar on 12.8 million hectares – equivalent to 19% of Myanmar's total land mass.

Between 2010–11 and 2016–17, Myanmar's agricultural GDP has grown on average at 3.2% per year. The sector experienced no growth in 2016–17 after four years of expansion, contributing to a slowdown in overall economic growth, which dipped from 7% in 2015–16 to 5.9% in 2016–17. According to the Ministry of Agriculture, Livestock and Irrigation, Myanmar exported \$2.7bn of agricultural products in 2016–17, down from USD3.1 billion in 2015–16<sup>ii</sup>.

Crop production accounts for 72% of agricultural output. The three main crop groups are paddy, beans and pulses and oilseed crops. Rice paddy remains the dominant production crop, accounting for 45.7% of the harvested area and 53.4% of production value amongst major crops. While rice has also been historically the major agricultural export, beans and pulses now generate the higher export earnings, contributing USD1,046 million in 2015–16, with the three other major exporters; rice, livestock and fisheries providing between USD200-500 million each<sup>iv</sup>.

Myanmar contains three main agro-ecological zones: the delta (which includes the coastal zone), the central dry zone, and the hilly regions.

- The delta has a population of 22 million people, provides easy access to water, and predominantly engages in rice and fish production.
- The central dry zone has a population of 19 million people and with less rain than the other areas, farmers mostly dwell in river valleys where they produce rice, oilseeds, beans and pulses
- The hilly regions contain 6.5 million people and are amenable to a wide range of tree and horticulture crops, as well as rice, maize and pulses.

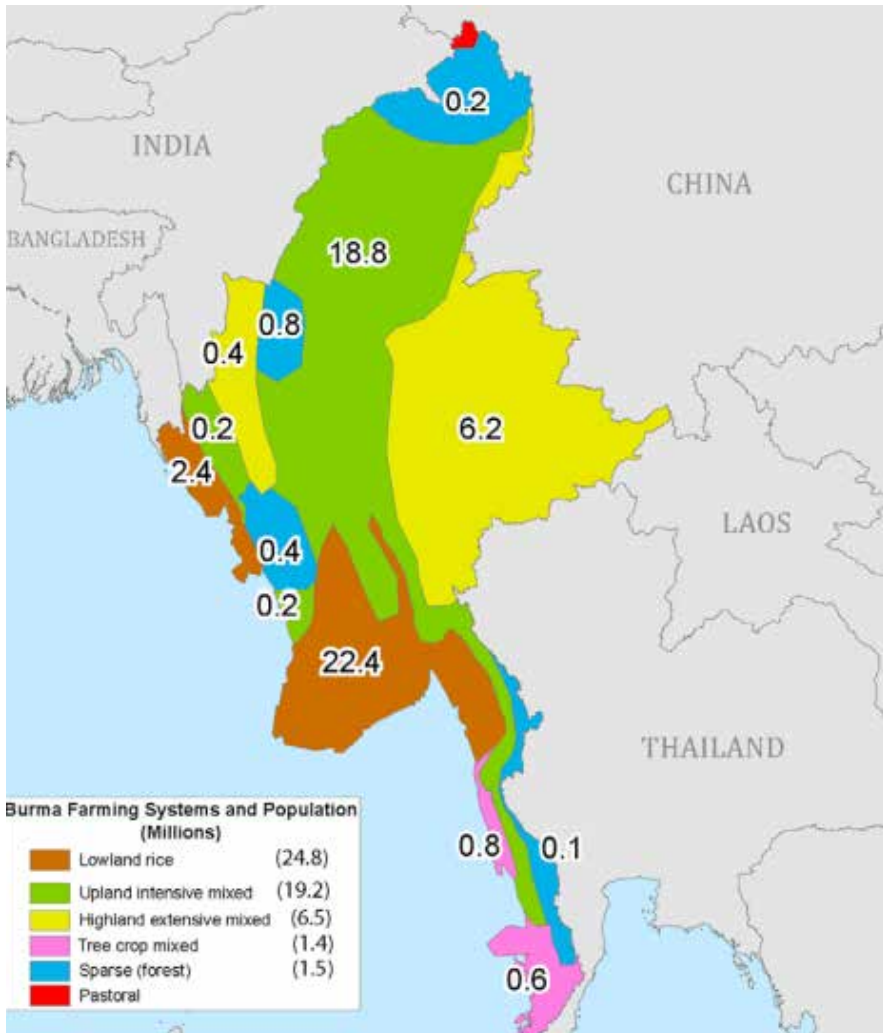


Figure 1: Distribution of major farming systems and population in Myanmar  
 (Source: USAID 2013)<sup>v</sup>

## 1.1 CURRENT MARKET SITUATION

Myanmar was once one of the most important crop producers and exporters in the region. More recently its agricultural production has been characterised by low productivity and high volatility, though strong opportunities remain in the sector.

The sector still suffers from a lack of effective infrastructure, financing and public agricultural services. This is compounded by issues such as complex and unresolved land

issues, low levels of sector research and vulnerability to natural disasters and weather events.

Compared with international standards or even regional peers, agriculture in Myanmar is very labour-intensive. Most agricultural activities are carried out on small farms, typically manually with low levels of mechanisation, which results in low productivity and agricultural output and, consequently, low agricultural wages and farm profits. About 80% of farmholders have less than 10 acres and a farmer in Myanmar only earns about USD1.80 – USD2.50 per day in monsoon season compared to USD10.00 – USD16.50 per day in Thailand and USD7.80 per day in the Philippines<sup>vi</sup>.

Farmers are applying fertilizers inefficiently or not using fertilizer with the correct nutrient balance, partly due to lack of knowledge and training, despite spending USD650 million on fertilisers annually. In October 2018, the Upper House of Parliament launched the first parliamentary inquiry into chemicals used in agriculture<sup>vii</sup> and their effects on the industry, as an acknowledgement that improvements are needed.

Farmers lack access to irrigation systems. In 2015–16, only 16.2% of crop area was connected to public irrigation systems, less than all regional neighbours besides Cambodia. Issues linked to low irrigation coverage is further exacerbated as government systems allow water to be supplied only for paddy due to its status as a staple crop. Attention is not provided to other more lucrative crops.

Poor quality seeds hinder the agricultural sector's ability to reach its full potential. Although the government has seed distribution schemes, they are under-resourced. According to the World Bank, the supply of certified paddy seeds only meets about 1% of the demand. Furthermore, due to a poor enabling environment in Myanmar, private seed providers have not been able to produce enough to meet demand, nor import the required amounts of quality seeds. As a result, many Myanmar farmers use saved seeds, thus producing low yields<sup>viii</sup>.

Agricultural land is currently under-capitalised and farmers must borrow capital at subsidised interest rates. At the end of 2017, the Myanmar Agriculture Development Bank (MADB) had USD1.98 trillion in outstanding loans, mostly to smallholder farmers<sup>ix</sup>. MADB loans only cover a fraction of production costs for up to 10 acres; the bank does not support medium or large holder farmers. In total, 88% of those loans are provided to small farmers engaged in paddy production and are only large enough to purchase inputs for the following cropping season; they are often insufficient for the purchase of farm tools and equipment. MFIs are looking to bridge this gap and provide farmers with access to finance, however their capacity to assist is limited.

In May 2018, MADB started issuing individual monsoon loans rather than group loans.

Paddy farmers will be able to receive MMK150,000 per acre and farmers of other crops MMK50,000 per acre.

The interest rate in 2018 at the MADB is 8%.

### Other sources of funding:

- The government has also been providing low interest loans to farmers under cooperatives.
- Private microfinance institutions (MFIs) offer loans at low interest rates. However, they are limited by geographical reach and caps in loan size.
- Informal sources of credit, such as private money lenders, have become a major source of capital for many farmers. Money lenders usually charge a monthly interest rate of 10–20%.

Despite these challenges, the agricultural sector has the potential for rapid growth. With better access to capital, improved infrastructure and technology, as well as proximity to better seeds and fertiliser, farmers can be empowered to produce a greater amount of more diversified crops.

The livestock and fishery markets are examples of recent successes in the agricultural sector. Despite employing only a fraction of agriculture's workforce, livestock and fisheries contribute 26% to the total agricultural GDP. Fish is the country's main source of protein.

Future growth is also expected in the livestock market, as domestic demand for meat grows, particularly in urban areas, and international opportunities are explored. Late last year, the Ministry of Commerce allowed the export of live cattle to China, generating USD150 million in revenue as a result of this change<sup>xi</sup>.

Private sector investment in agriculture and in agrobusinesses has also started picking up, including in fertilizer manufacturing and seeds and production of animal feed. Livestock and fisheries sectors would benefit from better quality animal feed, while fish processors have already gained from improved quality of supply, and have accreditation for export from the EU<sup>xii</sup>.

## 1.2 LOCATION OF AGRICULTURE PRODUCTION SITES

Agriculture products mainly come from five regions: Ayeyarwaddy, Sagaing, Bago, Magway and Mandalay. About 70% of the cultivated land in Myanmar is found in these regions.

The following map shows major crops by zones.



## MAJOR CROPS BY ZONE

### Hilly and mountainous zone

Regions:

Shan, Chin

Major crops:

Rice, wheat, maize, sorghum, vegetables, sugarcane, coffee

### Central dry zone

Regions / states:

Magway, Mandalay

Major crops:

Rice (subsistence), oil crops, pulses, vegetables, tea, sesame, groundnuts

### Delta zone

Regions:

Bago, Yangon, Ayeyarwady, Mon State

Major crops:

Rice (delta-type rice production, intensive rice production using canals for irrigation), pulses

### Coastal zone

Regions:

Tanintharyi Region, Mon State, Kayin State

Major crops:

Rice, Rubber, oil, palm, fruits tree

**Figure 2: Map of Myanmar**

## 1.3 AGROBUSINESSES IN MYANMAR

Agrobusiness in Myanmar's private sector has benefited from the relaxation of rules concerning the import of products such as heavy machinery and chemicals. Myanmar's agrobusiness is still being professionalised and new players to the market are able to bring new expertise, knowledge and technical skills.

Major local players are primarily linked to conglomerates, including:

- Supreme Group of Companies
- Dagon Group of Companies
- FMI Group.

International agrobusiness companies include:

- De Heus
- Yanmar Myanmar
- Lesaffre.

Myanmar's agricultural industry also attracts donor funded organisations and social enterprises. Examples of these organisations include:

- Proximity Designs
- NAG Myanmar
- Impact Terra.

## 1.4 TYPES OF AGRICULTURE PRODUCTS

**Rice paddy** – Rice paddy is sown on 46% of Myanmar's land, producing 28 million tonnes in 2016–17. Rice is a basic staple food and wage good. The majority of farms produce rice at some point throughout the year, particularly during the monsoon. Rice is not as dominant as an export due to the competitive international market, which sees higher quality rice from neighbours fetch higher prices and take a larger market share. Rice is also vulnerable without proper irrigation systems, for example paddy output decreased in 2015 due to floods and this has led to volatile recent growth despite high prices and strong demand for rice from China in 2016–17<sup>xiii</sup>.

**Beans and pulses** – Beans and pulses have a lower production cost and higher return in comparison to paddy. Between 2012 and 2017, production of beans and pulses increased at 3–4% annually with many farmers switching to producing beans and pulses in June–July 2016, driven partly by rising demand from India and China and from new markets in Japan, Korea, EU, and the US. Beans and pulses form 28% of total sown area and 64% of value added crops. Black matpe, green mung and pigeon peas make up 80% of the beans and pulses exported<sup>xiv</sup>.

A major disruption to the exportation of beans and pulses came when India issued an import quota on the commodities in August 2017. India had been Myanmar's largest export market, exporting around 700,000 tonnes of green beans to India before August 2017. The new quotas restrict the export of green beans to 150,000. The full impact of this quotas has still not been assessed, but throughout 2018, farmers of beans and pulses have needed to diversify their crops.

**Livestock and fisheries** – This section of the market is growing rapidly, and currently occupies 26% of agriculture's GDP. Fisheries contribute USD300 million to Myanmar's foreign trade balance and employs 2.6 million persons in coastal areas. The sector continues to expand, and in the last 12 years production has grown by 120%.

The livestock industry also continues to develop rapidly. Myanmar has 20.2 million cattle/ buffalo, 16.5 million pigs, and 8.8 million goats and sheep which are feeding an increasingly demanding urban population<sup>xv</sup>.

**Cash crops** – The prominence of cash crops such as tea, coffee, oilseeds, cocoa, fruits and vegetables is growing, and can be particularly lucrative for small scale farmers and people in upland areas where poverty is most prevalent. For Myanmar's agricultural sector to develop, a diversification away from rice and into these crops is essential.

## 1.5 AGRICULTURE SECTOR STATISTICS

According to official figures from the Directorate of Investment and Company (DICA) Registration, from 1998 up to 30 September 2018, there have been only 25 enterprises approved for Foreign Direct Investment (FDI) in the agricultural sector, which amount to USD395 million or 0.51% of total FDI.

In terms of local investment, since 1994, only 10 Myanmar enterprises have made an investment in the sector. This constitutes a total investment of about USD51 million in the sector, accounting for 0.35% of the total investment by local companies permitted under the Myanmar Citizens Investment Law.

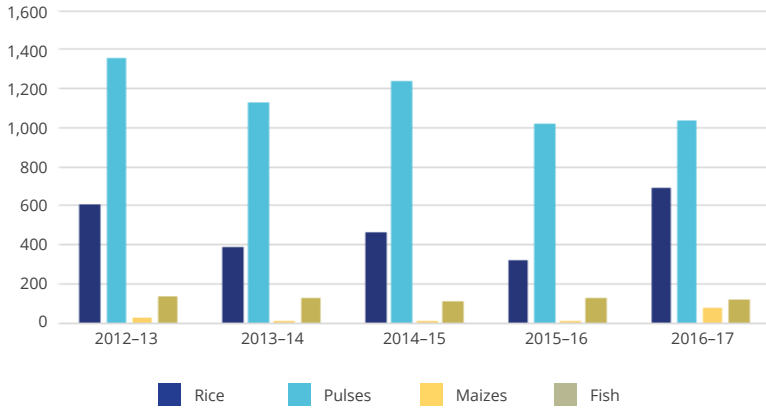
<b>Company name</b>	<b>State / region</b>
Khaing Phyo Construction Company	Mandalay
Myanmar Yaung Ni	Yangon
Shwe Future	Mandalay
Khaing Phyo	Mandalay
Shwe Kanbawza Company Limited	Tanintharyi
Kaung Hein Zabu Company Limited	Mon
Jade King & Queen Gems & Jewellery Limited	Mon
Ba Chak Gyi Company Limited	Magway
Soe Tun Kyaw Co., Ltd.	Magway
Meung Thauk Co., Ltd.	Shan

**Table 1: 10 Myanmar enterprises that take up 0.35% of local investments.**

The agriculture sector accounts for around 25% of export earnings, according to data from the Department of Agricultural Planning under the Ministry of Agriculture, Livestock and Irrigation. Beans and pulses are the country's largest agriculture commodity export valued at USD1.05 billion in 2016–17, though a decline is expected for 2017–18 due to restrictions on the Indian market<sup>xvi, xvii</sup>.

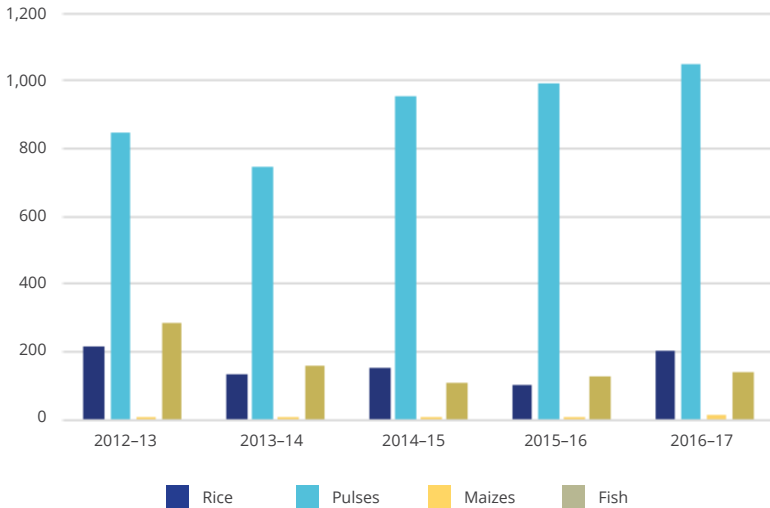
The following tables show the export earnings and production volume of selected crops, as per the Ministry of National Planning and Economic Development.

### EXPORT BY COMMODITY IN METRIC TONNES



**Figure 3: Export volume of selected crops**  
(Source: Ministry of National Planning and Economic Development, 2017)

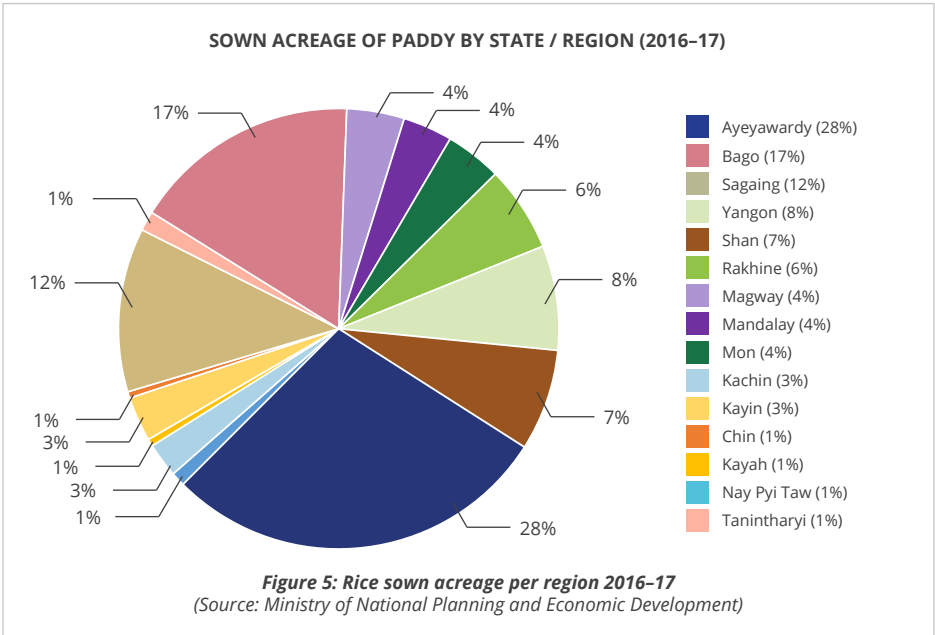
### EXPORT BY COMMODITY IN USD MILLIONS



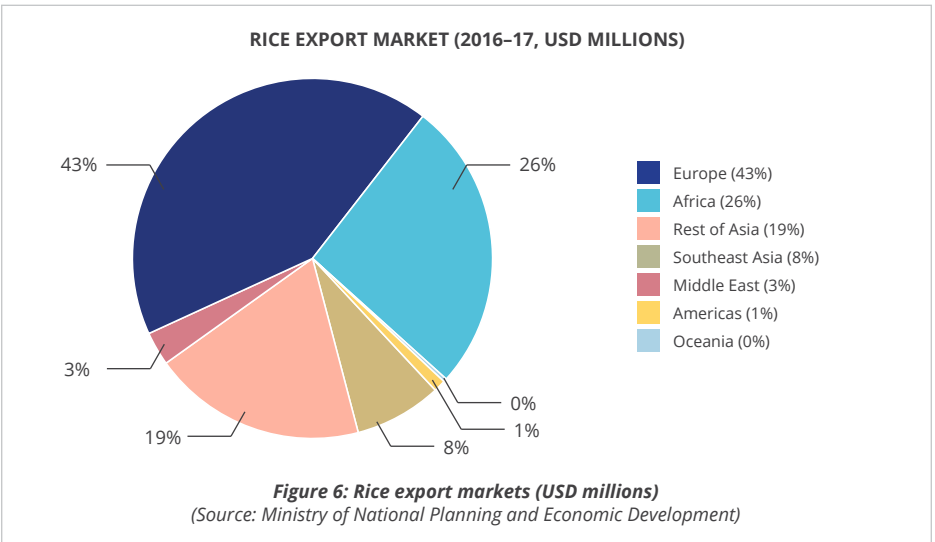
**Figure 4: Export amount of selected crops**  
(Source: Ministry of National Planning and Economic Development, 2017)



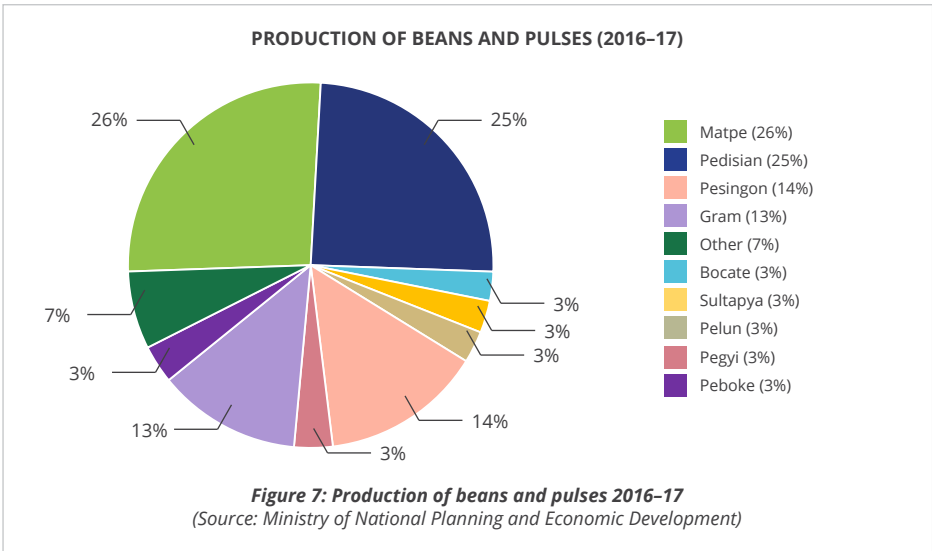
The following chart shows the sown acreage of rice by state and region.



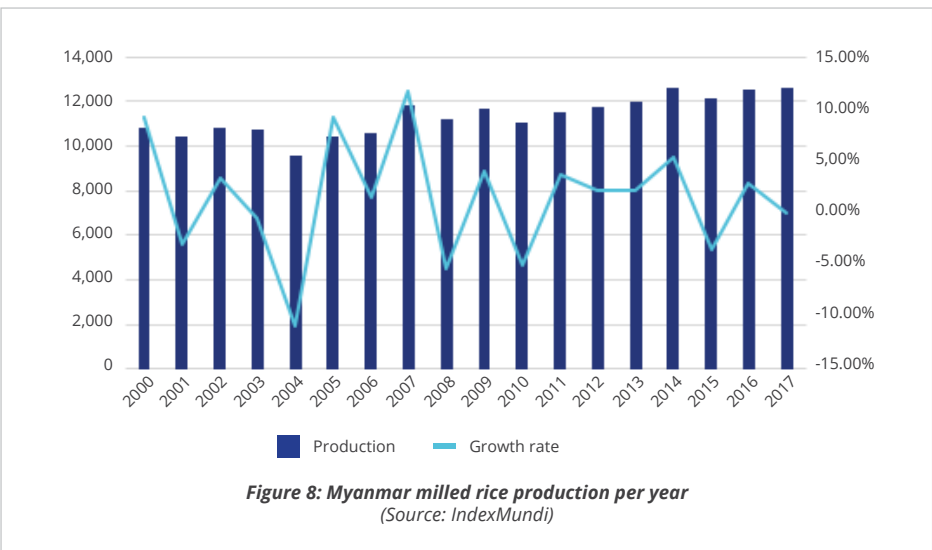
The following chart shows the market for rice exports in financial year 2016-17.



The following chart shows the production share of beans and pulses in the Myanmar market.



The following shows production and growth rates of milled rice per year.





## **2. INVESTMENT OPPORTUNITIES**

## 2.1 POTENTIAL OPPORTUNITIES FOR FOREIGN COMPANIES

When considering potential investment opportunities with local companies, it is important for foreign investors to analyse the strengths and weaknesses of local companies as well as the challenges that constrain their expansion in this sector.

### 2.1.1. Strengths and weaknesses of local companies

#### Strengths

Local companies have first mover advantage. Their connection to local markets and other stakeholders, especially farmers, is a strength that is particularly prevalent in agriculture. This strength is compounded by the fact that the domestic market is growing.

Local companies have experience in working in Myanmar's ecological environment, with its rich endowment of natural resources and variety of agro-ecological areas suitable to a variety of farming.

#### Weaknesses

Local companies are constrained by a number of factors, including lack of access to capital, technical knowledge, and human resources.

One of the major weaknesses in Myanmar's agriculture sector is the lack of technology in processing and in farming practices used by agrobusinesses. Further, local companies have not invested in research and development to innovate farming methods and to adapt to unpredictable weather patterns in Myanmar. These shortcomings in turn provide foreign investors with an opportunity to invest and enhance capacity, including introducing new seed varieties to farmers.

Local companies have also been slow to adhere to proper quality standards of their agricultural products, which has often resulted in poor price / quality ratios. For example, Myanmar rice is sold at a discount due to perceived low quality. 25% broken Myanmar rice can be sold for just over 60% of what the same rice is sold for from Thailand<sup>xviii</sup>. This is partly because there is little regulation of quality of agricultural inputs and exported agricultural products, which has resulted in cases where agricultural exports to foreign markets have been rejected due to quality issues. In an attempt to purchase quality products, the EU imports from firms trained in Good Agricultural Practices (GAP) standards.

In addition, local companies have been reluctant to make capital investments, such as mechanizing processing facilities to enhance productivity. Productivity issues are compounded by a lack of proper storage and transport facilities and processing techniques. Only 8% of 1361 rice mills in Myanmar have the capacity to mill more than 100 tonnes per day, and only 10% can produce high-quality rice for export as most mills rely on antiquated machinery<sup>xix</sup>.

## 2.1.2 Challenges for international investors

A major obstacle in investing in Myanmar's agricultural sector is the issue of land tenure and land confiscation. Government failure to give full compensation to landowners, coupled with a lack of secure land rights, pose problems in land acquisition for potential investors.

Other challenges include poor infrastructure, resulting in high-cost transportation system, poor water control systems, weak rural financial institutions, and low public investment in agricultural research<sup>xx</sup>. For example, agricultural research represents around 0.1% of agriculture's GDP, and 1% of the Ministry of Agriculture, Livestock and Irrigation's budget<sup>xxi</sup>.

## 2.2 AREAS OF INVESTMENT FOR FOREIGN INVESTORS

There is potential for foreign investors to engage in diversification of value-added crops to meet market demands and export targets. Currently, foreign investment into the agriculture sector is less than 1% of total FDI<sup>xxii</sup>.

Areas of potential investment:

- Input industries (seed, fertiliser, agrochemical, farm industry, machineries, irrigation system and facilities);
- Production and processing industries (crop production, value-added production, research and development);
- Wholesales market industries;
- Service industries (credit and insurance, service support for supply chain);
- Aquaculture.

Similarly, some of the challenges mentioned above are gaps that can be filled by international investment. Investment in supply chains can assist in bringing rural produce to urban environments more effectively and therefore access the growing middle class living in cities and larger towns.

## 2.3 POTENTIAL UPCOMING TENDERS

Public tenders from the Ministry of Agriculture, Livestock and Irrigation are rare, and most of them are related to the purchasing of farming equipment from both local and international companies.

With insufficient supply of machines, equipment, and technology to enhance Myanmar's agricultural sector, potential tenders in this area may be issued in the near future. At present only 20% of cultivated land is farmed using machinery.

The Asian Development Bank (ADB) has developed a Country Partnership Strategy (2017–21) to support sustainable inclusive growth. This five-year strategy will prioritize three key sectors, including agriculture and irrigation, rural infrastructure development, and private sector initiatives.

The government has also drafted a five-year Agriculture Development Strategy (ADS) investment plan with 3 main outcomes outlined:

- Enhanced capacity of government to design, create and implement policies and plans
- Increased agricultural productivity and income of smallholder farmers
- Enhanced market linkages and competitiveness of Myanmar farmers and agro-enterprises.

The development of the ADS signals that agriculture is a priority sector for the government; tender openings are likely to follow.

Further, there may be tender opportunities from donors; donor funding for agricultural development is forecasted to increase by 280% from USD131.352 million in 2010–15 to USD499.609 million in 2016–22<sup>xxiii</sup>.

Out of the categories for investment, infrastructure received 48.3% of all investment and is expected to increase to 53.9% of all investment during 2016–22.

Investment within other categories is also forecasted to rise:

- Investment in production enhancement is expected to increase **by 313%** between 2016–22;
- Investment in capacity development of education, extension and farm organisations is expected to increase **by 202%** between 2016–22;
- Investment in policy, regulations and governance is expected to increase **by 230%** between 2016–22<sup>xxiv</sup>.



# 3

### **3. GOVERNMENT RULES AND REGULATIONS ON FOREIGN INVESTMENTS**

## 3.1 GENERAL LEGAL / INVESTMENT STRUCTURE INFORMATION

### 3.1.1 Myanmar Investment Law

The new Myanmar Investment Law (MIL) was signed in October 2016 and has been effective since April 1, 2017; the MIL combines the Foreign Investment Law (FIL) 2012 and the Citizens Investment Law 2013. The new investment law was created to attract both foreign and local investors by simplifying the application process and offering tax breaks, incentives, rights and protections for businesses.

Key changes	Description
Ease of foreign Investment	Foreign investors are permitted to own 100% of businesses which are not on restricted or prohibited lists.
Investment screening	<p>An investor may submit an investment screening application to the Myanmar Investment Commission (MIC) for nonbidding guidance on whether a proposal investment:</p> <ul style="list-style-type: none"> <li>• Requires an MIC permit application;</li> <li>• Requires Pyidaungsu Hluttaw (Union Parliament) approval prior to permit issuance;</li> <li>• Is prohibited or restricted under the MIL and related notifications;</li> <li>• In a promoted sector under the MIL and related notifications.</li> </ul>
Devolvement of authority for endorsement application	Application with investments less than USD5 million in non-strategic and non-restricted sectors will be handled at the state / regional level, with close involvement of the state / regional DICA officials.
Removal of blanket incentives	<p>Business may be granted tax exemptions if investments are in promoted sectors – the duration of tax exemption is contingent upon the areas in which business set up operations.</p> <ul style="list-style-type: none"> <li>• Less developed regions (Zone 1) granted 7 years of tax exemption;</li> <li>• Moderately developed regions (Zone 2) granted 5 years of tax exemption;</li> <li>• Adequately developed regions (Zone 3) granted 3 years of tax exemption.</li> </ul>
Long-term land lease possible beyond MIC permit	Foreign investors that invest under Foreign Investment Law (FIL) scheme can lease land from the government for 50 years and then extend it for another 20 years with two 10-year extensions.



Compensation for Expropriation	Expropriation of investments is allowed under the following conditions:  (a) necessary for the public interest; (b) carried out in a non-discriminatory manner; (c) carried out in accordance due to process of law; (d) on payment of prompt, fair and adequate compensation.
Grievance Mechanism	MIC will establish and manage a grievance mechanism to inquire and resolve issues before escalation to legal disputes, and to prevent the occurrence of disputes.

**Table 2: Key changes to investment laws**

**Key points of MIL**

Under the MIL, a foreign investor is allowed to conduct business in Myanmar as a:

- 100% foreign-owned entity in permitted sectors;
- Joint venture with foreign, local, or government entities.

Promoted sectors for investment include:

- Agriculture and related services
- Plantation and conservation of forest
- Livestock production, breeding, and production of fishery products

Investments that are deemed strategic for the government include “occupying or using more than 1000 acres of land for agriculture-related purposes”.

Myanmar Investment Commission (MIC) was formed under Myanmar Investment Law. It is a government-appointed body which streamlines and approves investment proposals, and comprises high-level figures, senior officials and experts from government ministries and non-governmental bodies.

The MIC also issues investment-related notifications and orders.

Investors must submit a proposal to the MIC only if the investments are:

- Activities essential to the national strategy
- Large capital-intensive investment projects
- Likely to cause a large impact on the environment and local community
- Use state-owned land and buildings
- Designated by the government as necessary to submit the proposal the committee

### **3.1.2 New laws**

A new piece of legislation called the Myanmar Companies Law was approved by President U Htin Kyaw on December 6, 2017, coming into effect in August 2018. The new Law will replace an older version that was enacted in 1914. The act will improve corporate governance by allowing:

- More flexible capital structures and changes to capital share
- Ability for foreign investors to purchase shares in the Yangon Stock Exchange
- Eliminate the requirement for foreign firms to obtain a permit to trade from DICA
- Possibility to incorporate a one-person company with a unique director

Importantly, foreign investors will be able to hold up to 35% of ownership interest in a Myanmar company; if foreign stakes constitute more than 35%, the company is considered a foreign company. This will enable foreign investors to invest in companies in sectors that are currently closed to foreign investors, and thereby indirectly help to create foreign interest in companies listed on the Yangon Stock Exchange<sup>xxvi</sup>.

## **3.2 AGRICULTURE-RELATED RULES AND REGULATIONS**

### **3.2.1 Investment activities**

According to the MIL, the following qualify as investment activities for both foreign and local investors:

- Enterprise;
- Moveable property, immovable property and rights related to property, cash, pledges, mortgages and liens, machinery, equipment, spare parts, and related tools;
- Shares, stocks, and debentures (a promissory note of a company);
- Intellectual property rights under any laws, including technical knowhow, patent, industrial designs, and trademarks;
- Claims to money and to any performance under contracts having a financial value;
- Revenue-sharing contract, or production, management, construction, rights under contracts, including turnkey;
- Assignable rights granted by relevant laws or contract, including the rights of exploration, prospecting and extraction of natural resources.

### **3.2.2 Prohibited activities**

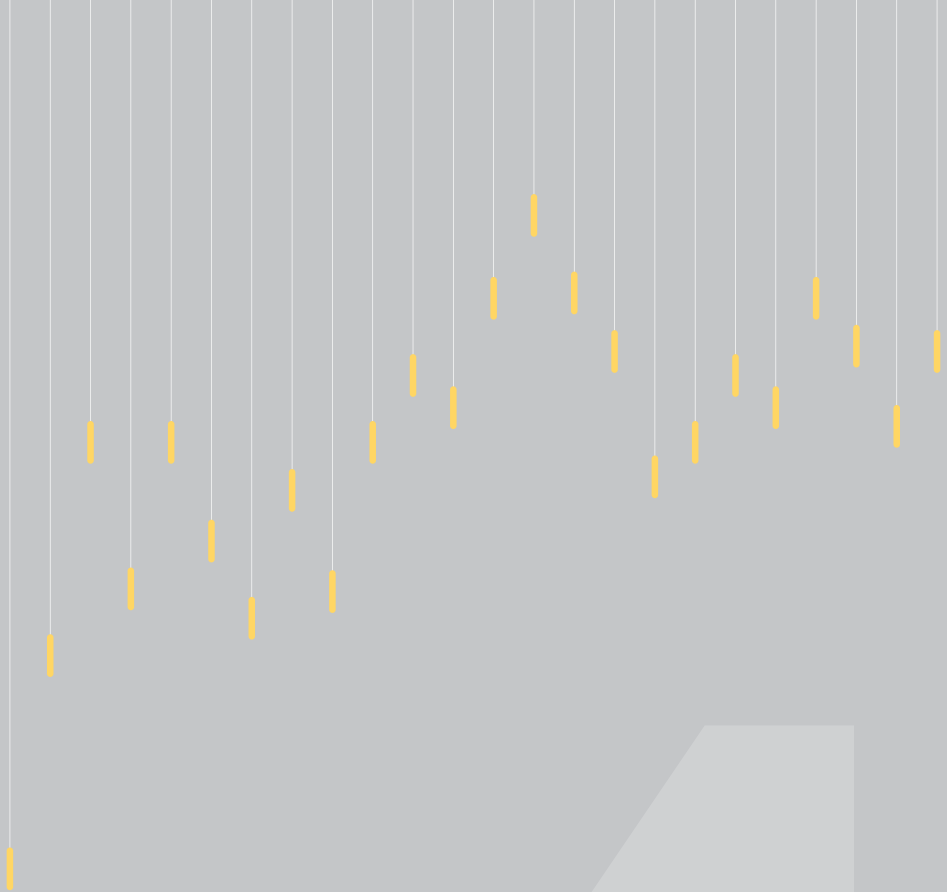
According to the MIL, the following qualify as prohibited investment activities for both foreign and local investors:

- Investment activities which may bring or cause hazardous or poisonous wastes into the Union;
- Investment activities which may bring technologies, medicines, flora and fauna and instruments which are still being tested abroad, or which have not obtained approvals to use, plant or cultivate, except the investments which are made for the purpose of research and development;
- Investment activities which may affect the traditional culture and customs of the ethnic groups within the Union;
- Investment activities which may affect the public;
- Investment activities which may cause an enormous harmful impact to the natural environment and ecosystem;
- Investment activities which manufacture goods or provide services that are prohibited under the applicable laws.

### **3.2.3 Restricted activities**

According to the MIL, the following qualify as restricted investment activities for both foreign and local investors<sup>xxvii</sup>:

- Investment activities allowed to be carried out only by the Union;
- Investment activities that are not allowed to be carried out by Foreign investors;
- Investment activities allowed only in the form of a joint venture with any citizen owned entity or any Myanmar citizen;
- Investment activities to be carried out with the approval of the relevant ministries.



# 4

## **4. CHALLENGES AND OUTLOOK**

## 4.1 CHALLENGES AND OUTLOOK

The agriculture sector still faces many challenges, including access to technology, capital, transport infrastructure, reliable data and land tenure issues. Land and labour productivity remain low, and in the short-term improvement is unlikely with farmers having limited access to timely and reliable inputs such as seeds, fertilizers or animal health services. The banking system will also continue to hold back the sector, with financial institutions unable to provide enough financing to assist the majority of farmers.

However, the basic ingredients for a successful agricultural sector still exist in Myanmar. The country has a large, young, rural population that will ensure a growing domestic market able to absorb an increasing amount of produce. Myanmar has a high land/labour ration and contains a variety of agro-ecological zones, conducive to diverse agriculture, livestock and fisheries. Finally, Myanmar is strategically located within ASEAN and between China and India.

The government has also been attempting to improve the business climate by enacting regulatory reforms to attract investors. The development of the Agriculture Development Strategy plan is promising and signals the government's commitment to improve access to finance, trade facilitation and logistics, and trade information and promotion initiatives.

The Agriculture Development Plan will further support mechanisation, and will look to work with the private sector to ensure the supply of this new equipment. Between 2017–18 and 2021–22, USD188.4 million will be spent to assist in this mechanisation<sup>xxviii</sup>.

Myanmar's numerous agricultural challenges are areas for potential investment for international companies. The lack of diversification ensures large potential in value added crops. For example, the Myanmar government's National Export Strategy prioritizes increasing production of crops such as beans, pulses, oilseeds, fisheries, forestry products, rice, and rubber.

Myanmar's re-integration into the international community is allowing for a transfer of knowledge and technology which will help to overcome some of the current challenges facing the country. International firms have already started to overcome transport barriers that traditionally isolated Myanmar's rural population, and increased donor funding is ensuring more research is being applied to the agricultural industry.

These developments are necessary because at present, Myanmar remains underprepared for the highly competitive regional agricultural environment. The country has a natural advantage in certain areas, with surpluses in rice, pulses, fruit, maize, shrimp and cattle, but in general is still far behind its neighbours in terms of quality and infrastructure. The coming years will determine if Myanmar can realise its potential to once again become a major agricultural hub.



# 5

**5.  
INDUSTRY CONTACT INFORMATION**

## 5.1 GOVERNMENT OFFICES

### MINISTRY OF AGRICULTURE, LIVESTOCK AND IRRIGATION

The Ministry of Agriculture, Livestock and Irrigation is the focal point for agriculture-related activities.

<b>Mailing Address</b>	Director General Department of Agricultural Planning Ministry of Agriculture and Irrigation Office No. 15, Nay Pyi Taw
<b>Contact</b>	(+95) 67 410 106/011/554/109/393

### MINISTRY OF NATURAL RESOURCES AND ENVIRONMENTAL CONSERVATION

The Ministry of Natural Resources and Environmental Conservation is the focal point for investment opportunities that require an Environmental Impact Assessment (EIA).

<b>Mailing Address</b>	Director General Department of Forest Ministry of Natural Forest and Environmental Conservation Office No. 39, Nay Pyi Taw
<b>Contact</b>	(+95)1 215 043/035, 22914

### MINISTRY OF COMMERCE

The Ministry of Commerce issues export/import licenses. Trading licenses for most products are issued in Yangon.

<b>Mailing Address</b>	Nay Pyi Taw Director General Department of Trade Ministry of Commerce Office No. 3, Nay Pyi Taw
	Yangon No. 228-240, Strand Road, Kyauktada Township, Yangon
<b>Contact</b>	(+95) 67 408 002, 408 265, 408 485 (Nay Pyi Taw) (+95) 1 251 197 (Yangon)

The Customs Department plays a vital role in trading transactions and is also under an arm of the Ministry of Planning and Finance.

**Mailing Address** No. 132, Strand Road, Kyauktada Township, Yangon  
**Contact** (+95) 1 379 423, 379 426-9

## MINISTRY OF PLANNING AND FINANCE

The Directorate of Investment and Company Administration (DICA) and the Myanmar Investment Commission (MIC) are the focal bodies for incorporation of foreign businesses, and are under the authority of the Ministry of Planning and Finance. Companies need to be aware of updates from MIC so as to be kept abreast of the investment climate's evolving legal dynamics.

### DIRECTORATE OF INVESTMENT AND COMPANY ADMINISTRATION (DICA)

**Mailing Address** Director General  
Directorate of Investment and Company Administration  
Ministry of Planning and Finance  
No. 1, Thitsar Road, Yankin Township, Yangon  
**Contact** (+95) 1 658 143  
(+95) 67 406 471

### MYANMAR INVESTMENT COMMISSION (MIC)

**Address** No. 1, Thitsar Road, Yankin Township, Yangon  
**Contact** (+95) 1 657 891  
(+95) 1 658 127/ 128/ 129/ 130

## 5.2 BUSINESS ASSOCIATIONS

### UNION OF MYANMAR FEDERATION OF CHAMBERS OF COMMERCE AND INDUSTRY (UMFCCI)

Most of the business associations are formed under the auspices of the Union of Myanmar Federation of Chambers of Commerce and Industry (UMFCCI) and are located at the UMFCCI building.

- Myanmar Rice Millers Association
- Myanmar Pulses, Beans & Sesame Seeds Merchants Association
- Myanmar Rice & Paddy Traders Association
- Myanmar Edible Oil Dealers Association
- Myanmar Forest Products and Timber Merchants Association
- Myanmar Paddy Producers Association
- Myanmar Farm Crop Producers Association



- Myanmar Fruit, Flower and Vegetable Producer and Export Association
- Myanmar Agro-based Food Processors and Exporters Association
- Myanmar Onion, Garlic and Culinary Crops Production and Exporting Association
- Myanmar Rubber Planters and Producers Association
- Myanmar Perennial Crop Producers Association
- Myanmar Sugar Cane and Sugar Related Products Merchants And Manufacturers Association
- Myanmar Rice Federation
- Myanmar Fertiliser Seed And Pesticides Entrepreneurs Association
- Myanmar Oil Palm Producers Association
- Myanmar Wheat Association

**Mailing Address** No. 29, Min Ye Kyaw Swar Street,  
Lanmadaw Township, Yangon

**Contact** (+95) 1 231 4344~49  
ird@umfcci.com.mm

### 5.3 OTHER RELEVANT INSTITUTIONS

Other relevant standalone associations are listed below.

#### MYANMAR FARMER ASSOCIATION

**Mailing Address** No. 29, Min Ye Kyaw Swar Street,  
Lanmadaw Township, Yangon

**Contact** (+95) 1 231 4344~49  
ird@umfcci.com.mm

#### MYANMAR ORGANIC AGRICULTURE GROUP

**Mailing Address** No. 29, Min Ye Kyaw Swar Street,  
Lanmadaw Township, Yangon

**Contact** (+95) 1 231 4344~49  
ird@umfcci.com.mm

## MYANMAR FARMER ASSOCIATION

**Mailing Address** No. 29, Min Ye Kyaw Swar Street,  
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**Contact** (+95) 1 231 4344~49  
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## MYANMAR COFFEE ASSOCIATION

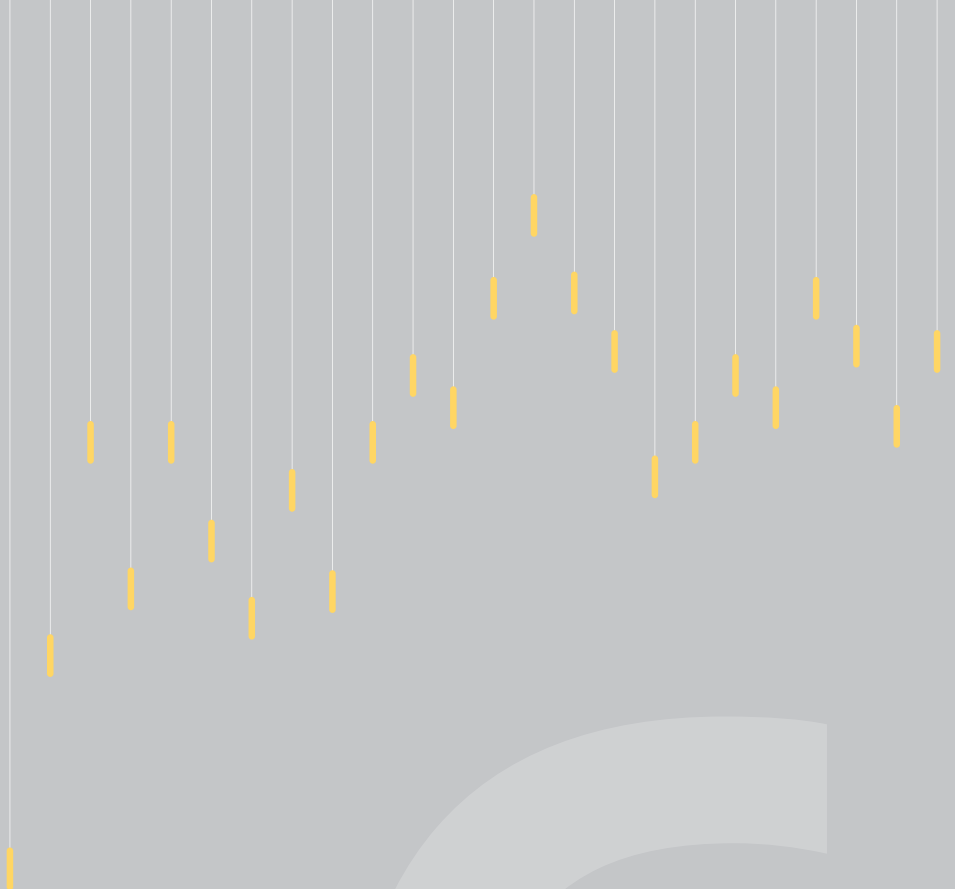
**Mailing Address** No. 29, Min Ye Kyaw Swar Street,  
Lanmadaw Township, Yangon

**Contact** (+95) 1 231 4344~49  
ird@umfcci.com.mm

## MYANMAR AGROBUSINESS PUBLIC CORPORATE (MAPCO)

**Mailing Address** No. 29, Min Ye Kyaw Swar Street,  
Lanmadaw Township, Yangon

**Contact** (+95) 1 231 4344~49  
ird@umfcci.com.mm



# 6

## 6. ANNEXES

## ANNEXES

The following tables show the production of major crops in tonnes.

<b>Cereals</b>	<b>2010-11</b>	<b>2011-12</b>	<b>2012-13</b>	<b>2013-14</b>	<b>2014-15</b>	<b>2015-16</b>	<b>2016-17</b>
Paddy	32,065.1	28,552.1	26,216.6	26,372.1	26,423.3	26,210.3	25,672.8
Wheat	181	169.8	177.6	182.9	182.4	179.3	160.6
Maize	1,354.4	1,461.5	1,501.6	1,600.6	1,693.4	1,748.5	1,830.6
Millet	212.6	219.2	210.5	225.1	238.8	240.3	243.4

<b>Oil Seeds</b>	<b>2010-11</b>	<b>2011-12</b>	<b>2012-13</b>	<b>2013-14</b>	<b>2014-15</b>	<b>2015-16</b>	<b>2016-17</b>
Groundnut (rain)	529.3	554.8	584.9	611.6	635.7	643.1	698.6
Groundnut (winter)	840.8	822.7	843.5	853	865.9	874.8	873.8
Sesamum (early)	528.5	573.9	521.7	539.8	519.4	543.3	539.4
Sesamum (late)	258.9	258.2	272.9	277.3	282.2	284.1	273.5
Mustard	87.1	60.5	51.1	50.5	48.5	48.6	48.4

<b>Pulses</b>	<b>2010-11</b>	<b>2011-12</b>	<b>2012-13</b>	<b>2013-14</b>	<b>2014-15</b>	<b>2015-16</b>	<b>2016-17</b>
Malpe (black gram)	1,578.3	939.4	1,058.3	1,076.1	1,079.9	1,142	1,164.1
Pedisein (green gram)	1,338.1	918.8	947.9	992.3	1,049.6	1,090	1,086.9
Butter bean	82.8	79.5	80.8	82.7	84.6	90.2	80.0
Bocate (cow pea)	214.7	163	55.6	115.1	115.2	117.4	113.2
Sultani	15.5	14.9	16.8	19	17.3	19	18.6
Sultapya	115.9	116.5	131.5	134.1	133.2	135.1	125.7
Pelun	191	115	125.6	127.9	128.3	131.1	123.7
Pesingon (pigeon pea)	824.2	580.1	549	578.8	575.1	602.3	627.6
Peyin (rice bean)	53.5	38.3	39.3	39.3	39.3	40.4	39.8

<b>Pulses</b>	<b>2010-11</b>	<b>2011-12</b>	<b>2012-13</b>	<b>2013-14</b>	<b>2014-15</b>	<b>2015-16</b>	<b>2016-17</b>
Pebugale (duffin bean)	10.9	11.6	12.6	13.3	13.2	14	13.5
Pegy (lablab bean)	132.3	133.1	145.1	149.3	152.7	157	150
Pegya (lima bean)	15.9	15.1	14.8	15.7	14.9	13.1	13.4
Sadawpe (garden pea)	67.2	46.4	46.3	48.6	48.7	50.2	47.2
Peyazar (lentil bean)	1.4	1	1	0.9	1	1.1	1.0
Peanuk (krishna mung)	130.7	86.3	87.1	91.9	95.9	96.3	89.9
Gram (chick pea)	459.4	465.6	517.1	562.2	570.7	571.5	559.4
Peboke (soy bean)	254.5	161.9	162.6	160.6	156.5	154.3	149.1

<b>Beverages</b>	<b>2010-11</b>	<b>2011-12</b>	<b>2012-13</b>	<b>2013-14</b>	<b>2014-15</b>	<b>2015-16</b>	<b>2016-17</b>
Tea	94.5	92.5	94.6	96.3	98.6	99.7	102.4
Coffee	7.3	7.6	8	8.1	8.4	8.3	8.5
Sugarcane	9,249.5	9,537.4	9,413.1	10,307.4	11,128.4	10,142.4	10,437.1
Toddy palm	415	416.7	391.3	406.7	403.2	380.9	361.9

<b>Vegetables &amp; Fruits</b>	<b>2010-11</b>	<b>2011-12</b>	<b>2012-13</b>	<b>2013-14</b>	<b>2014-15</b>	<b>2015-16</b>	<b>2016-17</b>
Potatoes	563.6	555.7	551.1	540.1	542.3	560.3	554.3
Plantain	190,163	190,967	190,619	197,057	208,127	221,614	230,017

<b>Fiber</b>	<b>2010-11</b>	<b>2011-12</b>	<b>2012-13</b>	<b>2013-14</b>	<b>2014-15</b>	<b>2015-16</b>	<b>2016-17</b>
Cotton (wagyi)	15.8	15.7	14.9	16.3	16.6	16.5	17.1
Cotton (mahlaing 5/6)	20.7	20	14.8	15.4	13.9	14.1	10.2
Cotton (long staple)	504.6	489.2	429.7	469.4	493.6	482.3	438.0
Kenaf	12	8.1	1.3	1.1	1.4	1	1

Misc.	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Rubber	126.2	147.3	161.8	174.1	194.9	208.7	221.7
Coconut	430,855	478,057	490,717	510,412	509,177	508,666	490,276

**Table 3: Production of Crops in Tonnes**  
(Source: Ministry of National Planning and Economic Development, 2016)

Investment Category and Programme	2010-15 (\$m)	2016-22 (\$m)	2016-22 (%)
<b>1 Infrastructure</b>			
New irrigation	960,504	15,086,805	5.60%
Rehab / upgrade of existing irrigation	60,212,790	248,933,737	92.50%
Agro processing	1,031,577	1,132,163	0.40%
Other investments	1,258,152	3,939,217	1.50%
<b>Subtotal</b>	<b>63,463,023</b>	<b>269,091,922</b>	
<b>Subtotal as percentage of grand total</b>	<b>48.30%</b>	<b>53.90%</b>	
<b>2 Production enhancement</b>			
Seeds	2,555,131	8,120,384	10.50%
Soil nutrient management / fertilisers	2,888,546	7,879,871	10.20%
Plant protection		1,004,608	1.30%
Agricultural mechanisation	4,222,917	9,919,671	12.90%
Access and use of new agricultural practices	5,533,323	10,785,912	14.00%
Water management practices	5,533,323	5,132,985	6.70%
Other climate smart agriculture	113,469	20,249,969	26.30%
Other programmes	870,204	13,957,042	18.10%
<b>Subtotal</b>	<b>18,630,324</b>	<b>77,050,443</b>	<b>100.00%</b>
<b>Subtotal as percentage of grand total</b>	<b>14.40%</b>	<b>15.40%</b>	

Investment category and programme	2010-15 (\$m)	2016-22 (\$m)	2016-22 (%)
<b>3 Capacity development of education, extension and farm organisations</b>			
Ag extension	8,492,952	25,749,982	28.80%
Veterinary services	499,088	12,928,521	14.50%
Fisheries / aquaculture extension	3,397,459	16,545,984	18.50%
University curriculum development	725,000	3,355,913	3.70%
Agricultural producer cooperatives	1,553,170	2,644,690	3.00%
Water user groups	701,552	9,581,144	10.70%
Sector associations / trade associations / interest groups	1,509,059	1,478,437	1.60%
Other programmes	12,727,810	17,117,261	19.20%
<b>Subtotal</b>	<b>29,606,091</b>	<b>89,401,930</b>	<b>100.00%</b>
<b>Subtotal as percentage of grand total</b>	<b>22.50%</b>	<b>17.90%</b>	
<b>4 Policy, regulations, and governance</b>			
Land access and management	8,414,595	2,675,299	4.20%
Water management	740,561	661,947	1.00%
Fishery resource management	746,382	51,074,074	79.70%
Sanitary and phytosanitary issues	705,207	948,957	1.50%
Food safety and traceability	705,207	948,957	1.50%
Gender-related	648,860	646,370	1.00%
Agricultural policy, value chains, Ag inputs, and others	7,691,872	7,108,674	11.1%
<b>Subtotal</b>	<b>19,652,684</b>	<b>64,064,278</b>	<b>100.50%</b>
<b>Subtotal as percentage of grand total</b>	<b>15.00%</b>	<b>12.80%</b>	
<b>Grand total</b>	<b>131,352,122</b>	<b>499,608,573</b>	

**Table 4: Forecasted donor investment amount**  
*(Source: Myanmar Agriculture Development Strategy and Investment Plan 2018/19–2022/23)*

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- xxii DICA 2017 Yearly Approved Amount of Foreign Investment by Sector
- xxiii For details on past and forecasted donor investment by development category, see annex.
- xxiv *Agriculture Development Sector Strategy Draft*.
- xxv For a list of designated development zones, see Notification 10/2017.
- xxvi PWC. *Myanmar Business Guide*. October 2017. pg. 8.
- xxvii For a full list of restricted activities, see Notification 15/2017.



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