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**Prepared By:** Pan Myat Phyu

**Approved By:** Kelly Stange

**Report Highlights:**

Since Burma initiated a series of political and economic reforms in 2011, U.S. agricultural exports have grown over 80-fold, reaching a record \$174 million in 2019 and \$167 million in 2020 despite the COVID-19 situation. However, political unrest following the coup d'état in February 2021, a severe COVID wave, and logistical challenges have led to disruptions in the trade and banking sectors. This report provides practical tips and information on on-going market trends with the retail food, food service, food processing, and livestock feed sectors and identifies U.S. agricultural product categories with growth potential in the Burmese market.

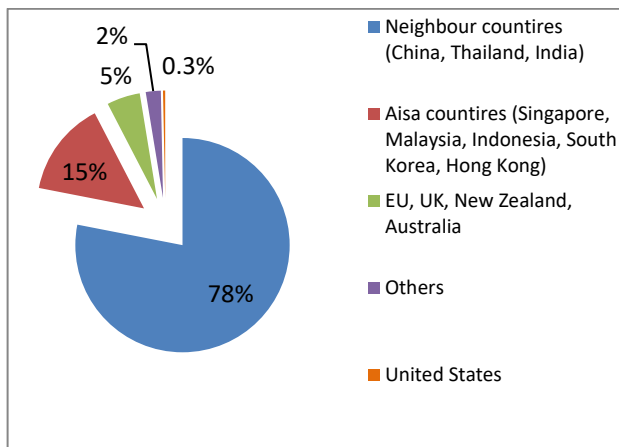
# Market Fact Sheet: Burma

## Executive Summary

Burma is a lower middle-income country. In 2020, Burma's GDP reached \$76 billion, positioning the country as the 70th largest economy in the world. In 2020, Burma's imports of agricultural products from the world reached \$3.5 billion, nearly the same amount compared to 2019. Bulk imports accounted for \$177 million, followed by intermediate goods at \$1.2 billion, and consumer-oriented goods at \$2 billion.

## Imports of Consumer-Oriented Products (US\$ million)

Neighboring countries dominate the market with the United States holding only 0.3 percent market share.



## Food Processing Industry

Burma's food industry is comprised of 26,000 registered businesses, which accounts for 54 percent of the manufacturing industry, approximately 60 percent of them are small businesses. Domestic production includes spirits, beer, soft drinks, bakery products, instant noodles, coffee, tea, and ready-to-eat traditional foods. Almost 90 percent of food processing sales are major focus for domestic market.

## Food Retail Industry

The retail sector has grown after large numbers of foreign consumer brands entered Burma recent years; popular consumer products sales reached an estimate of \$1.8 million in the beginning of 2021. The growth rate totally rely on how smooth logistic could be after COVID-19 and Coup. Online marketing is booming in 2020, 70 percent of traditional physical stores change to online stores during 2020 COVID-19 Pandemic. Facebook is the most engaged social platform in Burma.

## Quick Facts

### Imports of Consumer-Oriented Products 2020 (US\$ million)

\$2 billion from the World  
\$5.1 million from the United States

### List of Top 10 Growth Products in Host Country 2020

- |                      |                        |
|----------------------|------------------------|
| 1) Soybean Meal      | 2) Wheat               |
| 3) Distillers Grains | 4) Soybeans            |
| 5) Other Feeds       | 6) Planting seeds      |
| 7) Food Preparation  | 8) Dextrins, proteins  |
| 9) Essential oils    | 10) Non-alcoholic Bev. |

### Food Industry by Channels 2020 (US\$ billion)

Food Industry Output	Unavailable
Food Exports	\$2.9
Food Imports	\$3.5
Inventory	Unavailable
Domestic Market	Unavailable
Retail	Unavailable
Food Service	Unavailable
Wet Market	Unavailable

### GDP 2021

Population (millions): 53.5  
GDP (billions USD): 66.74  
GDP Growth Rate: -17.9 %  
GDP per capita (USD):1,250  
Source \_ IMF

### Top 10 Host Country Retailers

City Mart	Ocean
Marketplace by City Mart	Capital Hyper Market
Makro Wholesale	Pro-Mart
1 Stop Supermarket	Orange
Easy Mart	Sein Gay Har

Strengths	Weaknesses
<i>A dynamic and eager younger population and a growing food industry</i>	<i>Eroding consumer purchasing power and inadequate infrastructure, including ports and cold storage facilities</i>
Opportunities	Threats
<i>Growing demand for imported products overtime due to limited capacity to produce in Burma</i>	<i>Unstable political situation and unfavorable business climate</i>

### Data and Information Sources:

Trade Date Monitor, trading economics, and interviews with local industry experts

### Contact:

FAS Rangoon, Burma  
[agrangoon@fas.usda.gov](mailto:agrangoon@fas.usda.gov)

## SECTION I. MARKET OVERVIEW

Burma, a frontier market, is one of the last untapped markets and had one of the fastest growing economies in Asia in recent years. Though this market is attractive in the long term, the short-term picture is less certain due to ongoing political turmoil. On February 1, 2021, the Burmese military seized power in a coup d'état that reversed much of the economic progress of recent years led by the National League for Democracy (NLD) government. The Burmese military detained State Counsellor Aung San Suu Kyi, leader of Burma's ruling party, and Burmese President Win Myint, the duly elected head of government, with charges of election fraud. The NLD won the November 2020 election with an even greater supermajority than in 2015. The military's brutal crackdown on peaceful protests destabilized the country's security situation and created a sharp deterioration in the economic situation. The U.S. government imposed [targeted sanctions](#), suspended its trade and investment framework agreement (TIFA) with Burma, and instituted more stringent export controls in response to the coup. In addition, the UK and the EU both imposed continuous sanctions targeting individuals and entities linked to Burma's military regime since February 2021.

Positively, more than 69 percent of country's 54 million population is under the age of 18. Burma's young and emerging urban middle class are open to new products and trends. In Burma's fiscal year (FY) 2020/2021 (October to September), Burma's total foreign trade was \$30 billion, 18 percent lower than FY 2019/2020, in which the United States had a three percent market share ([Ministry of Commerce](#)). Burma's biggest trading partners are China, Thailand, Singapore, Japan, and India. Direct U.S. investment is relatively low, but many U.S. investors and businesses invest via Singapore or via joint ventures. Burma boasted the highest GDP growth rate in Asia after it adopted open-market policies in 2012. Burma's GDP peaked at \$81.26 billion in 2020 with a GDP per capita of \$1,530 ([IMF](#)). Burma's projected GDP growth rate, however, dropped dramatically in 2021 to -17.9 percent with a projected GDP of \$66.74 billion in 2021. The World Bank forecasts that poverty levels in 2021 will likely be more than double what they were 2019. Burma's job market lost around 1 million jobs, and those with a job are likely to experience declined incomes due to reduced hours and wages.

The value of Burma's kyat currency has depreciated significantly since the military coup. The black market value of kyat went from 1,330 kyat per dollar in February to around 2,500 kyat per dollar in October 2021 with dramatic fluctuation every month. The volatile exchange rate coupled with global logistical challenges have led to rapid price increases up to 50 percent for imported products. Physical currency continues to be in short supply, and access to banking and payment services remains limited despite interventions from the Central Bank of Burma. Farmers are experiencing lower wholesale prices for crops, higher input prices, and limited access to credit. Even though there are a limited number of new importers in 2021, existing importers are still looking for high quality U.S. brands either through direct importation or importation via third countries. U.S. exporters should first check with the related importers or FAS Rangoon office as necessary to keep updated about the market situation.

## Advantages and Challenges Facing U.S. Products in Burma

Advantages	Challenges
<ul style="list-style-type: none"> <li>• A dynamic, eager, and young population is willing to try new products and is receptive to trends that fit their increasingly westernized lifestyles.</li> <li>• The extended time at home has created demand for new consumer-oriented products.</li> <li>• U.S. products have a good reputation among experienced food and beverage importers.</li> <li>• Burma generally has tariffs that are comparable or lower than that of other countries in the region.</li> </ul>	<ul style="list-style-type: none"> <li>• Disruptions in the banking sector made transferring money more difficult.</li> <li>• Consumers have reduced purchasing power due to a loss of income among workers.</li> <li>• U.S. goods are more expensive due to the depreciation of the kyat against the U.S. dollar.</li> <li>• Shipping costs are higher.</li> <li>• There are limited direct shipping lines from the United States.</li> <li>• There is a lack of transparency and predictability in Burma’s regulations.</li> <li>• U.S. and EU sanctions made exporters less confident in doing business in Burma.</li> <li>• There is limited communication between the U.S. government and the military regime.</li> </ul>

### Section II. Exporter Business Tips

U.S. exporters should partner with importers, wholesalers, and distributors that are willing to introduce products to major retailers and restaurants. Before doing business in Burma, it is essential to conduct market research, including price comparisons, competitor analysis, consumer preferences, and trends. Market data is limited; however, some official import statistics and market information are available in the statistical data section of the [Burma Central Statistical Organization](#) and the [Ministry of Commerce website](#). FAS Rangoon can provide contact information for potential importers (see Section VI). Learn more about the tips in [Burma's country commercial guide](#).

Burma’s official language is Burmese; however, many business people can communicate in English as well. Burma’s market presents U.S. companies with unique opportunities and potentially significant gains but requires patience and persistence. Currently, a majority of food and beverage imports are from Thailand and China and have price points that are affordable to the middle-class population. U.S. firms need to be mindful with their pricing strategy in this price sensitive Burmese market. Retail prices depend on fluctuating exchange rates and the irregular availability of consumer goods transported from China, Thailand, India, Singapore, and other regional centers. Real estate prices in urban areas and expensive transportation costs impact margins.

Like other markets, U.S. exporters should provide reliable product availability, consistently quality, technical support, and accurately respond to inquiries within 24 hours, since Asian competitors are just a phone call away in a similar time zone. Exporters should also consider smaller packaging sizes to increase sales to households and small restaurants while retailing and online businesses are growing these years. Because Burma is still developing in many areas, customers really appreciate any additional assistance suppliers can provide, such as training on product selection, handling, storage, use, recipe development, or other relevant technical information; and/or support for promotions, sampling, etc. This kind of support can also help suppliers gain the interest and partnership of potential customers, particularly for products that are not yet widely known in Burma.

### **General Customer Tastes and Preferences:**

The expansion of the internet and digital communication used in Burma has resulted in the exposure of its growing young and emerging urban middle-class to international brands recent years. However, after Burma was hit by both the pandemic plus the coup, the consumer spending power was negatively impacted due to higher unemployment and lower average disposable income. More than ever the market is highly price-sensitive, but consumer demand for quality products remains.

Burma's main agricultural products are rice, beans and pulses, sesame, peanuts, corn, sugarcane, hardwoods, fish, and seafood. Burmese people primarily eat rice mixed with spicy curries and cooked in oil. Locals also like to eat noodle soup and drink tea and coffee. During recent years, as Burma opened up and interaction with foreign cultures increased through the expansion of business, tourism, and social media, people learned more about imported products and became eager to try out new cuisines, which supported a boom in international restaurants and bistros. During the pandemic and the coup, eat-in dining nearly disappeared for a year. Delivery and takeaway grew, driving the adoption of online ordering and delivery options. Increased at-home dining boosted retail sales and the wholesalers and foodservice operators which shifted to or expanded delivery and takeaway survived.

Internet usage, especially Facebook, is rapidly increasing and is an effective marketing platform to provide information about products and promotions in Burma. The percentage of social media users is 53 percent of the total population. Facebook is the most used application with an average of 96 percent of social media users has Facebook accounts. Since February 2021, Facebook was banned for use within the country by the military regime. Citizens were mostly at home because of the pandemic and security concerns, but the number of social media users grew, connecting to one another by means of virtual private networks. Other applications like Viber, Telegram, and Signal were increasingly used after the coup to stay connected when Facebook is not available. Facebook remains the most powerful information source – much like Google – in Burma. Facebook Live streaming sales and delivery services are increasingly popular. Importers and suppliers of foreign ingredients can increase sales in Burma when they provide additional information about how to use the products (e.g., recipes), health benefits, and other information through their Facebook page or account.

In response to these trends, FAS Rangoon launched the [Shaloot USA Facebook page](#) in October 2020 for public-facing promotions of U.S. food and beverage products in Burma. “Shaloot” is a slang expression which means “mouthwatering” in the Burmese language. Through this account FAS Rangoon connects chefs, hotels, restaurants, and importers to Burmese consumers who identify as “foodies” looking for high-quality U.S. ingredients. Shaloot USA’s activities include menu promotions at restaurants, e-commerce promotions recipe videos highlighting U.S. ingredients, and partnerships with food bloggers and influencers in collaborations with importers. Shaloot USA is a useful tool to introduce new U.S. products to the Burma market.

### **Section III. Import Food Standards & Regulations and Import Procedures**

Different ministries and departments in Burma are involved in establishing the requirements for import food standards, regulations, and procedures (see table in Section V). Prior to the February 1, 2021 military coup, Burma was in the process of updating many of its laws and regulations. In the current uncertain environment, the military regime’s approach to policy development remains unclear. Additional information is available in [FAS Rangoon’s FAIRS report 2021](#).

**Customs Clearance:** Burma is utilizing the Burma Automated Cargo Clearance System (MACCS) at international ports, the Yangon Airport International Cargo Terminal, and Thilawa Special Economic Zone operations. The customs declarations and supporting documents must be submitted to Customs at the time that the goods arrive. Customs has not yet adopted pre-arrival processing. The customs duty assessed on imported goods is a percentage of their declared value, and ranges from 0-15 percent for agricultural products, except wine, which is 30 percent. In order to clear Customs, imports must be accompanied by a customs declaration and the following accompanying documents:

- 1) An Import License/Permit ([See the required documents for most agricultural products](#))
- 2) Invoice
- 3) Bill of lading, air consignment note, or truck note
- 4) Packing list
- 5) Other certificates, permits or import recommendations, which vary by product category.

**Documents Generally Required by the Country Authority for Imported Food:** The Burmese government requires several certificates for imported agricultural products. Most product categories require third-party certificates, such as good manufacturing practices (GMP) plus Hazard Analysis Critical Control Point (HACCP), or ISO 22000 (food safety management) certificates in addition to federal phytosanitary, sanitary, or health certificates. In addition, import licenses are required for [most agricultural products that the United States currently exports to Burma](#). For processed food and beverage products, product testing must also be conducted in the country of origin. Additional information is available in [FAS Rangoon’s FAIRS certificate report 2021](#).

**Country Language Labeling Requirements:** Burma follows Codex guidelines and the ASEAN Common Principles and Requirements, which includes labeling requirements. Burma’s Consumer

Protection Law and a notification by its Food and Drug Administration requires specific information to be present on the label in Burmese. Additional information is available in [FAS Rangoon's FAIRS report 2021](#).

**Tariffs and FTAs:** Burma has free trade agreements with Australia, New Zealand, China, South Korea, Japan, and ASEAN countries which make U.S. products less competitive, especially for high-value consumer products. Burma has border trade agreements with Bangladesh, India, China, Laos, and Thailand. Burma has Avoidance of Double Taxation Agreements with the United Kingdom, Singapore, India, Malaysia, Vietnam, and South Korea. Burma does not have a bilateral taxation treaty with the United States. Burma is a member of the World Trade Organization and U.S. products are subject to Most Favored Nation tariffs.

**Trademarks and Patents Market Research:** Burma enacted the Trademark Law on January 30, 2019, which established the Intellectual Property Rights Central Committee and the Intellectual Property Rights Agency under the Ministry of Commerce. Additional information about the application process for the registration of trademarks is available in [FAS Rangoon's FAIRS report 2021](#).

#### **Section IV. Market Sector Structure and Trends**

**Retail:** Retail sales in the packaged food market in Burma are expected to reach over \$3.1 billion in 2021. This reflects approximately 82 percent growth within the past 5 years due to the allowance of 100 percent foreign-owned retailers and wholesalers. However, retail and wholesale trade have been continuously affected by demand, disruptions to key business services, and security concerns during the COVID-19 second wave, third wave and, the military coup. Reduced operation hours and nighttime curfew restrictions led market vendors and shops to open late and close early, reducing their income earning capacity. Logistics constraints and kyat currency depreciation have raised the cost of imported stock and put pressure on margins. Despite the shops being closed, online sales doubled compared to pre-COVID levels. Online grocery sales of both fresh and processed products have expanded rapidly via Facebook and mobile applications. Due to difficulty in importing directly from United States, transshipment and border trading became popular again. Online sales within the retail sector continue to increase, facilitated by inexpensive mobile connections. Consumers are still interested in foreign consumer brands, but the foreign and domestic retailers have faced serious business challenges. German-based Metro Wholesale Burma opened in September 2019, but exited the market in October 2021. Many planned foreign investments, including United Kingdom-based Tesco and Japanese-based Aeon mall projects, were suspended in 2021. However, the French retail franchise, Carrefour Easy Convenience Stores (named "Easy Marts" in Burma), which opened in 2020, grew to 20 outlets by October 2021. Burmese-owned "1 Stop Supermarket" also expanded rapidly to seven supermarket-sized outlets and one hundred smaller-format convenience stores.

**Tourism:** In 2019, Burma welcomed 4.4 million visitors, tourism generated 14 percent of Burma's total export revenues, and the tourism and hospitality sector employed over half a million people.



International tourism effectively ceased with the suspension of international commercial flights to Burma since March 2020 till November 2021 due to COVID-19, however, it allows cargo flights, domestic and international relief flights. The military government is seeking to reopen the tourism sector early next year to Asian foreigners, especially those coming from Thailand, Cambodia, Lao and Vietnam. About 300,000 foreigners are expected in the first quarter of the year 2022 though international commercial flights are still banned as of December 2021.

**HRI:** There are more than 2,000 registered hotels and guesthouses across the country, with most located in Yangon, Mandalay, Naypyitaw, Bagan, and Nyaungshwe. Foreign invested hotel projects are led by Singapore, Thailand, and Vietnam. Burma's annual tourism revenue reached \$2.8 billion in 2019, and then plummeted by 80 percent the following year after most international flights were banned in March 2020. Before the February coup plunged the country into chaos, the industry had been hoping for a recovery in 2021. The food service sector nearly collapsed as many importers and distributors must now strategically shift business-to-business marketing to business-to-consumer marketing starting in 2020.

**Hotels:** Due to the double challenge of COVID-19 and the military coup, half of the country's hotels and guest houses have suspended operations. Of the 483 hotels registered in Yangon, 225 have now ceased operations. The hotel closures include the five-star Sule Shangri-La, which announced it would close in January just before the coup. The Sedona Hotel remains open to current guests but has stopped receiving new guests and suspended meal services. Peninsula Hotel suspended a \$130 million Yangon project for a year as of May 2021. Kempinski group, Europe's oldest luxury hotel chain, announced ceasing operations in October 2021. The hotels that have remained open have done so by downsizing and slashing costs while providing quarantine services for people returning to Burma on relief flights.

**Restaurants:** There are more than 8,000 restaurants in Yangon according to the Health Department of the Yangon City Development Committee (YCDC). A wide array of restaurants, cafes, and bars are expanding in Burma, specializing in American, Chinese, French, German, Indian, Italian, Japanese, Korea, Latin, Vietnamese, and Thai cuisine recent years. Since the country's lock-down during the first COVID-19 wave in April, food delivery services played a key role in Burma's restaurant sector, but many restaurants with high investment costs closed during the COVID-19 pandemic. During post-coup, five Asian and two American F&B franchise brands, including Auntie Anne's, announced their exit from the Burmese market. The remaining foreign brands continue to operate and have adopted a wait-and-see approach. To learn more about restaurants and catering services in Burma, visit [Myanmar](#) and [Yangonlife](#).

**Food Processing:** Over 26,000 food and beverages companies are registered in Burma, which is more than half of the manufacturing sector, and approximately 60 percent of them are small businesses according to [Industrial Registration Data report](#). Food and beverage companies are mainly located in the Ayeyarwaddy, Bago, Sagaing, Yangon, and Mandalay regions, and of these, nine percent are large firms. Domestic production includes spirits, beer, soft drinks, bakery products, instant noodles, coffee,



tea, and ready-to-eat traditional foods. Almost 90 percent of food processing sales are focused on the domestic market. The production of many manufacturing businesses and factories were badly impacted in the second half of 2021 due to the COVID-19 third wave and political situation, decline in demand, raw material shortages, and unfavorable exchange rate movements against the dollar. The international players which entered Burma in recent years faced many dilemmas as they sought to import products to Burma and gradually expand their operations to food processing and packaging, beverage manufacturing, and quick service restaurant segments. Almost a quarter of all factories in the Japan-backed Thilawa Special Economic Zone (SEZ) in Yangon suspended operations post-coup. Nearly 30 of the 122 factories, most domestic suppliers as well as Japanese firms, in the SEZ are not currently operating. On November 2021, the military-controlled Burma Economic Holding filed to close its brewery business including Myanmar Beer, Adman Gold, and Black Shield as well as Kirin Beer due to 50 percent sale drop as a consequence of public boycott since the military take-over in February Instant noodle maker Acecook Co. halted production and sent its Japanese staff back home in consideration of their safety. The industrial production data can be found in [Central Statistical Organization's FY 2020-2021 Q3 Publication](#).

**Livestock:** Burma's livestock and aquaculture sectors are growing rapidly, leading to a 33 percent increase in livestock feed demand from 2018 to 2020. While the livestock sector is 100 percent domestic, the feed sector is led by foreign companies, which hold about a 60 percent share of domestic feed sales. Poultry is the largest livestock sector in Burma followed by swine, with both value chains growing rapidly. U.S. soybean meal and distiller's dried grains with solubles are playing an increasing role in the livestock and aquaculture sectors. More information about livestock industry after post-COVID can be found in [Burma: Impact of COVID-19 on the Livestock Industry](#).

## **Section V. Agricultural and Food Imports**

U.S. agricultural exports to Burma have grown more than 20-fold since 2012, when the Burma government started its economic and political reforms, to reach a record \$174 million in 2019. In 2020, exports were up 15 percent compared to the same period in 2019, continuing the trend even during the COVID-19 pandemic. Feed ingredients, including soybean meal, distiller's dried grains with solubles, and soybeans account for two thirds of U.S. agricultural exports. U.S. wheat exports to Burma have also increased rapidly. Although total U.S. consumer-oriented export volumes remain low, the hotel and restaurant sector's increased demand for high-value U.S. products drove export growth in 2019. However COVID-19 and coup hit this sector hard in 2020-2021, resulting in reduced imports.

The uncertainty and the frequent changes in arrival dates of U.S. shipments have led some importers to purchase products from other sources, such as soybean meal from Bolivia, Brazil, Paraguay, Thailand, and some from China while the prices are competitive. China and Thailand have an advantage as they share a land border with Burma and don't have the same shipping concerns as the other countries. Many importers prefer to import via third countries or cross border to avoid the uncertainty and delays. More information can be found in the report [Burma - Trade Continues but Uncertainty Remains High](#).

Top U.S. consumer-oriented agricultural exports to Burma include prepared foods, canned foods, non-alcoholic beverages, snack foods, dairy products, processed vegetables, fresh fruits, beef products, condiments and sauces, and wine. The actual volume of U.S. agricultural products that end up in Burma is higher than official statistics indicate due to transshipped products through Singapore and other countries, as well as from border trading. U.S. products, such as tree nuts and processed fruits, are shipped in bulk to other countries, such as Malaysia and Thailand, where they are repackaged and exported to Burma for consumer or commercial distribution. There will be opportunities to replace some of these indirect exports when the country's political situation is better again in near future.

### U.S. Exports of Agricultural & Related Products to Burma, 2015 – 2019 in Millions of USD

Products	2016	2017	2018	2019	2020	Oct - Aug 2020	Oct - Aug 2021	percent Change
Wheat	5	6.6	2.7	21	26.9	23.5	19.3	-17.8
Soybeans	5	4.9	12.7	9.2	15.8	15.2	5	-67.4
Other bulk commodities	0	0.5	0.5	0.6	0.5	0.5	0.2	-60
Soybean Meal	45	36.4	70	66.8	107.7	100.8	60.5	39.9
Distillers Grains	3	6.8	11.5	17.1	13.1	11.4	10.4	-9
Other Feeds, Meals & Fodders	2	3.1	3.7	3.6	5.6	5.2	3.4	-34.2
Other intermediate products	3	8.9	10	10	10	9.4	2.9	-96
Dairy Products	2	0.7	2.2	2.8	1.1	0.7	0.9	20.8
Prepared Food	1	1.1	1.5	1.8	1.5	1.4	1.8	22.8
Bakery Goods, Cereals & Pasta	1	0.1	0.2	0.1	0.1	0.1	0.1	26
Food Preparations	1	1.1	1.5	1.8	1.5	1.4	1.8	22.8
Other Consumer Oriented	1	2.4	5.3	4.1	4.9	5.1	0.9	-95
Agricultural Related Products	1	1.1	0.7	0.1	0.1	0.1	0	-43.2
Seafood Products	0	0.1	0.4	0.6	0.4	0.4	0.1	-81.5
<b>Agricultural &amp; Related Products</b>	<b>70</b>	<b>73.8</b>	<b>122.9</b>	<b>139.6</b>	<b>189.2</b>	<b>175.2</b>	<b>107.3</b>	<b>-38.8</b>

Source: USDA GATS

Burma's primary foreign suppliers for agricultural and related products in 2020 included Thailand (\$1 billion), China (\$802 million), and Indonesia (\$667 million). Thai exports to Burma included food preps, non-alcoholic beverages, dairy and bakery products, tree nuts, spirits, seafood, and sugar. Chinese exports to Burma included fresh fruit, tea, food preps, proceed vegetables, beverages, and agricultural inputs. Indonesia exports to Burma included palm oil, bakery, vegetable oils, food preps and beverages. Australia and New Zealand are chief competitors for U.S. wheat, meat, and dairy exports. The United States was the fourth-largest supplier of agricultural products in 2020 at a record \$166 million ([Trade Data Monitor](#)), led by livestock feed ingredients as noted above.

The best market prospects for U.S. suppliers include:

- Bulk: wheat, soybeans
- Intermediate: soybean meal, distiller’s dried grains with solubles, other feeds, planting seeds
- Consumer-oriented products:
  - Dairy products: cheese, cream cheese, whipped cream, cheese dip, nonfat dry milk, condensed milk
  - Frozen and processed meat products: beef, pork, lamb, turkey, sausage, bacon, and ham
  - Tree nuts: almonds, walnuts, and pecans
  - Fresh fruits: apples, oranges, grapes, cherry, kiwi, lemon, blueberry, berries
  - Dried fruit
  - Confectionary items: jam, candy, chocolate, peanut butter
  - Processed food: canned food
  - Condiments and sauces: vinegar, tomato sauce
  - Breakfast cereals
  - Processed vegetables: frozen potatoes, mixed vegetables
  - Snack foods; Popcorn, biscuit, chips
  - Beverages: Non-alcoholic and wine
  - Dog and cat food
- Agricultural Related: Fish products including lobster, king crab, scallops, and distilled spirits

## Section VI. Key Contacts and further Information

Different ministries within the Burmese government set import requirements for agricultural products. A general breakdown of government oversight is provided below:

Plants and plant products, plant-based feed ingredients, seeds, pesticides, fertilizers	Department of Agriculture (DOA), <a href="#">Ministry of Agriculture Livestock and Irrigation (MOALI)</a>
Live animals, meat and poultry products, animal-based feed ingredients, veterinary medicine/pharmaceuticals	Livestock Breeding and Veterinary Department (LBVD), <a href="#">Ministry of Agriculture Livestock and Irrigation (MOALI)</a>
Seafood and seafood products, feed ingredients for aquaculture	Department of Fisheries (DOF), <a href="#">Ministry of Agriculture Livestock and Irrigation (MOALI)</a>
Packaged food and beverage products, including distilled spirits and wine	<a href="#">Department of Food and Drug Administration (FDA)</a> , Ministry of Health and Sports (MOHS)
Import licenses	<a href="#">Ministry of Commerce</a>
Customs	<a href="#">Burma Customs Department</a>

The Foreign Agricultural Service office in Rangoon, Burma maintains current information about import requirements and food and agricultural import opportunities. The office can provide lists of potential importers and distributors, associations, and other key contacts. Please contact our office with questions or comments:

U.S. Department of Agriculture Foreign Agricultural Service,  
U.S. Embassy

110 University Avenue, Kamayut Township 11041, Yangon, Burma

Tel: +95-1-536509, Fax: +95-1-511069

E-mail: [agrangoon@fas.usda.gov](mailto:agrangoon@fas.usda.gov)

**Attachments:**

No Attachments.