

SOUTH-SOUTH TRADE PROMOTION PROGRAMME

MYANMAR

DEMAND SURVEY ON AUTOMOTIVE COMPONENTS

November 2002

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The following abbreviations are used:

CIF	Cost, Insurance, Freight
GDP	Gross Domestic Products
ITC	International Trade Centre UNCTAD/WTO
L/C	Letter of Credit
MADI	Myanmar Automobile and Diesel Industry
NGOs	Non-Governmental Organizations
UMFCCI	Union of Myanmar Federation of Chambers of Commerce and Industry

I. INTRODUCTION

A demand survey was made by UMFCCI during June 2002. Products covered under the survey are as follows:

1. Spare parts and accessories
2. Tyres and tubes
3. Batteries and chemical compounds for batteries
4. Car lighting equipments
5. Dynamos, motors and cut-outs
6. Brakes, clutches and gears
7. Bushes and joints
8. Shock absorbers, springs and suspension parts
9. Radiators

It is estimated that the transportation sector accounts for 4.6% of Myanmar's GDP. Historically Myanmar has traded through its borders with China, India, Bangladesh, Laos and Thailand. If properly developed, Myanmar could become the main connecting route between the two most populated countries of the world. Over 80% of goods that are transported through Myanmar is by road transport. Therefore, there should be no question about the significance of these products to the country's economy and its foreign trade sector.

The specific objectives of the survey are:

- c) To study the characteristics of the market in Myanmar regarding components and replacement parts for motor cars and commercial vehicles;
- b) To appraise the potentiality for market growth;
- c) To scrutinize existing rules and regulations for imports of such products.

Over 100 dealers, agents and distributors of car spare parts and components were selected at random. They were requested to fill out prescribed forms showing the business profile and the product profile particularly the products required for imports. Each were interviewed by the survey personnel and queries concerning specifications, sources of imports, volumes of imports, rules and regulations for imports, import restrictions and import duties were made.

II. FINDINGS AND RECOMMENDATIONS

1. There are, at present, very few branches, offices, authorized agents and distributors for big manufacturers like Toyota, Mitsubishi or Honda.
2. Those dealing in car spare parts and accessories are mostly small distributors and retail shops. Their primary source of parts seems to be traders in various border trades.
3. Original spare parts are highly valued and their trading quite lucrative.
4. There are no regular tiers of market for automobile parts and components.
1. A fledging manufacturing industry for motor cars and a supporting industry for spare parts and accessories exist in Myanmar. The latter is mainly for keeping old automobiles road-worthy, as most of the vehicles currently in use are reconditioned second-hand cars.

As a car has over 6,000 separate components, many of which are precision items and production based on the latest technology, it would be extremely challenging for Myanmar to develop any supporting industry, considering the dynamics and competitive sophistication of the market and the technical know-how that is lacking.

There are no associations representing the automobile industry though other industries have formed associations. It is therefore necessary to introduce an association representing the firms who are associated with the automobile industry.

A. Market size

1. Domestic industry

Businesses that are associated with the automobile industry are shown in the following table:

Sectors in the Automobile Industry by Business (Private Sector)

No.	Description of Business Type	No. of Entities	No. of Employees
1.	Car Spare Parts & Accessories	840	3,308
2.	Car Body Workshops	400	2,652
3.	Car Tires & Tubes Dealers	321	1,448
4.	Car Shock Absorber & Leaf Spring Sales Repairing	317	1,342
5.	Car Workshops	295	1,785
6.	Car Dynamo, Motor, Cut-out Repairing	159	746
7.	Car Engine Repairing	159	839
8.	Car Cushion & Roof	97	354
9.	Car Door & Liner Sales / Services	96	355
10.	Car Battery & Accessories Sales / Services	94	875
11.	Car Engine Oil & Others	93	605
12.	Car Brake & Clutch Spares / Services	90	324
13.	Car Tires & Tubes Repairing	80	295
14.	Car Air conditioning	63	337
15.	Car Radiator Repair	62	185
16.	Car Decorating Supplies / Services	54	208
17.	Motor Cycle Repairing	54	219
18.	Car Servicing	51	677
19.	Car Lighting Equipments / Repair	48	155
20.	Car Wheel Alignment	47	293
21.	Car Cassette & Audio	37	154
22.	Car Exhaust	34	143
23.	Car Dealers / Truck Dealers	30	933
24.	Car Engine Dealers	30	241
25.	Car Servicing Equipments	27	79
26.	Motor Cycle Accessories & Parts	25	147
27.	Car Rental / Truck Rental	22	592
28.	Car Paint Shops	17	712
29.	Car Wheel	15	65
30.	Car Engine Belts	13	58
31.	Car Polishing Services	11	57
32.	Car Winshield (Mirror)	8	36
33.	Car Body Equipments (Bumper / Shell etc)	6	27
34.	Motor Cycle Dealers	6	134
35.	Car Axle Workshops	4	14
36.	Car Steering Equipments Sales / Repair	3	13
	Total	3,708	20,407

Source: The Myanmar Automobile Equipment Directory 2002

These are currently present in Yangon and are predominantly service oriented. Some of the spare-parts and accessories that are commonly used and in considerable demand such as pistons, washers, valves, are produced in small workshops using mostly, out-of-date machinery and equipment. The entrepreneurs and their employees are without proper training and background. Most of them started as apprentices and learned their trade by practical instructions and experience. Due to restrictions on import of automobiles, the main function of these industries is in continuing to keep old and outmoded automobiles road-worthy. Attention is given to practical solutions for repairing and remodeling vehicles rather than using the latest trends in automobile modifications. For instance, the first thing that is refurbished in commercial vehicles (mostly reconditioned second-hand cars from Japan) is the suspension systems in order to cater for the poor road conditions in Myanmar. Unfortunately, no statistics for local production of spare-parts and accessories are available as these industries at present are on small-scale and their production very limited.

The main factors that limit the production output are lack of raw materials and the need to change or recondition the machinery which has been in use since pre-war times. There is a state-owned tyre factory whose production capacity is 480,000 tyres annually. It is the Myanmar Tyres and Rubber Industry under Ministry of Industry (2). It is not running at full capacity due to lack of raw materials and up-to-date machinery. This factory has now entered into joint venture with private companies in contract manufacturing and production of tyres. On the other hand, the Myanmar government is striving ardently to develop the rubber industry by inviting local as well as foreign entrepreneurs to make investments in rubber plantations and supporting industries. Currently, there are no raw materials like steel or certain types of plastics manufacturing which are needed for producing some of the parts and accessories. Another factor that limit production is the lack of up-to-date technical know-how which is an ever pressing problem in Myanmar industries.

Myanmar Automobiles and Diesel Industry under the Ministry of Industry (2) has entered into a joint venture with Myanmar Suzuki in which small cars and wagons are assembled. Likewise, Myanmar Economic Holdings and Isuzu have established another assembling venture. At present 100% of the items needed for assembly have to be imported. However, these ventures are supposed to use 60% locally produced parts within the next four years. Private entrepreneurs in industrial zones especially those situated in Mandalay are being encouraged to manufacture Myanmar made automobiles with a view to eventually cater for locally produced automobile parts. The Myanmar Perennial Crops Enterprise under the Ministry of Agriculture and Irrigation is now producing rubber beltings also for motor cars.

Under the Ministry of Industry (2), there is also a medium scale factory under the Myanmar Automobile and Diesel Industry (MADI) Enterprise at Htonebo, Padaung Township, which is continuing the production of (Mazda) Jeeps. The engine block and crank shafts are produced at the Myanma Agricultural Machinery Industry at Sinde under the same Ministry. The factory also produce other parts like white metal bearings. The yearly production is estimated at 500 – 1000 number. Under the same enterprise, a new factory at Indagaw Industrial Estate is manufacturing motor car radiators and white metal bearings as well as disc wheels. The Factory No. (1) under MADI has now started producing 5 ton trucks.

Some private small industries at Mandalay Industrial Zone (1) are also producing car radiators and disc wheels. The productions of local jeep cars are now being done at the industrial zones – Mandalay, Meiktila, Myingyan in Mandalay Division, Taunggyi zone in southern Shan State, Monywa Zone in Saging Division and Tharkayta Zone in Yangon Division. The production quantities are rather small numbering only about 100 to 300 in each zone.

2. Imports

Statistics specially for imports of car components and replacements for the last five years are not available. Since automobiles currently in use in Myanmar are mostly Japanese made, the chief source of imports for spares and accessories is naturally Japan with some of the parts and components being imported from China and Thailand where the major Japanese automobile manufacturers have established their plants. However, the importation of cars has been severely restricted since 1998 thus effecting the imports of spare-parts and accessories to some extent. The reason behind these restrictions is the lack of foreign exchange. Since imports can only be made with the governmental approval. It is not possible to project imports for the next five years.

3. Apparent consumption

There have been no exports of automobile spare parts and accessories from Myanmar nor for the last five years.

The number of registered vehicles (that is, passenger cars, trucks, buses, motorcycles and others) have grown from 302,833 in 1995/96 to 455,822 in 2002-03 (despite import restrictions). Considering this trend, the apparent consumption of spares and accessories should be considered to be on the rise.

4. Potential consumption

If restriction on import of cars is relaxed and if regional-level preferential measures such as tariff reduction clearing house facilities, preferential licensing are taken the size of Myanmar market would develop significantly.

B. Import policy and procedures

1. Rules and regulations on imports

Local firms and companies as well as foreign firms and companies established under the Foreign Investment Law may register as importers. A registered importer is required to open a foreign exchange account at one of the state-owned banks in order to apply for an import licence from the Directorate of Trade, Ministry of Commerce.

The applicant has to submit sales contract, proforma invoice mentioning detailed specifications, mode of packing and delivery phasing. Import licence fees are payable on the CIF (Yangon) value of the goods to be imported. An irrevocable Letter of Credit (L/C) has to be opened at the bank. If the purchase is made on FOB basis, the importer has to secure insurance from Myanmar Insurance and freight booking from Myanma Five Star Line (both state-owned)

Customs duty is payable according to the tariff schedule under the Tariff Law. Duty is exempted on machinery imported for agricultural purpose. Import duty is levied on the tax base, assessable value, which is the sum of CIF value and landing charges of 0.5% of CIF value. Together with customs duty, commercial tax is levied on the imported goods based on landed cost, which is the sum of assessable value and import duty.

The usual documents called for under import L/C are:

- Certificate of Origin;
- Pre-Shipment Inspection Certificate;
- Commercial Invoice;
- Insurance Policy or Certificate; and
- Packing List.

C. Import practices

At present, an importer must have his own earning (in foreign exchange) to finance his import. Otherwise, no licence would be issued. The usual channels of imports are registered importers, most of whom act as their own distributors. At present, no leading automobile manufacturer except Suzuki, Toyota and Mitsubishi has set up or appointed authorized agents to provide service centres or to deal and supply original spare parts directly. Government departments usually import spare parts and accessories for heavy vehicles used in various projects undertaken by the State. End users seldom import their own requirements. International humanitarian agencies and NGOs may sometimes do their own importation provided the required licence is obtained. The usual point of entry is Yangon which is the country's main international port. It was learnt that considerable volume of spare parts and accessories manufactured in China and Thailand are imported through border trade.

D. Competition and prices

Little or no competition exists as the demand for original spare parts and components surpass that of the supply. Consumers (users) have no choice but to accept prevailing prices which fluctuate according to the market rate of exchange of Kyats.

E. Market prospects and market entry strategy

Real GDP growth rate of Myanmar was 13.6% in 2000/2001 compared to 5.8% in 1998/99 and an annual average of 10.1% during the last three years. It is estimated that the transportation sector, which is dominated by road transport, is responsible for 4.6% of the country's GDP. In the service sector, transportation is responsible for 24.8%. Myanmar is the second largest country in ASEAN and shares borders with China, India, Bangladesh, Laos and Thailand.

Historically, it has traded through its borders with these countries. It is so strategically located that it can be the major artery connecting on third of the global population. As China's prominence and impact on the international economy grows in the next 10-20 years, the route to China through Myanmar by road may prove to be an important one. The population of Myanmar is 51.14 million in 2001/2002. Its annual growth rate is 2.02%. The number of automobile per 1000 persons in the year 2000 is a relatively low 4.9. However, given the growth in GDP as well as the Myanmar population and the fact that the transport sector as a whole has achieved a growth rate of 22.5%, due to renovation and upgrading of existing roads, building of new ones for automobiles, spare parts and accessories and construction of new bridges. There are efficient marketing services as well as advertising agencies. Numerous trade journals have been in circulation including one which caters for local automobile markets.

For a new entrant in the market especially a foreign entrepreneur can set up business either in the form of a wholly foreign-owned or a joint venture with an individual, a private company, a cooperative society or a state-owned enterprise. The minimum share of the foreign party in all joint ventures is 35% of the total equity capital. Manufacturing and marketing of all kinds of vehicles, component parts and accessories are included in the list of economic activities eligible for foreign investors under the Myanmar Foreign Investment Law. Usual marketing and sales promotion techniques may be employed for new products.

F. Useful addresses

1. Directorate of Trade, Ministry of Commerce - No.228-240, Strand Road, Pabedan Township, Yangon, Myanmar.
2. Myanmar Automobile & Diesel Engine Industries - No.56, Kaba Aye Pagoda Road, Yankin Township, Yangon, Myanmar.
3. Union of Myanmar Federation of Chambers of Commerce & Industry - No.504/506, Merchant St, Pabedan Township, Yangon, Myanmar.
Fax: 95-1-248177
Email: umcci@mptmail.net.mm
4. Mandalay Industrial Zone (1) Development Holding Co. - Kanaung Hall, Mandalay Industrial Zone (1)
5. Myanma Industries Association - No.504/506, Merchant St, Pabedan Township Yangon, Myanmar.
Fax: 95-1-248177

Annex

Company/product profile forms

Asian SMEs: Pilot Programme for Intra-Regional Trade Expansion
PAN-ASIAN BUYERS-SELLERS MEETING ON AUTOMOTIVE COMPONENTS
Singapore, 13-14 December 2002

COMPANY/PRODUCT PROFILE					
Mailing address	166, Bagayar Road				
Street address	Sanchaung Township				
Company name	555				
Contact (Mr / Ms)	U Aung Khin Kun	Title	Owner		
City	Yangon	Country	Myanmar		
Telephone	951-511529	Fax		E-mail	
Type of business	☐ Importer ☐ Exporter ☐ Manufacturer ☐ Other ☐ Agent ☒ Retailer/Wholesaler ☐ Trader				
Year of establishment	1987	Website address of your company			
Bank reference				Number of employees	8

Countries previously imported from:	Countries previously exported to:
Japan , Thailand, Malaysia, China,	

PRODUCT PROFILE		
<i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	V-belts and Timing belts (for Vehicle engine use)	3200
	Fuel filters (for diesel and gasoline engine)	2500
	break fluid (Trane)	2000 Litres
	bulb (12V , 24 V)	1100 dozens
	break pistons (various types)	800

PRODUCT PROFILE		
<i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum

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Singapore, 13-14 December 2002

COMPANY/PRODUCT PROFILE					
Mailing address	A-1 Car parts Shop, Moe Kaung Compound,				
Street address	Strand Road , Ahlone Township				
Company name	A-1 Car Spare Parts shop				
Contact (Mr / Ms)	U Nay Lin	Title	Sale Promoter		
City	Yangon	Country	Myanmar		
Telephone	951-229463 951-709470	Fax	951- 229463	E-mail	
Type of business	☒ Importer ☐ Exporter ☐ Manufacturer ☐ Other ☐ Agent ☒ Retailer/Wholesaler ☐ Trader				
Year of establishment	1999	Website address of your company			
Bank reference			Number of employees	30	

Countries previously imported from:	Countries previously exported to:
Thailand, Singapore	

PRODUCT PROFILE <i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	Engines (Diesel and Gasoline Used)	15000
	car suspension parts	30000
	Front and rear lamps	14000

PRODUCT PROFILE <i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum

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COMPANY/PRODUCT PROFILE					
Mailing address	36. Aung Zay Ya street				
Street address	15 quarter , Yankin				
Company name	Aung Maunge				
Contact (Mr / Ms)	U Aung Myint	Title	Managing Director		
City	Yangon	Country	Myanmar		
Telephone	951-578615	Fax		E-mail	
Type of business	☒ Importer ☐ Exporter ☐ Manufacturer ☐ Other ☐ Agent ☒ Retailer/Wholesaler ☐ Trader				
Year of establishment	1998	Website address of your company			
Bank reference			Number of employees	27	

Countries previously imported from:	Countries previously exported to:
Malaysia , Singapore	

PRODUCT PROFILE <i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	Engines (used diesel and gasoline engines)	10000
	Lamps	4000
	Gear Boxes	6000
	steering system	3500

PRODUCT PROFILE <i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum

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COMPANY/PRODUCT PROFILE					
Mailing address	Za Myin Zwe (9), Bayint Naung Road				
Street address	Mayangone Township				
Company name	Aung Set Kyar Co., Ltd				
Contact (Mr / Ms)	U Kyin Win	Title	MD		
City	Yangon	Country	Myanmar		
Telephone	951-680681	Fax	951-681273	E-mail	
Type of business	☒ Importer ☐ Exporter ☐ Manufacturer ☐ Other ☐ Agent ☒ Retailer/Wholesaler ☐ Trader				
Year of establishment	1993	Website address of your company			
Bank reference			Number of employees	25	

Countries previously imported from:	Countries previously exported to:
Thailand, Singapore	

PRODUCT PROFILE <i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	Tyres (11.00, 10.00, 9.00 x 20 sizes)	15000
	Battery (all sizes)	100000
	Lubricants	50000 drums

PRODUCT PROFILE <i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum

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COMPANY/PRODUCT PROFILE					
Mailing address	I (16) , Bayint Naung Road				
Street address	Mayangone Township				
Company name	C.E.A.T				
Contact (Mr / Ms)	U Khin Sein	Title			
City	Yangon	Country	Myanmar		
Telephone		Fax		E-mail	
Type of business	☐ Importer ☐ Exporter ☐ Manufacturer ☒ Other ☒ Agent ☐ Retailer/Wholesaler ☐ Trader				
Year of establishment	2000	Website address of your company			
Bank reference			Number of employees		

Countries previously imported from:	Countries previously exported to:
Korea, Malaysia, Thailand	

PRODUCT PROFILE <i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	Lubrication Oil	250000 Litres

PRODUCT PROFILE <i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum

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COMPANY/PRODUCT PROFILE					
Mailing address	248 (B), East Myinpyaing Guin Road				
Street address	Tamwe				
Company name	Chit Htun and Brothers Car parts saler				
Contact (Mr / Ms)	U Chit Htun	Title	Managing Director		
City	Yangon	Country	Myanmar		
Telephone	951-700212	Fax		E-mail	
Type of business	☒ Importer ☐ Exporter ☐ Manufacturer ☐ Other ☐ Agent ☒ Retailer/Wholesaler ☐ Trader				
Year of establishment	1995	Website address of your company			
Bank reference			Number of employees	23	

Countries previously imported from:	Countries previously exported to:
Malaysia , Thailand	

PRODUCT PROFILE <i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	Gear Boxes	4500
	Axles (for rear drive cars)	2500
	Engines (diesel and gasoline used engines)	6000
	Engine Oil pumps	2000

PRODUCT PROFILE <i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum

Asian SMEs: Pilot Programme for Intra-Regional Trade Expansion
PAN-ASIAN BUYERS-SELLERS MEETING ON AUTOMOTIVE COMPONENTS
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COMPANY/PRODUCT PROFILE					
Mailing address	I (10) , Bayint Naung Road				
Street address	Mayangone Township				
Company name	Computer Int'l trading				
Contact (Mr / Ms)		Title			
City	Yangon	Country	Myanmar		
Telephone		Fax		E-mail	
Type of business	☐ Importer ☐ Exporter ☐ Manufacturer ☒ Other ☒ Agent ☐ Retailer/Wholesaler ☐ Trader				
Year of establishment	1999	Website address of your company			
Bank reference				Number of employees	11

Countries previously imported from:	Countries previously exported to:
Korea, Malaysia,	

PRODUCT PROFILE <i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	Lubrication Oil	100000 Litres
	Batteries	16000

PRODUCT PROFILE <i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum

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COMPANY/PRODUCT PROFILE					
Mailing address	48/7, B, New university Avenue road				
Street address	Bahan Township				
Company name	Golden Thinzin Trading co., Ltd.				
Contact (Mr / Ms)	U Ye Gyan	Title	Director		
City	Yangon	Country	Myanmar		
Telephone	951-541055	Fax	951-549622	E-mail	G-D2000@mptmail.net.mm
Type of business	☒ Importer ☒ Exporter ☐ Manufacturer ☐ Other ☐ Agent ☐ Retailer/Wholesaler ☐ Trader				
Year of establishment	2000	Website address of your company			
Bank reference				Number of employees	31

Countries previously imported from:	Countries previously exported to:
Korea, India, Singapore,	

PRODUCT PROFILE <i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	Tyres (various sizes)	300000
	batteries	100000

PRODUCT PROFILE <i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum

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COMPANY/PRODUCT PROFILE					
Mailing address	48/7, B, New university Avenue road				
Street address	Bahan Township				
Company name	Golden Dragon 2000, Trading co., Ltd.				
Contact (Mr / Ms)	U Aye Kyaw	Title	Managing Director		
City	Yangon	Country	Myanmar		
Telephone	951-541055	Fax	951-549622	E-mail	G-D2000@mptmail.net.mm
Type of business	☒ Importer ☒ Exporter ☐ Manufacturer ☐ Other ☐ Agent ☐ Retailer/Wholesaler ☐ Trader				
Year of establishment	1997	Website address of your company			
Bank reference			Number of employees	36	

Countries previously imported from:	Countries previously exported to:
Malaysia , Japan , India, Singapore, Thailand	

PRODUCT PROFILE <i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	Tyres (various sizes)	720000

PRODUCT PROFILE <i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum

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COMPANY/PRODUCT PROFILE					
Mailing address	48/7, B, New university Avenue road				
Street address	Bahan Township				
Company name	Golden Dragon 2000, Trading co., Ltd.				
Contact (Mr / Ms)	U Aye Kyaw	Title	Managing Director		
City	Yangon	Country	Myanmar		
Telephone	951-541055	Fax	951-549622	E-mail	G-D2000@mptmail.net.mm
Type of business	☒ Importer ☒ Exporter ☐ Manufacturer ☐ Other ☐ Agent ☐ Retailer/Wholesaler ☐ Trader				
Year of establishment	1997	Website address of your company			
Bank reference			Number of employees	36	

Countries previously imported from:	Countries previously exported to:
Malaysia , Japan , India, Singapore, Thailand	

PRODUCT PROFILE <i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	Tyres (various sizes)	720000

PRODUCT PROFILE <i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum

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COMPANY/PRODUCT PROFILE					
Mailing address	corner of 166 street and , East Myinpyaing Guin Road				
Street address	Tamwe				
Company name	H.H.H				
Contact (Mr / Ms)	Daw Aye Aye Thin	Title	Managing Director		
City	Yangon	Country	Myanmar		
Telephone		Fax		E-mail	
Type of business	☐ Importer ☐ Exporter ☐ Manufacturer ☒ Other ☒ Agent ☐ Retailer/Wholesaler ☐ Trader				
Year of establishment	1994	Website address of your company			
Bank reference			Number of employees	8	

Countries previously imported from:	Countries previously exported to:
Malaysia , Singapore	

PRODUCT PROFILE <i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	Break fluid	17000 litres
	Gear oil	13000 litres
	Engine Oil	17000 litres

PRODUCT PROFILE <i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum

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COMPANY/PRODUCT PROFILE					
Mailing address	I (1) , Bayint Naung Road				
Street address	Mayangone Township				
Company name	Htoo Co., Ltd				
Contact (Mr / Ms)	U Kyin Htoo	Title	President		
City	Yangon	Country	Myanmar		
Telephone	951-681145	Fax		E-mail	
Type of business	☒ Importer ☐ Exporter ☐ Manufacturer ☐ Other ☒ Agent ☐ Retailer/Wholesaler ☐ Trader				
Year of establishment	1997	Website address of your company			
Bank reference			Number of employees	30	

Countries previously imported from:	Countries previously exported to:
Thailand, Korea, Malaysia, Japan	

PRODUCT PROFILE <i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	Tyres (various sizes)	250000
	Battery (all sizes)	16000
	Lubricants	200000 litres

PRODUCT PROFILE <i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum

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COMPANY/PRODUCT PROFILE					
Mailing address	5, Yadanar Road				
Street address	Thingun Gyun Township				
Company name	Ko Than Dine car parts saler				
Contact (Mr / Ms)	U Than Dine	Title	Managing Director		
City	Yangon	Country	Myanmar		
Telephone	951-565474	Fax		E-mail	
Type of business	☒ Importer ☐ Exporter ☐ Manufacturer ☐ Other ☐ Agent ☒ Retailer/Wholesaler ☐ Trader				
Year of establishment	1996	Website address of your company			
Bank reference			Number of employees	28	

Countries previously imported from:	Countries previously exported to:
China, Malaysia, Thailand , Japan	

PRODUCT PROFILE <i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	Engines Parts (Various parts)	39000
	Power Train Accessories	4000
	Other car parts are also required	

PRODUCT PROFILE <i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum

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COMPANY/PRODUCT PROFILE					
Mailing address	259, (A), Bargayar Road				
Street address	Sanchaung Township				
Company name	Ko Tin Ohn				
Contact (Mr / Ms)	U Tin Ohn	Title	President		
City	Yangon	Country	Myanmar		
Telephone	09-80-30855	Fax		E-mail	
Type of business	☒ Importer ☐ Exporter ☐ Manufacturer ☐ Other ☒ Agent ☐ Retailer/Wholesaler ☐ Trader				
Year of establishment	1999	Website address of your company			
Bank reference				Number of employees	7

Countries previously imported from:	Countries previously exported to:
Korea, India, Malaysia	

PRODUCT PROFILE		
<i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	Tyres (various sizes)	10000
	batteries	12000
	Alloys wheels	1200

PRODUCT PROFILE		
<i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum

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COMPANY/PRODUCT PROFILE					
Mailing address	I (18) , Bayint Naung Road				
Street address	Mayangone Township				
Company name	Light House Enterprises				
Contact (Mr / Ms)		Title			
City	Yangon	Country	Myanmar		
Telephone	951-680943	Fax		E-mail	
Type of business	☒ Importer ☐ Exporter ☐ Manufacturer ☐ Other ☒ Agent ☐ Retailer/Wholesaler ☐ Trader				
Year of establishment	2000	Website address of your company			
Bank reference				Number of employees	12

Countries previously imported from:	Countries previously exported to:
Korea, Malaysia,	

PRODUCT PROFILE <i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	Lubrication Oil	250000 Litres
	Tyres	150000

PRODUCT PROFILE <i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum

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COMPANY/PRODUCT PROFILE					
Mailing address	38 , Bayint Naung Road				
Street address	Mayangone Township				
Company name	M.A.G				
Contact (Mr / Ms)	U Thein Tun	Title	Managing Director		
City	Yangon	Country	Myanmar		
Telephone	951-682564	Fax		E-mail	
Type of business	☒ Importer ☐ Exporter ☐ Manufacturer ☐ Other ☐ Agent ☒ Retailer/Wholesaler ☐ Trader				
Year of establishment	1998	Website address of your company			
Bank reference			Number of employees	23	

Countries previously imported from:	Countries previously exported to:
Singapore, India, Malaysia, Japan	

PRODUCT PROFILE <i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	Axles (for rear drive cars)	12000
	Engines (used)	4000
	Belts (timing belts, V belts)	20000
	Steering system accessories	10000

PRODUCT PROFILE <i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum

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COMPANY/PRODUCT PROFILE					
Mailing address	No.5, Thukhamying Housing Project				
Street address	Thaharya street , Hlaing Township				
Company name	Mu Don Maung Maung (Japan car's spare parts dealer)				
Contact (Mr / Ms)	Daw Than Than Oo	Title	director		
City	Yangon	Country	Myanmar		
Telephone	951-524360	Fax	951-527409	E-mail	mdmgmg@myanmar.com.mm
Type of business	☐ Importer ☐ Exporter ☐ Manufacturer ☒ Other ☐ Agent ☒ Retailer/Wholesaler ☐ Trader				
Year of establishment	1992	Website address of your company			
Bank reference				Number of employees	50

Countries previously imported from:	Countries previously exported to:
Japan , Singapore	

PRODUCT PROFILE <i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	Japan cars engines (used)	4000
	Japan cars spare parts (new)	many
	Japan cars spare parts (used)	many

PRODUCT PROFILE <i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum

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COMPANY/PRODUCT PROFILE					
Mailing address	312, Shwe gone Dine Rd				
Street address	Bahan Township				
Company name	Min Ma Har				
Contact (Mr / Ms)	U Moe Kyaw Zwar	Title	Managing Director		
City	Yangon	Country	Myanmar		
Telephone	951-548647	Fax	951-294452	E-mail	
Type of business	☒ Importer ☐ Exporter ☐ Manufacturer ☐ Other ☐ Agent ☒ Retailer/Wholesaler ☐ Trader				
Year of establishment	1997	Website address of your company			
Bank reference			Number of employees	34	

Countries previously imported from:	Countries previously exported to:
Malaysia , Korea , China, Thailand	

PRODUCT PROFILE <i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	Engines (used diesel and gasoline engines)	9000
	Starting Motors	4500
	Rear Axles	3200
	Front Lamp and rear lamps	4100
	connecting rods	6000

PRODUCT PROFILE <i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum

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COMPANY/PRODUCT PROFILE					
Mailing address	I (7) , Bayint Naung Road				
Street address	Mayangone Township				
Company name	Myo Daw Thu Co., Ltd				
Contact (Mr / Ms)	Daw Yin Yin Win	Title	Director		
City	Yangon	Country	Myanmar		
Telephone		Fax		E-mail	
Type of business	☐ Importer ☐ Exporter ☐ Manufacturer ☒ Other ☒ Agent ☐ Retailer/Wholesaler ☐ Trader				
Year of establishment	2000	Website address of your company			
Bank reference			Number of employees	10	

Countries previously imported from:	Countries previously exported to:
Korea, Thailand , Japan	

PRODUCT PROFILE <i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	Tyres	17000
	Batteries	6000
	Pistons (for various engines)	16000
	crank shaft	10000

PRODUCT PROFILE <i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum

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COMPANY/PRODUCT PROFILE					
Mailing address	54,56 , Bo Sein Hman Street				
Street address	Bahan Township				
Company name	Naga Net				
Contact (Mr / Ms)	U Than Shwe	Title	Managing Director		
City	Yangon	Country	Myanmar		
Telephone	951-700591	Fax	951-201728	E-mail	
Type of business	☒ Importer ☐ Exporter ☐ Manufacturer ☐ Other ☐ Agent ☒ Retailer/Wholesaler ☐ Trader				
Year of establishment	1998	Website address of your company			
Bank reference			Number of employees	14	

Countries previously imported from:	Countries previously exported to:
Malaysia , Japan , China, Thailand	

PRODUCT PROFILE <i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	Engines parts (for diesel and gasoline engines)	4500
	Shells	3200
	Pistons	24000
	Front Mirrors and rear Mirrors	120000

PRODUCT PROFILE <i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum

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COMPANY/PRODUCT PROFILE					
Mailing address	44, East Myinpyaing Guin Road				
Street address	Tamwe				
Company name	PI YA Maung				
Contact (Mr / Ms)	U Aung Myint	Title	President		
City	Yangon	Country	Myanmar		
Telephone	951-548433	Fax		E-mail	
Type of business	☐ Importer ☐ Exporter ☐ Manufacturer ☒ Other ☒ Agent ☒ Retailer/Wholesaler ☐ Trader				
Year of establishment	1992	Website address of your company			
Bank reference			Number of employees	4	

Countries previously imported from:	Countries previously exported to:
China, Korea, Thailand	

PRODUCT PROFILE <i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	Washers (clutch and break system)	12000 sets
	Break fluid (trane)	4000 litres
	Gear Oil and Engine Oil	3000 galls
	bulbs (12 V , 24 V)	2000 dozens

PRODUCT PROFILE <i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum

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COMPANY/PRODUCT PROFILE					
Mailing address	406 (c) , East Shwe gone Dine Rd				
Street address	Bahan Township				
Company name	Soe Win car parts				
Contact (Mr / Ms)	U Soe Win	Title	President		
City	Yangon	Country	Myanmar		
Telephone	951-548405	Fax		E-mail	
Type of business	☒ Importer ☐ Exporter ☐ Manufacturer ☐ Other ☐ Agent ☒ Retailer/Wholesaler ☐ Trader				
Year of establishment	1995	Website address of your company			
Bank reference			Number of employees	21	

Countries previously imported from:	Countries previously exported to:
Malaysia , Singapore, Thailand	

PRODUCT PROFILE <i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	Engines (used diesel and gasoline engines)	5000
	pumps (for fuel injection)	15000
	Gear Boxes	5000

PRODUCT PROFILE <i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum

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COMPANY/PRODUCT PROFILE					
Mailing address	259,269, Bargayar Road				
Street address	Sanchaung Township				
Company name	Yokohama Tyres / Tyre world co., Ltd / ANAWRATHA tyre				
Contact (Mr / Ms)	Haji Yusoof@ Mg Mg Win	Title	Director		
City	Yangon	Country	Myanmar		
Telephone	951-527701	Fax		E-mail	
Type of business	☒ Importer ☐ Exporter ☐ Manufacturer ☐ Other ☒ Agent ☐ Retailer/Wholesaler ☐ Trader				
Year of establishment	1986	Website address of your company			
Bank reference			Number of employees	64	

Countries previously imported from:	Countries previously exported to:
Korea, India, Malaysia , Japan, Thailand	

PRODUCT PROFILE <i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	Tyres (various sizes)	180000
	Alloys wheels	10000

PRODUCT PROFILE <i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum

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COMPANY/PRODUCT PROFILE					
Mailing address	38 , Bayint Naung Road				
Street address	Mayangone Township				
Company name	U.C.G				
Contact (Mr / Ms)	U Thein Tun	Title	Managing Director		
City	Yangon	Country	Myanmar		
Telephone	951-682564	Fax		E-mail	
Type of business	☒ Importer ☐ Exporter ☐ Manufacturer ☐ Other ☐ Agent ☒ Retailer/Wholesaler ☐ Trader				
Year of establishment	1999	Website address of your company			
Bank reference			Number of employees	45	

Countries previously imported from:	Countries previously exported to:
Singapore, Korea, Malaysia, Japan	

PRODUCT PROFILE <i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	Lubrication Oil	350000 Litres
	Tyres	250000

PRODUCT PROFILE <i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum

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COMPANY/PRODUCT PROFILE					
Mailing address	260, Bargayar Road				
Street address	Sanchaung Township				
Company name	Universal Tyres				
Contact (Mr / Ms)	U Tint Naing	Title	Director		
City	Yangon	Country	Myanmar		
Telephone	951-527701	Fax		E-mail	
Type of business	☒ Importer ☐ Exporter ☐ Manufacturer ☐ Other ☒ Agent ☒ Retailer/Wholesaler ☐ Trader				
Year of establishment	1994	Website address of your company			
Bank reference				Number of employees	16

Countries previously imported from:	Countries previously exported to:
Korea, India, Malaysia , Japan	

PRODUCT PROFILE <i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	Tyres (various sizes)	40000
	Alloys wheels	13000

PRODUCT PROFILE <i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum

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COMPANY/PRODUCT PROFILE					
Mailing address	235, Middle Shwe Gone Dine Road				
Street address	Shwe Gone Dine Road				
Company name	Win Cherry Co., Ltd				
Contact (Mr / Ms)	U Kyaw Win	Title	MD		
City	Yangon	Country	Myanmar		
Telephone	095013242	Fax	951 - 549667	E-mail	
Type of business	☒ Importer ☐ Exporter ☐ Manufacturer ☐ Other ☐ Agent ☒ Retailer/Wholesaler ☐ Trader				
Year of establishment	1993	Website address of your company			
Bank reference			Number of employees	50	

Countries previously imported from:	Countries previously exported to:
Thailand, Korea	

PRODUCT PROFILE <i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	Tyres (various sizes)	250000

PRODUCT PROFILE <i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum

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COMPANY/PRODUCT PROFILE					
Mailing address	235,Middle Shwe Gone Dine Road				
Street address	Shwe Gone Dine Road				
Company name	Win Cherry Co., Ltd				
Contact (Mr / Ms)	U Kyaw Win	Title	MD		
City	Yangon	Country	Myanmar		
Telephone	095013242	Fax	951 - 549667	E-mail	
Type of business	☒ Importer ☐ Exporter ☐ Manufacturer ☐ Other ☐ Agent ☒ Retailer/Wholesaler ☐ Trader				
Year of establishment	1993	Website address of your company			
Bank reference			Number of employees	50	

Countries previously imported from:	Countries previously exported to:
Thailand, Korea	

PRODUCT PROFILE <i>Products required for import</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum
	Battery (General use and Vehicles use)	180000

PRODUCT PROFILE <i>Products available for export</i>		
HS Code	Description (as detailed as possible)	Quantity required per annum