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# **AEC beyond 2015**

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# Maximizing benefits of AEC

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- 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

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- 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.

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- 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.

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- 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.

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- 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.

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- 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?

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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?

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## 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?

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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.





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# Thank You

