

Our services



Myanmar is not a country for desktop research. With our presence on the spot, we can collect reliable and up to date information on market developments and identify relevant business contacts. Whether you are interested in supplying, project activities, investment or sourcing, the Delegation of German Industry and Commerce can support you with analysis, research and contacts - and very practical help on the ground.

Our standard services

Market entry

- **Market information**

We collect sector specific and general economic information according to your requirements including background on framework conditions for trade and investment. We work on market analysis for specific sectors and industries.

- **Business partner, supplier and distributor search**

We identify relevant distributors, customers and partners and support you when getting in contact with them, including translation services. Our dedicated sourcing desk under the German ExpertTs scheme helps to identify and focuses on capacity building of local suppliers.

- **Market entry and development support**

We support with practical issues of setting up business, including communication with local partners, and provide contacts to knowledgeable service providers. We help with ongoing advice on framework conditions and any issue related to doing business in Myanmar.

- **Organization of individual business visits**

We organize tailor made visiting programs including a comprehensive briefing. As per your requirements, we accompany you during your meetings.

- **Business missions**

We organize and support incoming business missions with the coordination of a targeted program and logistical arrangements.



Delegation der Deutschen
Wirtschaft in Myanmar
Delegation of German Industry
and Commerce in Myanmar



Delegation of German Industry and Commerce in Myanmar

Following the 2015 elections and the NLD-led government assuming office, Myanmar has embarked into the next phase of its impressive transformation process. Challenges remain in a market, where legislative frameworks, economic development and the local business structure undergo rapid changes.

The Delegation of German Industry and Commerce works to support German business activities and bilateral co-operation in the country since its official opening by German Federal President Joachim Gauck in February 2014. It provides information and advice on one of the most exciting countries worldwide. As part of the AHK network, the Delegation supports companies with a range of tailored services. It closely co-operates with local institutions, especially the UMFCFI (Republic of the Union of Myanmar Federation of Chambers of Commerce and Industry), and fosters contacts with Myanmar companies. It works alongside the German Myanmar Business Chamber (GMBC).

Contact us for tailored service packages or with your individual inquiry!

Advertise with us

Ad packages with banner placements on our homepage and in our newsletter with about 1,000 high profile subscribers in Germany and Asia are available.

Delegation of German Industry and Commerce in Myanmar

Uniteam Building, 6 floor, 84 Pan Hlaing Street
Sanchaung TS, 11111 Yangon
Phone : +95 9 4506 293 64
E-mail : info@myanmar.ahk.de
www.myanmar.ahk.de

Myanmar facts and figures



Myanmar aims to become the rice bowl of Asia again – and can develop into Europe’s vegetable basket.

Myanmar - a country in transition with strong fundamentals

After 60 years of military rule and decades of international isolation, Myanmar has embarked into a process of bold reform and its economy is catching up dynamically. Despite a currently low status of development, still developing institutional frameworks and a private sector in need of maturing, the country has strong fundamentals: It is rich in resources, and has a considerable pool of labor. With huge arable land, fertile soils and diverse climate conditions, Myanmar has high but mostly still untapped potential in agriculture and processing industries.

Following its political reforms and after years of sanctions, Myanmar has entered an intensive political dialogue with western countries. During the past decades, close links have been established with China. Since 1997, Myanmar is a member of the ASEAN. The EU has lifted its sanctions in 2013, the US in October 2016.

Myanmar’s economy - catching up in a competitive environment

Myanmar’s economy is resource driven with oil and gas, mining and agriculture as the most important export sectors. The industrial basis is about to develop, with a focus on value added processing and supply chains.

Attracting foreign direct investment is a major policy goal in view of how transfer and job creation. Besides natural resources, fast moving consumer goods for the domestic market and garment for export are currently drivers of FDI. Infrastructure and construction are further focus sectors. Myanmar gains increasing attention as a location for export production of more advanced industrial goods. Its domestic market offers significant potential as well.

Quite liberal regulatory frameworks are undergoing further reforms. Most importantly a new Investment Law is in force from 1 January 2017 onwards. Comparably low wages levels and zero tariffs for imports to the EU and other western countries are among the competitive advantages.

Special Economic Zones are meant to promote export production. The first zone, the Thilawa SEZ near Yangon, has started operation at the end of 2015 and has seen tremendous development. Other zones in Kyaukphyu and Dawei are in planning stage. While currently Yangon is the hub of industrial production, regional diversification is a must. Bago and Mandalay have good potential to attract investors with industrial parks at international standards under development.

Industrial Zone projects as of January 2017



- Operating
- Under development
- Planned



The Thilawa Special Economic Zone is Myanmar’s first industrial park at international standard.

A geo-strategic location – connectivity is key

Myanmar is gifted with a geo-strategic location between China and India and is at the crossroads of regional and global transportation routes. The integration into the regional economic corridors will be a driver of infrastructure development.

Upgrading and expansion of the currently weak transportation infrastructure is making quick progress. New port developments near the Thilawa Special Economic Zone and a network of dry ports will significantly improve connectivity and ease transportation cost. An expansion of the road network and an upgrading of the rail network are under way under the National Transport Masterplan. The new International and Domestic Airports in Yangon have started operations, an upgrade of the Mandalay airport is under implementation and the new Hanthawaddy International Airport 70 km north of Yangon is scheduled to open in 2022.

Electricity generation has to be expanded to meet growing demand. An installed capacity of 23,600 MW by 2030 is targeted, implying a shift in the generation mix. Energy efficiency and the use of renewable energy sources are sectors with ample potential for development once regulatory frameworks have been set.

Facts and Figures	
Population	51.5 bn (2014 census)
Land size	653,500 sqkm
Capital	Nay Pyi Daw
Business centre	Yangon
GDP	66.9 bn USD (2015, IMF)
GDP per capita	1,292 USD (2014, IMF)
GDP growth	7% (2015, Worldbank)