



Confederation of Indian Industry

# INDIAN BUSINESS DELEGATION TO M Y A N M A R

**11-13 December 2018**

**BACKGROUND PAPER**



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## 1. MSMEs IN INDIA

The Micro, Small and Medium Enterprises (MSME) sector contributes significantly in the economic and social development of the country by fostering entrepreneurship and generating largest employment opportunities at comparatively lower capital cost. Often rightly termed as “the engine of growth” for India, MSME has played a prominent role in the development of the country in terms of Scaling manufacturing capabilities, curtailing regional disparities, balancing the distribution of wealth, and contributing to the national GDP.

With around 63.4 million units spread through the geographical expanse of the country, MSMEs contribute to around 6.11% of the manufacturing GDP and 24.63% of the GDP from service activities as well as 33.4% of India’s manufacturing output. The sector’s contribution to the GDP stood at 8 percent in the last fiscal year. The sector is the second largest employer after agriculture providing employment to about 120 million people.

To enable the growth drivers to take the Indian Economy ahead with MSMEs, the Government of India has incorporated various policies and schemes aiding finance, skills, marketing, technology, etc. The government’s supportive policies have been endorsed in the form of initiating various forward-looking policies promoting the MSME sector like Make in India, Digital India, Skills India, among others. These have provided the impetus for its growth ruling at 7% over the last decade. Government is taking necessary steps time to time for the betterment of MSMEs and in last one and a half year has announced following schemes to facilitate MSMEs:

- Udyog Aadhar Memorandum
- MSME Data Bank
- MSME Sambandh
- MSME Samadhan
- Government e-marketplace
- Implementation of Public Procurement Policy

The Schemes and portals of government will go a long way in helping MSMEs in registering their problems and taking advantage of the benefits.

The Govt. has proactively changed the definition in Feb 2018 and has made a clear distinction between micro, small and medium industries according to the turn over.

- *Micro Enterprise: Less than or Equal to Rs 5 Crore*
- *Small Enterprise: More than 5 Crore but does not exceed 75 crores*

- *Medium Enterprise: More than 75 crore but does not exceed 250 crore.*

## 2. INDIA – MYANMAR RELATIONS

Myanmar is the only Southeast Asian country with which India shares a long land border of over 1600 km (994 mi) as well as a maritime boundary in the Bay of Bengal. Four of India's northeastern states: Arunachal Pradesh, Nagaland, Manipur, and Mizoram share an international boundary with Myanmar.

It is India's gateway to Southeast Asia and East Asia – regions with which India is seeking greater economic integration through its 'Look East' and 'Act East' policy. India accords high priority to deepen trade and investment relations with Myanmar, as part of its “**Act east**” policy, as Myanmar is the gateway for south-east Asia - the developing nations of CLMV (Cambodia Lao PDR, Myanmar and Vietnam). Apart from huge trade prospects, the FTA between ASEAN Countries (CLMV are members of the ASEAN union) makes investment in these countries more profitable.



Both India and Myanmar share a heritage of religious, linguistic, and ethnic ties. Myanmar has a substantial population of Indian origin (estimated to be around 1.5 to 2 million)

India is expanding its relationship with Myanmar in multifaceted directions. The victory of the National League for Democracy (NLD), in November 2015 elections, improved opportunities to strengthen the engagement.

Various institutional mechanisms have infused dynamism into the growing bilateral ties between India and Myanmar. The first meeting of the India-Myanmar Joint Consultative Commission (JCC) co-chaired by the Indian external affairs minister and Myanmar's foreign minister on July 16, 2015 in New Delhi, has acted as an umbrella mechanism to facilitate interaction between various line ministries in the respective federal governments.

Further, India and Myanmar are trying to strengthen their defense ties. This is part of the Modi government's 'Act East' policy – a more action-oriented variation on the 'Look East' policy first

formulated under then-prime minister Narasimha Rao in the 1990s; Act East seeks to strengthen relationships with ASEAN, and East Asia more generally. It is also an acknowledgement of the need for Indo-Myanmar security cooperation.

### **2.1 Economic and Commercial Relations**

The two countries' economic relationship, especially border trade, has not gained much due to lack of clear and consistent policy on both sides. Logistical challenges are daunting due to lack of physical linkages and poor infrastructure between the two countries. Both countries score poorly on the ease of trading across border index by the World Bank. Air and sea linkages between the two countries are limited. Only two cities in India are connected by air to Myanmar, and the number of Indians visiting Myanmar (and vice versa) remains a fraction of those who travel to China and Thailand.

India has been a major trading partner of Myanmar for ages. Since the signing of the India Myanmar trade agreement in 1970, bilateral trade has grown steadily, albeit with a slight decline in the 80's, and stands at US\$ 1.6 billion in 2017-18. The growth is, however, not commensurate with the potential and targets set bilaterally at the Joint Trade Committee which is led by the Commerce Ministers of the two countries. The bilateral trade has risen from US\$ 328 million in 1997-98 to US\$ 921.19 in 2006-7; US\$ 2.18 billion in 2013-14 and US \$2.17 Billion in 2016-17 (though Myanmar trade statistics are lower), the bilateral trade figures indicate a decline in 2017-18 which is attributable to import restrictions imposed by India on pulses and beans. India is the fifth largest trade partner of Myanmar, as on January, 2018 (5th largest export destination for Myanmar and 6th largest source of imports into Myanmar). Since opening up of Myanmar economy new players have started to enter the country aggressively both in trade and investment. There is a huge potential for bilateral trade, investment and other forms of economic cooperation with Myanmar.

Myanmar is the second largest supplier of beans and pulses to India. The total value of beans and pulses exported to India in 2016-17 amounted to US\$ 809.45 million. Another important component of Myanmar's exports to India has been timber & wood articles. Timber exports have, however, slowed down since the ban on exports of logs from Myanmar w.e.f April 2014 by the Government. Timber and wood products, which accounted for about 50% of Myanmar's exports to India in 2013-14 has come down to about 15% in 2016-17 at 156 million. India's exports to Myanmar include steel and iron products, electrical machinery, pharmaceuticals products, machinery and equipments, mineral oil, rubber products, plastics etc. Exports of pharmaceuticals, which enjoy a good reputation in Myanmar, has grown from about US\$ 50 million in 2010 to US\$



184.27 Million in 2016-17. Growth of imports outpaced our growth of exports to Myanmar in 2016-17. Potential areas are pharmaceuticals, agricultural machinery, agrochemicals, electrical goods, iron and steel, pulses and beans, investment in plantations, ICT and IT-related products and services.

Table 1. India-Myanmar bilateral trade (in million US \$)						
<i>Figures in brackets indicate variation from previous year(s)</i>						
Year	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18
India's exports	<b>544.66</b> (-0.13%)	<b>787.01</b> (44.5%)	<b>773.74</b> (-1.69%)	<b>1070.65</b> (38.46%)	<b>1,107.89</b> (3.48%)	<b>966.19</b> (-12.79%)
India's imports	<b>1,412.69</b> (2.28%)	<b>1395.67</b> (-1.20%)	<b>1231.54</b> (-11.76%)	<b>984.27</b> (-20.08%)	<b>1067.25</b> (8.43%)	<b>639.64</b> (-40.07%)
TOTAL TRADE	<b>1,957.35</b> (1.6%)	<b>2182.68</b> (11.51%)	<b>2005.28</b> (-8.13%)	<b>2054.92</b> (2.5%)	<b>2178.44</b> (5.85%)	<b>1605.84</b> (-26.17%)

Table 2. India's major Imports from Myanmar (in million US\$)					
		2014-15	2015-16	2016-17	2017-18
1	Edible vegetables & certain roots & tubers (beans & pulses)	813.85	819.91	809.45	432.27
2	Wood & articles	382.12	125.03	156.39	142.64
3	Aircraft, spacecraft and parts thereof	-	0.03	50.76	-
4	Other edible items	26.27	31.56	33.86	11.09
6	Lead and Articles Thereof	-	0.09	5.46	12.24
7	Fish, meat & preparations	5.37	4.21	4.19	6.20
9	Inorganic and Organic Chemicals (Aluminum & Zinc)	-	0.73	-	9.33
10	Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	0.41	0.13	0.18	0.03
11	Electrical Machinery and Equipment and parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers and parts.	0.11	0.08	0.23	0.32
12	Iron and Steel (Articles of Iron and Steel)	-	0.10	0.08	13.89
13	Raw Hide & Skins	1.31	0.67	0.52	2.58
14	Plastic and Articles thereof	-	0.02	0.18	0.01
15	Rubber and Articles thereof	0.45	0.18	0.73	2.60
16	Miscellaneous	2.08	1.53	5.22	6.44
	<b>Total</b>	<b>1231.54</b>	<b>984.27</b>	<b>1067.25</b>	<b>639.64</b>

Source: Export Import Data Bank, Department of Commerce, New Delhi

(Source: DGFT, Dept of Commerce, India)



## **Border Trade**

Table 4. Trends of bilateral border trade (in million US\$)				
Year	Myanmar exports	Myanmar Imports	Total trade	Balance of Trade
2005-2006	11.28	4.13	15.41	-7.14
2006-2007	11.02	4.75	15.77	-6.27
2007-2008	10.91	3.92	14.83	-6.99
2008-2009	5.49	4.43	9.82	-1.05
2009-2010	7.79	5.95	13.73	-1.84
2010-2011	8.30	4.50	12.80	-3.80
2011-2012	8.87	6.54	15.41	-2.33
2012-2013	26.96	11.67	38.63	-15.20
2013-2014	16.46	26.12	42.58	9.66
2014-2015	17.03	39.86	56.89	22.83
2015-2016	53.027	18.617	71.644	-34.41
2016-2017	63.461	24.435	87.896	-39.026
2017-2018	68.774	21.791	90.565	46.983

(Source: Ministry of Commerce, Myanmar)

## **2.2 Recent Agreements**

The recent opening of two land-border crossings between India and Myanmar at Tamu / Moreh in the state of Manipur and Rihkhawdar-Zowkhawtar in Mizoram will go a long way toward bringing India and Myanmar closer.

According to a statement issued by the Indian Embassy in Myanmar, the landmark “Land Border Crossing Agreement”, between India and Myanmar, signed on May 11, 2018, has been brought into effect with the simultaneous opening of international entry-exit checkpoints at the Tamu-Moreh and the Rihkhawdar-Zowkhawtar border between Myanmar and India.”

### **2.2.1 Bilateral mechanisms**

India and Myanmar have signed a Bilateral Investment Promotion & Protection Agreement (BIPPA) and Double Taxation Avoidance Agreement (DTAA). These agreements provide easy flow of bilateral investments and business profits and taxation related matters. Both the agreements have been ratified by India and Myanmar.

**Joint Trade Committee:** Joint Trade Committee (JTC), chaired by the respective Commerce Ministers, has been effective in reviewing and setting policy objectives for bilateral trade between

the two countries. Set up in 2003, the Joint Trade Committee has met six times so far and has successfully directed the rapid growth of commercial relations between the two countries. The 6th JTC meeting has recently concluded in Delhi on June 27, 2017; the 5th JTC meeting was held in Nay Pyi Taw on 16-17 February 2015 and the 4th JTC Meeting was held in New Delhi in September 2011. The 6th JTC meeting was co-chaired by CIM Ms. Niramala Sitharaman and Myanmar Minister for Commerce, Dr. Than Myint. The two Ministers discussed ways and means to strengthen bilateral trade; to promote investment and capacity building in the field of economy and commerce.

**Joint Trade and Investment Forum:** Following the signing of an MOU in May 2012 and as also envisaged at the JTC meetings, a Joint Trade and Investment Forum (JTIF) was established in 2013. The first meeting of the JTIF was co-chaired by Mr. Sunil Mittal, Chairman Bharti Group and Mr. Aung Win, President of UMFCCI and Chairman, Dagon International in Yangon on June 7, 2013. The Forum recommended greater connectivity by both sea and air; improvement in infrastructure facilities at border posts; and uplifting farm and food processing industries in Myanmar to realize the bilateral trade potential.

**Border Trade Committee:** was established at Joint Secretary (DoC) Level to discuss matters related to border trade. The first meeting was held in Moreh, Manipur; the second meeting was held in November 2013 in Tamu, Myanmar; and the third meeting was held in December 2014 in New Delhi. Both sides reviewed the decisions taken in previous meetings and identified ways to improve border trade including trade facilitation at the border posts. Similarly, to implement the MOU on Border Haats, signed during the visit of PM to Myanmar in May 2012, a Border Haats Committee was established at JS level which met in Myanmar in October 2012 and its second meeting was held on January 23, 2017 by video conference to discuss the Mode of Operations of the Border Haats. A delegation from Myanmar Ministry of Commerce visited India-Bangladesh Border Haat at Kamalasagar, Tripura in May 2017 to see and understand the functioning of the Border Haats. Next meeting is being planned in June 2018.

**Healthcare Sector:** Two MoUs have been signed with the Government of Myanmar during the visit of PM to Myanmar in September 2017. MoU for cooperation in medical products regulation between the Central Drugs Standard Control Organisation (CDSCO), Ministry of Health and Family Welfare, of the Republic of India and Food and Drugs Administration (FDA), Ministry of Health and Sports of Myanmar and MoU for cooperation in the field of Health and Medicine between the Ministry of Health and Family Welfare of the Government of the Republic of India and the Ministry of Health and Sports of Myanmar.

### **2.3 Investment**

India is presently the eleventh largest investor with an approved investment of US\$ 743.642 million by 26 Indian enterprises, out of the total estimated investments of US\$ 77.74 billion from 49 countries by 1555 enterprises (as on 30 September 2018). Most of India's investments have been in the oil and gas sector. In addition, the following Indian companies won major contracts/investments. TATA motor has transferred technology of truck assembly plant in Magway, Myanmar in association with Myanmar Automobile & Diesel Industries Limited (MADI) with the GOI support. The plant deals with highly flexible chassis & frame assembly line along with a cab manufacturing, painting and trimming activities with a capacity to deliver 1000 vehicles per year. In 2013, TATA motors opened its first sales, service and spares showroom in Yangon. TVS motors (two wheelers) launched dealership in Mandalay and in other small town. Sonalika Tractors, New Holland tractor, Escorts and their farm implements from India have good presence in Myanmar. In addition to above, various Indian companies like Birla Corporation, Avantha Group, Parry Agro Industries, Amalgamated Tea Plantations Ltd., Lucky Exports, Oberoi group, ITC Hotels, Bharti Airtel, Kirlosker Pumps, Cairn Energy India Ltd., Asian Oilfield Services India, Kanachur Industries India Ltd., Royal Solar, GMR, JK Paper and Cement, Shree Cements, etc. have shown considerable interest in investing in Myanmar. In pharmaceuticals sector, Zydus Cadilla has invested an amount of US\$20 Million to set up a plant in the Thilawa SEZ in 2016. Precision Auto Engineering Co. Ltd. is the latest company to enter the Myanmar market with an investment of US\$ 1.352 Million.

Punj Lloyd Ltd, an Indian contractor executed a part of Myanmar China Oil Pipeline Project and Myanmar China Gas Pipeline Project along with South East Asia Crude Oil Pipeline Company Limited and South East of Asia Gas Pipeline Company since May 2011 with an estimated total investment of US \$ 475 million.

Larson and Toubro involved in an offshore project at M9 &M11 blocks in Gulf of Martaban, Myanmar, Zawtika Development Project, with a cost of US\$ 250 million. The project involves three wellhead topsides and three jackets weight 7000-8000 MT installed in a water depth of 130-150 meters and 21 km of 18 inches subsea pipelines. The other project won by them was the Yetagu offshore Project: Engineering procurement fabrication and installation of wellhead platforms and pipelines at Yetagu offshore field with a cost of US\$112 million.

Vihaan Networks Ltd completed a project of USD 5 million for installation of solar powered telecommunication tower projects on Mandalay- Yangon highway (600 km). In the wood based industries sector as the export of unprocessed logs has been banned by Myanmar since April

2014, a number of Indian companies namely Centuryply, Greenply Industries, MAK Plywood, B.S Progressive and Fine Ply have set up their wood-based industries in Yangon with a total estimated investment of about US\$ 35 million. Global Protek is setting up a PVC plant with Thiha Tun Company at Monwya, Sagaing Region. Two vocational training institutes are being set up by George Telegraph, Calcutta in joint ventures with two local firms both at Monwya and Mandalay.

Tata Power signed an Memorandum of Understanding (MoU) with Ministry of Electric Power, Government of Myanmar on 11 April 2013 for an imported coal fired power project at Ngayok Kaung in Ayeyarwaddy region, Myanmar. It is expected to be commissioned in 2019-20. Tata Power is also desirous of participating in hydro/ gas or renewable generation and business opportunities in power distribution in Myanmar.

Adani Group is currently working with the Myanmar Government to materialize a proposal of supplying 1500 MW of electricity from India to Myanmar through cross border transmission line. They have submitted detailed proposal with the concerned ministry and are awaiting their views/comments.

**Potential sectors for Indian investment: Power, Renewable Energy, Agri-business, food processing, construction related industries, hospital & Healthcare, vocational training & Education, Mining, Oil and Gas, Refinery, Fertilizer, Pharma & Iron and steel.**

#### **2.4 Commercial Activities**

Indian commercial activities have increased since the opening of Myanmar economy and implementation of economic reforms. With the support of the Embassy several business interactions, exhibitions, B-2-B etc were organized during the visit of business delegations and business chambers from India. At the institutional level, Confederation of Indian Industry (CII) has developed links with the Union of Myanmar Federation of Chambers of Commerce and Industry (UMFCCI). CII and NASSCOM have linkages with the Myanmar Computer Federation (MCF) since 2004. UMFCCI also has an understanding of cooperation with the Bengal Chambers of Commerce and Industry (BCCI). North East India Federation of Investment and Trade signed an MoU with UMFCCI in July 2009 on bilateral Trade. The President of the Southern Indian Chambers of Commerce (SICCI) led a high level delegation to Myanmar in early 2017 and signed agreement for cooperation with the UMFCCI and also established relations with business chambers in Mandalay. Enterprise India shows and India product shows are organized regularly in Myanmar.

The detailed list of exchange of visits by various business chambers and participation in various events have been attached in Annexure B

#### 2.4 Potential Ecosystem for Collaboration with Myanmar

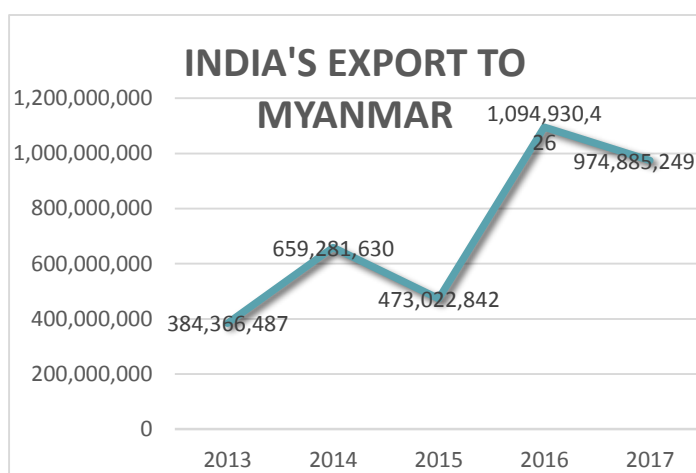
The geo-strategic realities of sharing land as well as maritime border with Myanmar, encompasses the broader interests of India and Myanmar in the Indian Ocean region. Both countries share a heritage of religious, linguistic and ethnic ties. As Myanmar is the only ASEAN country adjoining India and, therefore, our gateway to South East Asia with which we are seeking greater economic integration through India's 'Look East' and now 'Act East' Policy. Business opportunities that emerge from a surging economy in Myanmar also provide new vistas for engagement.

The Myanmar **government's 12- point economic policy** identifies the role of export-led growth, private sector development, employment creation and poverty reduction as the focus.

**The country is in transition, and it gives an opportunity for private sector to explore the partnerships with the local businesses. Investors can benefit from incentives and tax holidays, SEZ facilities and LDC benefits for exports in Myanmar. A high proportion of young people, emerging middle class, IT penetration are significant for Myanmar which can be harnessed by the private investors. The need for infrastructure improvement is important in order to reduce transaction cost.**

It is also to note that the **FMCG firms** are aggressively exploring the consumer products market in Myanmar. Several consumer products giants have entered into agreements with local distributors to cater to the rising consumer needs in the market. Some of these sectors include **consumer goods, auto parts and pharmaceuticals**.

Apart from these sectors, **banking, infrastructure and transport** also hold tremendous potential for Indian companies. At present, state run banks such as State Bank of India, Punjab National Bank and United Bank of India have representative offices in the country. It was expected that investments would be made in the banking sector, but nothing has been done so far. **The country also requires huge investments in roads, hospitality, medicine, telecom and**



**aviation** among others. With presence of only few Indian firms in these sectors, Indian companies can establish a strong base in Myanmar. Also, Myanmar needs good commercial vehicles for transportation and the Indian commercial vehicles have been received well in the market.

Currently, Indian companies such as Telecommunications Consultants India Limited, GAIL India, ONGC Videsh, Essar, Indian Railway's Rites, J K Paper, VNL, Godrej and Jubilant Energy have a presence in the country. FMCG giant Coca-Cola too has entered into a partnership with local distributors for distribution of its products in the country

### **Hydrocarbon and Energy**

An MoU on Co-operation in the Petroleum Sector between Ministry of Petroleum and Natural Gas of India and Ministry of Energy of Myanmar was signed during Hon'ble President's visit to Myanmar in March 2006. Since then both private and public companies from India have shown interest in exploration and development activities. Minister of State for Petroleum and Natural Gas, Shri Dharmendra Pradhan paid an official visit to Myanmar from February 21-22, 2017 and held bilateral discussions with the Myanmar Minister for Electricity and Energy. In pursuance of discussions during the visit in December 2017, JWG for cooperation in Oil and Gas has been established and the first meeting was held on March 8, 2018 in Nay Pyi Taw. Indian delegation was led by JS (IC), Ministry of Petroleum and Natural Gas and Myanmar side was led by DG, Department of Oil Planning, Ministry of Electricity and energy.

Pursuant to signing of the MoU for Cooperation in Power sector between India and Myanmar during the visit of the State Counsellor Daw Aung San Suu Kyi to India in October 2016, Power Secretary, Shri P. K. Pujari visited Myanmar for the first meeting of the Joint Steering Committee to discuss cooperation in power.

ONGC Videsh Ltd. (OVL) and GAIL in 2006 acquired 20% and 10% participating interest in the A1/A3 blocks (Shwe Development and Production Area). In 2010, ONGC withdrew due to poor prospects from the AD-2, AD-3 & AD-9 deepwater blocks to which it had been given PSC rights. ESSAR acquired stakes in offshore block A2 and onshore block 'L' in 2005 and had undertaken some exploratory work but there was no significant move since 2009 which contract has expired. In 2011, Jubilant Energy got exploration and prospecting rights on PSC-1 onshore block (3600 km<sup>2</sup>) along with consortium of Parami Energy Development Co Ltd, Myanmar. They were keen on securing similar rights in the 2013 round of bidding for one or two more adjacent onshore blocks but could add one. However, ONGC won two blocks viz., B2 and EP3 of the onshore bidding round 2013 for which PSC were signed in 2014. With regard to offshore bidding round

2013, Reliance (2 blocks-M17 & M18) and Oil India Limited with Oil Max and Mercator (2 block-YEB & M4) won shallow water blocks in March 2014;and signed PSC in 2015.

Following the visit of Myanmar Minister for Electric Power to India in April 2015, an agreement for supply 2-3 MW electricity to Tamu District Committee (Sagaing) from Manipur State Power Distribution Company Limited was signed in 2015 and the 11KV interconnection was commissioned in April 2016. Power is being supplied from Moreh to Tamu and it has been proposed that, if required, additional power could be supplied.

### **Banking and Insurance**

Cooperation in banking sector is crucial for investment and trade. State Bank of India (SBI) was granted commercial banking license by the Government of Myanmar in March 2016 and has started its operations from October 2016. Ms. Arundhati Bhattacharya, Chairman, SBI had visited Yangon for inauguration of the branch. In addition to its Yangon branch, SBI has opened facilities such as ATM, Forex and duty payment at its branches in Moreh and Zowkhatar for border trade. EXIM bank, United Bank of India (UBI) and Bank of India (BoI) also have representative offices in Yangon.

United Bank of India has signed a number of banking agreements with both private and state banks in Myanmar to facilitate trade transactions between the two countries. It has been present in Yangon since November 2012. UBI signed MOU with MFTB, MICB and Myanmar Economic Bank (all three are state owned banks) for correspondent banking relations. RBI has approved UBI for opening a USD Vostro account by Myanmar Economic Bank in UBI Moreh branch. New India Assurances Limited opened its representative office in Yangon in June 2015 and has been pursuing relations in insurance sector. A delegation from Insurance Institute of India visited Myanmar in November 2015 to explore cooperation between the Institute and Myanmar insurance. GIC Re and Myanma Insurance has signed an MoU on June 06, 2018 with the aim to develop the re-insurance sector of Myanmar.

### **3. POTENTIAL AREAS OF COLLABORATION**

India is the fifth preferred destination of exports in Myanmar contributing to 5.1% of total exports of Myanmar. India's exports to Myanmar has been treading a steep path where after a short period of decline, the exports have been increasing in the last two years.

However, with the immense potential of India in almost all sectors, it stands a huge possibility of improving its trade relations with Myanmar thereby contributing to the entire economic ecosystem



of the country. The integration vibe of both the countries have started taking small steps through opening the banking and insurance sectors of Myanmar to Indian companies. With Myanmar granting operating licenses to Asian Banks to conduct business in the country, Indian banks like Export Import Bank of India, United Bank of India and State Bank of India have been operating in the country. State Bank of India has also been an active partner in setting up Small Sector Enterprises in Myanmar.

India has been also a part of the insurance sector of Myanmar, where New India Assurance has been an active partner in the insurance Industry of Myanmar. Presence of Indian financing agencies would further incentivize Indian entrepreneurs to explore opportunities in Myanmar.

Few of the areas where India accounts for a substantial portion of the export market of Myanmar are shown in Table -2 below:

Table 1- Proportion of Countries' exports to Myanmar	
Countries	Share
China	32%
Singapore	15%
Thailand	11%
Japan	5.5%
Malaysia	5.2%
India	5.1%

TABLE 2- AREAS WHERE INDIA HAS SUBSTANTIAL PORTION OF MYANMAR'S EXPORT MARKET				
SI No	Product	HS Code	2016	2017
1	Pharmaceutical products	30	26%	35%
2	Sugars and sugar confectionery	17	50%	33%
3	Lead and articles thereof	78	31%	29%
4	Railway, tramway locomotives, rolling-stock and parts thereof; railway or tramway track fixtures and fittings and parts thereof; mechanical (including electro-mechanical) traffic signaling equipment of all kinds	86	2%	29%
5	Coffee, tea, mate and spices	9	14%	27%
6	Animal originated products; not elsewhere specified or included	5	24%	26%
7	Food industries, residues and wastes thereof; prepared animal fodder	23	6%	20%
8	Cereals	10	9%	14%
9	Cotton	52	22%	13%
10	Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit, industrial or medicinal plants; straw and fodder	12	43%	13%

The detailed list of Imports and India's contribution to Myanmar's Imports is presented in the **Appendix A**.

While these are top ten products where India has a substantial contribution, it is yet to achieve a landmark contribution in the top imported items of Myanmar as shown below in Table - 3.

**TABLE 3- TOP TEN IMPORTED ITEMS OF MYANMAR AND INDIA'S CONTRIBUTION**

Sl. No	Products	HS Code	2016		2017	
			Total Imports	India's share in percent	Total Imports	India's share in percent
1	Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes	27	1,781,806,832	0%	3,569,955,947	1%
2	Vehicles; other than railway or tramway rolling stock, and parts and accessories thereof	87	2,433,746,912	2%	2,213,302,301	2%
3	Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	84	1,590,691,505	2%	1,702,736,822	3%
4	Electrical machinery and equipment and parts thereof; sound recorders and reproducers; television image and sound recorders and reproducers, parts and accessories of such articles	85	1,128,412,547	2%	1,315,944,517	2%
5	Iron and steel	72	863,635,765	3%	884,633,057	7%
6	Sugars and sugar confectionery	17	1,376,452,702	50%	860,668,430	33%
7	Plastics and articles thereof	39	582,556,228	1%	693,532,302	1%
8	Animal or vegetable fats and oils and their cleavage products; prepared animal fats; animal or vegetable waxes	15	552,948,458	3%	685,232,538	1%
9	Man-made staple fibres	55	444,796,428	0%	679,146,269	0%
10	Iron or steel articles	73	579,816,173	2%	539,689,903	2%

While India has immense potential in almost all of the items listed in **Table 3**, it is yet to exploit and extend its boundaries, to add to the exports of Myanmar in good proportion. This can be only through extending bilateral goodwill and favorable trade policies. Also, better opportunities to Indian MSMEs have to be provided, conducive for initiation of bilateral coordination and cooperation of the SME sectors of both countries.

While many of these are out of the purview of SMEs per say, nevertheless, it is also to be noted that Indian SMEs have been involved actively in producing ancillary parts which can be assembled to produce the main product. Hence, the role of SMEs in most of the high-end products cannot be entirely ignored. Nevertheless, we would focus primarily in areas where the Indian SMEs can directly benefit from strengthening trade relations.

Potential Areas of collaboration of Indian SMEs are,

### 3.1 FOOD PROCESSING

#### **India's Potential**

Food Processing is one of the fastest growing sector in India. With a diverse palate of taste and geographical advantage of growing multiple varieties of food items, India stands at a vantage point to cater to the global demands. The sector employs about 1.77 million people in 38.6 thousand registered units. The unregistered units account for another 4.79 million people cumulatively accounting for almost 11.7 percent of total employment generated by all sectors.<sup>1</sup> Almost 85 percent of all processed foods comes from the MSME sector<sup>2</sup>. Most of the MNCs and multi food accumulation chains also source their products from MSMEs.

#### **Potential Opportunity in Myanmar**

Myanmar has been bestowed with abundant natural resources providing opportunities for production of a diverse food basket. However, the food processing industry is still in an early stage. With tourist boom in the country, Myanmar has to gear up to cater to its domestic population along with the additional pressure of tourists. Also, it has to understand and cater to the diverse palate which is complementary to the increase in tourists from diverse countries.

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<sup>1</sup> Ministry of Food Processing

<sup>2</sup> <http://www.businessworld.in/article/Non-Capital-Intensive-Technological-Inputs-Needed-For-MSME-Food-Processing-Sector-P-L-Kaul-Chairman-MD-Mariental-India-Pvt-Ltd/05-11-2017-130560/>

Indian SMEs can offer its expertise in food processing and explore opportunities of export and joint ventures in the field given that almost 76.5% of the industries in Myanmar engaged in food processing are small.

#### Key Opportunities

- Processing of Agriculture products and forest-based products
- Oil extraction from oil seeds (eg- Avocado oil which has gained popularity due to higher smoke point other than nutritional properties)
- Value addition of pulses
- Processing of Coconut
- Coffee and Tea processing and expansion of the volume of production

## 3.2 FOREST-BASED INDUSTRY

### **India's Potential**

India is endowed with a rich bio-diversity and large area under forest. The unique climatic condition of India has resulted in presence of wide variety of trees catering to varied needs of human kind. Even while we have a vibrant forest-based industry, responsible use of forest resources is being practiced in the country to make the industry sustainable along with regeneration of the forests which are a crucial natural resource.

Indian Forest Industry is one of the fastest growing forest based industry in the world. The said expertise can be attributed to the growing knowledge base on better and sustainable processing of forest products and favorable government schemes.

Forest Based Industry in India has been divided into three broad categories-

- Paper and Pulp Industry
- Wood Industry
- Other industry (forest by products like glue from barks of trees, fruits used for manufacturing ink, manufacture of perfumes and other organic products)

### **Potential Opportunity in Myanmar**

Myanmar's strong forestry sector offers numerous opportunities for involvement of local and international investors. The country is one of the leading producers of teak and hardwood (particularly Pyinkadoe and Padauk). urbanisation and growth has resulted in unsustainable forest

management practices which resulted in decrease in the total forest cover from 348,680 sq-km to 304,725 sq-km equaling an average deforestation rate of approximately 1%. Taking cognizance of the situation, the government of Myanmar has taken active steps to prevent the trend of mindless use of forest resources.

The ban on logging has proven to be effective in incentivizing more value-added production in wood-processing in Myanmar and increasing the GDP contribution of this sector.

The structural change offers opportunities to foreign and local investors to support this emergence of value-added and sustainable forestry e.g. by establishing new wood-processing industries in Myanmar. Furthermore, the stronger engagement of the private sector in the plantation business to restore forests in an environmentally and economically sustainable way is desired.

**Key opportunities:**

- **Establishment of wood-processing industry (e.g. furniture production)**
- **Expansion of bamboo forests and bamboo-based production (i.e. handicrafts)**
- **Rubber-based industries (e.g. tire production in Mon and Karen State)**
- **Sandalwood-processing industries**

### **3.3 MANUFACTURE OF BUILDING MATERIALS**

**India's Potential**

India with its expertise in manufacturing of building materials can view this as a potential opportunity for expanding its base in foreign markets. India is the second largest producer and consumer of cement. The total cement capacity of India in 2017-18 was recorded to be about 455 million tonnes and is expected to grow by another 4.5% by 2019. The current production of industry stands at 280MT meeting its domestic demand and 5 MT for exports requirement.

Ceramic tiles have become a necessary part of interiors in India. the popularity of tiles is evident from the fact that despite economic slowdown, the ceramic tiles industry is growing at about 15% per annum. India is the world's third largest manufacturer of ceramic tiles after China and Brazil. Also, with India treading towards adoption of environment friendly building material technologies for cost effective housing and the concept of Green Buildings, it can aid in sustainable and environmentally sound construction of building materials as well as infrastructure in Myanmar which is keen on striking a balance between urbanization and environment conservation.

### **Potential Opportunity in Myanmar**

Myanmar's construction industry is projected to expand during 2016-2020 due to the urbanization and growth led by economic liberalization and uplift in foreign investments. In FY2015-2016, the total value of construction work is estimated to be US\$9.8 billion. This includes industrial buildings which is accounted for US\$3.1 billion and residential and non-residential buildings for US\$6.7 billion. The primary investors in Myanmar's real estate and construction industry are Singapore, Thailand, Japan and China. According to Myanmar Builders Guide (MBG), almost 90% of the construction industry is led by small and medium enterprises (SMEs) and the industry's ability to make profit has been declining since early 2017 after the halt led by government for construction of high rise building. While the ban has been lifted, effects still persists on the construction industry.

While Myanmar has abundance of gypsum- the key raw material for production of cement, it needs the investment and efficient modes of technique of production. The country uses 6 million tons of cement each year. 3.5 million tons per year are produced domestically and the rest is imported from Thailand and China. Due to the expansion of construction sector, the annual consumption of cement is estimated to increase between 10% and 15%. Due to growing demand of cement, the government of Myanmar is encouraging foreign investment in cement production

Table 4 below gives the proportion of total imports to Myanmar in the following building material categories.

<b>TABLE 4- PROPORTION OF INDIA'S IMPORT IN THE TOTAL IMPORT OF BUILDING MATERIALS OF MYANMAR</b>					
		2016		2017	
<b>Products</b>	<b>HS Code</b>	<b>Total Imports</b>	<b>Proportion in total imports</b>	<b>Total Imports</b>	<b>Proportion in total imports</b>
<b>Iron or steel articles</b>	73	579,816,173	2%	539,689,903	2%
<b>Ceramic products</b>	69	121,881,456	1%	127,997,588	2%
<b>Aluminum and articles thereof</b>	76	130,253,630	1%	107,790,000	0%
<b>Glass and glassware</b>	70	130,412,965	1%	85,845,598	4%
<b>Stone, plaster, cement, asbestos, mica or similar</b>	68	55,401,651	1%	59,914,183	1%

materials; articles thereof					
Copper and articles thereof	74	18,871,500	3%	17,099,620	1%
Tin; articles thereof	80	2,183,129	0%	2,375,750	0%
Zinc and articles thereof	79	1,042,789	0%	1,969,461	0%
Metals; n.e.c., cermets and articles thereof	81	328,497	1%	219,687	0%
Lead and articles thereof	78	550,610	31%	218,358	29%
Nickel and articles thereof	75	1,257,374	0%	144,358	5%

### Key opportunities

- Realization of projects for affordable housing in Yangon, Mandalay and second-tier cities in all states and regions
- Nearly 20,000 low-cost and affordable apartments are planned only in Yangon, Patheingyi and Mawlamyine in FY 2015-16. Demand is to increase rapidly.
- Manufacture through joint ventures or/and export of
  - Cement
  - Tiles
  - Glass panes
  - Other building materials and interior items.

## 3.4 TELECOM

### India's Potential

India is the world's second largest telecommunications market with a subscriber base of 1.17 billion and has been witnessing tremendous growth in the last decade. The mobile industry in India is expected to grow rapidly to reach a net value of 280 crores by 2020. The Indian SMEs other than benefitting from the growth of the industry, have also been a partner in the growth story where they have been involved in multitude of activities like those of mobile manufacturing, as service providers and others. The opportunities for Indian SMEs are expanding post announcement of the Digital India Mission of the Government where SMEs are venturing into newer areas such as development of value added services, manufacture of routers and other



telecom networking equipment, manufacture of base transceiver equipment and others required to set up a complete functioning telecom network.

### **Potential Opportunity in Myanmar**

With recent liberalization, Myanmar is yet to explore its potential in the telecom market. Currently there are less than 10% of total mobile phone users in the country. With an intent to improve connectivity among its cities, the government of Myanmar is stepping up its liberalization of telecommunications sector by allowing joint ventures of local Information and communication technology players with international experts.

The current situation of Myanmar provides an opportunity for Indian SMEs to explore into the telecommunication market benefitting both the countries equally. While Myanmar can improve its connectivity driven by world experts, Indian SMEs can benefit from overseas trade opportunities.

## **3.5 IT AND ITeS**

### **India's Potential**

India remains one of the top IT services sourcing destinations for in the world contributing to almost fifty five percent of the world's share of IT services. The global preference towards India can be attributed to low cost services in comparison to other developed countries. Currently it provides IT enabled Services (ITeS) to almost 200 countries. As per NASSCOM, number of internet users in India is likely to double to an expected 730 million, contributing a considerable 7.5 percent of the GDP at about USD 250 billion. In the last four years IoT has seen substantial growth and acceptance among the mass projecting almost 50 billion devices functioning on IoT by 2020. With increased penetration of mobiles and internet, India poses as both a service provider as well as a potential market for IT enabled services.

### **Potential Opportunity in Myanmar**

The development of Myanmar's telecoms infrastructure and network systems had been slow due to the low foreign and domestic investment in the sector. Nevertheless, the demand for IT/ITeS will grow with the ongoing development of the country. Myanmar's recent socioeconomic and political reforms have signaled a readiness to reintegrate into the world economy. To leapfrog the economy and accelerate growth, the country should take advantage of digital technology. Myanmar's information and communication technology sector, identifies constraints the sector faces, and recommends policies that will help the government overcome them. Given limited

public resources, Myanmar will need help translating its information and communication technology infrastructure needs into financially viable and bankable projects that can attract private sector financing.

### 3.6 HEALTHCARE

#### **India's Potential**

Healthcare has become one of India's largest sectors both in terms of revenue and employment. The market for Healthcare services and Medical Technology is expected to record a CAGR of 16.28% during 2018-2022 and the total industry size of the industry is expected to reach a value of US\$372 billion by 2022. With emergence of the private sector as an active partner in the healthcare industry, accounting for almost 74% of the country's total healthcare expenditure, it has been successful in providing world class services in addition to promoting innovation in the sector. Emergence of public-private partnership in the sector has further strengthened and deepened the roots of the sector making it accessible to all nooks and corners of the country. The Government of India's constant endeavor in boosting the sector through rolling out different schemes for reducing out of pocket health expenses and making the sector robust.

#### **Potential Opportunity in Myanmar**

The healthcare industry in Myanmar is still in its nascent stage. While the current expenditure of the country in health is just about 2% of the GDP, it envisages to reach an envisaged expenditure of 6% by the year 2020. Myanmar has been increasing its focus on medical technology, medical equipment and medicines to improve its health coverage. The government also plans on establishing universal health coverage plan which will require more number of hospitals and healthcentres along with increased demand for equipment and medicines.

According to a 2013 report by Bio Pharm, Indian drug companies held 35%-40% of the pharmaceutical market, and foreign investment will continue to grow. Brand-name drugs are expected to gain popularity as healthcare reforms continue to be implemented and increased government healthcare spending continue to drive the demand for pharmaceuticals.

This increased healthcare spending will make the Myanmar medical technology industry a key opportunity for India to explore in export of pharmaceuticals and medical technology.

## 3.7 POWERSECTOR

### **India's Potential**

India accounts for approximately 4 per cent of the total global electricity generation and contributes 4.43 per cent to the global renewable generation capacity. The Indian government has been focusing on renewable modes of energy generation and developing Clean Development Mechanisms(CDM) to cater to the issue of increasing pollution and global warming. What started as a measure to comply to reduction in green house gasses by ratifying the Kyoto Protocol, has now become a matter of choice, where India has taken up various measures to promote greener and renewable source of energy generation. The Government of India has released its roadmap to achieve 175 GW capacity in renewable energy by 2022, which includes 100 GW of solar power and 60 GW of wind power.

### **Potential Opportunity in Myanmar**

The power sector of Myanmar opens up abundant and immediate opportunities to foreign and local investors. The installation of considerable additional capacity to the current 4,422 MW as well as the rapid construction of transmission lines are national priorities. In order to reach the objective of full national electrification until 2030, the power sector of Myanmar is to grow to a multiple of its current size.

Beyond 92 identified larger-scale hydropower development (for the future development of potentially additional 46.1 GW) along the Ayeyarwaddy, Sittaung, Salween and Chindwin River systems, also smaller-scale hydro power plants as well as other sources of energy (i.e. solar, wind, gas) have high potential to play a significant role for national power supply.

#### **Key opportunities:**

- **Realization of small-scale hydro-power projects e.g. to supply a village tract**
- **Establishment of solar energy farms and wind power farms**
- **Provision of efficient and practical solar-power kits to communities currently off-grid as well as of solar-power based solutions (e.g. solar-powered pumps, solar lighting)**

## 3.8 MANUFACTURING

### **India's Potential**

The MSME sector contributed to 6.11 percent of the manufacturing GDP, 24.63 percent of the services, and 33.4 percent of India's manufacturing output. The Indian government has been on a front foot to boost the MSME

sector with introducing many flagship programmes like Make in India, Digital India among others to further strengthen the manufacturing component of the MSMEs. Owing to the constant effort of the government, the manufacturing sector's GVA at basic price increased 13.5 per cent year-on-year in the April-June quarter of 2018-19. During 2017-18, Index of Industrial Production for manufacturing sector grew 4.50 per cent. India's Index of Eight Core Industries advanced 4.2 per cent year-on-year during 2017-2018.

### **Potential Opportunity in Myanmar**

To boost the manufacturing sector and facilitate investments in manufacturing, Myanmar has set up three Special Economic Zones in Thilawa (near Yangon), Dawei in Myanmar's Southeastern Tanintharyi Region as well as Kyaukphyu in Rakhine. Apart from SEZs, Myanmar has also established numerous industrial zones to promote manufacturing in the country.

India can invest in terms of collaborative ventures in Myanmar which can benefit both the Indian SMEs through opening of international trade routes as well the small and medium enterprises in Myanmar through learning from our growth process, strategies to address challenges and best practices.

#### **Key opportunities:**

- I. Value chain integration (e.g. joint ventures) of companies of supportive industries from Myanmar with international companies to combine operational experience in Myanmar with international markets, technology and investment capital.
- II. Opportunities can be explored in Joint Ventures in the following areas-
  - A. Production of Garments and Shoes or Assembling of Toys and Stationary Articles in Second Tier Cities of Myanmar

*Potential of India*

The footwear industry in India has long been one of the most important components in the country's prestigious textile and garment market, contributing significantly to not just the employment within the country but also the export earnings and overall economic growth in India as well. In 2018, India has evolved to become the second largest footwear producer, and one of the top footwear exporters in the world. Combining the facts that India's economic performance continues to grow, the Indian government continues to provide strong support, while the global footwear demand continues to rise, the Indian footwear industry is forecasted to flourish going forward, so do the business opportunities with top shoe companies in India.

Textile plays a major role in the Indian Economy. It contributes 14 per cent to industrial production and 4 per cent to GDP. With over 45 million people, the industry is one of the largest source of employment generation in the country.

The Indian textiles industry, currently estimated at around US\$ 150 billion, is expected to reach US\$ 250 billion by 2019. India's textiles industry contributed seven per cent of the industry output (in value terms) of India in 2017-18. It contributed two per cent to the GDP of India and employs more than 45 million people in 2017-18.

**B. Agro-processing industries at the locations of agricultural produce in rural areas***Potential of India*

The Agro-processing industry is regarded as an extended arm of agriculture. The development of the agro industry can help stabilize and make agriculture more lucrative and create employment opportunities both at the production and marketing stages. The agro industry helps in processing agricultural products such as field crops, tree crops, livestock and fisheries and converting them to edible and other usable forms. The global market is mammoth for sugar, coffee, tea and processed foods such as sauce, jelly, honey, etc.

India is the second largest producer of food in the world. Whether it is canned food, processed food, food grains, dairy products, frozen food, fish, meat, poultry, the Indian agro industry has a huge potential, the significance and growth of which will never cease. India exports largely semi-processed items whereas in coffee/tea, the exports are mostly in secondary stage by way of fully processed bulk shipments without branding/packing. Exports at the tertiary stage mean branding and packaging the product that are ready for use by the consumer.

India can help develop the agro-processing industry of Myanmar where agriculture is a primary component of its economy.

**C. Gemstone processing industries to establish value-adding production such as design, cutting and polishing inside Myanmar**

While Myanmar has been historically known for its reserve of gems and other precious stones, it still lacks the proper skills and technological know-how of value addition and processing. India on the other hand has emerged as one of the experts in gemstone polishing and designing. India remains one of the largest exporter of gemstones contributing to almost 75% of the World's polished diamonds.

**D. Capital-intensive industries (e.g. automotive, land machinery) particularly at locations with good access to international and national markets**

The Indian auto industry became the 4th largest in the world with sales increasing 9.5 per cent year-on-year to 4.02 million units (excluding two wheelers) in 2017. It was the 7th largest manufacturer of commercial vehicles in 2017. The Two Wheelers segment dominates the market in terms of volume owing to a growing middle class and a young population. Moreover, the growing interest of the companies in exploring the rural markets further aided the growth of the sector.

**E. Wood-processing industry particularly based on hardwood and bamboo (e.g. furniture production)**

India has been well known for its exquisite carving expertise and furniture designs which are usually manufactured by the SMEs in India. While furniture is manufactured in many different parts of the country, a few centres have become well known for their exquisite carving, inlaying, turning and lacquering like Gujrat, Kashmir, Punjab(Hoshiarpur), Uttar Pradesh(Saharanpur), Kerela, West Bengal and Odisha. Opportunities in Myanmar would provide the Indian SMEs engaged in wooden furniture manufacturing a window to explore international markets and exhibit their expertise in the sector.

**F. Paper and Cardboard industry**

The Indian Paper & Paperboard industry is one of the oldest industries in India where the first papermill was started in the year 1812 in West Bengal. While it was one of the oldest

organized manufacturing industries, currently many unorganized units are part of the industry as well. The industry accounts for approximately 4% of the world's production of paper. IPMA (Indian Paper Mills Association) estimates the industry turnover at approximately Rs 50,000 crore which year contribution of Rs 4,500 crore to the exchequer while providing employment to over 5 lakh people across approximately 750 paper mills. With generations of knowledge about processing of paper and hardwood, India stands at a good position to explore the markets of Myanmar through joint ventures and exchange of knowledge. Also, similar climatic conditions and vegetation of both the countries provides India an upperhand in understanding better the processing techniques of hardwood and bamboo in Myanmar.

### G. Chemical industries based on local and regional demand

India is the sixth largest producer of Chemicals in the world and exports almost half of the chemical products to countries like US, Canada, Western Europe, Japan and China. The growth of the chemical industry can be bestowed on the country's growth in other sectors like agriculture, construction, clothing, and automotive sectors along with a strong demand for exports.

Government policies such as allowance of 100%

foreign direct investment and support for research and development also contribute to the sector. The industry is valued at \$144 billion and is projected to increase to \$350 billion by 2021.

Given India's expertise in the Chemical industry, it can venture in to the Myanmar's market enabling them to learn from our growth experience. Also, possibility of joint ventures can also be explored by Indian SMEs.

The Industry covers 70,000 Commercial products in the following category

- Inorganic and organic chemicals
- Drugs and pharmaceuticals
- Plastics and petrochemicals
- Dyes and pigments
- Fine and specialty chemicals
- Pesticides, agrochemicals, and fertilizers

### H. Industrial services, e.g. waste water management, recycling, training

Waste management has been a focus area of India given the high rate of urbanization in the country. Urbanization comes with its own set of challenges of waste management. For efficient management of waste, India has been adopting more efficient technologies of recycling and conversion of waste-to-energy. Several waste-to-energy projects using combustion of un-segregated low-calorific value waste are currently being developed.



Myanmar is moving towards rapid urbanization which will require judicious and timely employment of waste management techniques. Economic growth, together with gradual shifts in consumption and production patterns have led to escalating waste generation as well as the proliferation of emerging waste streams such as industrial, medical, and hazardous waste, ultimately creating immense challenges for national, state/regional and township governments regarding waste management.

India can provide support to the waste management challenges to Myanmar through transferring its knowledge and experience. India has already gone through the stages of urbanization which Myanmar is currently witnessing hence can better understand the challenges and predict the potential solutions to the problems.

### 3.9 AGRICULTURE

#### **India's Potential**

Agriculture is one of the most important component of the Indian Economy contributing to almost 17% of the GDP. The sector is also the largest employment contributor, providing employment to almost 58% of the population in India. India is the largest producer of pulses, spices and second largest producer of rice, wheat, cotton and sugarcane. and has the largest area under wheat, rice and cotton. The country has some 195 m ha under cultivation of which some 63 percent are rainfed (roughly 125m ha) while 37 percent are irrigated (70m ha). In addition, forests cover some 65m ha of India's land.

India has almost mastered the art of agriculture and the knowledge of appropriate technology to be used for higher and better productivity in addition to applying sustainable farming practices.

#### **Key opportunities:**

##### **a) Agricultural input industries:**

- Distribution of low-cost irrigation systems to rural communities (e.g. solar-powered, with instruction)
- Leasing of agricultural tools and machinery
- Distribution of high-quality seeds for higher yields (e.g. rice unification in cooperation with the Myanmar Agricultural Bank to incentive conversion of communities to agriculture with higher productivity levels)

- Establishment of the production of fertilizers, crop protection chemicals etc.

**b) Product and market development**

- Contract farming (i.e. direct sourcing from rural communities (based on partnership agreements)
- Introducing value-added production / processing based on local agricultural produce (e.g. groundnut, sesame). Please find a list of selected crops and annual production below:

Establish packaging / canning industry for agricultural produce

**c) Agriculture-related services**

- Microfinance, microinsurance and trade finance services for farmers

## 3.10 AQUACULTURE & FISHERIES

### India's Potential

India is world's third largest producer of fish after China and Indonesia and the sector is expected to grow rapidly in the coming years. As per Food and Agriculture Organisation (FAO) of the United Nations, the production of Fish will increase from 10.8 million tonnes in 2016 to 13.4 million tonnes by 2030. Other than fisheries, India is also known for its aquaculture which is divided into three broad categories,

- **fresh water aquaculture-** The freshwater aquaculture production in India comprises about 2.36 million ha of ponds and tanks and accounts for nearly 55% of the total fish production in India mostly used for domestic consumption.
- **brackish water aquaculture** – It comprises of a scientific approach to the traditional practice of trapping naturally bred fish and shrimps in coastal wetlands or manmade impounds
- **marine aquaculture-** This primarily focusses on the production of mussels, oysters and seaweeds has experienced a recent increase in production.

As India has been involved in all categories of fisheries and aquaculture, it is well versed with the opportunities and challenges along with the strategies required to improve production and quality to export standards.

**Potential Opportunity in Myanmar**

Myanmar with its 2,32 kilometers of coastline and inland water channels and water bodies provide ample opportunities to explore Fisheries and Aquaculture as a potential sector which can contribute to the GDP. Fishing grounds in Myanmar water are relatively less exploited than elsewhere. The aquaculture sector is operating almost 50,000 hectares of freshwater ponds. Potential opportunities of growth in the sector is evident from the growth in production of fish and seafood by almost eight times between 1994 and 2014.

SMEs engaged in Aquaculture can explore opportunities in Myanmar as foreign investment in the fisheries sector is permitted to foreign investors in a joint venture with a local company. Recently, fishery products from Myanmar received approval to be exported to the European Union by certified producers. Myanmar enjoys preferential tariff arrangements with the European Union as a least developed country (LDC).

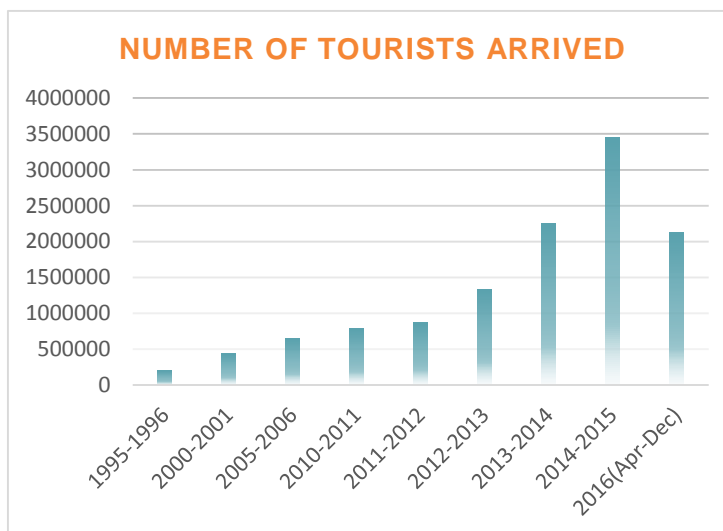
**Key opportunities:**

- Capture and aquaculture of different types of fish
- Capture and aquaculture of shrimp and prawn
- Fish food production
- Fish and seafood processing facilities
- Cooling, canning and packaging facilities
- Establishment of education and research institutions to broaden knowledge as well as the base of human resources available to the fisheries sector

**3.11 TOURISM****Potential Opportunity in Myanmar**

With the political and economic opening of the country, Tourism and Hospitality Industry has been growing at a fast pace in Myanmar. According to a report by ADB, revenues from tourism grew by 19% in 2016 contributing to almost 4% of the GDP.

The footfall of tourists increased exponentially in the last ten years. However, the tourist destinations remain restricted to major large destinations like *Yangon, Bagan, Inle Lake / Nyaung Shwe* as well as *Mandalay*. However, Myanmar offers to date unexplored treasures of natural beauty in the whole of the country from *Kawthaung* in the tropical South-East to *Putao* in the Himalaya.



Indian SMEs can invest in Foreign investors may engage independently in hotel developments of 3-stars or higher standard, whereby local investors are encouraged also to consider opportunities in offering budget accommodation through guesthouses at international standards. For foreign companies, investments in tour companies, travel agencies, budget hotels, amusement parks and tourism-related public infrastructure projects are permitted on a joint-venture basis.

#### Key opportunities:

- Exploring new high-potential investment locations in hospitality and tourism
- Developing eco-tourism (e.g. development of eco-tourism oriented hotels and lodges along with respective activities such as trekking routes or tours)
- Building cultural and community-based tourism (e.g. development of shops for the sale of locally produced cultural artifacts)

**APPENDIX- A**

Myanmar Export Items with HS Code	Year - 2016			Year - 2017		
	Total Imports	Imports from India	Proportion of India in total import of the item	Total Imports	Imports from India	Proportion of India in total import of the item
[01] Animals; live	4,742,021	8,147	0%	9,467,234	11,617	0%
[02] Meat and edible meat offal	1,688,231		0%	3,060,307		0%
[03] Fish and crustaceans, molluscs and other aquatic invertebrates	2,083,119	64,586	3%	4,560,138	208,172	5%
[04] Dairy produce; birds' eggs; natural honey; edible products of animal origin, not elsewhere specified or included	107,658,036	654,389	1%	68,713,828	46,152	0%
[05] Animal originated products; not elsewhere specified or included	9,398,384	2,222,263	24%	33,446,660	8,788,188	26%
[06] Trees and other plants, live; bulbs, roots and the like; cut flowers and ornamental foliage	1,518,140		0%	2,593,410		0%
[07] Vegetables and certain roots and tubers; edible	46,826,962	5,994,224	13%	57,793,370	651,936	1%
[08] Fruit and nuts, edible; peel of citrus fruit or melons	56,537,644	772,263	1%	53,756,253	165,460	0%
[09] Coffee, tea, mate and spices	7,647,327	1,054,855	14%	14,917,211	4,011,518	27%
[10] Cereals	24,621,424	2,217,916	9%	47,787,490	6,866,376	14%
[11] Products of the milling industry; malt, starches, inulin, wheat gluten	139,253,633	2,168,074	2%	138,806,976	892,202	1%

[12] Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit, industrial or medicinal plants; straw and fodder	8,314,670	3,534,535	43%	39,445,368	5,085,044	13%
[13] Lac; gums, resins and other vegetable saps and extracts	1,135,755	40,823	4%	1,563,765	88,929	6%
[14] Vegetable plaiting materials; vegetable products not elsewhere specified or included	473,208	24,786	5%	40,091		0%
[15] Animal or vegetable fats and oils and their cleavage products; prepared animal fats; animal or vegetable waxes	552,948,458	18,282,720	3%	685,232,538	3,633,565	1%
[16] Meat, fish or crustaceans, molluscs or other aquatic invertebrates; preparations thereof	7,565,950		0%	7,527,307		0%
[17] Sugars and sugar confectionery	1,376,452,702	682,701,099	50%	860,668,430	283,535,941	33%
[18] Cocoa and cocoa preparations	4,348,733	165,439	4%	6,339,312	56,261	1%
[19] Preparations of cereals, flour, starch or milk; pastrycooks' products	110,829,855	1,965,948	2%	192,316,198	311,821	0%
[20] Preparations of vegetables, fruit, nuts or other parts of plants	7,909,216	197,150	2%	9,509,577	17,616	0%
[21] Miscellaneous edible preparations	182,344,779	2,061,401	1%	273,077,409	1,196,504	0%
[22] Beverages, spirits and vinegar	78,720,008	387,615	0%	94,733,475	58,924	0%
[23] Food industries, residues and wastes thereof; prepared animal fodder	184,459,772	10,939,046	6%	183,159,164	36,759,422	20%

[24] Tobacco and manufactured tobacco substitutes	54,231,427		0%	64,325,267	723,524	1%
[25] Salt; sulphur; earths, stone; plastering materials, lime and cement	243,098,520	1,213,759	0%	120,059,476	836,236	1%
[26] Ores, slag and ash	2,563,805	123,235	5%	975,432	8,004	1%
[27] Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes	1,781,806,832	4,093,802	0%	3,569,955,947	51,352,508	1%
[28] Inorganic chemicals; organic and inorganic compounds of precious metals; of rare earth metals, of radio-active elements and of isotopes	67,826,096	7,023,797	10%	78,475,742	4,679,399	6%
[29] Organic chemicals	95,289,915	1,997,190	2%	99,432,804	3,022,137	3%
[30] Pharmaceutical products	344,080,738	89,329,538	26%	525,795,147	181,499,931	35%
[31] Fertilizers	314,946,616	9,162,922	3%	304,701,296	13,544,910	4%
[32] Tanning or dyeing extracts; tannins and their derivatives; dyes, pigments and other colouring matter; paints, varnishes; putty, other mastics; inks	29,107,701	1,859,020	6%	34,920,626	2,990,017	9%
[33] Essential oils and resinoids; perfumery, cosmetic or toilet preparations	151,557,337	7,140,213	5%	161,691,128	7,609,150	5%
[34] Soap, organic surface-active agents; washing, lubricating, polishing or scouring preparations; artificial or	59,304,328	944,240	2%	86,416,117	1,253,952	1%



prepared waxes, candles and similar articles, modelling pastes, dental waxes and dental preparations with a basis of plaster						
[35] Albuminoidal substances; modified starches; glues; enzymes	24,056,115	427,354	2%	25,184,980	816,831	3%
[36] Explosives; pyrotechnic products; matches; pyrophoric alloys; certain combustible preparations	2,718,978		0%	2,611,723	137,212	5%
[37] Photographic or cinematographic goods	3,750,799	8,247	0%	5,474,177	5	0%
[38] Chemical products n.e.c.	131,433,842	12,336,019	9%	142,474,661	9,232,620	6%
[39] Plastics and articles thereof	582,556,228	8,343,102	1%	693,532,302	10,044,452	1%
[40] Rubber and articles thereof	136,039,905	5,290,215	4%	144,017,825	5,889,711	4%
[41] Raw hides and skins (other than furskins) and leather	28,036,447	279,819	1%	35,092,682	458,139	1%
[42] Articles of leather; saddlery and harness; travel goods, handbags and similar containers; articles of animal gut (other than silk-worm gut)	21,654,038	322,251	1%	38,200,259	149,023	0%
[43] Furskins and artificial fur; manufactures thereof	15,759		0%	45,079	617	1%
[44] Wood and articles of wood; wood charcoal	37,287,123	165,361	0%	42,139,820	130,331	0%
[45] Cork and articles of cork	801,325		0%	1,826,812	7,079	0%
[46] Manufactures of straw, esparto or other plaiting materials; basketware and wickerwork	909,147		0%	716,068		0%

[47] Pulp of wood or other fibrous cellulosic material; recovered (waste and scrap) paper or paperboard	692,728		0%	542,584	2,360	0%
[48] Paper and paperboard; articles of paper pulp, of paper or paperboard	231,566,376	4,549,747	2%	270,544,524	2,039,951	1%
[49] Printed books, newspapers, pictures and other products of the printing industry; manuscripts, typescripts and plans	7,662,934	581,220	8%	8,640,825	822,481	10%
[50] Silk	391,307	9,970	3%	186,932	5,342	3%
[51] Wool, fine or coarse animal hair; horsehair yarn and woven fabric	24,296,187	390,766	2%	7,818,066	186,887	2%
[52] Cotton	79,502,268	17,870,858	22%	147,967,559	19,349,482	13%
[53] Vegetable textile fibres; paper yarn and woven fabrics of paper yarn	868,353	37,988	4%	1,253,545	38,430	3%
[54] Man-made filaments; strip and the like of man-made textile materials	62,701,801	465,766	1%	218,342,881	1,195,923	1%
[55] Man-made staple fibres	444,796,428	1,141,609	0%	679,146,269	2,725,907	0%
[56] Wadding, felt and nonwovens, special yarns; twine, cordage, ropes and cables and articles thereof	21,836,705	20,527	0%	50,898,885	252,470	0%
[57] Carpets and other textile floor coverings	4,839,609	17,450	0%	7,202,123	59,696	1%
[58] Fabrics; special woven fabrics, tufted textile fabrics, lace, tapestries, trimmings, embroidery	66,316,359	420,939	1%	117,437,044	132,006	0%

[59] Textile fabrics; impregnated, coated, covered or laminated; textile articles of a kind suitable for industrial use	10,098,919	107,281	1%	32,870,291	154,966	0%
[60] Fabrics; knitted or crocheted	9,969,493	34,747	0%	75,886,074	123,722	0%
[61] Apparel and clothing accessories; knitted or crocheted	64,499,708	499,884	1%	41,956,344	717,689	2%
[62] Apparel and clothing accessories; not knitted or crocheted	25,293,209	435,923	2%	29,813,735	880,626	3%
[63] Textiles, made up articles; sets; worn clothing and worn textile articles; rags	32,642,696	115,664	0%	36,788,861	142,360	0%
[64] Footwear; gaiters and the like; parts of such articles	37,343,827	686,494	2%	73,800,351	1,241,421	2%
[65] Headgear and parts thereof	4,268,769	122,269	3%	4,015,031	80,512	2%
[66] Umbrellas, sun umbrellas, walking-sticks, seat sticks, whips, riding crops; and parts thereof	4,123,996	1,318	0%	3,258,655	8,260	0%
[67] Feathers and down, prepared; and articles made of feather or of down; artificial flowers; articles of human hair	2,688,324	6,548	0%	3,060,935	4,253	0%
[68] Stone, plaster, cement, asbestos, mica or similar materials; articles thereof	55,401,651	354,310	1%	59,914,183	603,947	1%
[69] Ceramic products	121,881,456	1,260,583	1%	127,997,588	2,023,177	2%
[70] Glass and glassware	130,412,965	1,455,204	1%	85,845,598	3,635,933	4%

[71] Natural, cultured pearls; precious, semi-precious stones; precious metals, metals clad with precious metal, and articles thereof; imitation jewellery; coin	871,009	14,155	2%	1,649,361	41,077	2%
[72] Iron and steel	863,635,765	25,271,272	3%	884,633,057	66,177,696	7%
[73] Iron or steel articles	579,816,173	13,933,895	2%	539,689,903	11,448,693	2%
[74] Copper and articles thereof	18,871,500	650,086	3%	17,099,620	225,433	1%
[75] Nickel and articles thereof	1,257,374	1,000	0%	144,358	7,309	5%
[76] Aluminium and articles thereof	130,253,630	869,722	1%	107,790,000	275,928	0%
[78] Lead and articles thereof	550,610	169,422	31%	218,358	64,329	29%
[79] Zinc and articles thereof	1,042,789		0%	1,969,461	1,316	0%
[80] Tin; articles thereof	2,183,129	1,650	0%	2,375,750		0%
[81] Metals; n.e.c., cermets and articles thereof	328,497	4,158	1%	219,687		0%
[82] Tools, implements, cutlery, spoons and forks, of base metal; parts thereof, of base metal	25,438,013	3,812,105	15%	45,276,669	3,468,589	8%
[83] Metal; miscellaneous products of base metal	38,814,575	1,199,242	3%	64,200,236	1,512,796	2%
[84] Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	1,590,691,505	37,664,322	2%	1,702,736,822	46,431,219	3%
[85] Electrical machinery and equipment and parts thereof; sound recorders and reproducers; television image and sound recorders and	1,128,412,547	27,860,643	2%	1,315,944,517	31,917,212	2%

reproducers, parts and accessories of such articles						
[86] Railway, tramway locomotives, rolling-stock and parts thereof; railway or tramway track fixtures and fittings and parts thereof; mechanical (including electro-mechanical) traffic signalling equipment of all kinds	14,874,064	238,382	2%	94,548,868	27,247,143	29%
[87] Vehicles; other than railway or tramway rolling stock, and parts and accessories thereof	2,433,746,912	53,410,346	2%	2,213,302,301	53,410,346	2%
[88] Aircraft, spacecraft and parts thereof	17,664,401		0%	255,789,613	20,442	0%
[89] Ships, boats and floating structures	10,478,360	34,200	0%	267,985,418	362	0%
[90] Optical, photographic, cinematographic, measuring, checking, medical or surgical instruments and apparatus; parts and accessories	129,031,740	5,478,421	4%	248,616,359	11,787,810	5%
[91] Clocks and watches and parts thereof	2,948,284	389,970	13%	5,963,832	324,096	5%
[92] Musical instruments; parts and accessories of such articles	769,721	4,914	1%	1,164,816	14,100	1%

[94] Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishings; lamps and lighting fittings, n.e.c.; illuminated signs, illuminated name-plates and the like; prefabricated buildings	85,502,218	507,904	1%	139,093,39 <sub>1</sub>	2,687,851	2%
[95] Toys, games and sports requisites; parts and accessories thereof	19,810,720	16,734	0%	24,045,765	14,120	0%
[96] Miscellaneous manufactured articles	72,178,163	4,728,847	7%	138,689,08 <sub>3</sub>	3,940,599	3%
[97] Works of art; collectors' pieces and antiques	27,790	10,335	37%	688,531	79,848	12%
[99] Other products	62,019,756	2,556,073	4%	121,224,37 <sub>6</sub>	484,614	0%

## ANNEXURE B

### Exchange of Visits by Various Business Chambers and Participation in Various Events

#### I. Outgoing commercial visits for meetings/participation in various events in India:

SI No.	Date of Visit	List of Delegation Members	Purpose
1	21-23 September, 2018	About 10 members led by Mandalay Region Chamber of Commerce & Industry	Source India by Synthetic Rayon & Textile Export Promotion Council (SRTEPC) at Surat, India
2	16-18 September, 2018	4 tour operators who are members of the Myanmar Tourism Federation	India Tourism Mart 2018 at Vigyan Bhawan, New Delhi
3	08-09 June 2018	Representative of Myanmar Fruits, Flowers and Vegetables Producer & Exporter Association	Reverse Buyer Seller Meet for Bengal Mango Utsav 2018
4	15-18 May 2018	5 member from Union of Myanmar Federation of Chamber of Commerce & Industry (UMFCCI)	4 <sup>th</sup> Edition of Global Exhibition on Services
5	22-24 March, 2018	23 members of Myanmar Paper & Pulps Association & Myanmar Plastics Industries Association.	CAPINDIA 2018
6	08-10 March, 2018	10 members of UMFCCI officials	International Engineering Sourcing Show (IESS)
7	06-08 February, 2018	20 senior members of Myanmar Plastics Industries Association.	PlastIndia 2018
8	26-27 November, 2017	About six business men from different fields in Myanmar	Horasis Asia Meeting on at The Westin, Kolkata.
9	14-27 November, 2017	23 businessmen from 10 different jewellery and silver smith shops	Exhibited at 37 <sup>th</sup> India International Trade Fair (IITF) at Pragati, Maidan, New Delhi
10	26-27 October, 2017	4 govt officials led by Union Minister of Commerce & 4 businessmen from the Myanmar Pulses, Beans and Sesame seeds Merchant Association.	Made courtesy call on Hon'ble Minister of Consumer Affairs & Minister for State for Commerce, Gol.
11	14-19 August, 2017	8 young entrepreneurs	ASEAN-India Youth Summit-Bhopal, Madhya Pradesh
12	21-22 March, 2017	7 members delegation led by the Chairman from Myanmar Plastics Industries Association	CAPINDIA 2017 at Bombay Exhibition Centre, NSE Complex, Goregaon East, Mumbai



13	23-24 March, 2017	5 members delegation led by Vice President from Myanmar Engineering Society	India Build Excon Reverse Buyer Seller Meet and Expo in Mumbai
14	7-8 January 2017	50 Businessmen delegation from Mandalay Region Chamber of Commerce	India-Myanmar Reverse Buyer Seller meet, Guwahati
15	6-8 January 2017	7 person delegation led by Secretary General of the Myanmar Fisheries Federation	Bengal Fish Fest, Kolkata
16	14 October, 2016	U Htun Naing Aung, Joint Secretary General, Myanmar Industries Association	BIMSTEC Business Summit

## II. Incoming commercial visits for meetings participation in various events in Myanmar:

Sl No.	Date of Visit	List of Delegation Members	Purpose
1.	October 15-17, 2018	Mr. Animesh Jain, GM, International Business Development of the National Thermal	Met with DG, DDG of the department of Electric power planning, electric power generation enterprise and Electricity Supply Enterprise.
2.	September 26-28	6 businessmen from 3 Indian companies Agri-Myanmar 2018	Indian companies exhibited their products.
3.	September 27, 2018	Adani Group	Met with Deputy Minister, Ministry of Electricity and Energy
4.	September 26-28, 2018	International Panaacea Limited	Called on Permanent Secretary, Ministry of Commerce and met with Chairman of Myanmar Fertilizer seed and Pesticides Entrepreneurs Association separately.
5.	23-25 August, 2018	15 businessmen from Services Export Promotion Council of India (SEPC) to Myanmar	As an exhibitors of MEDEX 2018 which was held on Tatmadaw Hall, Yangon and met with senior officials of UMFCCL, Myanmar Private Hospitals' Association and CEO of Victoria Hospital, Asia Royal Hospital and Parami Hospital.
6.	21-24 August, 2018	Federation of Indian Chamber of Commerce & Industry	As an exhibitors of MEDEX 2018 and met with officials of Myanmar Trade Promotion Organization and Myanmar Young Entrepreneurs Association.

7	20 August, 2018	CSIRD	Met with Thilawa and Kyaut Phyu SEZ Management Committee members.
8	14-16 August 2018	11 member delegation visit from CII Marathwada	Met with senior officials of UMFCCL and Chairmen of Myanmar Pharmaceuticals & Medical Equipment Entrepreneurs Association, Myanmar Industries Association, Myanmar Young Entrepreneurs Association, Myanmar Construction Entrepreneurs Association and Myanmar Automobile Manufacturer and Distributor Association.
9	09 August, 2018	members of a delegation led by Mr. KMN Ameen, Director of MyAsia consulting company	Called on the Deputy Chief of Military Training, Directorate of Military Training, Ministry of Defence.
10	09 August 2018	Workshop on Digital Governance organized by Embassy of India, Yangon for Ministry of Labour, Immigration and Population, Nay Pyi Taw (Aadhaar System)	Mr. Nakul Saxena, Director Director - Policy, ISPIRT Foundation gave a presentation on the Sushasan Stack (Good Digital Governance) - Digital Backbone for the World Offering Capability, Scalability and Speed. The workshop was inaugurated by the H.E. U Thein Swe, Hon'ble Union Minister for Labour, Immigration and Population and about 60 participants from various government Ministries attended the workshop.
11	30 July, 2018	Mr. K.K. Kapila, Chairman and Managing Director of the Intercontinental Consultants and Technocrats Pvt Ltd (ICT)	Called on Union Minister for the Minister of Construction and Union Minister for Transport and Communications.
12	25-26 July, 2018	3-member delegation led by Mr. Ravikumar Sinha – Geologist from Krishna Mines visited Myanmar	Met with Director General, Department of Geological Survey and Mineral Exploration.
13	18 July, 2018	Mr. Animesh Jain, Additional General Manager- Business Development of the National Thermal Power Corporation Limited (NTPC) visited Myanmar	Met with Managing Director, Electric Power Generation Enterprise to seek guidance in opening an office in Myanmar.
14	18 July, 2018	<b>“SRTEPC” RoadShow</b>	<b>Presented a preview of the 2<sup>nd</sup> edition of Source India</b>
15	16-18 July 2018	Mr. Sanjay Tiwari, Executive Director and Chief Executive	Met with Managing Director, No.2, Heavy Industries Enterprise to seek

		Officer of Piramal Glass Ceylon Plc visited Myanmar.	guidance on how to setup glass manufacturing unit in Myanmar.
16	16 July, 2018	Mr. Minesh Dave, President-Transmission & Distribution of the Tata Power Company Limited visited	Called on Hon'ble Minister for Electricity and Energy for guidance and advice in institutionalizing Tata Power's arrangement with Myanmar distribution companies and permission to start the jobs in the areas.
17	09-11 July, 2018	2 member delegations from Centre for Studies in International Relations and Development (CSIRD) visited Myanmar	Met with senior officials from ASEAN Affairs Department and International Organizations and Economic Department, Ministry of Foreign Affairs, Trade Promotion Organization Department and Department of Trade, Ministry of Commerce and officials from DICA, in connecting with preparation of report on Myanmar Economy.
18	05-06 July, 2018	4 member delegation led by Mr. Rajesh Thakur, Communication BU Head-India and SAARC of the Wipro Ltd visited Myanmar.	Called on H.E. U Tha Oo, Deputy Minister of Ministry of Transport & Telecommunications and U Khin Maung Tun, Managing Director, Myanmar Post and Telecommunications (MPT) and discussed about cooperation with MPT by sharing with them global best practices in the ICT area to deliver innovative services to the subscribers.
19	05 July, 2018	Mr. Vishal Bajpai of KEC International Limited visited Myanmar	Met with Managing Director, Myanmar Railways, Ministry of Transport & Communications.
20	02 July, 2018	<b>"GJEPC" Road Show</b>	<b>Presented a preview of the India International Jewellery Show 2018 (IIJS) was held on at Sule Shangri-La Hotel, Yangon.</b>
21	20-22 June, 2018	A 4 member delegation led by Mr. Vikram Singh Raghuvanshi, CEO, Woodlands Hospital and Head of Indian Chamber of Commerce	Looking to tie up with Myanmar Hospital chain across various verticles in the healthcare sector.
22	23-28 April, 2018	Mr. Akshay Modi, Director of Modi Naturals Limited	Met with senior officials of Myanmar Trade Promotion Organization, Directorate of Investment & Company Administration, UMFCCL, and Myanmar Rice Federation and discussed market prospects and investment procedures in Myanmar.

23	23 March, 2018	Mr. Karan Adani, CEO of Adani Ports & SEZ Limited	Met with Union Minister, Electricity and Energy, Union Minister, Transport & Communication and Permanent Secretary, Planning & Finance to discuss potential investments by Adani Group in Myanmar's infrastructure sector.
24	21 March, 2018.	A CII led delegation comprising of 25 CEOs/MDs visited Myanmar for the 2 <sup>nd</sup> Myanmar India Business Conclave	During the visit, the delegates also met with Deputy Director General, Directorate of Investment and Company Administration and visited the Thilawa Special Economic Zone.
25	20-23 March, 2018	3 members delegation of Bengal Chamber of Commerce & Industry led by Mr. Prakash Shah, Chairman, Trade promotion & Business Development Committee	Met with Director General, Myanmar Trade and Promotion Organization of Ministry of Commerce, CEO of UMFCCI and CEC members of Myanmar Gems & Jewellery Entrepreneurs Association.
26	20-23 March, 2018	2 members delegation of Adani Ports & SEZ Limited led by Mr. Karan Adani, CEO	Met with Union Minister for Electricity and Energy and Union Minister for Transport and Communications to discuss potential investments by Adani Group
27	21-23 March, 2018	22 members delegation led by Confederation of Indian Industry	To attend Myanmar-India Business Conclave on 22 <sup>nd</sup> March 2018 at Hotel Pan Pacific
28	06-08 February, 2018	3 members delegation of Petronet LNG Limited	Half day workshop on 07 Feb 2018 at the office of Myanmar Oil & Gas Enterprise (MOGE)
29	13-16 February, 2018	2 members delegation of Infrastructure Development Corporation (Karnataka) Limited (iDeCK)	Met with officials from Ministry of Health and Sports, Ministry of Labour, Immigration and Population, Ministry of Planning and Finance and DICA in connection with preparation of DPR for setting up of medical college in Myanmar.
30	05 February 2018	Mr. Vipul Shah, Vice President, Business Development of Adani Group	Met with Union Minister for Electricity and Energy to follow up about the power proposal

31	04-06 January, 2018	2 members delegations of Petronet LNG Limited	Met with MD, Myanmar Oil & Gas Enterprise to discuss the development of Liquefied Natural Gas (LNG) Infrastructure in Myanmar
32	08-10 January, 2018	3 members delegation from Adani Group	Following up meeting for power proposal
33	17-21 January, 2018	3 members delegation of Indian Oil & Engineers India Limited	Met with senior officials from Myanmar Petrochemical Enterprise and visited Thanlyin Refinery in Yangon and Mann Thanbayakan Refinery in Magway
34	15 January, 2018	Mr. Anil Mehra, Executive Director of Power Grid Corporation of India Ltd	Courtesy call on Union Minister of Electricity and Energy with regard to closure of contract against USD 64 million LOC
35	13-20 December, 2017	6 members delegations of Infrastructure Development Corporation (Karnataka) Limited (iDeCK)	For preparation of project report for setting up medical college in Myanmar.
36	13-15 December, 2017	5 members delegation of CBRE South Asia Private Limited	met with Permanent Secretaries of Ministry of Health, Industry and Labour, Immigration and population for preparation of project report for establishment of an Educational Institutions in Myanmar
37	11-15 December, 2017	3 members delegation led by CEO of Piramal Swasthya Management & Research Institute (PSMRI) based in Assam	Met with Permanent Secretary accompanied by 3 Director Generals, Ministry of Health and Sports
38	07 December, 2017	Mr. Surya Singh, MD of Universal Infratel Co., Ltd (UICL)	Met with officials from Myanmar Post and Telecommunication (MPT) as a follow up meeting for Smart Telecom Infrastructure Sharing Model for MPT.
39	23-25 November, 2017	50 Indian delegates participated.  About 10 doctors who visited Myanmar to participate in MEDEX 2017 also visited the Victoria Hospital and Pun Hlaing Silom Hospital in Yangon and	MEDEX 2017

		met with the concerned authorities in these hospitals.	
40	20-24 November, 2017	5 member delegation led by Mr. Surya Singh, Managing Director of Universal Infratel Co., Ltd (UICL)	Met with DG, Post and Telecommunications Department and MD, Myanmar Post and Telecommunication.
41	06-07 November, 2017	3 members delegation of Adani Group	To follow up their proposal to supply 1500MW power to Myanmar from India.
42	30 October, 2017	16 Indian delegates from North-East India presented at the event.	North-East India Myanmar Economic Summit held at Shwe Pyi Thar Hotel, Mandalay. The theme was “Building Business Through Friendship”
43	October, 2017	Representatives of FICCI	Made an advance visit to Myanmar to meet Permanent Secretary of Ministry of Health & Sports and members of UMFCCI, MPMEEA, MPHA, MMA etc., for extending invitation and regarding logistical support for the upcoming MEDEX Expo, 2017.
44	13 October, 2017	Krishna Mines	called on Director General of Department of Geological Survey and Mineral Exploration
45	09-12 Oct, 2017	Rain Carbon Limited	visited to Man Thanbayar coke yard and met with officials of Myanmar Chemical Enterprise
46	01-02 October, 2017	3 members delegation of Hindustan Petroleum Corporation Ltd (HPCL) called on Director General of the Oil and Gas Planning Department	The purpose of their visit was the launch event for HP Lubricants at Hotel Lotte, Yangon on October 01, 2017
47	26 September, 2017	Representatives of Larsen & Toubro (L&T)	Had a meeting with Director General of Internal Revenue Department, Ministry of Planning and Finance at 10:00hrs on and discussed the status on Double Taxation Agreement
48	21 September, 2017	Dr. Vineet Arora, Sr. Manager – International Business of Apollo Hospitals Group	Met with Dr. Aye Ko Ko, Director General, Directorate of Medical

			Services of Nay Pyi Taw City Development Committee. Apollo Hospitals in collaboration with Ministry of Health & Sports also organized a medical symposium on 22 September, 2017 at the Yangon General Hospital.
49	30 August – 1 September, 2017	Mr. Pradeep Kapur, clinical visiting professor at the University of Maryland, College Park, School of Public Policy and former Secretary, Government of India and Indian Ambassador	Met with DG, IT and Cyber Security Department and Heads of International organizations
50	03 August, 2017.	Mr. Alok Nagory, Managing Director of The Indian Thermit Corporation Ltd	Met with Managing Director of Myanma Railways.
51	03 August, 2017.	Senior VP of the IFB Industries Limited	called on Director General led senior officials of the Fisheries Department, Ministry of Agriculture, Livestocks and Irrigation
52	August, 2017	The Energy Efficiency Services Limited (EESL) Team	in connection with the proposals for LED based lighting systems met with the Chief Minister of the Yangon Region Government, concerned officials in Nay Pyi Taw Council and Bagan authorities separately.
53	21 July, 2017	Mr. Sunil Seth, Tata Sons Ltd	Met with Union Minister of Industry
54	18 July, 2017	Mr. Ishantor, Regional Director - North East India Chamber of Commerce	To meet with the senior members of UMFCCL, Union of Myanmar Travel Association, Garment Association & Food Processors Association in Yangon and Chambers of Commerce in Mandalay.
55	3 – 10 July, 2017	CUTS International delegation	To meet with senior Officials of the Ministry of Transport & Communications, Ministry of Planning & Finance, Ministry of Construction, and Ministry of Commerce
56	28 June, 2017	Chairman of the Credera Group	To meet with Deputy Governor, Central Bank of Myanmar

57	19 June, 2017	Sales-Director-ASEAN of Tata Consultancy	To call on Permanent Secretary, Ministry of Planning and Finance & discussed about possibility of tie ups between the Ministry of Planning and Finance and TCS for mutual benefits.
58	02-03 May, 2017	8 members delegation from Confederation of Indian Industry (CII) Western Region delegation	To meet with Permanent Secretaries of the concerned Ministries and met with prominent business group in Yangon.
59	02-05 May, 2017	15 members delegation from Southern Indian Chamber of Commerce and Industry (SICCI )	To sign MOU with UMFCCL and MRCCI and held business matching in both Yangon and Mandalay. The delegation also visited to Yangon Stock Exchange and Thilawa Industrial Zone
60	27- 29 April,2017	8-10 Indian companies	To participate in COMPLAST Myanmar at the Tatmadaw Hall in Yangon
61	29 March, 2017	60-70 Indian Pharma companies	To participate in the Expo cum BSM organized by the Pharmaceutical Export Promotion Council in association with the Ministry of Commerce, Govt of India held at Novotel Hotel, Yangon
62	23 March, 2016	Chairman of Vimal Organic	To explore business opportunities  Infusing technology for fertilizer production and paddy-rice derivative and doing business with KMA group.
63	23 February, 2017	TATA Power delegation	To explore business opportunities, proposal for solar power
64	13-17 February, 2017.	Mr. S.K.Aggrawal, Chairman Vimal Organics Limited	To offer Turnkey Projects for Fertilizer & Micro Nutrients
65	31 January-01 Feb, 2017	Damodar Ropeways and Infra Limited	Installation of Passenger ropeway at Mount. Popa
66	30 January – 1 February, 2017	SEWA organization visit to Myanmar	To promote women development skills
67	20-25 January, 2017	5 member delegation led by Chairman of the Adani Group	To explore possibilities of developing power projects, ports, container terminals,



			transmission pipelines etc.,
68	16 December, 2016	10 member delegation from North Bengal Council member's from Confederation of Indian Industry (CII) delegation to Yangon	To explore business opportunities in Myanmar
69	11-12 December, 2016	20 leading Indian companies participated	2nd Edition of the Exclusive Indian Textiles Exhibition (INTEXPO Myanmar) in Yangon, organized by the Synthetic & Rayon Textiles Export Promotion Council (SRTEPC) at Park Royal Hotel , Yangon
70	1-3 December, 2016	10 Indian companies visited Myanmar	MYANBUILD
71	27 November 2016	Delegation led by Mr. Alapan Bandyopadhyay, Principal Secretary Transport, Government of West Bengal, India.	India – Myanmar – Thailand (IMT) Friendship Motor Rally Business Seminar highlighting the potential of commerce and trade between Myanmar and India
72	07 November 2016	GIC –Re delegates visit to Myanmar	Managing Director, Myanma Insurance
73	05 October, 2016	RITES delegation led by Shri Sanjeev Mathur, Group General Manager	To discuss in Consultancy of drug procurement by Myanmar
74	14 September, 2016	Mr. Sreechand Sreedhar, Segment Head- Airports, L&T Construction	To coordinate with Department of Civil Aviation, Yangon
75	16 September, 2016	5 Member delegation led by Mr. Ronen Sen, Senior Director, TATA Group	To explore business opportunities
76	05-10 September, 2016	Sapoorji Pallonji Group	To cooperate in construction & infrastructure project
77	05-06 September, 2016	Soma Enterprise	To cooperate in Infrastructure & highways project
78	29 August to 1 September, 2016	15 member delegation led by Vice President of Indo-Myanmar Chamber of Commerce and Industries	To hold Buyer-Seller Meet at Yangon and Mandalay with UMFCI and MRCCI

79	17-18 August 2016	5 Indian Companies	Global Water Conference- The Myanmar Sustainable water and Energy Management Week
80	15-17 June, 2016	Mr. Alok Nagory, Managing Director, of the Indian Thermit Corporation Ltd	To explore opportunities in railway track welding

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## Confederation of Indian Industry

The Confederation of Indian Industry (CII) works to create and sustain an environment conducive to the development of India, partnering industry, Government, and civil society, through advisory and consultative processes.

CII is a non-government, not-for-profit, industry-led and industry-managed organization, playing a proactive role in India's development process. Founded in 1895, India's premier business association has around 9000 members, from the private as well as public sectors, including SMEs and MNCs, and an indirect membership of over 300,000 enterprises from around 265 national and regional sectoral industry bodies.

CII charts change by working closely with Government on policy issues, interfacing with thought leaders, and enhancing efficiency, competitiveness and business opportunities for industry through a range of specialized services and strategic global linkages. It also provides a platform for consensus-building and networking on key issues.

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With 65 offices, including 9 Centres of Excellence, in India, and 10 overseas offices in Australia, China, Egypt, France, Germany, Singapore, South Africa, UAE, UK, and USA, as well as institutional partnerships with 355 counterpart organizations in 126 countries, CII serves as a reference point for Indian industry and the international business community.

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