

Report and Review on
“MSMEs Products Regional Trade Fairs and Contests”
under the Guidance of
Micro, Small and Medium Enterprises Development
Working Committee

Introduction

1. Trade Fair is one of the most important promotional tools in global marketing. It is a place where different types of sellers and buyers gather together under one roof to trade their products, ideas, innovation and views within the short span of a few days. Participation in trade fair is not only to promote immediate sales at the exhibition but it helps start-up MSMEs to introduce themselves in the market scenario and the exiting MSMEs can increase their market share or introduce new products. Apart from this, MSMEs can recognize their competitors and their competitive advantages through Trade Fair. In this connection, Micro, Small and Medium Enterprises Development Working Committee perceptively plans to conduct Regional MSMEs Products Trade Fairs and Contests through out the Country then Final Contest will be successively planning to execute in Nay Pyi Taw Territory as National Level after all.

List of Conducted Regional MSMEs Product Trade Fairs and Contests

No	Title	Dates	Location	Participants
1.	The First Regional MSMEs Products Trade Fairs and Contests	February 23-25, 2018	Mandalay, Mandalay Region	MSMEs from Kachin State and Mandalay Region

No.	Title	Dates	Location	Participants
2.	The Second Regional MSMEs Products Trade Fairs and Contests	March 24-26, 2018	Magway, Magway Region	MSMEs from Chin State, Magway Region and Rakhine State
3.	The Third Regional MSMEs Products Trade Fairs and Contests	May 12-14, 2018	Patheingyi, Ayeyarwaddy Region	MSMEs from Ayeyarwaddy Region
4.	The Fourth Regional MSMEs Products Trade Fairs and Contests	June 29 - July 1 st , 2018	Taunggyi, Shan State	MSMEs from Kayah State and Shan State
5.	The Fifth Regional MSMEs Products Trade Fairs and Contests	August 17-19, 2018	Monywa, Sagaing Region	MSMEs from Sagaing Region

2. MSMEs were competed on equal footing for the Regional Awards Contest with their qualified products producing with innovation and modernized ideas. It is noticeably known that all of MSMEs who showed their products at the regional trade fair have acquired a lot of benefits.

Memorable Photos of the First to Fifth Regional MSMEs Products Trade Fairs and Contests



The First Regional MSMEs Products Trade Fair and Contest
(Mandalay, Mandalay Region)



The Second Regional MSMEs Products Trade Fair and Contest
(Magway, Magway Region)



The Third Regional MSMEs Products Trade Fair and Contest
(Patheingyi, Ayawaddy Region)



The Fourth Regional MSMEs Products Trade Fair and Contest
(Taunggyi, Shan State)



The Fifth Regional MSMEs Products Trade Fair and Contest
(Monywa, Sagaing Region)

Objective

3. The Regional MSMEs Trade Fair and Contest for MSMEs are intentionally organized in different States and Regions according to strengthen the Production, Trading, Investment and Economic Development of MSMEs, to learn the Quality and Innovation of Regional MSMEs Products, to launch Regional MSMEs Products to the Consumers, to Analyze and Evaluate the requirements within the production process to trading process and definitely to penetrate to the international market through the regional trade promotion by certainly cooperation of Government Sector, Private Sector, Partner Organizations and MSMEs.

Regional MSMEs Products Exhibited at the Trade Fairs

4. Regional MSMEs Products displayed at the Trade Fairs. The competed enterprises in the Regional Award Contest are as follows:

No.	Regions and States	No. of Booths and MSMEs Owners	No. of MSMEs Contestants	List of Exhibited Regional MSMEs Products
1.	Kachin State and Mandalay Region	(162) Units (110) MSMEs	(39)	- Regional Foodstuff - Various edible oil - Construction Materials - Amber Products - Fertilizers and Agricultural Machineries - Wooden Products - Electronic & Electrical Equipments and IT Services - Consumer Goods - Bronze Sculpture Industries - Rattan and Bamboo Products - Traditional Medicines

No.	Regions and States	No. of Booths and MSMEs Owners	No. of MSMEs Contestants	List of Exhibited Regional MSMEs Products
2.	Chin State, Magway Region and Rakhine State	(157) Units/ (103) MSMEs	(36)	- Regional Foodstuff - Various Edible oil - Construction Materials - Amber Products - Fertilizers and Agricultural - Machineries - Wooden Products - Electronic & Electrical Equip- ments and IT Services - Consumer Goods - Rattan and Bamboo products
3.	Ayeyarwaddy Region	(162) Units/ (98) MSME	(30)	- Regional Foodstuff - Various Edible oil - Chaff Solid Fuel - Regional Rice and Fertilizers - Agricultural Machineries - Electronic & Electrical Equip- ments and IT Services - Various Salt - Consumer Goods - Rattan and Bamboo Products - Traditional Medicines

No.	Regions and States	No. of Booths and MSMEs Owners	No. of MSMEs Contestants	List of Exhibited Regional MSMEs Products
4.	Kayah State and Shan State	(129) Units/ (74) MSMEs	(24)	- Regional Foodstuff - Regional Handicraft - Value-added Crop Products - Farm Machineries - Crop Drying Machine - Construction Materials - IT Services - Foods - Imported Medicines - Consumer Products
5.	Sagaing Region	(210) Units (124) MSMEs	(38)	- Local Foodstuffs - Local Handicrafts - Value-added Crop Products - Agricultural Machinerie - Crop Dryers - Construction Matrials - IT Services
				- National Costumes - Various Foods - Various Traditional Medicines - Consumer Goods - Kitchen Wares - Service Industries - Banking Industries - Industries - Import-substitute Enterprises

Workshops, Seminars and Business Matching Supporting for MSMEs

No.	Regions and States	Topics	Speakers
1.	Mandalay Region	- "Development for Small & Medium Sized Food Enterprise in Myanmar" - "SME Loan Support" - "CGI Scheme in Myanmar" - "SME Loan Support" - "SME Loan Support" - "SME Loan Support"	- U Tin Lin (Myanmar Engineering Society) - MEB - Myanmar Insurance Cooperation - CB Bank - SMIDB Bank - KBZ Bank
2.	Magway Region	- "Regional MSMEs Products Development Linkage with National Export Strategy" - "Food Safety Infrastructure" - "Financial Literacy" - "Business Opportunity in Modern Retail"	- U Aung Kyi Soe (UMFCCI) - U Soe Naing, Deputy Director, DISI - Dr. May So Pyay Nyan (MIP) - Daw Hla Hla Hnin (Myanmar Retailers Association)
3.	Ayeyarwaddy Region	- "Unique Product, Unique Region" - "AYA Bank Products & Services" - "SME Loan Disbursement Condition of MEB"	- U Aung kyie Soe and Daw Khaine Khaine New (Myanmar Retailers Association) - U Nay Soe Ya (AYA Bank) - Myanmar Economic Bank

No.	Regions and States	Topics	Speakers
4.	Kayah State and Shan State Magway Region	SME Development Workshop (29.6.2018)	
		- "Unique Product, Unique Region"	- U Aung Kyi Soe (Secretary, SME Development Evaluation & Reporting Body) - Dr. Aung Thein (Member, SME Working Committee) - U Myo Min Aung (Vice-President, Myanmar Retailers Association) - U Myint Oo (Mango Enterprise Owner)
		- "SMIDB Bank Products and Services" - "SME Loan Disbursement Condition of MEB" - "Dos and Don'ts from Laws and By- Laws Concerned with SME Food Industries"	- Dr. Zay Yar Nyunt (SMIDB, CEO) - MEB - Dr. Nay Lin (Responsible Person, Shan State, FDA)

No.	Regions and States	Topics	Speakers
		SME Products Launching Ceremony (30.6.2018)	
		- Launching and Discussion on Drying Machine made by Korea - Launching about Agricultural Machineries by Good Brother Co.,Ltd - Presentation Step by Step Process about Drying Machines Manufacturing Industry by "Shwe Thurein Lin" - Discussion on Tractors, "Ye Shin" Company	- Korea Expert from JROOT - Responsible Person from Good Brother Co.,Ltd - Responsible Person from "Shwe Thurein Lin" - Responsible Person from "Ye Shin" Company
		Business Matching Event (29 ~ 30.6.2018)	
		- Holding Business Matching with (25) MSMEs Business Owners from Shan State and Kayah State and Representatives from Companies	- City Mart Holding Co.,Ltd (CMHL) - ABC Convenience Store (ABC)

No.	Regions and States	Topics	Speakers
5.	Sagaing Region	SMEs Development Workshop (17.8.2018)	
		- "Business Opportunities in Sagaing Region"	- Dr.May Pyae Sone Kyawe (Founder, Matrix Institute of Professionals) - Dr.Thar Htay (Professor, Monywa University of Economics) - Dr.Aung Kyaw (Professor, University of Economics) - U Hla Oo (Founder, Good Brothers' Co., Ltd) - Daw Ya Min Naing (Theingi High Tech Mill) - U Soe Naing, Deputy Director,Sagaing Region, Directorate of Industrial Supervision & Inspection
		- "Issue of Agriculture Sector in Sagaing Region" - "Promotion Business Opportunities for MSMEs in Sagaing Region"	- Dr.Thar Htay (Professor, University of Economics) - Dr.Aung Kyaw (Professor, University of Economics)

No.	Regions and States	Topics	Speakers
		SME Products Launching Ceremony (18.8.2018)	
		- Good Brother Agricultural Machineries Co., Ltd - Presentation about food Technology by Myanmar Promotional Service Co., Ltd. - Introduction about Korea made Dryers - Explanation about Retailers Association - Presentation Step by Step Process about Drying Machines Manufacturing Industry by "Shwe Thurein Lin" - Presentation about issuing FDA Certificates - Presentation about Manufacturing Process and Presentation about the Production Process & usage of Dryer by "Myo Myanmar" - Discussion about SME loan by "AYA Bank"	- Good Brothers Agricultural Machineries Co.,Ltd - Dr. Zar Ni Maung Maung - Expert from JROOT Korea - U Myo Min Aung, Vice President (Myanmar Retailer Association) - Representative from "Shwe Thurain Lin " Co.,Ltd - Dr. Htin Lin, Deputy Director General - U Khin Maung Myint "Myo Myanmar Dryer Manufacturing Co., Ltd." - U Nay Soe Ya (Director)
		Business Matching Event(17~19.8.2018)	
		- Holding Business Matching with (22) MSMEs Business Owners from Sagaing Region and Representatives from Companies	- City Mart Holding Co., Ltd (CMHL), ABC Convenience Store (ABC), Gandamar Wholesale Co., Ltd.

MSMEs Regional Award Winners from Kachin State and Mandalay Region

5. Award winning enterprises, products and their detailed information are as follows:

Micro Sized Enterprises			
No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
1.	First Prize Bronze Casting  "Five Lotus" Copper Sculptures	Bronze Casts, Fiberglass and Plaster Sculptures  U Tin Htwe 09-783666694	By learning local and international technologies, making Fiberglass and Plaster Sculptures, Buddha Statue, Chinese Buddha Statue, etc. Reusing the by-product clay and inventing claygrinding machine, wax-rolling machine.
2.	Second Prize Amber Balm, Amber Inhaler  "Shwe Oak Saung Healthcare and Cosmetics Amber Products	Amber Health and Consumer Products  Daw Ni Ni Lwin 09-790773543	Extract oil from Amber, produce health products and consumer products. Explore not only local but also Chinese Market. Using by-product of Amber particles as liquid fertilizer in agriculture.

No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
3.	Third Prize Barbed Wire  Producing of Barbed Wire and Razor Blade Wire	Barbed Wire, Razor Wire, Wire Mesh and Chain Links  U Sai Thet Tun Oo 09-402648523	Produce Barbed Wire, Razor Wire, Wire Mesh and Chain Links according to market demand. Using portable packaging systems, invent machine for product productivity, conduct training for Steel Welding, export to Malaysia and reuse by-product pieces by melting.
4.	Joint Third Prize House Shaped Wooden Lamp  "Mr.Teak" Producing Furniture	Wooden Lamp, Wall Lamp, Table Lamp and Decorative Wooden Chairs  U Htin Kyaw 09-402517082	Produce Hotel & Garden-used decorative lamp and table lamps by using tiny pieces of wooden. Endeavor to sell by-products sawdust to other enterprises.

Small Sized Enterprises

No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
1.	First Prize Chicken Rice Porridge  "Thar Thar Rice Porridge"	Chicken Flavored, Vegetable, Basmati and Brown Rice Porridge  U Zaw Zaw 09-2003249	With Innovative Idea, produce Ready-made Rice Porridge with Sachets, for 5-person package and for 10-person box which is suitable for any religious. Review product quality every year. Negotiation with Japan, Macao, Taiwan, Vietnam and Thailand for export. Establishing 3-year plan according to Expert from PUM Netherlands. Besides, planning to extend other products such as Rice, Ketchup, Rice Porridge with Milk and other ready-made food.

No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
2.	Second Prize Coffee Cherry  Great Ever Top One Co., Ltd.	Coffee, Coffee Candy  Daw Shwe War Soe 09-798296958	Prouding with the system of GMP, getting Standard Certificate USAID, Planning innovative desgin of packaging system, using the waste of coffee leave.
3.	Third Prize Sacha Inchi Make-up  "Kaung Sat Waddy" Sacha Inchi Make-up	Body Soap, Day & Night Cream and Cosmetics  Daw Nyeint War Khin 09-440224649	By learning technologies from internet and producte value-added products such as Cosmetic made of Sacha Inchi. Control the product quality by testing in Government Lab. Distribute products to Yangon, Mandalay, Minbu, Sittwe and Muse. Utilizing shells as animal food and fertilizer. Produce seasoning by mixing with fish powder.
Small Sized Enterprises			
No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
1.	First Prize Tea Leave  U Myo Thant Swe, "U Kar Ka and Daw Sein Pickled Tea"	Green Tea, Pickled Tea, Tea Sushi and Tea Egg-roll  U Myo Thant Swe 09-458788895	Update the products with the consumers' demand; produce with GMP System; Good Packaging; using Computerized Control; obtaining Production License, HACCP (Hazard Analysis & Critical Control Points) and FDA Certificate; introduced to Japan, India and China Market, produce Shampoo and Soapbar from by-products.

No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
2.	Second Prize Buckwheat Soju  "Mandalay Shwe Yi" Co., Ltd.	Honey, Soju and Syrup  U Tin Lin Kyi 09-402766713	Produce value-added products by using buckwheat; cultivate buckwheat as poppy substitution in Southern and Northern Shan State by using organic technology; producing and measuring with modernized machine; receiving FDA, ISO 9001 and ISO 2008 Certificates; exporting honey to Japan and American.
3.	Third Prize Drinking Purified Water  "Lucky Drinking Purified Water"	0.7 Liter, 1 Liter 20 Liter Purified Drinking Water  Daw Stalar 02-4070736	Job opportunities for 300 people; using computerized control, receiving FDA, ISO 9001, ISO 2008 certificates; wide market in Upper Myanmar market; producing buckets, booms and dustpans by using dispose plastic; building the factory in the form of energy saving techniques and good ventilation.

MSMEs Regional Award Winners from Chin State, Rakhine State and Magway Region

6. Award winning enterprises, products and their detailed information are as follows:

Micro Sized Enterprises			
No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
1.	First Prize Chin Hill Coffee  "Hornbill Chin Coffee"	Chin Natural Coffee, Coffee Cherry and Clean Coffee Beans  U Mar Hone 09 400300047	Creating job opportunities for local by producing high-quality products from Chin natural coffee; Producing coffee-based products and cosmetic & Endavour to export foreign market; Focus on quality, packaging and clean & refreshment of products.
2.	Second Prize Natural Shampoo, Lemongrass Mosquito Repellent  "Saya Bio" Natural Organic Consumer Goods Production	Natural Shampoo, Water treatment, lemongrass mosquito repellent, Soap and hand sanitizer handgel  U Win Myint Aung 09 450507064	Producing consumer products by using herbal and vegetables; producing hygienic products since previous time; upgrading products according to consumers' feedback; innovating new products.

No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
3.	Third Prize Owl-shaped coconut husk craft  "Shwe Latyar" Coconut Handicraft Product	Animal-shaped and other toys-type Coconut husk craft  U Htay Aung 09 401560965	Producing value-added handicraft from coconut husk and shell artfully; attractive painting; and create job opportunities for young generation as there is good market demand.
Small Sized Enterprises			
No.	Types of Award winning Enterprises	Items of Product	Reasons for Award Winning
1.	First Prize Bentonite Powder  "Win Sandar" Bentonite Powder	Bentonite Powder, Facial Cream and Thanakha Products  U Win Swe 442301256	Producing Bentonite Powder for Construction, Facial Cream and Thanakha from Natural ground; creating job opportunities; good packaging; market penetrating in local construction, exporting via distributors to Vietnam and Thailand.
2.	Second Prize Burner (Leaves, Stems, fire-wood, Charcoal)  "Myanma Land" Burner	Various Burners  U Aung Cho Oo 09 792152857	Reducing fuel cost; Easy cooking with biomass, firewood, Charcoal Solid Fuel and , reducing fuel cost and cooking time compare to traditional.

No.	Types of Award winning Enterprises	Items of Product	Reasons for Award Winning
3.	Third Prize Cotton products  "Galonmin Nyi Naung" Cotton Textile	Blankets, Bedsheet, Longyi, Tablecloth, Napkin, Bag, Handbag, Robe, Shawl  Daw Nilar 09 792300771	Creating job opportunities as this is a supply chain production from cotton to products; Applying hotels because of good & Sprue design penetrating market to Citymart, Hotels and Resorts through Trade Fairs.
4.	Joint Third Prize Natural Plum and Tamarind Syrup  "Salay Shae Saung"	Natural Plum and Tamarind Syrup  Daw Aye Aye Naing 09 896565805	Producing value-added products using local products; Being one of the women entrepreneurs; create job opportunities, conducting capacity building training for labours; participating in local and international trade show; endeavoring for foreign market penetration.
5.	Joint Third Prize Broiler Grower  "Kyaw Broiler Grower Complete Feed" Broiler Grower Industry	Broiler Grower Complete Feed  U Kyaw Zeya 09 7719318871	Entrepreneur who became from Company staff; to owner import-substitution products; systematic storage house; tested product quality sent to Lab in Singapore; Expanding animal Feed Production for goat and pig, energy saving by using rice husk and broken plum seeds.

Medium Sized Enterprises			
No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
1.	First Prize Purified Peanut Oil  “Amay Htwer” Purified Peanut Cooking Oil	Peanut Oil and Sesame Oil  U Htay Aung 09 785341292	Using local high quality raw materials, receiving ISO Certificate; creating job opportunities; distributing peanut and sesame seeds; introducing contract farming system; establishing international standard peanut oil factory.
2.	Second Prize Natural Plum and Tamarind Syrup  JUMJEL Natural Plum and Tamarind Syrup	Natural Plum and Tamarind Syrup  Daw Thet Su Htay 09 2305530	Being One of the woman entrepreneurs; establishing new strong market; use local products; using natural products and do not use chemicals; planning to produce Plum Jam, Tamarind Jam and Toffee; making a linkage for exporting to Korea; endeavoring to receive HACCP and ISO Certificates. Producing based on raw plums, which come from plum flourishable region, and raw tamarind, which come from middle part of Myanmar producing only natural fresh fruit without chemical.

No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
3.	Third Prize Corn Based Products  “Yan Pae” Corn Based Products	Corn Flour, Corn Starch, Medicated Corn Flour  Daw San San Ye 09 5031783	Produce value-added products by using local corn; establish own lab for quality inspection of products; control the quality of products eventually; good product design according to internationally; sell by-products as animal feeds; reusing sewage water for agriculture.
4.	Joint Third Prize Furniture Product  3 Seasons Furniture Factory	Producing furniture by using palm tree which come of age  U Kyaw Naing Than 09 5171456	Produce household products and furniture as value-added products by using old-aged palm trees; creating job opportunities for workers; Aim for export.

MSMEs Regional Award Winners from Ayeyarwaddy Region

7. Award winning enterprises, products and their detailed information are as follows:

Micro Sized Enterprises			
No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
1.	First Prize Reed Bamboo Value-Added Bamboo Fishing Rod  Hlaw Tat Co., Ltd.	Producing Bamboo Fishing Rod as Export Product  U Than Aung 09 783631961	Waste-less production from raw materials to products; export local bamboo fishing rods;
2.	Second Prize Amber Pillow  Amber and its Products	Producing Amber Liniment, Amber Inhaler, Amber Pillow, etc.  Daw Yu Yu Htay 09 775579000	Entrepreneurship business with innovative consumer products and health products from Myanmar natural Amber.

No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
3.	Third Prize Water Basin using recycle Tyre  U Kyaw Htay Tyre Machinery Shop	Producing as human appliances, agriculture and machinery products by using used and Waste Tyre  U Hla Htay 09 253261950	Innovative products from waste car tyre; create rural-needs products from waste products.
4.	Joint Third Prize Sandalwood Incense Stick and Sandalwood Candle  “Witharkha” White Sandalwood Incense stick	Producing White Sandalwood Incense sticks and Candles  U Thein Moe Aung 09 786317769	Producing scandal sticks as value added products by using by- product scandal powder from scandal handicrafts; Environmental friendly business using by- products as raw; good packaging; save energy by applying solar energy is used for drying incense sticks.

No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
5.	Joint Third Prize Aloe vera Herbal Medicine  “Pakhuku Sayar Aye” Aloe vera Traditional Pharmaceutical Production	Organic Herbal Medicine made of Aloe vera  U Maung Aye 09 33082035	Produce traditional medicines from own-planted organic Aloe vera; High quality and reliable; save energy by applying solar-dry method.

Micro Sized Business

No.	Types of Award winning Enterprises	Items of Product	Reasons for Award Winning
1.	First Prize Pathein Umbrella  “Shwe Sar” Pathein Traditional Umbrella	Producing Pathein Traditional Umbrella which are likely to buy not only local but also Europe/ Asia  U Aung Naing 09 961565166	100% local raw material; create job opportunities as production with 31 steps and multiple parts; Export to Germany, France, Italy, New Zealand, England, Canada, Thailand, China and Japan; Produce Hazagon and Octagon shape Parasols; World-wide famous product.

No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
2.	Second Prize Organic Shampoo, Handgel  United Myanmar & Asia Co., Ltd.	Organic shampoo, Soap, Body Lotion Hand Gel, Hand Wash, Toner  Daw Nyein Nyein Ei 09 254263277	Produce good quality products using natural and organic materials such as Alum, Aloe Vera , Rose, Lime, Neem, Gooseberry and Honey; All Customer Segments.; Winner-awarded for Best Innovator by Channel 7 (Golden Dream)
3.	Second Prize Grilled fish  “Zaw Anawar” Foodstuffs	Ready made grilled-fish and Fish Paste  U Wai Lin Kyaw 09 26008585	Innovative ready-made product of chemical free and clean Loitta Fish; good packaging; by-product fish powder are used for making fish paste.

No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
4.	Joint Third Prize Low Fat Honey Ginger Honey Lemon  “Aung Taw Win” Natural Foodstuffs	Aloe Vera Jam, Shampoo, Soap, Digestive Paste, Low fat Steamed Ginger, Honey, Lemon, Alum Soap  Daw Aye Su Su Hlaing 09791961748	Producing of social healthcare medicine made of Aloe Vera including Jaggery, Tamarind, baked salt, etc. Producing low fat ginger sheets combined with ginger, honey and lemon and shampoo made of Ta Yaw Kim Pone. Being without side effect product.
5.	Joint Third Prize Harvestor  Paw Lwin Agricultural Industries	Small, Medium and Large Harvesters  U Kyaw Ko Latt 09 796621208	Produce import-substitute small, medium and large sized Threshers; purification of paddy up to round about 90%; training for user-friendly training for customers.
6.	Joint Third Prize (Bamboo and Cane) Hats  Cane and Bamboo Handicraft Industries	Hats, slippers and bags made with Cane and Bamboo  U Aung Lwin 09 422542328	Produce handbags, baskets, hats by using local cane and bamboo; Establishing showroom in Kho Taung Village for market; good product for health.

Medium Sized Business			
No.	Types of Award winning Enterprises	Items of Product	Reasons for Award Winning
1.	First Prize Paddy Chaffs  “Myo Myat Mon” Paddy Chaffs	Paddy Chaffs, Fuel Rolls  U Zayar Myo 09 5101533	Produce innovatively briquettes from by-products rice husk; prevent deforestation; can be used as firewood-substitution fuel in boiler and brick factories; export to Japan.
2.	Second Prize Natural Crude Salt and Fine Salts  Crude Salt Production	Natural Crude Salt and Fine Salts  U Zaw Min 09 778855975	100% local raw material is used; create job opportunities; efficient land-use; environmental-friendly; major business of Ayawaddy Region; Save energy as using sun-dry process.
3.	Third Prize Mat  Mat	Mat for Meditation, Settee, Cushion, Pillow, Bag, Phone Bag, Purse and Slippers  Daw Aye Aye San 09 5181248	100% local raw material used product; create job opportunities; energy saving due to hand made process; innovative idea for car cushion, pillow, handbag, phone bag, purse and slippers.

No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
4.	Joint Third Prize Tractor  Sein Shwe Ngwe Industries	Agricultural Machineries, Threshers  U Than Oo 09 250576662	Produce agricultural machineries using local iron raw materials; import-substitute products; invite Korean experts for production development; conduct user-friendly trainings to farmers
5.	Joint Third Prize Computerized Weaving  Pathein Embroidery Co.,Ltd.	Computerized Weaving Textiles Logo & Design  U Soe Thant 09 420163928	Create job opportunities for local people; design creation; design with computerized embroidery machine; reasonable price; Performing social welfares

MSME Regional Award Winners from Kayah State and Shan State

8. Award winning enterprises, products and their detailed information are as follows:

Micro Sized Enterprises			
No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
1.	First Prize Bathroom Accessories   “Gift of Nature” Natural Bathroom Accessories Production Industry	Bathroom Accessories made of Loofah  Daw Sandar Win 09 5181455	Processing without waste in any step from raw materials to finished products, exporting and producing as innovative and value-added products of Bathroom accessories (such as Slipper, Body Brush, Vase, Facial Brush) made of Loofah
2.	Second Prize Traditional Goods  "Shwe Kyae Thar" Shan Paper and Lantern Industry	Shan Paper, Umbrella, Lantern, Fan and Traditional Goods  U Win Htut 09 791908124	Production of Innovative Traditional Products from Myanmar Natural Products such as Bamboo, Shaw Plant, TaYaw Plant, being Energy Saving Industry, being handicraft earning greater foreign money as much of foreigners' interesting , without impacting the natural environment

No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
3.	Third Prize Kayah Traditional Weaving Cloth  "Day Day" Traditional Weaving Industry	Kayah Traditional Gyaut Khoke Weaving Cloth  U Zaw Min Min Oo 09 428004808	Being Traditional Cloth made of regional yarn, earning foreign money as foreigners can wear, being energy saving traditional weaving industry.
4.	Joint Third Prize Milk, Butter Cookies  "Yin Nyein Aye" Dairy Products Industry	Dairy Products such as Milk, Yogurt, Butter, Butter Cookie  Daw Thin Thin Khine 09-5280718	Extending Markets to Shan (Southern Part), Kayah States and Producing innovative Yogurt, Milk, Butter, Butter Cookies bought from own Farms and others, Good Packaging System, Producing with clean and qualified standard, All Customer Segments.

Small Sized Enterprises			
No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
1.	First Prize Green Tea  "Nara" Organic Green Tea Industry	Organic Green Tea  U Kyaw Thiha 09 254526958	Producing Green Tea by own designed machine, creating Job Opportunities, exporting to Germany, having Global GAP Certificate.
2.	Second Prize Many Kinds of Jam  "Pin Lon" Foodstuff Industry	Jams, Wines, Seasoning Powders  Daw Tin Mar Kyi 09 250256730	Using 100% regional raw materials, producing innovative and value-added products applying seasonal crops. Being no chemical products consumed by both of baby and people, creating Job Opportunities by training the processing steps.
3.	Joint Second Prize Straw Mushroom  "Kalaw" Mushroom Plantation	Button Mushroom , Ngwe Hnin Mushroom, Porcini Mushroom  U Nay Zaw Hlaing 09 791645576	Micro Farming with Innovation, without impact to natural environment, good local market, consuming as natural medicated food by foreigners, performing good agricultural practices supported by NGOs, achieving Third Prize at 2015-BIC Competition of GIZ.

No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
4.	Third Prize Inn Traditional Brocade  "Padonmar" Inn Traditional Brocade Industry	Inn Traditional Brocade and Cotton Cloth  Daw Chaw Ei Ei Khine 09 777082861	Traditionally innovative weaving made of Lotus from InnLay Region in order to earn foreign money, saving energy, without impacting Natural Environment, creating job opportunities.

Medium Sized Enterprises

No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
1.	First Prize Variety of Coffee Powder  "Genius" Shan Highlands Coffee Industry	Variety of Coffee Powder, Ready Made Coffee  Daw Lay Lay Myint 09 421068935	Innovatively planting and producing with famous Myanmar Coffee, Establishing 2 Branch Offices at (2) foreign Countries. Exporting 21 Countries, creating job opportunities, organizing agricultural and business training to regional people with free of charge, good packaging System, producing new products, performing development process for Southern Shan State including Ywar Ngan.

No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
2.	Second Prize Green Tea, Dried Green Tea  “Power Maw Shan” Green Tea, Dried Green Tea Industry	Green Tea, Dried Green Tea  Daw Nay Chi Myat Htun 09 450027779	Producing Green Tea, dried Green Tea from Shan State (Southern) with good packaging system and new technologies, creating new production combined with Myanmar traditional food and foreign food innovatively, creation job opportunities, without impacting natural environment, performing regional development process co-operating with Pin Ta Ya Green Tea Cluster.
3.	Third Prize Green Tea  “Mother Love” Green Tea Industry	Many Kinds of Green Tea  Daw Yi Yi Myint 09 2509021115	Production with Tant Yang Region from Northern Shan State Trade Mark using modernized Technology, Performing Regional Development Process, Creation Job Opportunities, Good Packaging System.

No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
4.	Joint Third Prize Grape Wine  “Red Mountain” Grape Wine Industry	Many Types of Grape Wine (White Grape Wine, Red Grape Wine)  U Nay Win Tun 09 2035632	Exporting Grape Wine by planting their selves, taking foreign Grape Seeds and by producing international technology.
5.	Joint Third Prize Furnitures   “Dana Aung” Wood Curving and Art Industry	Many Types of Furnitures (Table, Bed, Teak Door, etc..)  U Soe Htet Aung 09 458041468	Producing using new technology and consumers favourable modern machines, producing many products from waste wood, saving energy by using wood as firewood, producing innovatively without impacting natural environment creating job opportunities being healthcare products, saving energy, without waste.

MSMEs Regional Award Winners from Sagaing Region

1. Award winning enterprises, products and their detailed information are as follows:

Micro Sized Enterprises			
No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
1.	First Prize “Sagaing” Guitar  Guitar Enterprise Association	Various Type of Guitars  U Myint Tun 09-790500065	Producing guitar by handmade and selling all of products in local market, moreover preparing to export by packing systematically, performing to get job opportunities for residents and planning for more job opportunities by extending the processing
2.	Second Prize Hat which made of Wheat Stick  “Wheat Knit Hat Enterprise”	Various Type of Hat  Daw San Su Kyi 09-791343580	Acting on side business for resident to get income when stop awhile their agriculture established as “Hat with Wheat Stick Enterprise Association”, Penetrating the market by making cluster with same enterprise, able to promote market with innovative design by making value-added to waste wheat stick.

No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
3.	Third Prize Various Type of Cakes and Snacks  "Shwe Nantaw" Confectionery	"Shwe Nantaw" Confectionery  U Pyay Thein 09-799008005	Creating job opportunities in local, penetrating market with innovative small package design, handling at all production process to preserve and clean all products.

Small Sized Enterprises

No.	Types of Award Winning	Items of Product	Reasons for Award Winning
1.	First Prize Charcoal Fuel Stick  "Aung Zabu" Charcoal Fuel Stick	Chaff Charcoal Fuel Stick  U Aung Kyi Soe 09- 400493453	Producing charcoal fuel stick by using chaff from rice mill as raw material which may cause pollution, producing Charcoal Fuel Stick based on oversea market, creating local job opportunities.

No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
2.	Second Prize Electrical Spare Parts of Motor Cycle  “Motive Super Red Co.Ltd”	Various Type of Electrical Spare Parts of Motor Cycle  Daw Wutyee Nway 09-972995613	Producing spare parts for motor cycle as import substitution in local by using Japan technology and creating job opportunities for residents, moreover it saves usage of foreign currency.
3.	Third Prize Plum Seed Sorting Machine  “Kyaw Family” Industry	Mill, Plum Seed Sorting Machine  U Kyaw Swe 09-780892237	As well as rice cultivation area, it becomes a marketable product with fair price for customers because Plum Seed Sorting Machine is a domestic product and it creates more job opportunities.

Small Sized Enterprises

No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
4.	Joint Third Prize Turbine  “Aung Chan Thar” Turbine	Turbine  U Win Bo 09-257744612	Supproting for local develop- ment by producing and selling turbine which generate ele- ctricity with fair price for the electricity outage region in Chin State, creating more job opportunities cause of getting electricity.

Medium Sized Enterprises

No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
1.	First Prize Various Type of Traditional Medicine  “Aye Nyein Thida” Traditional Medicine Enterprise	Nerve Tonic, Regular Bowel Movement Medicine, Various Type of Traditional Medicine  U Myint Zaw 09-2130368	Producing qualified product by using local raw material and penetrating not only local market but also oversea market, creating job oppor- tunities for local people.

No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
2.	Second Prize Biomass Burner  “Aung Myanmar” Cooperative Association	Biomass Burner  U Zaw Lin Lwin 09-455549994	Very poor in depletion of environmental conservation cause of producing the biomass burner from waste, creating local job opportunities. Able to use as substituted for other power consumption industry, saving the production cost because raw material are waste so able to buy with fair price for customers.
3.	Joint Second Prize Shwebo Paw San Rice  “Five Diamonds” High Grade Mill	Shwebo Paw San Rice, Seeds  U Kyaw Thu Thaung Sein 09-786100100	Producing qualified Shwebo Paw San rice by using high technology machines, distribution pure stock paddy seed to the farmer, penetrating the market by buying paddy from farmer with current price so local farmer are also convenient in their cultivation.

Medium Sized Enterprises			
No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
4.	Third Prize Traditional Medicine  “Yokepyo” Traditional Medicine	Hypertension Medicine, Regular Bowel Movement Medicine, Blood Tonic, Homeopathic Medicine  Daw Tin Nu 09-458906712	Producing Qualified products by using local raw material and penetrating not only local market but also oversea market, creating job opportunities for resident, taking care of medication to surrounding resident.
5.	Joint Third Prize Shwebo Paw Hsan Rice, Energy Rice  “Theingi” Quality Rice Mill	Shwebo Paw Hsan Rice, Energy Rice  U Kyaw Naing 09-785111039	Producing qualified Shwebo Paw Hsan rice by using high technology machines, producing successfully energy rice as new product and trying to get market for this product.

No.	Types of Award Winning Enterprises	Items of Product	Reasons for Award Winning
6.	Joint Third Prize Footwear   “Myanmar Thapyay” Co., Ltd	Boots, Shoes and Various Type of Footwear for Ladies  U Win Swe 09-256053223	Standing an good quality export footwear product, linking to foreign makets for market expansion, offering regions’ job opportunities, produce acoording to the Standards in every process of production.

Benefits acquired by MSMEs from Kachin State and Mandalay Region after Trade Fair and Contest

11. The Improvement of MSMEs is as follows:

A. "Five Lotus" Bronze Sculpture" (First Prize for Micro Sized Enterprises)



Fiber Statue and Bronze Statue made by
“Five Lotus” Bronze Sculpture

After Award-winning, “Five Lotus” Bronze Moulding Industry is popularized and General Aung San Bronze Statue (High-12 ft) (1) Unit, Human Bronze Statue (5) Units, Pagoda Bronze Statue (High-30 in) (4) Units and (High-3ft) (1) Unit, Fiber Statue (1) Unit etc. were additionally ordered to produce.

B. "Shwe Oak Saung" Healthcare Amber Products (Second Prize for Micro Sized Enterprises)



Second Prize for Micro Sized
Enterprises at the first Regional
MSME Trade Fair and Contest
(February 2018)



Joint Second Prize at China
Innovation Entrepreneur
Competition (April 2018)

After Award-winning, "Shwe Oak Saung" getting new market through raw distributor from Mandalay, Amber developing linkages with medical shops as a new market in Myitkyinar, getting confidence to compete at the Innovation Entrepreneur Competition held in Manse, China and stood Joint Second Prize for Innovation at that Competition.

C. "Super Star " Barbed Wire Industry (Joint Third Prize for Micro Sized Enterprises)



Getting Extended Market Extension of Barbed Wire

After Award-winning, "Super Star" Barbed Wire, Industry is more popularized, has got new markets at Mawlamyaing and Patheingyi in the lower part of Myanmar and extends to produce Steel Barbed Wire currently, former produced Iron Sheet and Barbed Wire.

D. Thar Thar Porridge (First Prize for Small Sized Enterprises)



**First Prize: for Small sized at
the first Regional MSME
Trade Fair and Contest
(February, 2018)**



**Joint Second Prize at China
Innovation Entrepreneur Com-
petition (April, 2018)**

After Award-winning, rising in double their selling rate getting more confidence, First Prize at Foodstuff Contest leading Myanmar Foodstuff Industry in Mandalay Region, and standing Joint Second Prize for Innovation at the Innovation Entrepreneur Competition held in Manse, China by competing many contests, getting not only local market but also China Market, then endeavoring to install modernized Machineries for producing Standardized Qualified Products towards international market.

E. Coffee Cherry Industry (Second Prize for Small Sized Enterprises)



**Second prize at first Products
Trade Fair and Contest
(February, 2018)**



**Offering Franchise from Korea
after Exhibiting at South Korea
(May, 2018)**

After Award-winning, Coffee Cherry Industry arises more and more Brand Image and selling Rate because of Media broadcasting, is also more Brand-aware as coffeemix substituted healthy drink, gets more sale representatives for delivery service, getting interest at foreigner's interest, offering franchise from South Korea, getting **GAP Certificate for Coffee Plantation** on 10th of May 2018.

F. Kaung Sat Waddy Sacha Inchi Healthy Liquid Make-up Industry (Third Prize for Small Sized Enterprises)



Getting brand awareness and rising selling rate

After Award-winning, Kaung Sat Waddy Sacha Inchi Healthy Liquid Soap Industry is more Brand-aware and rises selling rate, can penetrate not only Mandalay but also others and furthermore arranges to produce new products.

G. U Kar Ka + Daw Sein Pickled Tea Leaves Industry (First Prize for Medium Sized Enterprises)



Rising Selling Rate and Planning to Upgrade their Packaging System

After Award-winning, U Kar Ka + Daw Sein Pickled Tea Industry rises selling rate, moreover arranges to produce by upgrading packaging process in production session.

H. Lucky Purified Drinking Water Industry (Third Prize for Medium Sized Enterprises)



Getting Brand- awareness and Rising Selling Rate

After Award-winning, Lucky Purified Drinking Water Industry is more Brand-aware and rises selling rate because of broadcasting in media about

Regional Award-winning Brand, currently extend to set up additional machineries for further production as their selling rate rises significantly.

I. Mon Myat Thu Footwear Industry



Rising Selling Rate

After exhibiting at the trade fair, the product was well-known and sold out (300) pairs of footwear products.

J. Phoe Htaung Pickled-Tea and Fried Peas



Getting More Customers

After exhibiting at the trade fair, the products are brand-aware and get more customers from Meikhtila and Mandalay Townships.

K. "Kant Kaw" Salted Preserved Soya Beans and Fermented Foods Industries



Producing Sweet Sour Soya Bean as a New Product

After the Trade Fair, trying to produce now sweet soya beans instead of producing only one item Hot-Sour Soya beans (Sauce) FDA recommendation of two items of Soya Beans product has already got at 22nd February, 2018.

L. "Bagan Lifescience" Co., Ltd , Glucose-D Supplements



Getting Three Sale Representatives

Glucose-D Supplements rise 10% of selling rate because of supplying additional three pharmaceutical shops through trade fairs where can give a chance of direct contract to consumers and brand awareness.

M. "Naga King" Naga Traditional Textile Industry



Consumers' Favourite Traditional Textiles

After exhibiting, its selling rate rises 15% and got greatly demand for various dress from customers in Mandalay Region.

N. "Home Art" Finished Timber Production



Furnitures Rising Selling Rate through Trade Fair

Home Art furniture became popular and its selling rate rises 20% through trade fair.

O. "Zay Taw Win" Traditional Medicine Production



Launching New Product

After exhibiting, Zay Taw Win for feminine hygiene medicine becomes best seller and rises 15% of monthly selling rate. Fort Medicine which is advertised at trade fair gets order from market and producing and selling as a new product widely.

P. “Yadanar Hlaing” Oil Mill



Getting Orders from Donations & Wedding Ceremonies

Getting greater orders from donation and Wedding ceremonies after exhibiting, oil product (one viss and five viss bottle) are fast-selling for the donation ceremonies and Waso robe donation ceremonies. The selling rate of Buddhist lent is risen 30% than other months.

Q. “Aung Theikhti Aung” Traditional Medicine Industry



Rise Selling Rate

After trade fair, healthy vein vitamin and eye drops become popular and rising selling rate of 10%.

R. “Mr.Teak” Furniture Industry



Rising Selling Rate after Trade Fairs

After trade fair, Settie and domestic-used decorated lamps are brand aware and selling rate improves 15% than before.

S. “Lone Star Coffee” Industry



Marketable Lone Star Coffee

After trade fair, coffee product was well-known and got orders for workshops and trainings organized by market expand.

T. “Phyo Eaindra” Colthing Industry



Getting Orders from Companies

Getting lady wears uniform (50) sets from Europe-Asia Commercial Company as a result of exhibiting at trade fair and it is brand-aware, quality awareness product and got much interest from customers.

Benefits acquired by MSMEs from Chin State, Rakhine State and Magway Region after Trade Fair and Contest

12. Progress of Award-winning MSME from Chin State, Rakhine State and Magway Region

A. "Win Sandar" Bentonite Powder (First Prize for Micro Sized Enterprises)



Marketable and Popular Product through Trade Fair

After Award-winning, this unpopularized regional product is more Brand-aware and can create networking for new market.

B. "Galonmin Nyi Naung" Cotton and Textile Production (Third Prize for Micro Sized Enterprises)



Getting Market and Brand Awareness through Trade Fairs



"Offering to Japan Market because of Japan People Interest"

After Award-winning, this product has got so many demand orders from Magway Hotel, Hpan Khar Myay Hotel, Htain Htain Thar Hotel, Zinyaw Guest House and City Mart from Magway region, furthermore @ The Sea Hotel, K- Resort and Shwe Hinthar Hotel from Ngwe Saung Beach and Ocean Supermarket and also Gandamar Wholesale as market networking.

Furthermore, it is fascinated very much by the wife of Japan Prime Minister Madam Archi be Abe and Japan People, it can penetrate to Japan market by displaying Myanmar Traditional innovative design products such as Longyi, Shawl, Hand-bag, Bed sheets and Bed runners for hotels and motels at Myanmar Festival that was held in Tokyo, Japan from 30th to 1st July 2018.

C. "JUMJEL" Natural Plum and Tamarind Syrup (Second Prize for Medium Sized Enterprises)



Rise Selling Rate through Trade Fairs



Production of Syrup by Modernized Machines

After Award-winning, all of these products were sold out before closing the event because of the customers interest. It is now poroducing

by providing additionally carrying with four vehicles, one destoning machine and one autofilling machine because of more orders from representatives of Yangon, Mandalay and Taunggyi Cities and these production rate rises in double.

D. "3 Season" Furniture (Third Prize for Medium sized enterprises)



Value-added Furnitures made of Palm which is the symbol of Middle Part of Myanmar, Manufactured with Fresh of Palm from Palm Tree

After Award-winning, "3 Season" Furniture is more popularized cause of creating various items of products and workmanship, moreover, it is no need to be afraid of palm tree shortage because of using expired palm tree which cannot produce palm juice. So it is a kind of furniture and consumer goods which is proudly produced as the value-added products.

E. La Gabar Traditional Medicine Production



Rise Selling Rate and Improve Production Rate after the Trade Fair

After the Trade Fair, its selling rate improves up to 50% and more popularized.

F. Sterculia Versicolor Wall (Shaw-Phyu) Cluster in Magway Region



Natural Sterculia Versicolor Wall which can export to foreign market with the selling price of four lakhs MMK per one Viss as it can invite customers at the trade fair while current market price is over one lakh per one Viss

MSME Regional Award Winner “Shaw-Phyu” from Magway Region exhibited at Myanmar Festival held from (30.6.2018) to (1.7.2018) in Tokyo. Shaw-Phyu from most of the other countries can only be used as Raw Material for Industry and edible Shaw-Phyu is produced only in Myanmar Country so it was extremely interesting from Japan Market.



Japan People and Japan Traders are Very Interesting

G. “Hornbill” Chin Hill Coffee Enterprise



Rising Selling Rate and Installing Additional Coffee Bean Peeler Machine

After exhibiting, Hornbill Chin Coffee can achieve some improvements such as buying from Hotels situated at Mindut Town, increasing selling rate of 150 grams coffee from 25 packs to 40 packs, installing additional one coffee bean peeler machine.

H. “Win Sandar” Bentonite Enterprise



Rising 30% Selling Rate

After MSMEs Trade Fair and Contest, “Win Sandar” Bentonite Facial Cream and Powder Enterprise has got additional (2) need based customers from Myaing Township, (2) from Kachin State and (1) from

Lashio Township and has raised 30% selling rate rather than previous time.

I. H.S Burnt Bricks Enterprises



More Popularize H.S Brick through Trade Fair

After trade fair and Contest, H.S Burnt Bricks become more popularized not only Pokkokku city but also all over Magway Region and rise selling price from 50% to 75%.

I. Pokkokku Saya Aye Herbal Aloe Vera Medicine Enterprise



Increasing customers

After Regional MSMEs Trade Fair and contest, “Pokkokku Saya Aye” Herbal Aloe Vera Medicine has increased additional (3) royal customers from Magway and rised 20% selling rate.

K. “Power Man” Bean Crushing Industry



Rising 10% Selling Rate

After Regional MSMEs Trade Fair and contest, “Power Man” Bean Crushing Industry has got additional (2) customers and increase 10% selling rate.

L. “Daily” Yogurt Industry



Getting Sale Representatives and Rise Selling Rate

After Trade Fair, “Daily” Yogurt Industry increases 5% selling rate and got a new sale representative from Pokkokku Township.

M. “Salay Shae Saung” Natural Plum, Tamarind Syrup



New Market Extension to Rakhine State

After trade fair, “Salay Shae Saung” Natural Plum, Tamarind Syrup has got market linkage with Rakhine State in new package design by selling via U Phyo Zay Lat as a sale representative from Yangon and produce plum jam as a new product.

Benefits acquired by MSME from Ayawaddy Region after Trade Fair and Contest

13. Progress of MSMEs is as follows -

A. “Myo Myat Mon” Chaff Solid Fuel Factory (First Prize for Medium sized enterprises)



Chaff Solid Fuel Machine and Drills

After Award-winning, “Myo Myat Mon” Co., Ltd has acquired getting market linkages and reducing environmental pollution by selling machines which can produce solid fuel made of Waste Chaff.

B. “Crude Salt Production Cluster (Second Prize for Medium Sized Enterprises)



Natural Crude Salt and Salt Field Businesses got market information to export China and Japan

After Award-winning, Crude Salt Production Cluster achieved good network to study about technical assistance for export readiness in China by linking with UMFCCL. It also gets a chance to penetrate China and Japan Market by selling small packages of crude salt.

C. “Shwe Sar” Pathein Traditional Umbrella (First Prize for Small sized Enterprises)



Innovated Traditional Umbrellas Exporting to the Europe Countries

After Award-winning, Shwe Sar can export the innovative products by innovating their traditional family business then other MSMEs owners can imitate their success.

D. Sein Shwe Ngwe Industries (Third Prize for Medium Sized Enterprises)



Agricultural Machineries Selling in Connected with Myanmar Agricultural Development Bank

After Award-winning, this enterprise can get the network linkage with Myanmar Agricultural Development Bank for selling agricultural equipment such as tractors and combine harvestors to farmers by installment. After exhibiting, (2) units Thrashers, (1) unit of Burma Linseed (Mi Gyaung Kun Bat) were sold out to Warkhaema Township, Ayayarwaddy Region. At present, (6) units of thrashers from Myaung

Mya Township and (15) units of Burma Linseed (Mi Gyaung Kun Bat) from Pan Ta Naw Township were ordered again.

E. Thin Pyant Sopyay Confectionery



Thin Pyant Sopyay Confectionery Rises Selling Rate

After the event, the products from Thin Pyant Sopyay Confectionery are well-known and selling rate rises 5% more and gets higher demand because of its innovative new product “Mousse”.

F. “Pyae Sone” Harvester Industry



Pyae Sone Harvestors Rise Selling Rate

After the trade fair, Pyae Sone Harvester Industry is popularized and sold a Tractor and a Seeding & Tillage.

G. "Shwe Lat Yar" Ready Made Rice Salad



Rise 10% of Selling Rate

After trade fair, selling rate of "Shwe Lat Yar" rises 10% because of getting brand-awareness and consuming people who go abroad. Balachong and ginger salad produced as new products.

H. "Pathein" Computerized Embroidery Enterprise" (Joint Third Prize for Medium Sized Enterprises)



Rising 20% of Selling Rate

Eventhough ordered various embroidery Kanok Longyi, Half Kanok Longyi and Designated logo were sold 250 clothes per day before exhibiting in trade fair, it rises over 20% of selling rate by producing over 300 clothes per day as its brand-awareness at the trade fair.

I. "Daw Kyin Mya" Chicken Sausages, Pork Sausages Trading Enterprise



Rising 25% of Selling Rate

Before exhibiting, chicken sausages and pork sausages can be sold over 10 viss per day even though it was sold 8 viss per day previously. So, its selling rate rises over 25%.

J. “Thant Thant Lay” Zalun Purified Peanut Oil Enterprise



Rising 50% of Selling Rate

After exhibiting, it becomes popular and rises 50% of selling rate by selling 900 viss per month instead of 600 viss per month.

**K. “Daw San San Aye” Thin Reed and Thin Reed Mat Trading Enterprise
(Third Prize for Medium Sized Enterprises)**



Getting Order for Export

Thin Reed and Thin Reed Mat Trading Enterprises are well-known from all over Myanmar. It was connected and offered by a trader from Nay Pyi Taw for export (1116) units of customized sized mat (3 feet×6.5 feet).

The Benefits of MSMEs from Kayah State and Shan State after MSMEs Trade Fair and Contest

14. MSMEs have got the following benefits at the 4th Regional MSMEs Product Trade Fair and Contest-

A. Dr. Tin Mar Kyi (Ph.D Chemical Engineering, University of Kebeangsaan, Malaysia), Pin Lon University Retired Rector, "**Pin Lon**" Foodstuff Industry Owner, produces valued added products (Dried Centella, Auince Jam, Mango Wine etc.) from agricultural crops such as (Centella, Quince, Mango etc.) herself, moreover, share her technology know- how knowledge to others. She stood Second for Small Enterprises and discussed about the requirement of FDA Certificate for Consumers and Foodstuff MSMEs to include into the Retailers Association such as City Mart, Ocean etc., and 6 Months to 1 Year time taken for that Certificates. As a result of this, the Representatives of FDA shared knowledge about the necessary documents of Consumers and Foodstuff MSMEs for taking FDA Certificates easily and quickly, Food Safety and Technology Sharing.

B. Crop Drying Machine and Agricultural Machineries



Drying Machine from Korea

Agricultural Machineries of
Good Brothers Co., Ltd

"JROOT" Expert displayed and explained about Drying Machine from Korea and "Good Brothers Co., Ltd." showed and discussed about Agricultural Machineries, in this context, Farmers will become ordering sooner or later.

- C. Before Ayeyarwaddy MSMEs Show, Shwe Thurein Lin Company exhibited Nut Dryer, Paddy Reaper, Thrasher and Cultivator at Thandaunggyi Township in Kayin State and at the current Shan MSMEs Show, they discussed about Crop Drying Technology, regional farmers have got agricultural knowledge and Agricultural Products Storage Technology by using Drying Machine. Apart from this, develop connection between Chinese Traders and Kayah Marbles Industries.
- D. **“Kalaw” Mushroom Plantation (Joint Second Prize for Small Industries)**



Porcini Mushroom and Black Trumpet Mushroom Acquired Direct Selling Chance to City Mart Holding Co., Ltd. from “Kalaw” Mushroom Plantation

The Owner of “Kalaw” Mushroom Plantation is a graduate from Agricultural University. He buys Mushroom grain from China and does Research and Development at Kalaw. And then he plants and sells it. Previous time, he did indirect sale to Yangon and Mandalay. After award winning of Joint second Prize for Small Industries, Mushroom Products are acquired direct selling chance to City Mart Holding Co., ltd.

E. "Nara" Green Tea Industry (First Prize for Small Sized Enterprises)

Green Tea Machines designed by "Nara" Owner



Tea Roasting Machine



Tea Drying Machine



Tea Mixing Machine

"Nara" Organic Green Tea Industry, from Tar Ngo Village, Pin Laung Township, Shan State, has got First Prize for Small Enterprises at the Show. "Nara" Owner designed and produced himself Tea Roasting Machine, Tea Drying Machine and Tea Mixing Machine and sold it to same industry owner from Tee Tain Township, Chin State and Kan Pike Tee Township, Kachin State. After award winning, its technology and machineries are kept on distributing to owners from Kayah State and Shan State.

F. "Ei Sal Ki" Agricultural Machinery Co., Ltd.



"Ei Sak Ki" Co., Ltd. Product Farming Machinerys

Ei Sal Ki Farm Machinery Co., Ltd. sold Tractors to Myaungmya Township and Kangyidaunk Township after Ayeyarwaddy MSMEs Show, and now at the Shan State MSMEs Show, presenting for the first time to farmers from Shan State, over 50 Farmers are interesting their machineries and preparing to buy.

G. Travelling Service and Motel Service



Pa Daung People are wonderful traditional culture, Weaving Gudkhoke industry made by kayan traditional way, Handicrafts and beautiful natural scenery can more attract tourists and more develop Tourism Industry of Kayah State

At the MSME Trade Show and Contest, Presenting Practical Show of Kayah traditional weaving (GyatKhome) industry from Thatapalu Village, Kayah State, displaying Kayah traditional clothing and food, further more Travelling and Motel Service of Loikaw Princess Motel. By doing so, the wonderful traditional culture, clothing and food, beautiful natural scenery of Kayan (or) Padaung Race are well known by public. So, regional tourism industry becomes blooming.

J. “Genius” Shan State Highlands Coffee Industry” (First Prize of Medium Enterprises)



“Genius” Shan State Highlands Coffee Industry” will Cultivate 50,000 Acres in Kayah State

After award winning, First Prize of Medium Enterprises, “Genius” Shan State Highlands Coffee Industry” can connect to cultivate 50,000 Acres in Kayah State supporting technology and germs at Hpruso and Demoso Townships in Kayah State in order to extend their Coffee production.

K. **“Myo Myanmar” Agricultural Machinery**



“Myo Myanmar” Agricultural Machinery

(5) Sets of Dryer (30 tons- for corn and other crops) used the Paddy Chaff Burner (local-made) produced by “Myo Myanmar” Farm Machinery Industry, exhibited by U Khin Maung Myint from Loikaw Industrial Zone, were sold out to Hsi Hseig Township, Pa O Self-administered Zone and Pekon Township. Apart from this, after MSMEs Show, (2) more sets were sold to that townships again.

L. **Saya Bio (Kyan Khin) Natural Organic Goods Industry**
(Second Prize, Micro Sized Enterprises)



Saya Bio (Kyan Khin) Natural Organic Goods

Saya Bio (Kyan Khin) Natural Organic Goods Industry contested the second (Magway Region) MSME Show and Contest; he stood second for Small Scale Enterprises. After award winner, CB Bank gave 300 Lakhs Myanmar Kyats as Loan. In this context, he can perform improving Products' Packaging System, direct selling to City Mart and Ocean Center, direct exporting to Singapore by using Bar Code on products. Besides continuously exhibiting in the MSME Show and Contest, there is many more beneficiary of receiving Market Linkage, modifying necessities for production line by reviewing feedbacks of consumers.

M. United Myanmar & Asia D'nae Cosmetics Industry (Second Prize for Small Sized Enterprises)



United Myanmar & Asia D'nae Cosmetics

United Myanmar & Asia D'nae Cosmetics Industry has got Second Prize for Small Scaled Enterprises at the Third Ayeyarwaddy MSME Regional Product Show and Contest. Even though Web Page was established on online, it was effective slightly. Here in participating MSME Show, they have achieved many more consequences such as becoming well-known products, getting chances for direct meeting with customers, penetrating markets so that they will participate in upcoming MSME shows successively.

L. “Gift of Nature” Bathroom Trading Enterprises



Rising 60% of Selling Rate

After winning first prize at the contest, its selling rate become riser 60% than previous time according to the additional getting order, selling and telephone enquirys.

M. “FUSO” Liquid Soap Industry



Rising 20% of Selling Rate

After exhibiting, its selling rate becomes riser 20% than previous time because of getting sale representatives not only from Inlay, Nyaung Shwe Township but also from Taunggyi City, Shan State.

The Benefits of MSMEs from Sagaing Region after Trade Show and Contest

15. Good Results arisen for MSMEs through MSMEs & Regional Award Competition Event

A. Saging Guitars Business Owners Association



Selling (250) Units of Saging Guitars to Monywa, Taunggyi and Myitkyina

“Sagaing Guitar Business Owners Association” got the customer’s trust after they had got the first prize of Micro Enterprises. Beyond the exhibition, they had just got the prompt order from Monywa, Taunggyi and Myitkyinna Townships for (50), (100) and (100) pcs. of Guitars respectively.

B. “Aung Chan Thar” Hydropower Generators



Increase Interest from Chin Highland, Lower Part of Myanmar and Naga Region

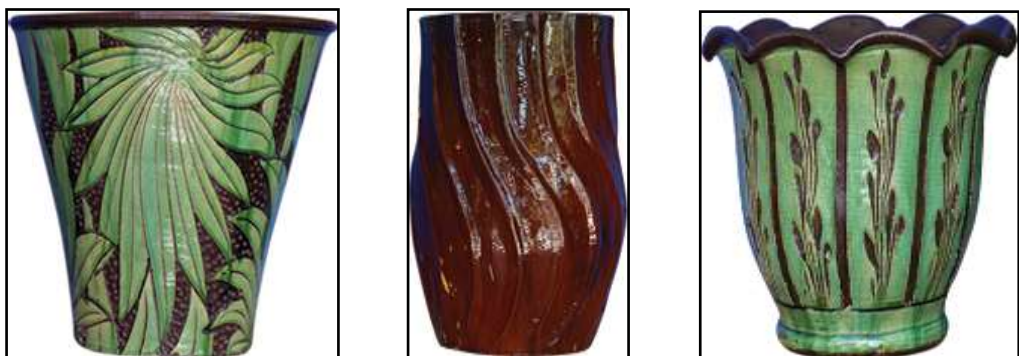
(31) Numbers of 15 kW, 20 kW, 30 kW, 50 kW, 75 kW & 100 kW mini-hydropower machines were sold, fitted and delivered to the villages in Chin State that would like to get the assembly of machines by “Aung

Chanthar” Hydropower electrical installation Business in Kalay Industrial Zone. In hydropower machines, there are two main parts as Turbine and Generator. Generators were bought from local companies and Turbines were manufactured by themselves. The accessories contain in Turbine: propellers, (1" - 3") Nozzles, Fly Wheels, Suction Heads, Pulleys and Body Frames were cast and molded in Kalay Industrial Zone and production by assembling together with the generators that bought from external companies. The price lists of the products from “Aung Chanthar” Business are:

15 kW	-	MMK 45 Lakhs	20 kW	-	MMK 50 Lakhs
30 Kw	-	MMK 55 Lakhs	50 kW	-	MMK 70 Lakhs
75 kW	-	MMK 100 Lakhs	100 kW	-	MMK 120 Lakhs

And we have known **foreign-made hydropower machines’ local prices rises from MMK 200 L to 500 Lakhs in each**. So, the facts of similarly to the region’s necessities, cheap, actual site visit to the required assembly areas, consultation, assembly in delivery, the products from “Aung Chanthar” got the second prize of Medium Enterprises. So, moreover the customers who want to buy from Naga, Self-ministered Zone in Chin State, and Magway region made enquiries and brought the detailed facts/ pamphlets, the markets will be expanded.

C. “Han Win Saw” Glazed Business



Get Order from India

One of the exhibited businesses, “Han Win Saw” Glazed business obtained the glaze technology from PUM Netherlands Senior Experts,

Netherlands, they got multi-coloured production, not only wood fire burning but also gas stove burning will lead to improvement of selling. Moreover, the order of a (40) ft. container cargo received from India.

D. “Five Diamonds”, High-Grade rice industry



Getting more Naypyitaw Sale Agents of "Five Diamonds"

Shwebo Paw San Hmwe Industry

“Five Diamonds”, high-grade rice industry, milled by Satake Millers from Japan and distributed to all over the country. After receiving joint second prize of medium sized enterprises, they received more trust from the customers and also got two sale agents from Naypyitaw.

E. "Aung Zabu" Paddy-Chaff by Petroleum-field



Got Market Linkage for Usage in Petroleum-fields

Paddy Chaffs manufactured by "Aung Zabu" are now not only sold to local market but also exported to Japan and it got first Prize for Small Enterprises in the Contest and its products have got market linkage for usage in Petroleum-fields.

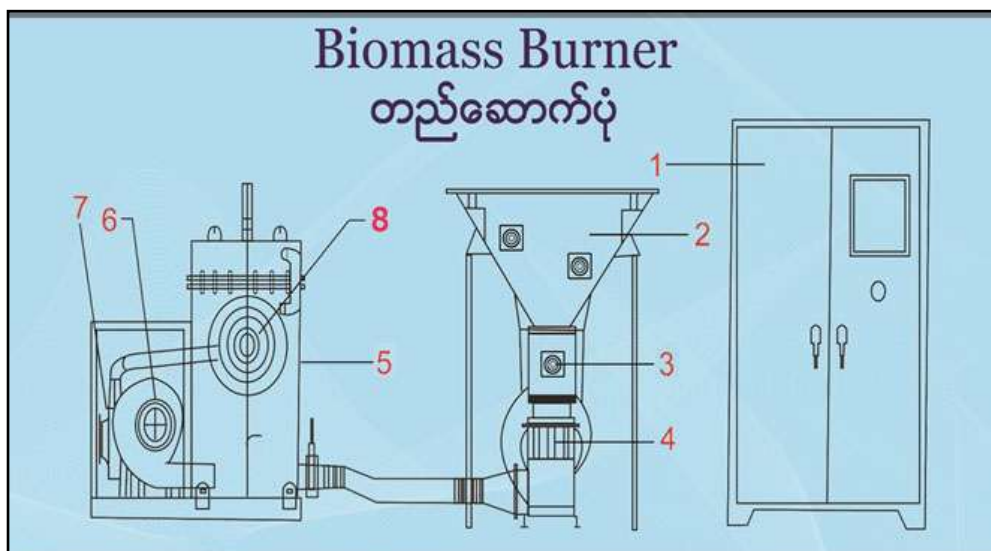
F. "Theingi" High-Grade Shwebo Paw San Hmwe Industry



Offering Joint Cooperation from a Foreign Company to "Theingi" High-Grade Shwebo Paw San Hmwe Industry

After award-winning of joint third prize in medium-sized enterprises, they got an offer from a foreign country for joint-cooperation. Besides, a business owner is now discussing as a sale agent for five-year contract.

G. "Aung Myanmar Biomass Burner"



- | | |
|---------------------------|--------------------------|
| (1) Control Panel | (5) Combustion Chamber |
| (2) Hopper (Storage Tank) | (6) Primary Air Blower |
| (3) Feeder | (7) Secondary Air Blower |
| (4) Feeding Blower | (8) Fire Flame Outlet |



Preparing to Buy "Aung Myanmar Biomass Burner" from Petroleum Field, Noodle, Coconut Oil and Distilled Wood Industry Biomass Burner"

The Capacity of Business Burner is Heating Value 300000 Kcal/hr, and its value is equal to the heat value which is used for 0.5 Ton Boiler. Temperature is about 900°C to 1100°C. Casting Industry, Brick-field Industry, Petroleum-field (or) Petroleum Cook Industry, Crops Drying Industry and Industries, Using Boilers can apply firewood and other substitutive spunk. **Electricity Usage of Burner is about 6KW but if there is no electricity, 10 KW Generator (or) Gas Burner can be connected and used it.** Wastes such as paddy-chaff, peanut-chaff, sugar cane chaff, saw dust, dried leaves, dust jacket and plastics can be applied as raw materials. It costs one third of the normal firewood. So, it is very economical. Sawdust firewood is used, (1-1.5 %) of ash will come out and if paddy-chaff is used, (2.5-3.5%) Ash will come out. The moisture content of firewood need to be less than 15% and the size must have (1-3 mm).

For Burner Production, Blower Motors, Electronic Control Devices are bought costing about 11 lakhs Myanmar Kyats from outsides and other Hopper and Combustion Chamber are made with Metal Sheet 93% constructed by theirself. Therefore, it is sold only with the production cost of 150 lakhs. Myanmar Kyats. **(1) Unit of Foreign made Burner must be bought costing about 160 lakhs Myanmar Kyats, We find it is suitable for the consumers.**

After Second Award Winning for Medium Sized Enterprises, "Aung Myanmar" Cooperative Association from Monywa Township which produces Biomass Burners are enquired about Burner by Petroleum-field, Noodle producers from Kyan Khin Township, Coconut Oil Industries and distilled wood industry.

H. "Ngwe Kyal Sin (or) Silver Star" Lacquareware Industry



Performing Export Readiness of Green Tea

Using Kyauk Kar Lacquareware Packaging Boxes

"Ngwe Kyal Sin (or) Silver Star" Lacquareware Industry from Kyauk Kar Village, Mon Ywa Township export Lacquareware products to Japan and Italy and the investment constraint is faced and loan is required for expanding their production. After exhibiting in the MSME Show, "Pan Shwe Pyi" Sticky rice Green Tea. Industry has ordered 20 Sample Boxes using Lacquareware packaging Method for exporting their green tea. Higher Selling Rate of Local Made. Motor Cycle used electrical accessories.

I. "Motive Super Red" Co., Ltd



Magnetic Coil



Starter Solenoid



Ignition Coil



CDI

Improving Selling Rate of Local Made Motor Cycle Electrical Accessories

The following electrical spare parts of motor cycle are produced from "Motive Super Red Co., Ltd" in Sagaing region:

Sr. No.	Type of Product	Component Total (No)	Buying for Component (Pcs.)		Price from Factory (Kyats)	Price from Import (Kyats)
			Local	Oversea		
1	Magnetic Coil	20	8	12	3200	5500
2	Starter	21	14	7	1350	2000-2500
3	CDI	34	4	30	1500	2500-2800
4	Flesher Relay	10	-	10	500	1000-1100
5	Rectifier	15	1	14	1600	3000
6	Ignition Coil	9	3	6	1200	2200-2500

Applied Machines

- (1) Winding Machine (2) Wire Striping Machine (3) Wire Cutting Machine
 (4) Oven (5) Varnish Tank (6) Pipe Cutting Machine

Processing of Product





Motive Super Red Co., Ltd is one of the company producing electrical spare parts of motor cycle like that Single Wires, Cable Lags, Magnetic Sensors, Iron Care , Sockets, Armature Cores, Enamelled Copper Wire s, Voltage Transformers, Resistors, Transistor, Capacitor, FET ၊ Electronic Component such as SCR and also work for Circuit winding by machine in factory Production Line and buying circuit from local and oversea, dipping Varnish, drying by Oven, Electronic Component installation in circuit, Connection cable and Cable Lag installation and Testing.

Finished Products are packed and sell by wholesale and retail to Sagaing, Mandalay and upper Myanmar with fair price. **This is a one of the facts that the spare parts from import substitution local products are cheaper than import products.**

“Motive Super Red Co., Ltd” received second prize of small size enterprise and improve in selling and also absorb trust from customer cause of producing quality products systematically although this company is no longer establishment.

Offering for giving loan to "Myo Myanmar" crop drying machine by used paddy chaff from AYA Bank

(J) "Shwe Nantaw" Confectionery



Increasing Sale Representatives

“Shwe Nantaw” Confectionery, before in the past, sold cakes and dried cakes in the shops from Pakhuku, Yinmarpin and Butalin townships and now receive more delegates for selling cakes from Mandalay, Ayartaw and Tharsi after award winning.

The Event of Business Matching

15. MSMEs and Retailers Association organize Business Matching starting from the fourth Regional MSMEs Trade Fair and Contest for the rapid entry into new markets.

Business Matching at Taunggyi City

16. The fourth MSMEs Regional Product Show and Contest was hold in Taunggyi Township, Shan State, Business Matching Event was organized as related event of this Show. In this Event, (25) MSMEs Owners from Kayah State and Shan State discussed with the representatives for getting connection with ABC Convenience Store and City Mart Holding Co., Ltd (CMHL).

17. According to this discussion, Sein Ta Lone Mango owned by U Soe Nyunt, from Mango Cluster under “MFVP” Shan (South) Association could have a chance to send in Ocean Branch (Taunggyi) of the City Mart Holding Co., Ltd. directly. Further 4 enterprises in line with the Goods sending standardization of City Mart and ABC Convenience Store will discuss in order to send in those Stores sooner.

18. By organizing Business Matching Event, MSMEs from Kayah State and Shan State could learn about the Production and Packaging standardization of City Mart and ABC so that they can be able to send into the supply chain of City Mart Holding Co., Ltd. and ABC Convenience Store more than now.



Business Matching at Taunggyi, Shan State

Business Matching at Monywa, Sagaing Region

19. When the fifth regional MSMEs Products Trade Fair & Contest was held at Monywa, Sagaing Region, Business Matching was also conducted as the related event of the fifth trade fair and contest. At the event, Business Matching event for connecting 22 regional MSMEs owners with the responsible person from ABC convenience store, Gandamar Wholesale and City Mart Holding Co., Ltd was organized and 2 enterprises make direct selling to them. Besides 5 enterprises carry on performing to have a chance for direct selling to them by giving sample products.

“Nara Green Tea”, which is in line with standards and packaging system of Retailers association, can sell ABC Convenience Store and City Mart Holding Co., Ltd(CHML) directly. Moreover, Thar Thar Porridge also get direct selling chance to ABC Convenience Store.



Business Matching at Monywa, Sagaing Region

Pondering Points

20. Production, Competition done in local districts and the review and analysis concerning each phase of the project-

- ❖ Through the local SME Agency on action plan for MSMEs could be drawn.

- ❖ For the development of business matters the competition able to draw the people's interest.
- ❖ Not only was the competition able to show the public the traditional crafts, it was also able to achieve business enterprises and opportunities.
- ❖ It was also able to draw together similar product entrepreneurs and enable them to cooperate and exchange technical expertise with one another.
- ❖ It has been seen that from micro business , high quality products could be manufactured and for the public who attended the fair, was able to fan their imagination and seduce them to open cottage industries
- ❖ The people were able to discover methods to start cottage industries by themselves.
- ❖ The stalls were able to exchange business enterprises, marketing options and join hands and work together as group.
- ❖ Products from MSME were able to sell their wares at ABC convenience stores and City Mart Holding Co., Ltd (CMHL).
- ❖ The public were able to recognize and examine the products of MSMEs
- ❖ The entrepreneurs were able to know and analyze their strength and weakness of their products.
- ❖ The producers were able to achieve brand awareness of their goods.
- ❖ The producers were able to know how to go about loans.
- ❖ They were also enlightened knowledge about distributing goods and food stuff.
- ❖ Sellers were made aware of the fact that unusual products from one district, could obtain a share of the domestic market.

These are the effective advantages small business gained from the MSMEs Trade Fair, and policy, technology, marketing and investments, and it was a strategic triumph.

The Programmes for the Future Trade Fairs and Contests

21. The agenda for the MSMEs Regional Products Trade Fairs and Contests in regions and states are as follows:

No.	States and Regions where MSMEs Trade Fairs and Contests will be organized	Planning Date		Remarks
1.	Nay Pyi Taw Territory and Bago Region	Plan	From (12.10.2018) to (14.10.2018)	Bago
2.	Yangon Region	Plan	From (16.11.2018) to (18.11.2018)	Yangon
3.	Mon State and Kayin State	Plan	From (21.12.2018) to (23.12.2018)	Mawlamyine
4.	Thanintharyi Region	Plan	From (25.1.2019) to (27.1.2019)	Htawei
5.	Naypyitaw Territory (National Event)	Plan	From (15.3.2019) to (17.3.2019)	Naypyitaw

Future Action Plan Based on the Results

22. Based upon the results from the trade fairs and competitions, action plans will take place to carry those necessary activities-
- a. Concerning the trade fairs and competitions in various districts where MSMEs sales took place, the problematic issues will be collected and forwarded to the Agency to solve these short,comings and problems.
 - b. When applying for loans, a SME member card is necessary and thus to make things easy for small business owners, it would be helpful if the Department of Industrial Investigation could give the relevant service where trade fairs are established.
 - c. For SME who don't have much contact with banks, it would be helpful if banks are also invited to the places where trade fairs are opened.
 - d. For retail shops and markets like the City Mart Holding, it would be quite helpful if such retail shops and SMEs are able to communicate with one another.
 - e. For unique products in certain regions promotion sales plans should be considered.
 - f. To continue with the plans to introduce SME products to the public
 - g. When conducting trade fairs and competitions at various regions, among the competitors who show potential, data record should be recorded and plans could be made to enable them to attend international Trade Fairs and Business Shows.

Conclusion

23. The purpose of holding local trade fairs for MSMEs is not only to develop business, but also for MSMEs who came from various districts to be friendly, united and cooperative with each other, to be familiar with the various traditions and cultures of different tribal groups, to the knowledge with each other concerning business enterprises and thus these trade fairs and contests have many virtues. The MSMEs could join in and cooperate with one another and invent new gadgets and utensils, new and better products, exchange new experiences and innovations, to transform dreams into reality, and to expand business enterprises. Thus these trade fairs and contests helped to develop the standard of living among the people, to upgrade social and economic standard, and that is why these trade fairs should be organized in various districts continuously since their advantages are many.

The Ideal Standards Concerning the Awardment of Prizes for Micro Sized Enterprises

No.	The Standards for Awarding Prizes to Micro Entrepreneurs	Marks Given
	Priority Factors	
1	Content of Natural Resources in Poduction (60%)	10
2	Comformity of customer needs usefulness	10
3	Innovative Products Value Added procucts	10
4	Sales, Market and Result/ Outcome Future Plan	10
5	Consistency of product - Neatness, Quality, Color, Taste, Smell - appearance, dimentations, fitness	10
6	Quality of brands and packaging	10
7	Certificate, Recognition, documents, recommandation	10
	Complementary Factors	
8	Reuse and Recycle of Waste Result and Outcome of reuse and recycling	5
9	Strategy of market penetration in local and global	5
10	Use of information technology	5
11	Export market products	5
12	Conservation of Green Environment, Corporate Social Responsibility	5
13	Energy Efficiency	5
	Total	100

The Ideal Standards Concerning the Awardment of Prizes for Small Sized Enterprises

No.	The Standards for Awarding Prizes to Small Entrepreneurs	Marks Given
	First Priority data to consider when giving marks	
1.	When developing products and services, the amount of natural resources in them (50% of domestic raw materials)	10
2.	How many native workers could be given jobs	10
3.	The products (or) services rendered, (innovative and advanced values)	10
4.	The amount of sales, services and achievements, needs of the public and future plans.	10
5.	The qualities of the products, the colours, smells, taste and cleanliness and whether they are in conformity and harmonized with each other.	10
6.	The brand and package of the products and whether the quality is good.	10
7.	Whether the product had any acknowledgements and awards given	10
	Second Priority points to consider	
8.	Whether recycled materials are used and the result	5
9.	Strategy to enter the domestic and international market and whether it is available practically	5
10.	The inclusion of information and technology phases	5
11.	Products (or) Services and whether they are able to become a part of the international world trade or whether they could be exported to other countries.	5
12.	The percentage of green goods. The caring and responsibility of social economic life and also the liabilities.	5
13.	How much energy saving process goes into it.	5
	Total	100

The Ideal Standards Concerning the Awardment of Prizes for Medium Sized Enterprises

No.	The Standards for Awarding Prizes to Medium Entrepreneurs	Marks Given
	Priority Factors	
1	Content of Natural Resources in Poduction (40%)	10
2	Employment of Local Workers	10
3	Content of Innovative Idea, Value Added Products	10
4	Sales, Services and Result/Outcome,Comformity of Customer needs, Future Plan	10
5	Consistency of product - Neatness, Quality, Color, Taste & Smell - appearance, dimentations, fitness	10
6	Quality of Products ,Brand of Packaging Quality Usefulness	10
7	Certificate, Recognition, documents, Recommandation	10
	Complementary Factors	
8	Reuse and Recycle of Waste, Result & Outcome of reuse & recycling	5
9	Strategy of market penetration in local and global	5
10	Use of Information Technology, Research and Development, Digital Economy Level	5
11	Fulfillment of Local Demand,Export market condition of products and services	5
12	Participation and Contribution in Green Environment,Corporate Social Responsibility,	5
13	Energy Efficiency	5
	Total	100

အသေးစားနှင့်အလတ်စားစီးပွားရေးလုပ်ငန်းများ
ဖွံ့ဖြိုးတိုးတက်ရေးလုပ်ငန်းကော်မတီ



နိုင်ငံတော်အသိအမှတ်ပြု ဒေသဆိုင်ရာ SME
ထုတ်ကုန်ဆုချီးမြှင့်ခြင်း မှတ်တမ်းလွှာ
(အငယ်စားစီးပွားရေးလုပ်ငန်း)

ဧရာဝတီတိုင်းဒေသကြီးတွင် ကျင်းပပြုလုပ်ခဲ့သော
အငယ်စား၊ အသေးစားနှင့် အလတ်စား စီးပွားရေးလုပ်ငန်း (MSME)
များ၏ တတိယအကြိမ် ထုတ်ကုန်ပြပွဲနှင့် ပြိုင်ပွဲတွင်
နိုင်ငံတော်မှ အသိအမှတ်ပြုသော ဒေသဆိုင်ရာထုတ်ကုန်အမျိုးအစားအတွက်
ဦးသန်းအောင် (လှော်တက် ကုမ္ပဏီလီမိတက်) အား



ပထမဆု
ချီးမြှင့်ပေးအပ်သည်။

ဇွန်နီ
ဝန်ကြီး
အသေးစားနှင့်အလတ်စားစီးပွားရေးလုပ်ငန်းများ
ဖွံ့ဖြိုးတိုးတက်ရေးလုပ်ငန်းကော်မတီ

ရက်စွဲ၊ ၂၀၁၈ ခုနှစ် ၊ မေလ (၁၄) ရက်

**Summerized Data
of
Awarded Enterprises**



MSMEs Award Winners



The Benefits Acquired by MSMEs

After 1st to 5th

Regional Trade Fairs and Contests