

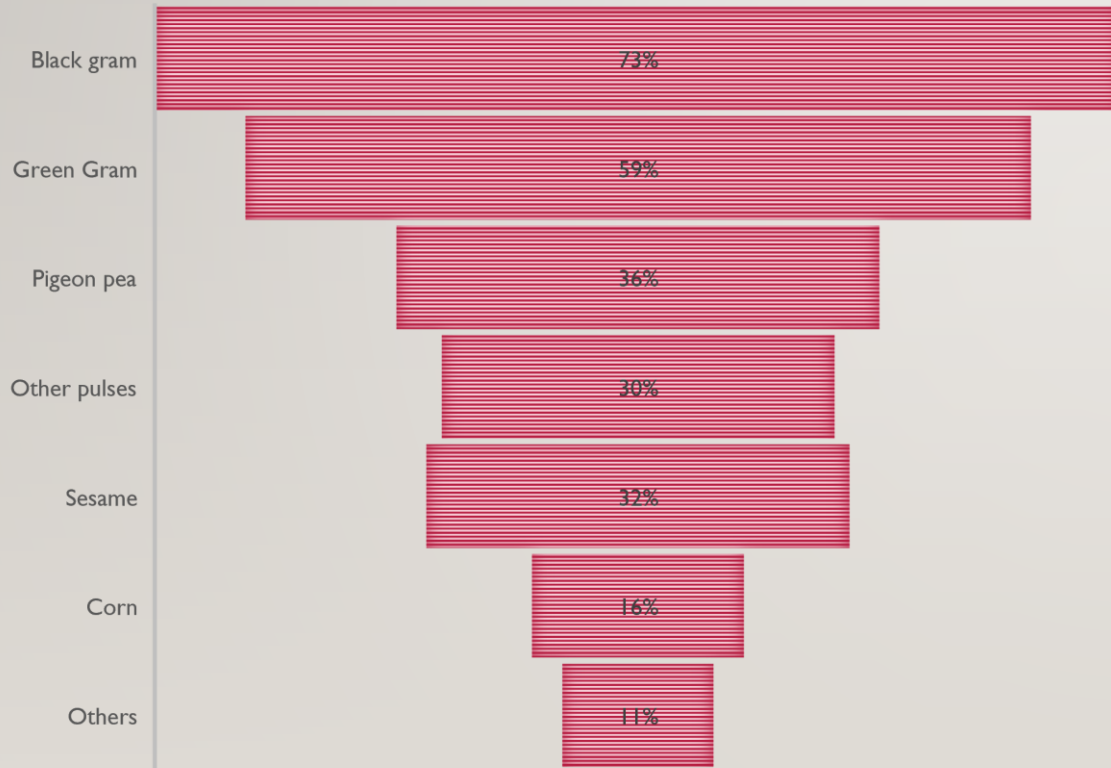
PRELIMINARY FINDINGS

7TH OCTOBER 2019



MAJOR CROPS/ SUBSECTOR ENGAGED

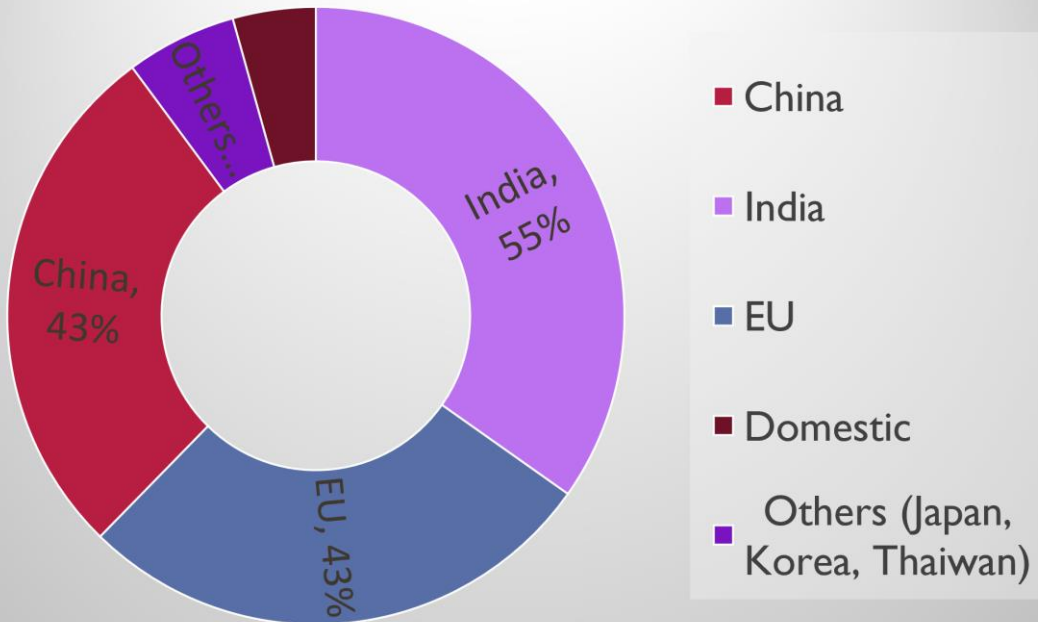
MAJOR CROPS/ SUBSECTORS ENGAGED BY THE PARTICIPANTS



- Yangon, Mandalay, Magway, Hinthada, Bago
- Total Sample 44 – Self Assessment

MAJOR MARKETS

Major markets that connected by the participants

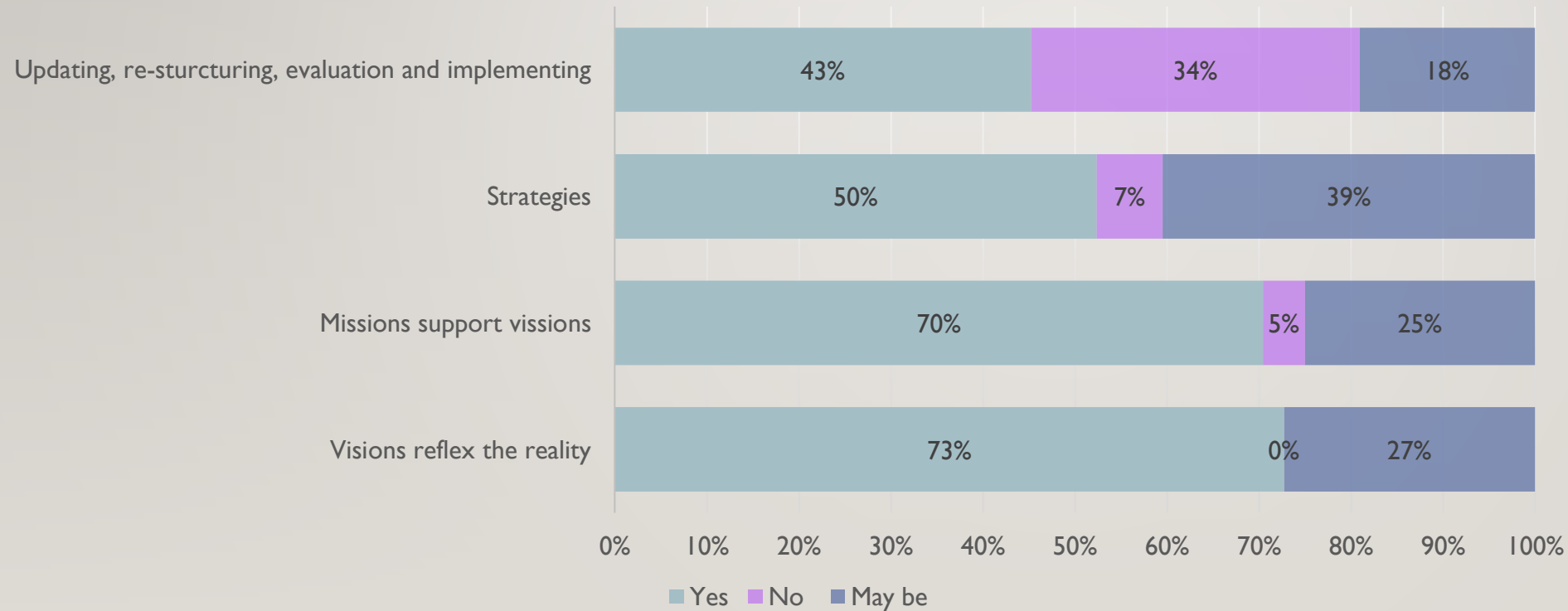


WHY BEING A MEMBER

Reasons of became a member	% of the respondents
To explore market and trade opportunities	9%
To get market information	14%
For networking with traders	5%
To get CO certificate	14%
Being assigned	9%
Being a trader/involved in business	9%
Other reasons	5%
for collective trading	4%
No response=14/44	32%

LEADERSHIP AND GOVERNANCE

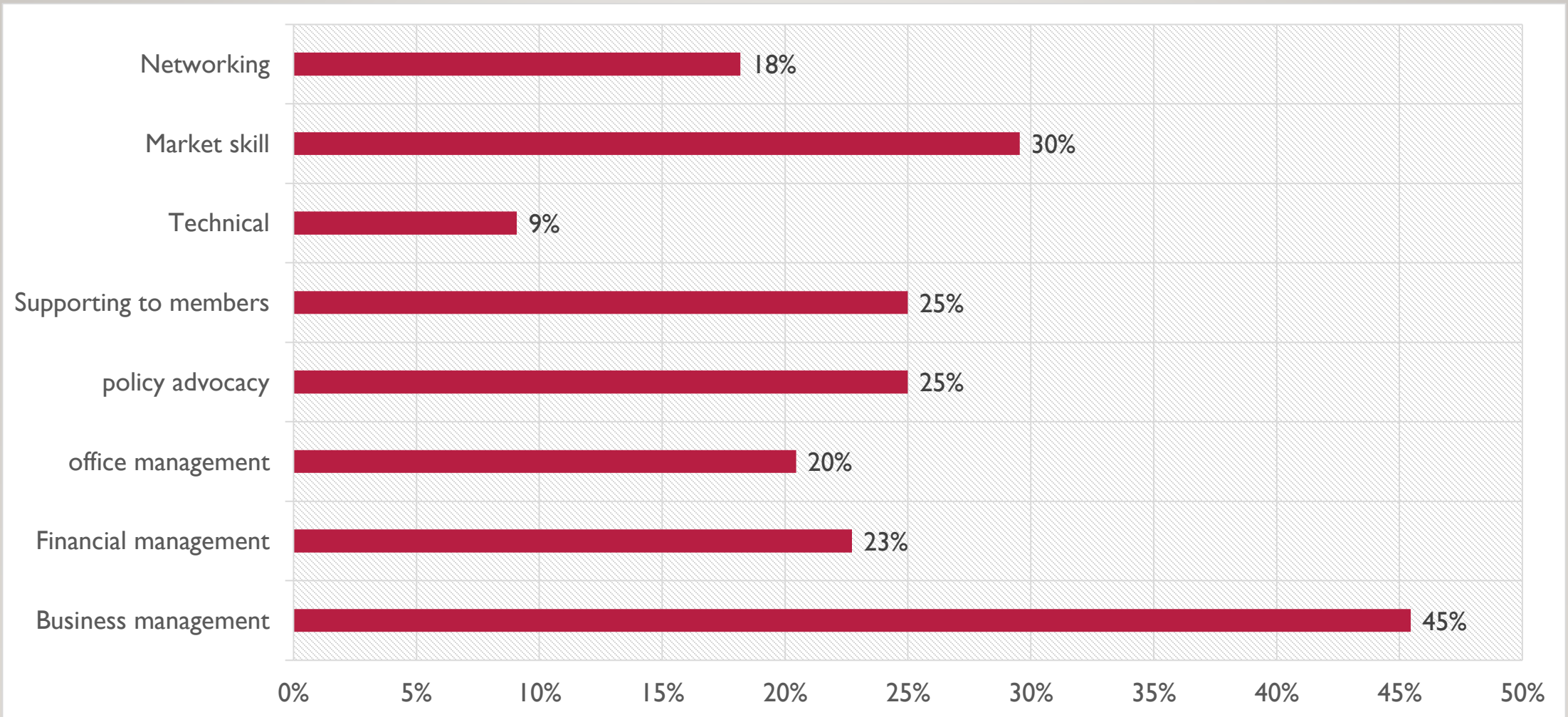
PERCEPTION OF RESPONDENTS ON STRATEGY, LEADERSHIP AND GOVERNANCE OF MPBSMA



SYSTEM

	Average	1	2	3	4	5
❖ Financial management	3	20%	16%	27%	11%	20%
❖ Fund management	3	20%	16%	32%	11%	20%
❖ Financial policies	3	20%	14%	27%	16%	23%
❖ Accounting & Auditing	3	20%	14%	30%	16%	20%
❖ Collaboration with Gov and NGOs	3	14%	14%	20%	20%	20%
❖ Internal Information sharing	3	16%	18%	30%	23%	14%
❖ Information with other Gov and orgs	3	11%	11%	57%	14%	7%
❖ Office Management	3	7%	5%	36%	11%	5%

PERCEPTION ON THE SKILLS OF MPBSMA



SWOT

Strengths

- Purpose by self MPBSMA's members
- Under the network of UMFCI and other relative associations
- The requirement of farmers as well as traders can inform and suggest to the Government through the association (Policy Advocacy)
- Resolved the dispute among the members or buyers by the Association
- Members and EC members are exporters/ business actors
- Up to date market information available
- Individual's capacity for the investment already
- Working with Ministries (MoC, MoI, MoH, weak linkage with MoALI)

Weaknesses

- Less fund
- Contractual agreement
- Weak in R&D
- Practicing traditional ways of farming
- Less communication between regional/ state level associations under MPBSMA
- Poor statistic data for commodities locally and internationally
- Difficult to achieve accredited quality certification for export
- No focal body/ team to regulate and monitor the market activities/ functions
- No future market
- Less support by related government/development
- Less communication with producers in different states and regions
- Weak supports to the farmers
- More interest on individual trading and marketing
- Poor policy frameworks
- Poor linkage with international organizations that can support to the development of the sector
- Weak in getting the information of the international supports/ finance opportunities
- Poor value added production
- Lack of modernized warehouses
- Members are emphasize on their own business and less time contribution to the association
- High logistics costs

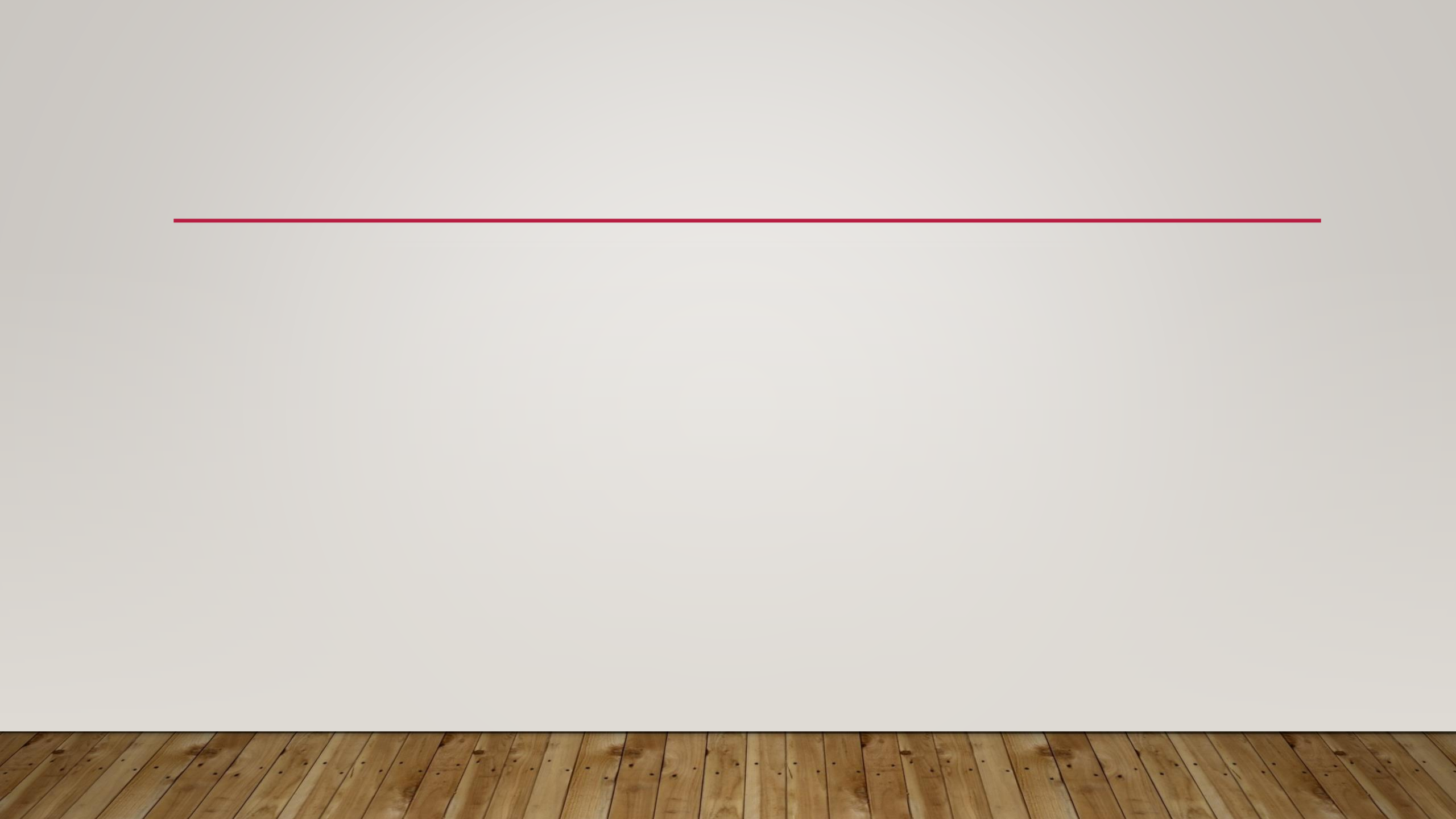
SWOT

Opportunities

- **Modernize the CEXC platform for future market and farmers knowledge to grow in advance**
- **Opportunities ofr project loans or crop loan to traders and farmers respectively**
- **Contribute in the implementation of government policies and strategies**
- **Expand the network to international and global**
- **To work/share with farmers to fulfill the market requirements and promote GAP at production level and GHP at industry level**
- **Possibility to organize a cooperative business organization as MAGDPL**
- **To strangthern logistics**

Threats

- **Trade Policy limitations from India in purchasing black gram, pigeon pea and other pulses and beans**
- **No official trade agreement in trading with China**
- **Dynamic Fluctuation of currency exchange rates**
- **Lack of technology improvements**
- **Limited access to good quality seeds of pulses and beans**
- **Low quality agro-inputs in Myanmar**
- **Cannot get the trade/ market requirements of the developed countries**
- **Lack of high yielding varietieis of seeds to the farmers**



THANK YOU VERY MUCH

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THI MAR WIN