

# Thura NewsViews

## Politics

### State Counsellor makes investment pitch to ASEAN

Myanmar's State Counsellor Daw Aung San Suu Kyi called on foreign businesses to invest in Myanmar. She said her government is improving the business environment for investors. In the keynote speech at the ASEAN Business and Investment Summit, Suu Kyi invited ASEAN businesses to invest responsibly in Myanmar's priority sectors, including agriculture. A more attractive, investor-friendly environment is to be implemented by reforms. This includes making the process of starting a business to be "much simpler and much quicker". "Investments should help to strike a balance between social cohesion and economic gains", she mentioned referring to development gaps in states and regions. As of September 2018, investments from ASEAN accounted for 45 per cent of the total investments, according to the State Counsellor. She said "we have land, we have a good young working population, we have many unexplored resources". She also added that "we know that Myanmar will have to run to catch up with the rest of the world, to catch up with Singapore and all those other Asian nations which have gone before us on the development road". The ASEAN Business Advisory Council organizes the two-day annual event in Singapore.

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### November Highlights

Singapore companies have big plans to expand in Myanmar over the next two years, according to a recent survey by the Singapore Business Federation.

German companies will explore water and wastewater infrastructure in big cities, according to discussions at Water and Waste Water Infrastructure Conference.

E-commerce legislation governing the industry is targeted to come into force aligned with the ASEAN e-commerce agreement. steel-structured office building to be completed in 2020.

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## Companies & Investments

Hot news regarding investments in Myanmar




**Yangon to receive much needed new bus stops**

Jul 12, 2018

U Maung Aung, secretary of the Yangon Region Transport Authority, stated this week that FMIDecaux ha

**Hello Communications to build train station along Yangon Circular Railway**

Jul 12, 2018

Through a joint venture with a local firm, Hello Communications will commence its work at Thamine st

**Upcoming Events**

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Myanmar Blockchain Forum 2018  
July 14, 2018

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Myanmar Supply Chain Summit  
August 29, 2018

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Health & Humanitarian Supply Chain Forum  
August 30, 2018

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Myanmar Global Investment Forum  
September 11, 2018 - September 12, 2018

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Myanmar Connect 2018  
September 18, 2018 - September 19, 2018

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**Highlights**

Trade with the Netherlands exceeds USD 61 million  
July 12, 2018

Bilateral trade with the Netherlands reached USD 61.98 million in two months according to the ...

- Military Chief requests visiting Chinese official for continued support**  
 Myanmar's Military Chief told a visiting senior Chinese official that he hoped China would further promote its stand on political reforms in Myanmar and foster good relations between political forces, the public and ethnic groups in the country. Song Tao, the head of the International Department of the Central Committee of the Communist Party of China, visited Myanmar last week. "The Communist Party of China emphasizes relations with the Myanmar Tatmadaw," he said, according to the military-run Myawady Daily. He also met former military supreme leader Senior-General Than Shwe, the State Counsellor, former President U Thein Sein, senior NLD figure U Win Htein and representatives of the USDP. During the meeting, the senior general called on China to provide assistance necessary for Myanmar's development. Beijing has played a key role in Myanmar's internal security affairs and in peace negotiations with ethnic armed groups. China has both a direct and indirect influence on the dynamics of conflict and peace in northern Myanmar.

#### Myanmar in Figures

GDP (PPP): \$330.88bn (2017)
GDP (official ex.rate): \$59.5bn (Jan 2018)
GDP growth rate: 7.23% (2017)
Population: 52.92 mn people (Oct 2017)
Inflation: 6.5% (2017)
Foreign trade: \$29.2bn (2016-2017)
FDI: \$75bn (31/12/2017)
International reserves: \$5.2bn (Jan 2018)
CBM rate Kyat/\$ = 1,574K/1\$ (15/11/18)

## Economy

- Rice tariffs reinstatement by EU unrelated to politics**  
 The European Union (EU) will decide whether to restore rice tariffs for imports from Myanmar early next year. Brussels has denied the move is related to the country's alleged human rights violations in northern Rakhine. "The rapid increase of Myanmar's Indica rice exports has overwhelmed some European producers. The EU will therefore probably reinstate customs duties to protect them," a spokesperson of the EU Delegation to Myanmar said. Myanmar currently benefits from the EU's Everything But Arms (EBA) arrangement, part of the bloc's Generalized Scheme of Preferences (GSP). The arrangement gives least developed countries customs- and quota-free access to the world's largest market for all products except arms. Duties are to protect EU industries which are harmed by "excessive imports at low prices". In order to protect the industries, Brussels will reduce or even withdraw the specific trade privileges. EU is currently undertaking an investigation to decide if trade preferences are putting EU producers under pressure.
- CCI France launches the first "Human Resources Guide to Myanmar"**  
 CCI France Myanmar's Human Resources Committee is launching the first Human Resources Guide to Myanmar. It aims at providing all the practical and updated information that companies need to know to manage their employees in Myanmar. Mr. Guillaume REBIERE, Executive Director of CCI France Myanmar, explains: "companies operating in Myanmar, foreign and local ones alike, have to face an absence of proper economic and social data, which presents a tremendous challenge in terms of human resources". Lack of knowledge, lack of verified information and unreliable counsel, navigate in dangerous waters, thus putting themselves at risk. The guide will, in every chapter, provide a recap of what official laws, rules & regulations say, as well as advice and examples from professionals in human resources. The guide is free of charge and available for downloading on CCI France Myanmar's website ([www.ccifrance-myanmar.org](http://www.ccifrance-myanmar.org)).

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#### ■ **Border Economic Zones development initiated by Ministry**

The government has initiated plans to develop three Myanmar-China border economic zones, Deputy Commerce Minister U Aung Htoo said. It is one of five agreements signed during State Counsellor Daw Aung San Suu Kyi's visit to China last year. In July, the central committee to steer the project held its first meeting on the implementation plan. The economic zones are aimed at boosting manufacturing and tourism in both countries. The three project areas are Muse and Chin Shwe Haw in Shan State and Kan Pite Tee in Kachin State. Currently, the area between Muse and Shweli (Ruili), in China's Yunnan, is being prioritized for development. U Aung Htoo said the ministry will soon solicit "expressions of interest" to implement projects in the economic zones. The suitability of the proposals from the private sector for implementation in the economic zones will be assessed.

### **Companies and Investments**

#### ■ **Supply-chain financing platform launched with the support of DFID**

A launching event was held this week for an MSME supply-chain financing platform called "Shwe Lan", which aims at reducing the inequalities between MSMEs and larger players. The project is backed by Swiss-based Seedstars and Thura Swiss, a firm specialized in bringing foreign investments to Myanmar. The UK's Department for International Development (DFID) financially supports the project through its DaNa Facility. Dr. Gail Marzetti, Head of DFID in Myanmar, said "this support will mean more and better paid jobs and increased economic opportunities across the Myanmar economy and more prosperous and secure future for poor people." The project aims to initially provide access to working capital for 300 MSMEs in Myanmar's supply chain and will be inclusive for the poor and women. In a first phase, the investment is set at USD 1.9 million. Unlike banks that typically serve larger companies against real estate as collateral, Shwe Lan will require less documentation and will manage its risks through alternative ways of credit rating, use of technology and proven methods in other markets, according to Shwe Lan's CEO Eleonora Castaldo. Dr. Aung Thura, CEO of Thura Swiss, said it is "an easy, innovative and scalable solution". Seedstars has operated similar platforms in other developing markets and will bring the technology and operational experience to Myanmar.

#### ■ **Myanmar's first dry port projects opened by KM and Resource Group**

KM Terminal & Logistics Ltd (KM) and Resource Group (RG) officially opened two of Myanmar's first dry port projects in Ywar Thar Gyi, Yangon. A dry port is an inland intermodal terminal directly connected by road or rail. Freight trains will run from Ywar Thargyi to a second dry port in Myit Nge, Mandalay, which KM will also own and operate. RG have invested over US\$ 50 million (MMK 78 billion) in both ports. KM is a joint venture company that is 70 percent owned by Kerry Logistics and 30 percent owned by Mother Logistics, its local partner. The Ywar Thar Gyi dry port in Yangon and Myit Nge dry port in Mandalay are strategically located in the center of Myanmar. It will support trade between lower and upper Myanmar tremendously. "Our Yangon dry port will now be linked by road and railway to our Mandalay Myit Nge dry port, which started operations since May," said U Nyi Htut, general manager of KM. U Myint Maw, managing director of RG, said the ports will help to streamline trade flows and decrease logistics costs.

**Legal Box** by Duane Morris & Selvam LLP**Central Bank allows licensed foreign banks to service local corporates**

The Central Bank of Myanmar (CBM) on 08 November 2018 issued Directive no. 6/2018 (the “**Directive**”) in respect of allowing foreign banks (branches) to extend their banking services to local corporate business in Myanmar.

Currently there are thirteen (13) foreign bank branches that have been licensed to carry out banking services in Myanmar. Erstwhile, these foreign banks were not permitted to cater to local corporates, however this limitation has been removed by CBM. The intention as cited is towards encouraging more foreign currency to enter the Myanmar market.

Foreign Banks, by virtue of the Directive, shall be permitted to offer export financing and wholesale banking services to both foreign as well as local corporates in Myanmar.

This move is being welcomed by foreign banks and it envisaged as an opportunity to promote growth of the banking and finance sector of Myanmar.

**Through our office in Yangon, Duane Morris & Selvam advises corporations on investment, business and regulatory processes in Myanmar. For further information, please contact Mr Krishna Ramachandra (kramachandra@duanemorrisselvam.com), Ms Babita Ambekar (bambekar@duanemorrisselvam.com), Mr Priyank Srivastava (psrivastava@duanemorrisselvam.com), or Mr CN Beilo (CBLo@selvamandpartners.com) or visit [www.duanemorrisselvam.com](http://www.duanemorrisselvam.com). Duane Morris & Selvam is recognised as a leading law firm for Myanmar related Corporate, M&A and Projects (including Energy) work – The Legal 500 (2017 & 2018).**

## Events

Name	Details	Organizer/Ministries	Contact Information
Myanbuild	Venue: MEP at Mindama , Yangon <b>Date:</b> 16-18 Nov 2018	Chan Chao Interna- tional Co. Limited Tai- wan	overseas@chanchao.com.tw +886-2-2659-6000#166
Myanwater	Venue: MEP at Mindama , Yangon <b>Date:</b> 29 Nov-1 Dec 2018	AMB Tarsus Exhibi- tions Sdn Bhd	darren@ambtarsus.com +95 931496493
Agri-Livestock Myanmar	Venue: Myanmar EXPO Hall,Yangon <b>Date:</b> 6 Dec-8 Dec 2018	AMB Tarsus Exhibi- tions Sdn Bhd	darren@ambtarsus.com +95 931496493
Greater Mekong Forum on Water, Food, and Energy	<b>Venue:</b> Inya Lake Hotel, Yangon <b>Date:</b> 4-6 Dec 2018	CGIAR Consortium	contact@cgiar.org +33 4 67 04 75 75
Myanmar International Tex- tile & Garment Industry Exhi- bitio	<b>Venue:</b> Inya Lake Hotel, Yangon <b>Date:</b> 4-6 Dec 2018	Chan Chao Interna- tional Co. Limited Tai- wan	overseas@chanchao.com.tw +886-2-2659-6000#166
Enterprise India Show	<b>Venue:</b> LOTTE Hotels & Serviced Apartments, Yan- gon <b>Date:</b> 4-6 Dec 2018	Confederation Of Indi- an Industry	info@cii.in +91 11 45771000 / 24629994-7
6th International Exhibition & Conference on Pharma- ceutical & Medical Industry	<b>Venue:</b> Rose Garden Ho- tel, Yangon <b>Date:</b> 14-16 Dec 2018	Minh Vi Exhibition & Advertisement Ser- vices Co., Ltd (VEAS)	info@veas.com.vn +84 28 3848 8561~63
Invest Myanmar Summit 2019	<b>Venue:</b> MICC-II, Nay Pyi Taw <b>Date:</b> 08-09 Jan 2019	Union of Myanmar Federation of Cham- bers of Commerce and Industry (UMFCCI)	umfcci@mptmail.net.mm +95 1 231 4344 ~ 49
Myanmar Offshore Summit, Conference and Exhibition	<b>Venue:</b> TBC <b>Date:</b> 24-25 Jan 2019	Organizing Committee of MOSCE	<a href="http://www.myanmaroffshore.org/en/Event_Agenda.aspx">http://www.myanmaroffshore.org/ en/Event_Agenda.aspx</a>
Mobile Money & Agent Banking Summit	<b>Venue:</b> Yangon <b>Date:</b> 19-20 Feb 2019	Magenta Global Pte Ltd	enquiry@magenta-global.com.sg +65 6846 2360

## Tenders

### ■ Myanmar Timber Enterprise: Open Tender

1. Myanmar Timber Enterprise will sell teak and hardwood round logs and sawn timbers by open tenders in USD. Particulars of the open tender sales are as follows:

(a)	Date and Time	<ul style="list-style-type: none"> <li>• 15th November, 2018 (09:00) a.m. <b>EX-SITE HARDWOOD LOG ONLY</b></li> <li>• 16th November, 2018 (09:00) a.m. <b>YANGON &amp; EX-SITE TEAK/HARDWOOD (LOG AND CONVERSION)</b></li> <li>• 19th November, 2018 (12:00) Noon</li> </ul>
(b)	Commodities and Volume	<ul style="list-style-type: none"> <li>• TEAK LOGS ABOUT (2016) TONS</li> <li>• TEAK CONVERSION ABOUT (434) TONS</li> <li>• PYINKADO, IN, KANYIN, SAGAWA, HTAUKKYAT, HNAW, THITYAR, INGYIN ABOUT (15008) TONS</li> </ul>
(c)	Place	<ul style="list-style-type: none"> <li>• TAW WIN HALL, GYOGONE, INSEIN TOWNSHIP, YANGON.</li> </ul>

2. Further information can be obtained from Myanmar Timber Enterprise head office and Myanmar Timber Enterprise website - [www.myanmar-timber.com.mm](http://www.myanmar-timber.com.mm).

Head Office: Gyogone Forest Compound, Bayint Naung Road, Insein Township, Yangon, Myanmar.

Telephone: +95 1 528771

E-mail: [marketing1ppy@gmail.com](mailto:marketing1ppy@gmail.com)

### ■ Ministry of Agriculture, Livestock and Irrigation: Request for Expressions of Interest

1. The Republic of the Union of Myanmar has received financing from the United Nations International Children's Emergency Fund (UNICEF) towards the cost of the Printing of Rural WASH Strategy and Investment Plan.
2. The Department of Rural Development (DRD) under the Ministry of Agriculture, Livestock and Irrigation, intends to apply a portion of the proceeds of this financing towards eligible payments under the purchase order/ contract for the procurement of printed copies of the Rural WASH Strategy and Investment Plan.
3. DRD now invites eligible suppliers to express their interest in supplying the following items:  
Printing of the Rural WASH Strategy and Investment Plan

Lot No.	Item No.	Description	Quantity (No. of copies)
1	(1)	RURAL WASH STRATEGY (Myanmar Version)	2,200
	(2)	RURAL WASH STRATEGY (English Version)	2,200
	(3)	RURAL WASH INVESTMENT PLAN (Myanmar Version)	2,200
	(4)	RURAL WASH INVESTMENT PLAN (English Version)	2,200

4. Expression of Interest must be submitted in a written form to the email address below and clearly indicate the reference number above. Eligible suppliers having expressed interest will receive an Invitation To Quote (ITQ). Sealed quotation will be submitted to the address below at the latest at the deadline of Tuesday, **23rd November, 2018**, after which no quotations will be accepted.

5. Please submit your Expression of Interest for receiving the ITQ to: U Thein Lwin, Deputy Director General, Department of Rural Development, Office No. 36, Nay Pyi Taw.
6. Detailed information can be obtained by contacting U Kyaw Swa Aung, Director, Procurement and Logistic Section under phone number: +95-943434333 or at the office within office hour under phone numbers: +95 (67) 3418633, +95 67 3419631. Email: [pldrd.npt@gmail.com](mailto:pldrd.npt@gmail.com). Please indicate your email address as only electronic copies of the ITQ will be send.

■ **Ministry of Health and Sports: Sealed Tender**

1. The Department of Medical Services under the Ministry of Health and Sports invites sealed tenders for the supply of medical equipment in the (2018-2019) Budget year.
2. Tender documents are available during office hours at the Procurement and Supplying Division, Department of Medical Services office No. (4), Ministry of Health and Sports Commencing from **19th November, 2018**.
3. Sealed bids must be submitted not later than 20th December, 2018 at 03:00 p.m. Late bid will not be accepted. No telegraph/ telex proposal will be accepted.
4. Detailed information can be obtained from the Procurement and Supply Division Office, Department of Medical Services, Ministry of Health and Sports under the phone number: +95 67 3411510, +95 67 3411544.

■ **Ministry of Electricity and Energy: Open Tender**

1. Myanma Petrochemical Enterprise (MPE) under the Ministry of Electricity and Energy sells Urea Fertilizers produced by fertilizer factories under MPE by open tender. Particulars of the open tender sales are as follows:

Factory	Volume (Ton)	Tender Opening		Tender Closing	
		Date	Time	Date	Time
No-4 Fertilizer Factory (Myaung Taka)	2500	18th December, 2018	02:00 p.m.	18th December, 2018	02:00 p.m.
	2500	24th December, 2018	02:00 p.m.	24th December, 2018	02:00 p.m.
No-5 Fertilizer Factory (Kangyi Daunt)	2000	11th December, 2018	02:00 p.m.	11th December, 2018	02:00 p.m.
	2000	18th December, 2018	02:00 p.m.	18th December, 2018	02:00 p.m.
	2000	24th December, 2018	02:00 p.m.	24th December, 2018	02:00 p.m.

2. Bids must be submitted at the Myanma Petrochemical Enterprise (MPE), Building No.44, Nay Pyi Taw **not later than tender closing date mentioned above**. Late bid will not be accepted.
3. The open tenders forms and terms and conditions are available for free download at the Ministry of Electricity and Energy Website - [www.moee.gov.mm](http://www.moee.gov.mm) as from one month earlier than tender opening date.
4. Detailed information can be obtained at the Production Department, Myanma Petrochemical Enterprise under the phone numbers: +95 67 3411082, +95 67 3411093 within office hours.