

**Business Delegation to Myanmar**  
**16<sup>th</sup> May to 20<sup>th</sup> May 2016**  
**Yangon, Nay Pyi Taw & Mandalay**

The Bengal Chamber of Commerce and Industry took a business delegation to Myanmar from 16<sup>th</sup> May to 20<sup>th</sup> May 2016. The delegation, led by President Mr. Ambarish Dasgupta, visited Yangon, Nay Pyi Taw and Mandalay. The delegation comprised of industry representatives from West Bengal and Odisha.



**Delegate Members in Shwedagon Pagoda, Yangon**

The delegation was represented by:

Name	Designation	Organization
Mr Ambarish Dasgupta	President	The Bengal Chamber of Commerce & Industry
Mr Pratin Kumar Khanra	Director-operations	Saraswati Print Factory Pvt Ltd
Mr Khitish Ch Patra	CEO	New Life Diagnostic & Xray
Mr Narayan Kumar	Managing Director	Mediaid Venture Pvt Ltd
Mr Sanjeev Mahapatra	Director	Terablock Machinery Pvt Ltd
Mr Jagadananda Mahapatra	Director	Terablock Machinery Pvt Ltd
Mr. Shyam Sunder Dey	Head- Business Development	Woodland Multispeciality Hospital Limited
Mr. Prakash Shah	Chairman	G S Marketing Associates
Mr. Utpal Roy	Consultant (liaison & Marketing)	G S Marketing Associates
Mr. Chiranjib Bhattacharya	CEO	Wizertech Informatics Pvt. Ltd
Mr. Avik Roy	Managing Director	Re-emerging World Consulting Private Limited
Mr. Subhodip Ghosh	Director General Designate	The Bengal Chamber of Commerce & Industry
Ms. Angana Guha Roy Chowdhury	Assistant Director	The Bengal Chamber of Commerce & Industry
Mr. Sambit Dasgupta	Senior Manager	The Bengal Chamber of Commerce & Industry

**Day 1: 16<sup>th</sup> May 2016 : Yangon**

The delegation met Union of Myanmar Federation Chamber of Commerce and Industry (UMFCCI). The delegation was received by Ambassador Tint Swai, Chief Executive Officer. U Mg Mg Myint.

Head of Department (IRD), UMFCCI was also present. Ambassador Tint Swai informed that UMFCCI has 30,000 Members representing different sectors of business. The Chamber plays the role of linking business and government and deliver advocacy and consultancy. Myanmar, with its new Government, has set up an 100 day's programme. FDIs are encouraged with more flexibility on regulatory framework. Myanmar is principally an agricultural economy. Technological knowhow is also being focused now. He made a special mention of energy sector. Myanmar also has 3 Special Economic Zones. New foreign investment law will also come up soon with arbitration and IP laws.

President introduced West Bengal and Odisha and the Chamber. He mentioned that Eastern and North Eastern India cover about 15% of the total population of the country. West Bengal and Odisha open gateway to the other Eastern and North Eastern States and also the neighbouring countries. West Bengal and Bangladesh share a close link. Both the States are rich in minerals. Agriculture and related economy are also predominant here. He also mentioned about IT and ITes, Education, Skill Development, Healthcare, MSME. He also mentioned that West Bengal shares an emotional connection with Burma (now Myanmar) for its historical link.

Ambassador Tint Swai mentioned that Education and Healthcare sectors have immense opportunities in Myanmar. The institutions will have to showcase them well to attract business.

The interaction of the delegates with him is penned below:

Sector	Agenda	Recommendations by UMFCCI
Printing	Business Opportunities	UMFCCI will connect the Printing Association
Brick Manufacturing	Business Opportunities	Real Estate is booming in Myanmar. Hence, components of Real Estate are on high demand. There is a scope of introducing the machines. JVs may be explored.
Health	Medical tourism from Myanmar; Developing connections of doctors and experts of two countries; Participation in Health Fairs.	Medical service providers will have market themselves well to showcase their services and cost effectiveness. There is a huge scope of attracting medical tourists from Myanmar. UMFCCI recommended focusing on Mandalay. Indian doctors and healthcare experts may visit Myanmar and work with their local counterparts.
IT	Business Opportunities; Collaboration with local technology companies; Incentives offered and consultancy from legal and taxation firms for opening office in Myanmar.	IT has immense opportunities. UMCCI may with its relevant associations. When needed, the taxation and legal experts may also be contacted from UMFCCI's membership.
Consultancy for emerging markets	Understanding the Opportunities in Myanmar for the relevant stakeholders.	There are opportunities for solar energy. Myanmar has 40,000 villages. There is demand for solar panels.

Trade Fair	Participation of Myanmar companies in International Trade Fairs in India to showcase the products to local consumers in India and also to B2B network of the other participating countries.	UMFCCI mentioned that businesses would be interested if there are subsidies by the Government and Incentives by the organizers.
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Mr. Subhodip Ghosh, Director General Designate proposed whether UMFCCI and BCC&I may formally work together to create a permanent forum for mutual collaborations, information sharing and facilitation to each others' members. A formal proposal will be submitted by BCC&I



Meeting in progress in UMFCCI

Day 2: 17<sup>th</sup> May 2016: Nay Pyi Taw

a) Meeting with U Ohn Maung, Hon'ble Minister of Hotels and Tourism, The Republic of the Union of Myanmar

The delegation met U Ohn Maung, Hon'ble Minister of Hotels and Tourism, The Republic of the Union of Myanmar. Mr. Tint Thwin, Director General, Directorate of Hotels and Tourism, Ministry of Hotels and Tourism, Republic of The Union of Myanmar. **The Hon'ble Minister expressed his pleasure receiving the delegation it was the first delegation of this scale he received after taking over.** He mentioned about Buddhist pilgrimage shared by India and Myanmar. Bodh Gaya attracts many from Myanmar on account of Buddhist tourism. He also said that there are not that many footfalls from India to Myanmar. With more Indian footfall in Myanmar, people in Myanmar will get the opportunity to interact more with Indians which will further encourage business relationships. **Indian investors in tourism sector are also welcome in Myanmar. The other areas, he advised, Indian businesses having opportunities in Myanmar are HR Training (as Myanmar needs capacity building in different sectors); IT including data collection and others; Skill Development especially English Language Training, Minerals.**

The following proposals were discussed:

1. **Golf Tourism:** The Bengal Chamber will submit a proposal of organizing a Golf Delegation to Myanmar which will be combined with HR programme and Skill Development including English Language Training. President mentioned that this will lead to golf tourism from India to Myanmar which will give them exposure to Myanmar as tourism destination.
2. **Buddhist Tourism:** The Chamber will also submit a proposal to connect Kolkata and Yangon as Sister Cities to promote Buddhist Tourism. In this context, it was mentioned that the Indian Museum in Kolkata which has the largest repository of Buddhist Relics in the world including body part of Lord Buddha and Relics from the Maha Nirvana of Lord Buddha (Funeral), which are considered as most sacred by followers of Buddhism. We are working with Indian Museum so that the Buddhist Relics are displayed appropriately and Buddhism followers may visit Indian Museum to pay their obeisance. We are very fortunate to have the kind patronage of Shri K N Tripathi, Hon'ble Governor of West Bengal.

Delegates from Odisha also introduced the presence of Buddhist pilgrimage in Odisha and invited the Hon'ble Minister and his officials to visit Odisha.

3. **Participation in Trade Fairs in India:** The proposal of Myanmar participation in India International Mega Trade Fair in December 2016 in Kolkata was submitted to the Hon'ble Minister. This will give businesses in Myanmar exposure to the consumers' market in Kolkata and also B2B network of other countries participating in the Fair. The Hon'ble Minister was also invited to the Inauguration. Indo-Myanmar Cultural Programme, on occasion of the International Trade Fair, was also proposed to the Hon'ble Minister.
4. **Platform to promote Myanmar:** President informed that The Bengal Chamber would be delighted to offer platform to promote Myanmar reaching out to Indian Stakeholders.

5. **Technology for developing tourism:** The Bengal Chamber will submit a Concept Paper on How Technology can help developing Tourism. President mentioned that hotel and tourism industry in India has been greatly benefitted by utilizing technology.
6. **Skill for Hospitality:** The Chamber may also bring experts for development of skills required for hospitality industry. Students from Myanmar may also do their internships in India.

The Hon'ble Minister said that Medical Tourism from Myanmar to India has opportunities as healthcare services in India are greatly relied upon in Myanmar.



Meeting with U Ohn Maung, Hon'ble Minister of Hotels and Tourism,  
The Republic of the Union of Myanmar

## The Bengal Chamber of Commerce and Industry

### b) Meeting with Professor Thet Khaing Win, Permanent Secretary, Ministry of Health, Myanmar

The delegation met Professor Thet Khaing Win, Permanent Secretary, Ministry of Health, Myanmar.

The following discussions emerged from the discussions:

1. Opportunities of promoting **medical tourism** from Myanmar to India were reiterated.
2. Permanent Secretary suggested that **experts from Indian healthcare sector may also visit Myanmar & work in collaboration with their local counterparts.** In this regard,
  - i) Representatives from the delegation expressed their willingness to **set up information centre and clinics in Myanmar.**
  - ii) Permanent Secretary was also informed that the members of delegation from Odisha representing healthcare sector organize **free camps for cataract surgeries with Rotary in India. The same service may be provided in Myanmar as well with logistics support from the Government.**
  - iii) Odisha Government has made policy for subsidizing fully the **transplantation of bone marrow.** The same may be provided to people of Myanmar traveling to Odisha for treatment on case to case basis.
  - iv) **Skill development in healthcare sector (development of paramedical facilities)** is also another area where Indian experts may value add in Myanmar.
3. **Medical Education Institutions of both the countries may collaborate.**
4. **Indian Pharmaceutical organizations may set up factories in Myanmar.**
5. The Bengal Chamber proposed whether **research may be conducted jointly by both the countries** given most diseases are of similar due to similar climatic condition. Funds from International Funding Agencies may also be approached together. In this context, Health Ministry was informed that in a first-of-its kind initiative, The Bengal Chamber of Commerce and Industry (BCC&I) and the National Institute of Cholera & Enteric Diseases (NICED) came together with the sole intent of addressing, bringing to board and undertaking cutting-edge research on those diseases that have assumed or are expected to assume endemic proportions. The two institutions have signed a Memorandum of Agreement on 15th January, 2016 to take this partnership forward. The objective, through this partnership with BCC&I, for NICED is to further intensify its efforts to serve the cause of medical research with focus on public health intervention in the State of West Bengal. Underserved population and geographical areas in the State will be brought



under the folds of attention through this agreement. While attention will be paid to Hepatitis C-research as an immediate area of concern, in longer term this agreement is expected to facilitate community based health intervention and development activities. The Permanent Secretary advised to touch with the office of Director General of Medical Research in this regard.

6. The Chamber proposed the **Ministry to participate in the Health Symposium organized by the Chamber in Kolkata**. It will provide a forum to network with healthcare stakeholders of Kolkata and Eastern India.
7. Permanent Secretary was also apprised about Hon'ble Prime Minister of India's Jan Aushadhi Yojana to make quality drugs available at affordable prices.
8. Expertise on telemedicine and other technology expertise for providing healthcare to the people in Myanmar may be provided by the representation in the Delegation. In this context, the Permanent Secretary mentioned that connectivity may be an issue. There is need to create IT infrastructure, connectivity and security. Permanent Secretary advised to get in touch with office of Minister of Transport and Communication.



**Meeting with Professor Thet Khaing Win, Permanent Secretary, Ministry of Health, Myanmar**

#### **Day 3: 18<sup>th</sup> May 2016: Mandalay/Yangon**

The delegation split in two groups- one group went to Mandalay for B2B Meetings and the other returned to Yangon to meet His Excellency Dr. Than Myint, Union Minister, Ministry of Commerce, The Republic of the Union of Myanmar. The second group also participated in the Dinner hosted by the Embassy of India in Yangon.

##### **I) Yangon**

##### **A) Meeting with His Excellency Dr. Than Myint, Union Minister, Ministry of Commerce, The Republic of the Union of Myanmar**

The Hon'ble Minister started his speech with the emotional connection people in Myanmar share in Indians. He also referred to the historical connection the two countries share.

He mentioned that Myanmar, with the new Government, is opening its market. The country is very keen to retain its good relationship with India and increase trade and commerce. More investments from India are expected. Infrastructure and capacity building are areas Myanmar is focusing on and the Indian companies may value add. He also advised about the FDIs in Myanmar. Myanmar received \$4.1 billion in FDI in 2013/2014 and in September announced a target of \$5 billion for fiscal 2014/2015 running to the end of March as foreign firms won oil and gas concessions and international hotel chains started moving in. The lifting of most Western embargoes has allowed foreign access to sectors from banking, property and tourism to factories, infrastructure, airports and agribusinesses.

The President introduced West Bengal to the Hon'ble Minister and mentioned that businesses in West Bengal are very keen to expand in Myanmar. The State is rich minerals, energy, IT and ITes, Agro, Tea, Jute, Construction, MSME and other sectors. It is also the gateway to the other Eastern States and countries like Bangladesh, Nepal and Bhutan. Hence, businesses from **Myanmar may utilize West Bengal as trading hub to reach out to these regions.**

**The Hon'ble Minister mentioned that his Ministry is responsible for promoting Myanmar's trade with other countries and the Ministry is focusing on increasing exports.** In this context, the Hon'ble Minister was apprised about the India International Mega Trade Fair organized by The Bengal Chamber with GS Marketing and Associates who were also part of the delegation. The Hon'ble Minister was requested to support the MSME units of Myanmar in the form of subsidies. The Chamber and GSA would of course provide generous discounts. This will help the products of Myanmar get exposed to the consumer market of Eastern India and also to the B2B network of the other participating countries of the Trade Fair.

The Chamber apprised the Hon'ble Minister about the **International Conference on Pulses in Kolkata, India** in commemoration of this year being the **International Year of Pulses** as declared by the **United Nations**. **The programme is being scheduled towards the end of 2016.** The date will be finalized shortly in consultation with Government of India and Government of West Bengal. The production of beans and pulses in Myanmar can be traced back to the British Rule, when the first seeds were brought from India,

along with growers, to be cultivated on the rich Burmese soil. A ready Indian market ensured a significant proportion of the produce being exported to India, and this trend continues even today. Myanmar's beans and pulses have acquired a good reputation internationally and they have a ready market in countries like India, UAE, Thailand, Bangladesh and Japan, and 49 other countries. The three quality grades of beans include First Quality (FQ), Special Quality (SQ) and Fair Average Quality (FAQ), with the bigger markets for FQ being Korea, Japan and China, and with India importing substantial quantities of each grade. In February 2015, Myanmar exported 90,591 MT of beans and pulses to various countries, which revealed a 19% growth over the export quantity a year ago. India accounted for 81% of this total export partly because of the ease of procurement, short delivery time and close similarity in the quality and taste of beans and pulses purchased from Myanmar. India happens to be the world's largest producer, consumer and importer of beans and pulses, unable to fulfill its domestic demand with its growing population and with lentils being part of the daily diet. This trend is likely to continue since estimates indicate that by the year 2030, India's population is likely to touch 1.68 billion and approximately 32 million tons of beans and pulses will be needed to feed growing population. For the present, 1.1 million tons of beans and pulses are exported annually to India, of which 600,000 MT are black matpe (black gram), 300,000 MT of green gram, 200,000 MT of pigeon pea, and another 200,000 MT of other lentils. **The Chamber believes that it would be only benefitting to have Myanmar as our Partner Country for this programme.** The Hon'ble Minister assured that he would look into the matter and his Ministry would evaluate the same discussing with private sector.



Meeting with His Excellency Dr. Than Myint, Union Minister, Ministry of Commerce, The Republic of the Union of Myanmar

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- B) The Delegation participated in the **Dinner hosted by Embassy of India in Yangon in Park Royal Hotel on occasion of Myanmar-India Business Conclave: Forging Partnerships.** The Dinner was graced by **Ms. Nirmala Sitharaman, Hon'ble Commerce Minister of India; Dr. Than Myint, Union Minister, Ministry of Commerce, The Republic of the Union of Myanmar; Ambassador Gautam Mukhopadhyaya, Indian Embassy in Yangon; Dr. Nandakumar Nagendran, Consul General, Consulate General of India; Smt. Arundhati Bhattacharya, CMD, State Bank of India and other dignitaries.**

It provided a significant networking session for the delegates with the business community in Myanmar and also with Indian Diaspora in Myanmar. Some of the discussions emerged are as follows:

1. Ms. Aye Aye Thinn, Joint Secretary, Myanmar Computer Federation met the IT representation of the delegation and informed that there is immediate scope in data collection and other areas.
2. Mr. Kalyan Pattanaik, Director- Marketing, Victory Myanmar Group Co. Ltd. expressed his willingness to explore possibility of exporting beverages to India.
3. Mr. Thet Win, Executive Director, International Relations & Business Information Department, Shwe Than Lwin Co. Ltd. expressed his interest in importing agricultural equipment from India. He appreciated Chamber's initiative of organizing International Conference on Pulses in Kolkata, India in commemoration of this year being the International Year of Pulses. He would be interested to participate in it.
4. Mr. Soe Paing, Director, Department of Consumer Affairs, Department of Myanmar Trade Promotion who is interested to work with The Bengal Chamber to promote products of Myanmar MSMEs like agro, fisheries and others in India.
5. Mr. Ravindra Jain, Managing Director, 4R Consultancy Co. Ltd. which provides consultancy in the areas of healthcare, tourism, pharmaceutical, recruitments. Mr. Jain is eager to work with representatives of the healthcare sector in the delegation to promote medical tourism from Myanmar to India.

- II) **Part of the delegation accompanied by one of the Chamber secretariat member visited Mandalay on 18.05.2016. The delegate members who visited Mandalay are:**

Name	Designation	Organization	Sectors Of Interest	Business Purpose
Mr Pratin Kumar Khanra	Director-operations	Saraswati Print Factory Pvt Ltd	Manufacturing	Partnership,JV , Supply and others
Mr Khitish Ch Patra	CEO	New Life Diagnostic & Xray	Health Care and Hospitality Sector	JV
Mr Narayan Kumar	Managing Director	Mediaid Venture Pvt Ltd	Health Care and Hospitality Sector	JV
Mr Sanjeev Mahapatra	Director	Terablock Machinery Pvt Ltd		Supply
Mr Jagadananda Mahapatra	Director	Terablock Machinery Pvt Ltd		Supply
Mr. Shyam Sunder Dey	Head- Business Development	Woodland Multispeciality Hospital Limited	Health Care	
Mr. Sambit Dasgupta	Senior Manager	The Bengal Chamber of Commerce & Industry		

The team traveling to Mandalay on 18<sup>th</sup> May had the below itinerary which was organized with the wholehearted assistance of Consulate General of India in Mandalay.

Time	Meeting / Details
11:00 am	Appointment with hospital's representatives at CGI's office
11:00 am	Meeting with some construction companies, at Myanmar Construction Entrepreneurs Association Office
01:00 pm	Meeting with business entrepreneurs/companies at Mandalay Regional Chamber of Commerce and Industries (MRCCI)

The delegation split according to their sectors of interest and one team met members of Myanmar Construction Entrepreneurs Association, while the others headed to Consulate Office in Mandalay for their relevant B2B with representatives from the health sector.

**a) Meeting at Myanmar Construction Entrepreneurs Association Office:**

A section of the delegation representing the construction equipment sector met members and Office bearers of the Myanmar Construction Entrepreneurs Association and presented their expertise and Product related offerings through a PPT and an Audio Visual presentation. **The counterparts from Myanmar took active interest in the technical specifications of the product (Eco Friendly Brick Manufacturing Machines) and queried about the raw material requirements, operational requirement and price. Mr. U Win Khine, Chairman, Myanmar Construction Entrepreneurs Association on behalf of the association expressed their interest to collaborate and have closer business ties in near future.**



**Meeting at Myanmar Construction Entrepreneurs Association**

**b) Meeting with hospital's representatives at Consulate General of India's office:**

Delegate members, representing the health sector, visited the Indian Consulate office on 18<sup>th</sup> Morning. The delegates were received by Mr. Vipin Sharma, Consul, in the absence of Dr. Nandakumar, Consul General (as he was in Yangon for Myanmar-India Conclave, where the delegates met him the following day on 19<sup>th</sup> May) and they discussed **possible opportunities in the sphere of health**. The Indian consulate office had invited some representatives from Hospitals and health services. **One of the delegate members representing a renowned hospital of Kolkata was trying to find out one working partner especially in order to set up an Information Centre cum outreach clinic including telemedicine facility in Myanmar. He met one representative from Mandalay**



Hospital in CGI's office and both of them went outside to Myanmar Health Association office to explore possible future collaborations. Lot of connections was established between the delegation members and their counterparts from Myanmar, but there is a need to have regular contact between these people in order to have sustained business alliance.



In Indian Consulate General in Mandalay

c) **Meeting with business entrepreneurs/companies at Mandalay Regional Chamber of Commerce and Industries (MRCCI):**

The entire delegation which visited Mandalay assembled in CGI's office after their respective meetings are over and headed to Mandalay Regional Chamber of Commerce and Industries (MRCCI) for the prescheduled B2B meeting at 1 pm. Dr. Maung Maung, Secretary General of MRCCI greeted the delegation and presented his welcome remarks and also apprised the participants about the agenda and flow of the meeting. Mr. Sambit Dasgupta of BCC&I reciprocated by introducing the delegation, including their sectors of interest and purpose of visit. As the delegation visiting Mandalay mostly comprised of Healthcare and Construction Equipment sector, MRCCI have invited some interested participants from the above mentioned sectors for possible B2B ties. **The delegation members representing the construction equipment sector gave a presentation and it was followed by good amount of responses in terms of queries and connections.** The discussions scaled up as some healthcare participants from Myanmar expressed their interest to be a partner while opening information cum patient referral centre for Hospitals in India. In Mandalay, there is one Medical College, One Government Central Hospital, one Army Hospital and four to five Private players and hence there is a lot of scope to promote medical tourism through information cum referral centre. Additionally, one of the delegate members requested for required logistics support in order to provide free of cost surgical facilities and medical consultation workshops to the marginalised sections of patients in Myanmar. MRCCI to provide possible logistics support in order to forge collaborations.



Meeting with business entrepreneurs/companies at Mandalay Regional Chamber of Commerce and Industries

**Day 4: 19<sup>th</sup> May 2016: Yangon**

The Delegation met His Excellency U Khin Maung Cho, Union Minister, Ministry of Industry, The Republic of the Union of Myanmar and participated in the Myanmar-India Business Conclave.

A) **Meeting with His Excellency U Khin Maung Cho, Union Minister, Ministry of Industry, The Republic of the Union of Myanmar**



The delegation met His Excellency U Khin Maung Cho, Union Minister, Ministry of Industry, The Republic of the Union of Myanmar. The Hon'ble Minister listened to the areas of interest of the delegation. He took interest in the India International Mega Trade Fair. **He advised to focus on Small and Medium businesses in Myanmar like fisheries, agro based, food processing, light engineering and other.**

**The Bengal Chamber apprised him about the project the Chamber is undertaking with MSME and Textiles Department of Government of West Bengal. The Chamber is preparing Project Report on MSME zoning. The same may be done for Myanmar Government as well as the MSMEs in Myanmar are also classified in terms of geographical area like that in West Bengal.**



**Meeting with His Excellency U Khin Maung Cho, Union Minister, Ministry of Industry, The Republic of the Union of Myanmar**

#### **A) Participation in Myanmar-India Business Conclave: Forging Partnerships in Park Royal Hotel, Yangon.**

The delegation participated in Myanmar-India Business Conclave: Forging Partnerships in Park Royal Hotel, Yangon. **The programme was inaugurated by Ms. Nirmala Sitharaman, Hon'ble Commerce Minister of India.** Other dignitaries included **Dr. Than Myint**, Union Minister, Ministry of Commerce, The Republic of the Union of Myanmar; **His Excellency U Khin Maung Cho**, Union Minister, Ministry of Industry, The Republic of the Union of Myanmar; **His Excellency U Win Khaing**, Union Minister, Ministry of Construction, The Republic of the Union of Myanmar; **Ambassador Gautam Mukhopadhyaya**, Indian Embassy in Yangon; **Dr. Nandakumar Nagendran**, Consul General, Consulate General of India. **Smt. Arundhati Bhattacharya**, CMD, State Bank of India; **Mr. T V Narendran**, Managing Director, Tata Steel Ltd; **Mr. Viresh Oberoi**, Managing Director and CEO, mjunction Services Ltd., **Mr. Sanjay Budhia**, Managing Director, Patton India Ltd. and others were also present.

The programme covered Agriculture, IT and ITes, Health, Skill Development, Finance. Power, SEZ.

**Ambassador Gautam Mukhopadhyaya** especially mentioned about The Bengal Chamber and expressed his appreciation for the delegation the Chamber organized.

**Ambassador also advised the Chamber, in the same forum, to look into the connectivity to Sittwe Port, Myanmar. The deepwater port at Sittwe in Rakhine State in Myanmar is located on the Bay of Bengal at the mouth of the Kaladan River. Sittwe Port will be linked with Kolkata Port covering a distance of 539 km. The port has been financed and constructed by India at a cost of US\$120 million and is part of the Kaladan Multi-modal Transit Transport Projection a joint collaboration between India and Myanmar with India looking to gain a greater influence in the newly opened up country.** The overall aim of the project is develop the infrastructure in South Western Myanmar and North Eastern India, areas that had previously been quite isolated and lacking in development. The development of the port has seen massive improvements in the local infrastructure including improved highways and the dredging of the Kaladan River to enable cargo vessels to navigate the river from Sittwe to Mizoram in India. These improvements have played a massive role in reducing transportation times and costs – something that is naturally very important in this rapidly developing part of the World. It has three components – upgrading Sittwe Port, developing the river for inland navigation, and building up the road network. The cumulative budget for the Kaladan project will be over \$450 million. If Sittwe was better connected inland you could open up the entire beans and pulses belt in the arid zone. India has a free trade agreement with the Association of Southeast Asian Nations (ASEAN) for goods, services and investments, and a duty-free trade preference scheme for least developed countries (LDCs). This gives 96pc of all tariff lines duty-free access to the Indian market. India is Myanmar's third largest export market, after Thailand and China, with \$1.14 billion worth of exports in fiscal year 2014, according to data from the Central Statistical Organisation. In terms of imports, India was seventh in the same year, after China, Singapore, Japan, Thailand, Malaysia and South Korea.

India's main focus in Myanmar over the past few years has been two major connectivity projects. The first is a highway connecting Moreh in India to Mae Sot in Thailand, running through Myanmar. The first section of the road, from Tamu to Kalay-Kalewa in Sagaing Region, was completed last decade. The second project is the Kaladan Multi-Modal Transit Transport project, which will connect Mizoram in India to Sittwe. The other is air connectivity – India is simply not as well connected to Myanmar as Myanmar is to its other neighbours. Tourism is a growing industry and we can consider how to link tourists who come to our northeast with those who come to Myanmar. All we need is an enterprising airline to connect Myanmar to Imphal or Guwahati.

#### **Day 5: 20<sup>th</sup> May 2016: Yangon**

As a continuation of the Myanmar India Business Conclave, B2B meetings were organized at the UMFCCI on 20<sup>th</sup> May forenoon. The BCC&I delegates representing Healthcare, Construction Equipment Manufacturing, Tourism and Trade Fairs participated in the meeting. The event

was quite useful from a B2B point of view. The participants along with their Burmese Counterparts explored potential business opportunities and discussed possible areas of collaborations. Lot of connections either way was established as key takeaways from the session.



The Bengal

and Industry

**B2B meetings at UMFCCI**