



AEC beyond 2015

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Maximizing benefits of AEC

- AEC is the outcome of a very long process.
- AEC has now been established, but it is still a work in progress.
- Myanmar will have to confront both opportunities and challenges
- Myanmar is not fully ready yet
- Myanmar needs to accelerate on going preparations.
- All have a responsibility
- All need to work together
- Government needs to take the lead





Strong Actions Needed

- Awareness and understanding of Asean & AEC
- Myanmar needs to understand opportunities provided by 600 million Asean market and Asean plus
 - Opportunities at sectorial level – comparative advantage in agriculture, fisheries and tourism.
 - By partnering with Asean investors we may be able to secure investment, tech., mgmt skills and access to foreign markets.
 - Need to work with non-Asean investors.





Strong Actions Needed contd.

- Private & Public sectors work closely- NOT to ask for more protection but-
 - Ask the govt. to ensure a level playing ground, other ASEAN countries are not hiding behind NTBs.
 - Ask the govt. to provide an adjustment fund or tax incentives
 - Establish effective trade counselors in major ASEAN countries to assist private sector
 - Request the govt. to negotiate more strongly on future ASEAN negotiations





Strong Actions Needed contd.

- Become competitive yourself
 - Improve the quality of Business English
 - Use recent advances in IT for business purpose rather than just entertainment
 - Develop technical and managerial skills
 - Allocate more resources to Research & Development
 - Provide assistance to SMEs on finance, access to information fostering innovation and link to global supply chain
 - Enhance quality and control of Myanmar products to ASEAN standards (Especially food hygiene)
 - Promote niche products through packaging and branding (Eg. Myanmar Tiger Prawns, Beer and wine, Buddhist pilgrimages)
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Strong Actions Needed contd.

- Bring down trade costs
 - Yangon multimodal transport has to be improved
 - Economic corridor to Thailand as well as development of urban centers along the route
 - Existing Myanmar airlines need to improve their efficiency
 - Customs procedures need to be vastly improved
 - Promote adoption of ASEAN Single Window program





Strong Actions Needed contd.

- Govt, needs to lead so that the domestic private sector can make appropriate decisions
 - Provide a clear vision of how it wishes to use regional cooperation to further the development of the country
 - Provide a short term development plan
 - Prepare a medium plan which will prepare Myanmar for a more integrated regional and global economy.
- Establish Private – Private Partnership- helping each other.
 - Well established Myanmar businesses should help the small and micro enterprises.





So What should we do now?

Most people ask 2 Questions regarding AEC

1. Who will help prepare for AEC?
2. How to pay for this?

We All have responsibility

A. Government / Public Sector

- 1) Take a leading role in –
 - a) Policy Formulation
 - b) Awareness Raising
- 2) Line Ministries –
 - a) Commerce – Form D
 - b) Education – Asean curriculum BEHS level
 - c) MOFA – Trade Counselors





So What should we do now?

B. Private Sector

1. General Eg. UMFCCI – educative training
2. Sectoral Eg. Tourism, Rice millers
3. Individual companies

C. Academia

1. BEHS level
2. University level – teach, discuss & research

D. Civil Society

1. Media
2. Foundations, think tanks and NGOs





So What should we do now?

How to pay for Asean Awareness

Many sources exists but

- General govt. expenditure- key source
- Private Sector -
 - a) Membership fees
 - b) Fee based training programs
 - c) Consultancies on every specific issue.
- Grants / Aids from foreign donors
 - a) Germans in Laos – UK and US also
 - b) ADB
 - c) Asean (under Initiative for Asean Integration)
- Donations / CSR – Eg. Parami Round Table Group.





Thank You

