

Glass and Glassware Industry in Myanmar

Myanmar's glass and glassware industry is expected to grow together with Myanmar's extensive development in building and infrastructure. According to the United Nations COMTRADE, Myanmar's imports of glass and glassware was US\$ 68.3 million in 2015, US\$ 130.4 million in 2016, and US\$ 85.8 million in 2017. China was the top glass and glassware exporter to Myanmar in 2017, which accounted for 61 percent of total glass and glassware imports in Myanmar. The second was Thailand, accounting for 15 percent of glass imports, followed by Malaysia at 13 percent. The value of Myanmar's construction sector is projected to reach US\$ 13.5 billion in 2020. Therefore, many upcoming modern construction projects are expected to raise the demand for glass in Myanmar.

State-owned Enterprise

With regard to local production, the Ministry of Industry handed over a glass factory (Than Hlyin) to the Myanmar Economic Cooperation (MEC) for commercial operations on 17 January 2011. The factory is located on the Yangon-Thilawa Terminal road, Phayagone village, Than Hlyin Township, Yangon region. The main plant is producing glass bottles, and the daily production is 20,000 pieces per day. The factory produces glass bottles (350 ml, 650 ml, 680 ml, 700 ml, and 24 ounces). Annual production is 7,500,000 bottles. Raw material is white sand glass used for production of glass at the glass factory (Thanlyin), which is mainly from Ahile-Man Island on the Tanintharyi coast.

In addition, there is also the Kyaukse Glass Factory in Kyaukse Township, Mandalay region. Kyaukse Glass Factory was constructed by the China Construction & Agricultural Machinery Company (CAMC), and inaugurated on 11 January 2013. The factory has a capacity of more than 50,000 tons per year, which makes it the top glass factory in Myanmar. The project was assisted with a 30 million USD concessional loan by China EXIM Bank.

Kyaukse Glass Factory mainly produces tinted glass, clear glass, and mirrors. According to the Ministry of Industry's report on its one year performance in April 2017, the factory produces glass tables incorporating Burmese lacquerware, drawings and traditional carvings designed by the State Counsellor, as mass production. The aim is to retain market space for Burmese traditional arts while also using high quality glass. Within six months of production, 20 tables were sold with prices ranging from Ks 1 Lakh to Ks 2 Lakh depending on the designs. Further production will be carried out according to market demand.

Local Producers

There are many local glass producers which play an important role in the glass and glassware industry of Myanmar. For example, Sein Nagar Glass Factory is a family business that has been in operation for more than 15 years. The founder saw great potential in using discarded glass bottles bought from garbage collectors in Yangon. The melting of bottles and glass blowing has been handed down in the company. Although the quality can be matched by mass-produced glassware, each piece has its own unique quality.

Approval of Glass and Glass Products by the Myanmar Investment Commission (MIC)

Myanmar Investment Commission (MIC) approved US\$ 23.192 million on foreign investment and US\$ 28.860 on local investment in manufacturing of glasses. According to MIC, there is five foreign enterprise and two local enterprise registered and permitted to operate business related to glass and several of glass's products.

Foreign Investment existing enterprises (Manufacturing of Glass):

No	Permitted date	Company Name	Country	Type of Business	Location	Investment Amount (US\$ million)
1.	28-8-2013	Myanmar Posco C & C Co., Ltd.	Korea	Manufacturing and marketing of colour coated steel, roof formed color sheet,(EPS panel, urethane panel, glass wool panel and any other similar products	Plot No. 2, 3, Main Road, Pyin Ma Pin Industrial Zone Mingalardon, Tsp, Yangon	13.987
2.	20-8-2015	Qingjian (Myanmar) Enterprise Co., Ltd	Singapore	Manufacturing and sales of various kinds of furniture and construction products made of aluminum, glass, metal, steel and woods	Plot No.14 and 15, Block No. 21, Mya Sein Yaung Industrial Zone, Hlaing Thar Yar Tsp. Yangon	5.105
3.	11-11-2015	Myanmar Safety Glass Company Limited	Singapore	Fabrication, process and sale of variety of glass	Plot G-3, No. 20 Anawyahtar Industrial Zone, Hlaing Thar Yar Tsp. Yangon	2.000
4.	13-11-2016	WM Quan Dat Co., Ltd	Vietnam	Manufacturing, fabricating, installation and sales of aluminium glass and façade	Plot 4, Myay Taing Block No. 18, Shwe Pauk Kan Industrial Zone, North Okkalarba Tsp. Yangon	0.600
5.	10-8-2017	City-Glass Technology Company Limited	China	Fabrication, processing and sale of variety of glass	Plot 15, Block No. 4, Industrial Zone, Hlaing Thar Yar Tsp. Yangon	1.500

Myanmar Citizen Investment: Existing Enterprises (Manufacturing of Glass):

No.	Permitted date	Name of Company	Type of Business	Location	Investment Amount (US\$ million)
1.	20-5-2000	Mandalay Glass Company Limited	Manufacturing of all kinds of Glass	Plot No. 30, Industrial Zone 2, Hlaing Thar Yar Tsp. Yangon	1.45
2.	27-3-2018	International Glass Co., Ltd	Manufacturing of all kinds of glass and glass related products	Kyaukse Township, Mandalay Region	27.410

Recent and Upcoming Investments

Eurowindow, Vietnam's leading supplier of doors and façades, signed its first contract in Myanmar on 16 March 2018 with THE Integrated (Myanmar) Ltd. to supply glass walls for the Super Hotel project in Thilawa Special Economic Zone. Eurowindow plans to invest up to \$120 million in setting up two factories in Myanmar to supplement both local and regional demand. The company generated revenues of \$142 million in 2017 and aims to be the leading supplier of doors, windows and construction products in the Southeast Asian region. The first factory, which will have an investment of 15 - 20 million USD, is expected to start in 2019. In the meantime, AGC Asahi Glass recently announced that it has opened a branch of AGC Asia Pacific Pte. Ltd., in Yangon city, Myanmar to fulfill demand.

MYANGLASS Expo 2018

MYANGLASS Expo 2018 will be held at MEP Mindama, Yangon during 16 - 18 November 2018. The event is organized by AMB Tarsus Events Groups, which is the region's leading exhibition & conference organizer, established in 1996. MYANGLASS 2018 will be held in conjunction with MYANBUILD 2018: Myanmar's No.1 International Building & Construction Industry Exhibition & Conference. MYBUILD 2017 attracted 7,051 visitor over 3 show days with 235 exhibitors and brands from 22 countries.

Conclusion

Since Myanmar has a booming construction industry, there are vast opportunities for producers, suppliers, and traders in the glass sector. Household items, including glass and glassware, are included in the list of commodities permitted for wholesale and trading according to the Ministry of Commerce newsletter in July 2018. Therefore, competition in Myanmar's glass sector is expected to rise, creating a bigger market due to increasing demand. To cater to the increasing demand and to improve the quality of glass production, Myanmar glass and glassware producers, suppliers, and traders will have to monitor market trends, constantly upgrade glass processing technologies, and provide more value-added services for customers.

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