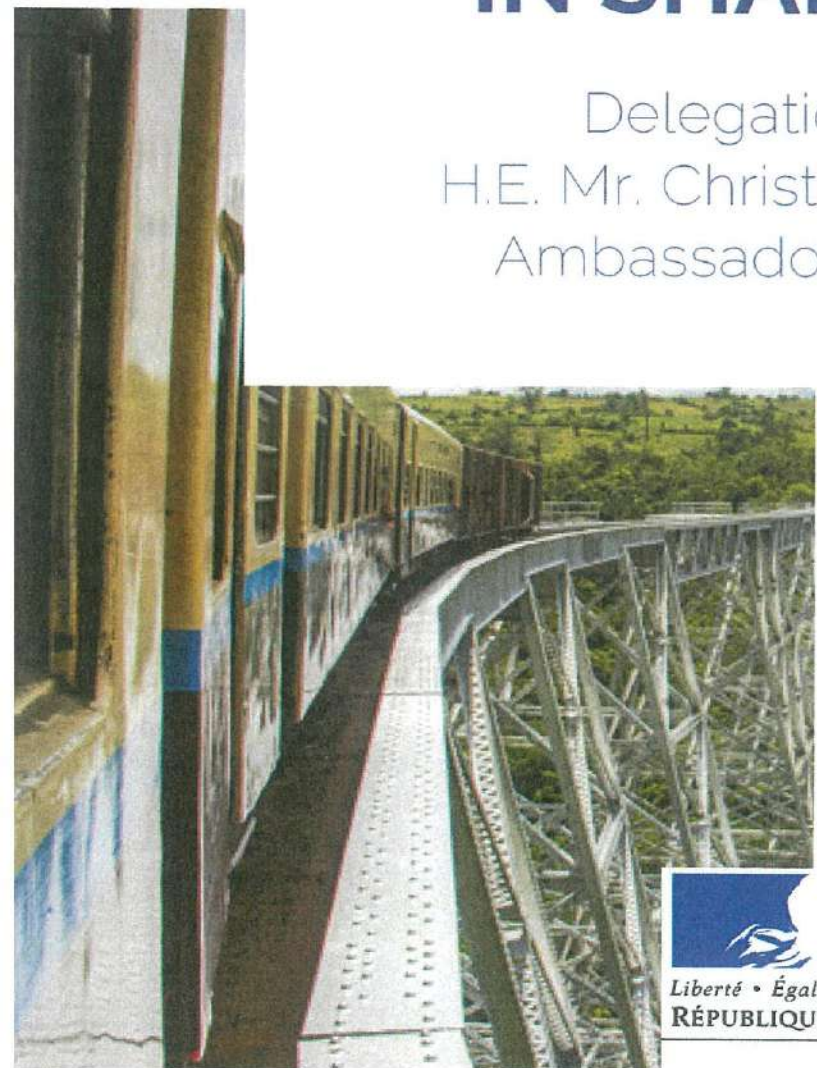


ECONOMIC MISSION IN SHAN STATE

Delegation led by
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မြန်မာနိုင်ငံဆိုင်ရာပြင်သစ်သံအမတ်ကြီး

Christian Lechervy

၏စကားလက်ဆောင်မွန်

နေပြည်တော်နှင့်ရန်ကုန်မြို့အပြင် ကျွန်တော်၏ မြန်မာပြည်တွင်းပထမဆုံးခရီးစဉ်အဖြစ် ပြင်သစ်နိုင်ငံနှင့် ရှမ်းပြည်နယ်တို့ကြားကုန်သွယ်ရေးနှင့်စီးပွားရေးဆိုင်ရာဆက်သွယ်ဆောင်ရွက်မှုများဖြည့်တင်ရန် ပြင်သစ်ကုမ္ပဏီ(၁၇) ခုပါဝင်သောစီးပွားရေးကိုယ်စားလှယ်အဖွဲ့ကိုဦးဆောင်သွားရောက်မည်ဖြစ်၍ လွန်စွာအားရကျေနပ်မိပါသည်။ ဤခရီးစဉ်သည် လေကြောင်း (ATR, Thales) ၊ ဟိုတယ် (Accor Hotels) ၊ အင်ဂျင်နီယာပိုင်း (Artelia, Berim, Suez Consulting, Tractebel) ၊ စွမ်းအင် (EDF, Hydroquest, Schneider Electric, Total, Voltaia) ၊ ဆောက်လုပ်ရေး (Archetype, BYMA, Freyssinet, Razel-Bec) နှင့် ကျန်းမာရေးစောင့်ရှောက်မှု (Bioderma) ကဏ္ဍများတွင် ကျွမ်းကျင်မှုတစ်မျိုးတစ်ပုံစံဖြင့် ကမ္ဘာတန်းမင်ပြင်သစ်စီးပွားရေးလုပ်ငန်းရှင်များ လိုက်ပါမည့်အဖွဲ့ဖြစ် ပါသည်။

ကျွန်တော်နှင့်အတူ မြန်မာနိုင်ငံအတွက်ပြင်သစ်ကုန်သွယ်ရေးဆိုင်ရာအကြံပေးပုဂ္ဂိုလ်များကော်မတီ ဥက္ကဋ္ဌဖြစ်သူ မစ္စတာ Philippe Battle ၊ ပြင်သစ်-မြန်မာကုန်သည်ကြီးများနှင့်စက်မှုလက်မှုလုပ်ငန်းရှင်များအသင်းဥက္ကဋ္ဌဖြစ်သူမစ္စတာ Sarah Lubeigt ၊ ပြင်သစ်သံရုံးစီးပွားရေးဆိုင်ရာဌာန မှ စီးပွားရေးအကြံပေးပုဂ္ဂိုလ်နှင့် အကြီးအကဲဖြစ်သူမစ္စတာ Hubert Colaris နှင့် မြန်မာနိုင်ငံရှိပြင်သစ်ဖွံ့ဖြိုးတိုးတက်ရေးအေဂျင်စီ မှ အကြီးအကဲမစ္စတာ Marie-CécileThirion တို့လိုက်ပါကြမည်ဖြစ်သည့်အတွက် အလွန်ဝမ်းမြောက်မိပါသည်။

ဤခရီးစဉ်၏ရည်ရွယ်ချက်မှာ နိုဝင်ဘာ၂၆ နှင့် ၂၇ ရက်နေ့တွင် ရှမ်းပြည်နယ်ဝန်ကြီးချုပ် ဒေါက်တာလင်းထွဋ် နှင့် တကွ ရှမ်းပြည်နယ် အစိုးရအဖွဲ့ဝင်များနှင့်တွေ့ဆုံရန်ဖြစ်ပါသည်။ ရင်းနှီးမြှုပ်နှံမှု နှင့် ကုမ္ပဏီစီမံခန့်ခွဲမှု ဦးစီးဌာနတောင်ကြီးရုံးမှ ညွှန်ကြားရေးမှူး နှင့် ရှမ်းပြည်နယ်တောင်ပိုင်းကုန်သည်ကြီးများနှင့်စက်မှုလက်မှု လုပ်ငန်းရှင်များအဖွဲ့၏ဥက္ကဋ္ဌ တို့နှင့်လည်းတွေ့ဆုံရန် လည်းစီစဉ်ပြီးဖြစ်ပါသည်။ ကမ္ဘောဇအုပ်စုမှ ဥက္ကဋ္ဌကြီးဖြစ်သူ ဦးအောင်ကိုဝင်းမှလည်း ပြည်တွင်း နှင့် နှင့် ၊ ပင်သစ်စီးပွားရေးလုပ်ငန်းရှင်များအကြား စီးပွားရေး လုပ်ငန်းများ အားကောင်းစေရန်ရည်ရွယ်၍ ကျွန်တော်တို့၏ ကုန်သွယ်ရေးအ ကုန်သွယ်ရေးအဖွဲ့နှင့် တွေ့ဆုံသွား မည်ဖြစ်ပါသည်။

ပြင်သစ်နိုင်ငံနှင့် ရှမ်းပြည်နယ်တို့အကြားစီးပွားရေးသည်လာမည့်နှစ်များအတွင်းသေချာပေါက် ကျယ်ပြန့် တိုးတက် လာမည်မှာမလွဲကန်ပင်ဖြစ်ပါသည်။ ပြင်သစ်ကုမ္ပဏီများ၏စိတ်ဝင်စားမှုသည် ပိုမိုမြင့်မားလာခဲ့ပြီးယခုနှစ် ကုန်သွယ်ရေးအဖွဲ့တွင် မနှစ်ကထက် ကုမ္ပဏီများနှစ်ဆသာလွန်ပါဝင်လာခဲ့ပါသည်။ ဤသို့ဆက်သွယ် ဆောင်ရွက်မှုအားကောင်းလာခဲ့ခြင်းဥပမာအဖြစ် ၂၀၀၈ ခုနှစ် ၊ မတ်လတွင် Accors ဟိုတယ်အုပ်စုမှ အင်းလေးကန်၌ ဆိုဖီတယ် (Sofitel) ကိုဖွင့်လှစ်နိုင်ခဲ့ပြီးယခုအချိန်တွင် ရှမ်းပြည်နယ်တွင်း နိုင်ငံတကာအဆင့်မီ ဟိုတယ်နှစ်ခုဖြင့် ဟိုတယ်လုပ်ငန်းပိုင်းကိုပံ့ပိုးပေးလျက်ရှိပါသည်။ စွမ်းအင်ပိုင်းနှင့်ပင်လျှင်၍ ၂၀၁၈ ခုနှစ် ၊ စက်တင်ဘာလ ၅ရက်တွင် လျှပ်စစ်နှင့်စွမ်းအင်ဝန်ကြီးဌာနကဗီဂျာ မဂ္ဂပပ် ရွှေလီ ၃ ရေအားလျှပ်စစ် စီမံကိန်းဖွံ့ဖြိုးစရန်အတွက် ပြင်သစ်ကုမ္ပဏီ EDF မှ ဦးဆောင်ပြီးဂျပန်နိုင်ငံမှ Marubeni နှင့် မြန်မာနိုင်ငံမှ ဧရာဟင်္သာ ကုမ္ပဏီ တို့ပါဝင်ပြီးပူးပေါင်း ဆောင်ရွက်ရေးအဖွဲ့အစည်းနှင့်ဆက်လက်ဆောင်ရွက်ရန် အကြောင်းကြားစာတစ်ရပ်ကို ခွင့်ပြုပေးခဲ့သည်။ ဤခရီးစဉ်အပြီးနိုဝင်ဘာ ၂၈ရက် နှင့် ၃၀ ရက်တို့တွင် ကျွန်တော်အနေဖြင့် ရှမ်းပြည်နယ်မြောက်ပိုင်းမိုးမိတ်မြို့သို့ EDF မှ ပညာရှင်များပါဝင်သောအဖွဲ့တစ်ဖွဲ့နှင့်အတူကိုယ်ပိုင်ခရီးစဉ် အဖြစ်သွားရောက်မည်ဖြစ်ပြီး အနာဂါတ်ရွှေလီ ရေအားလျှပ်စစ်စီမံကိန်းနေရာသို့ သွားရောက်လေ့လာပါမည်။

ဟိုတယ်လုပ်ငန်းနှင့် အခြေခံအဆောက်အအုံစီမံကိန်းများနှင့်ယှဉ်တွဲလျက် စိုက်ပျိုးရေးသည်လည်းရှမ်းပြည်နယ်၏ စီးပွားရေးဖွံ့ဖြိုးတိုးတက်ရေးအတွက်အဓိကသော့ချက်ဖြစ်ပါသည်။ကျွန်တော်၏ ၂၃ ရက်၊ သောကြာနေ့၊ UNODC ကိုယ်စားလှယ်များနှင့် ပြင်သစ် Malongoကော်မီ မှ CEO တို့အတူလိုက်ပါပြီးဟိုပုံးရှိ Green Gold သမဝါယမ အသင်း၏ကော်မီစိုက်ခင်းများကိုလေ့လာရေးခရီးစဉ်ကရှမ်းပြည်နယ်သို့ကုန်အမျိုးမျိုးကိုအထောက်အပံ့ဖြစ်ရန်အတွက် ပြင်သစ်နိုင်ငံ၏ကတိကဝတ်ကို ပိုမိုပုံဖော်ပေးပါလိမ့်မည်။ Green Gold မှ UNODC အကူအညီဖြင့် Malongo နှင့် စပ်တူလုပ်ငန်းဆောင်ရွက်ကာပထမဆုံးကွန်တိန်နာကိုပြီးခဲ့သောအောက်တိုဘာလတွင် တင်ပို့နိုင်ခဲ့ပါ သည်။

ကျွန်တော်အနေဖြင့် ဤအဖွဲ့၏လုပ်ငန်းဆောင်တာများအောင်မြင်စွာလုပ်ဆောင်နိုင်ရေးအတွက်တန်ဖိုးမဖြတ်နိုင်သော အချိန်နှင့် အကူအညီများပေးခဲ့ကြသော ၊ ကျွန်တော့်ကိုအထူးသဖြင့် အံ့မခန်းမီးပုံးပျံ့တော် နှင့် ရိုးရာအပတ်အစား ၊အကအလှများနှင့်တကွ အစားအစာများတွင် ထင်ဟပ်ပေါ်လွင်နေသောရှမ်းခေလေ့ထုံးတမ်းအမွေအနှစ်များကို လေ့လာတွေ့ရှိနိုင်ရန် အခွင့်အရေးကောင်းတစ်ခုကိုပေးခဲ့ကြသောကျွန်ုပ်တို့၏ ရှမ်းလူမျိုးအတူ ပူးပေါင်းဆောင်ရွက် သူများ နှင့် မိတ်ဆွေများအားလုံးကိုအထူးကျေးဇူးတင်ရှိပါသည်။ လူကြီးမင်းများအားလုံးကိုလည်း နိုဝင်ဘာ ၂၇ ရက် Royal Taunggyi ဟိုတယ်တွင်ကျင်းပမည့်ညွှတ်ပွဲသို့တက်ရောက်ရန် ဝမ်းမြောက်ဝမ်းသာဖိတ်ကြားအပ်ပါသည်။

ပြင်သစ်နိုင်ငံအနေဖြင့် မြန်မာနိုင်ငံ၏စီးပွားရေးဖွံ့ဖြိုးတိုးတက်ရေး၊ ထို့အတူရှမ်းပြည်နယ်၏ စီးပွားရေးဖွံ့ဖြိုး တိုးတက်ရေးကို အထောက်အပံ့ဖြစ်စေရန် လူမှုအကျိုးစီးပွားအဓိကထားပြီး သဘာဝပတ်ဝန်းကျင်အရေး ဦးစားပေးကာ ဆက်လက်၍အရှိန်အဟုန်ဖြင့်ဆောင်ရွက်သွားပါမည်။လူကြီးမင်းတို့အနေဖြင့် ကျွန်တော်၏ ပုဂ္ဂိုလ်ရေး ကတိကဝတ်အပြင် ဒီမိုကရေစီ ၊ ငြိမ်းချမ်းရေး နှင့် အောင်မြင်မှုအသီးအပွင့် လမ်းကြောင်းပေါ်တွင် လျှောက်လှမ်း နေသော မြန်မာနိုင်ငံကိုအကူအညီပေးရန်အတွက် ကျွန်တော်တို့သံရုံးတစ်ခုလုံး၏ လုပ်ဆောင်ချက်များကိုလည်း အသိအမှတ်ပြုနိုင်ပါသည် ခင်ဗျား။



FOREWORD BY
H. E. CHRISTIAN LECHERVY,
AMBASSADOR OF FRANCE TO MYANMAR

For my first visit in Myanmar outside Yangon or Nay Pyi Taw, I am delighted to lead a Trade Delegation of 17 French companies to promote trade and commercial relations between France and Shan State. This Trade Mission brings together French global leaders with expertise in hospitality (Accor Hotels), healthcare (Bioderma), engineering and consulting services (Artelia, Berim, Suez, Tractebel), aerospace and security services (ATR, Thales), construction (Archetype, BYMA, Freyssinet, Razel-Bec) and energy (EDF, Hydroquest, Voltalia, Schneider Electric, Total). I am glad to be accompanied here today with Marie-Cécile Thirion (Head of the French Development Agency's Office in Myanmar), as well as Mr. Philippe Battle (Chairman of the Committee of French Foreign Trade Advisors for Myanmar) and Mrs. Sarah Lubeigt (President of the France-Myanmar Chamber of Commerce and Industry).

On November 26th and 27th, the Delegation will meet with Shan State government high officials most notably with H.E. Dr. Linn Htut, Chief Minister of Shan State, as well as representatives of the Taunggyi office of the Directorate of Investment & Company Administration and of the Southern Shan State Chamber of Commerce. The Emeritus Chairman of KBZ Group U Aung Ko Win will also receive our Trade Delegation to strengthen business ties between local and French businessmen.

The economic relations between Shan State and France will definitely expand in the coming years. The interest of French companies only gets stronger with twice more companies in this Trade Delegation than last year. As an example of this strengthening relationship, following this visit in Taunggyi, I will personally join EDF experts to visit the site of the future Shweli 3 hydropower dam between November 28th and November 30th. Indeed, the MOEE granted on September 5th 2018 a Notice to Proceed to the consortium led by French company EDF, including Marubeni from Japan and Ayeyar Hinthar from Myanmar.

Alongside infrastructure projects, agriculture and hospitality are of course key to the development of Shan State's economy. I am extremely glad to visit on Friday 23rd the coffee plantations of the Green Gold cooperative in Hophong with the CEO of the French coffee producer Malongo. Green Gold delivered its first containers to Europe last October through its partnership with Malongo with the support of UNODC. It is also with great interest and enthusiasm that I will discover Shan traditional heritage with notably its impressive fire balloon festival or through the Inle Heritage Foundation.

I would like to thank personally all of our Shan partners and friends for their precious time and for their invaluable support in the success of this Mission. I am happy to invite them to the small reception I will hold on November 27th at Royal Taunggyi Hotel.

France remains strongly committed to support Myanmar's economic development in a socially-inclusive and environmentally-friendly way. You can count on my personal commitment as well as the support of the entire Embassy to help Myanmar thrive on the road to democracy, peace and prosperity.

ကိုယ်စားလှယ်အဖွဲ့အကြောင်းမိတ်ဆက်တင်ပြခြင်း - ၂၀၁၉ ခုနှစ် ၊ စီးပွားရေးဆိုင်ရာ တောင်ကြီး Mission

အဖွဲ့အစည်းများ



AFD - ပြင်သစ် ဖွံ့ဖြိုးရေးအေဂျင်စီသည် ပြင်သစ်နိုင်ငံ၏ ပြည်သူ့ဖွံ့ဖြိုးတိုးတက်ရေးဘဏ်ဖြစ်ပါသည်။
သည် မြန်မာနိုင်ငံ၏ မြို့ပြဖွံ့ဖြိုးတိုးတက်ရေး ၊ စွမ်းအင်၊ ကျန်းမာရေးနှင့် ရေစီမံခန့်ခွဲရေး ကဏ္ဍများ အပေါ်တွင်
အလေးထားဆောင်ရွက်လျက်ရှိပါသည်။



CCIFM-ပြင်သစ်မြန်မာကုန်သည်ကြီးများနှင့်စက်မှုလက်မှုလုပ်ငန်းရှင်များအသင်းဖြစ်ပါသည်။ အဖွဲ့ဝင် ပေါင်း
၁၇၀ ရှိပြီးရန်ကုန်နှင့် မန္တလေးမြို့များတွင် စီးပွားရေးစင်တာ (၂) ခုဖွင့်လှစ်ထားရှိကာ တောင်ကြီးမြို့တွင် လည်း
အသင်း၏သံတမန် ၂ဦး ခန့်အပ်ထားပါသည်။

ဟိုတယ်လုပ်ငန်း



Accor Hotels အုပ်စုသည် မြန်မာနိုင်ငံရှိအခြားသောအဖွဲ့များကဲ့သို့ ပြင်သစ်နိုင်ငံ၏အရေးပါသော ဟိုတယ်
လုပ်ငန်းကျွမ်းကျင်မှုဆိုင်ရာအုပ်စုဖြစ်ပြီး အင်းလေးကန်တွင် နိုင်ငံတကာအဆင့်မီဟိုတယ် နှစ်ခုကိုဖွင့်လှစ်
ထားပါသည်။

ကျန်းမာရေးစောင့်ရှောက်မှု



Bioderma သည် အသားအရေ နှင့် အလှအပဆိုင်ရာ ပြင်သစ်နာမည်ကြီးကုန်အမှတ်တံဆိပ်များထဲမှ
တစ်ခု အပါအဝင်ဖြစ်ပါသည်။

အင်ဂျင်နီယာကဏ္ဍ နှင့် တိုင်ပင်ဆွေးနွေးအကြံပေးဝန်ဆောင်မှုများ



Artelia သည် အင်ဂျင်နီယာပိုင်းဆိုင်ရာ ၊ တိုင်ပင်ဆွေးနွေးအကြံပေးမှုများ နှင့် စီမံကိန်း စီမံခန့်ခွဲမှုဆိုင်ရာများကို
အဓိကထားဦးစားပေးလုပ်ဆောင်ပြီးအထူးသဖြင့် ရေ ၊ စွမ်းအင်နှင့် သယ်ယူပို့ဆောင်ရေး နှင့်ဆောက်လုပ်ရေး
လုပ်ငန်းပိုင်းများဖြစ်ပါသည်။



Berim သည် ကဏ္ဍမျိုးစုံလုပ်ကိုင်ဆောင်ရွက်သော အင်ဂျင်နီယာပိုင်းဆိုင်ရာ ကုမ္ပဏီတစ်ခုဖြစ်ပါသည်။ ၂၀၀၃
ခုနှစ်မှစတင်၍ Berimသည် မြန်မာနိုင်ငံရှိမတူကွဲပြား
မြို့ပြအကြောင်းအရာများကို လေ့လာခြင်းများတွင် သေချာစွာပါဝင်ဆောင်ရွက်ခဲ့ပါသည်။



Suez Consulting သည် ကဏ္ဍမျိုးစုံလုပ်ကိုင်ဆောင်ရွက်သော အင်ဂျင်နီယာပိုင်းဆိုင်ရာကုမ္ပဏီ တစ်ခုဖြစ်ပြီး
အထူး သဖြင့် ရေနှင့် ရေဆိုးဆိုင်ရာအခြေခံအဆောက်အအုံများ၊ သဘာဝပတ်ဝန်းကျင် ၊ အမှိုက်နှင့်
မြို့ပြဖွံ့ဖြိုးတိုးတက်ရေးအပိုင်းများတွင် ဖြစ်ပါသည်။



Tractebel သည် စွမ်းအင်ဆိုင်ရာအကူးအပြောင်းအရာကျသောအချိန်တွင် အမျိုးအစားစုံလင်သော
အင်ဂျင်နီယာပိုင်း နှင့် တိုင်ပင်ဆွေးနွေးအကြံပေးဝန်ဆောင်မှုများပေးလျက်ရှိပါသည်။

လေကြောင်း



ATR သည်လူအယောက် (၉၀) ဆန့် ဒေသတွင်းလေယာဉ်များအတွက် ဈေးကွက်တွင် ကမ္ဘာ့ထိပ်တန်း နေရာယူထားပါသည်။ မြန်မာပြည်ရှိဧရိယာသည် ATR လေယာဉ်များဖြင့်စီးနင်း သွားလာကြပါ သည်။



Thales သည် အာကာသလေကြောင်း ၊ အာကာသ၊ မြေပြင်သယ်ယူပို့ဆောင်ရေး ၊ ကာကွယ်ရေးနှင့် လုံခြုံရေးဈေးကွက်အားလုံးတွင် ဝန်ဆောင်မှုများပေးကာ အသုံးပြုသူများအားလုံးမှန်ကန်သော ဆုံးဖြတ်ချက်များ ချမှတ်နိုင်ရေးအတွက်အထောက်အကူပြုပေးလျက်ရှိပါသည်။

ဆောက်လုပ်ရေး



Archetype အုပ်စုသည် ၂၀၀၂ ခုနှစ်တွင် အာရှ၌ ပြင်သစ်ဗိသုကာပညာရှင်များနှင့် အင်ဂျင်နီယာများ ပါဝင်သော အဖွဲ့တစ်ခုကတည်ထောင်ခဲ့သည့်ဆောက်လုပ်ရေးဆိုင်ရာ အတိုင်ပင်ခံ လုပ်ငန်းအဖွဲ့အစည်းဖြစ်ပါသည်။



BYMA သည် ၂၀၁၃ခုနှစ်မှစတင်၍မြန်မာနိုင်ငံတွင် စတင်လုပ်ကိုင်ဆောင်ရွက်ခဲ့သောဒီဇိုင်းနှင့် တည်ဆောက်ရေး ကန်ထရိုက်တာအဖွဲ့ (Star City ၊ Yoma Central စီမံကိန်းပင်နီဆူလာဟိုတယ်) ဖြစ်ပြီး Bouygues နှင့် Serge Pun Associates တို့ဖက်စပ်တည်ထောင်ထားသောအဖွဲ့ဖြစ်ပါသည်။



Freyssinet သည် အဆောက်အအုံများဆောက်လုပ်ရေး နှင့် ပြန်လည်ပြင်ဆင်ခြင်း ၊ မြို့ပြအင်ဂျင်နီယာ ပညာဆိုင်ရာကုမ္ပဏီဖြစ်ပြီး Vinci လက်အောက်ခံကုမ္ပဏီတစ်ခုဖြစ်ပါသည်။



Razel-Bec သည် မြို့ပြအင်ဂျင်နီယာပညာဆိုင်ရာ ထိပ်တန်းကုမ္ပဏီတစ်ခုဖြစ်ပြီး ကြီးမားသောအခြေခံအဆောက်အအုံ ဆိုင်ရာ ကုမ္ပဏီတစ်ခုဖြစ်ပါသည်။

စွမ်းအင်



EDF – EDF နှင့် စင်တူပူးပေါင်းဆောင်ရွက်သူများဖြစ်သော Marubeni နှင့် ရောဟသာတို့အားမြန်မာနိုင်ငံအစိုးရမှ စက်တင်ဘာလတွင်ရှမ်းပြည်နယ်ရှိရွှေလီ ၃ ရေအားလျှပ်စစ် စီမံကိန်းဖွံ့ဖြိုးတိုးတက်ရေးအတွက် ဆက်လက် ဆောင်ရွက်ရန် အကြောင်းကြားစာကိုသဘောတူခွင့်ပြု ပေးခဲ့ပါသည်။



Hydroquest –Banyan မှ ကိုယ်စားပြုပြီးပြင်သစ်ပြန်လည်ပြည့်ဖြိုးမြွှေးစွမ်းအင် ကုမ္ပဏီHydroquestသည် မြန်မာနိုင်ငံရှိ ရေအားသုံးရွေ့လျားစွမ်းအင်ဖော်တာများဖွံ့ ဖြိုးတိုးတက်ရေးကိုရည်ရွယ်ပါသည်။



Schneider Electric သည် စွမ်းအင်စီမံခန့်ခွဲရေး၏ ဒီဂျစ်တယ်ပြောင်းလဲမှု ၊ အလိုအလျောက်ထိန်းချုပ်စက်များ ၊ hardware နှင့် software ပိုင်းများတွင်အဓိကထားလုပ်ဆောင်သော ပြင်သစ်လျှပ်စစ်ကုမ္ပဏီအုပ်စုတစ်ခုဖြစ်ပါသည်။



Total သည်ရေနံနှင့်ဓာတ်ငွေ့ရှာဖွေရေးဖော်ရေးနှင့်ထုတ်လုပ်ရေးကုမ္ပဏီတစ်ခုဖြစ်ပြီး ရတနာသဘာဝဓာတ်ငွေ့မြေ၏ အော်ပရေတာတစ်ဦးလည်းဖြစ်ပါသည်။ Total သည် ကန်ဘောက်ရှိစွမ်းအင်စီမံကိန်းတွင် သဘာဝဓါတ်ငွေ့ရည်မှ စွမ်းအင်ထုတ်လုပ်ခြင်းကို မြှင့်တင်ဆောင်ရွက်လျက်ရှိပါသည်။ Total ကုမ္ပဏီသည် မြန်မာ့လောင်စာလက်လီ ဈေးကွက်၊ သဘာဝဓါတ်ငွေ့ရည်ဈေးကွက်များနှင့်အတူ နေရောင်ခြည်စွမ်းအင်သုံးစီမံကိန်းများကိုလည်း လေ့လာ လျက်ရှိပါသည်။



Volitalia သည် ပြင်သစ် ပြန်လည်ပြည့်ဖြိုးမြွှေးစွမ်းအင်(လေ၊ နေ ၊ ရေအား ၊ biomass)ထုတ်လုပ်သော အဖွဲ့အစည်း တစ်ခုဖြစ်ပြီးတတိယနေရာမှ သုံးစွဲသူများကိုလည်းဝန်ဆောင်မှုများပေးလျက်ရှိပါသည်။

French delegation presentation – Taunggyi economic mission 2018

Institutions



The French Development Agency is France's inclusive public development bank. It focuses in Myanmar on urban development, energy, health, and water management.



CCIFM is the French Myanmar Chamber of Commerce and Industry. CCIFM has 170 Members, 2 Business Centres (Yangon & Mandalay) and also 2 "ambassadors" in Taunggyi.

Hospitality



Accor Hotels is a key French hospitality expert with among others in Myanmar two international hotels on the shore of the Inya Lake.

Healthcare



Bioderma is one of the main leading French dermo-cosmetic brands.

Engineering and consulting services



Artelia is specialized in engineering, consulting and project Management, notably in water, energy, transportation, and building construction.



Berim is a multidisciplinary engineering firm. Since 2013, Berim has been deeply involved in the studies of different urban issues in Myanmar.



Suez Consulting is a multidisciplinary engineering company working notably in water and wastewater infrastructure, environment and waste and urban development.



At the helm of the Energy Transition, Tractebel provides a full range of engineering and consulting services.

Aerospace and security solutions



ATR is the world leader in the market for regional aircraft up to 90 seats. Most of the passengers in Myanmar fly on ATR aircrafts.



In all its markets (Aerospace, Space, Ground Transportation, Defence and Security), Thales solutions help customers to make the right decisions.

Construction



Archetype Group is a construction consultancy firm founded in 2002 in Asia by a group of French architects and engineers.



BYMA is a design and build contractor operating in Myanmar since 2013 (Star City, Yoma Central Project, Peninsula Hotel), a JV between Bouygues and Serge Pun Associates.



Freyssinet is a construction and renovation company for buildings and civil engineering works, a subsidiary of the Vinci group.



Razel-Bec is a leading French civil engineering and a large infrastructure company.

Energy



EDF with its partners Marubeni and Ayeyar Hinthar have been granted the Notice to Proceed in September by the Myanmar government to develop the Hydropower project Shwe Li 3 in Shan State.



A French « Renewable Energies » company, represented by Banyan, that intends to develop hydrokinetic river turbines in Myanmar.



Schneider Electric is a French group specializing in the digital transformation of energy management, automation solutions, spanning hardware and software.



Total is an Oil and Gas Exploration and Production Company and the Operator of Yadana Gas Field. Total is also promoting an LNG to Power project in the area of Kanbaw. Total is studying the Myanmar Fuel Retail and LPG markets as well as solar projects.



Voltalia is a French producer of renewable energies (wind, solar, hydropower and biomass) and provides services to third party customers.



KEY FIGURES

€60 M grants, including **€4.5 M** to NGOs

€157 M concessional loans

9 full time employees

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ABOUT

The French Development Agency (Agence Française de Développement, AFD) is France's inclusive public development bank. It commits financing and technical assistance to projects that improve everyday life, both in developing and emerging countries and in the French overseas provinces. In keeping with United Nations Sustainable Development Goals, AFD works in many sectors — energy, healthcare, biodiversity, water, agriculture, digital technology, professional training, among others — to assist with transitions towards a safer, more equitable, and more sustainable world : a world in common. Through its network of 85 field offices, AFD currently finances, monitors, and assists more than 3,600 development projects in 109 countries. In 2017, AFD earmarked EUR 10.4bn to more than 752 development projects.

AFD IN MYANMAR SINCE 2012

AFD operates in Myanmar since April 2012, first through grants under a "post-crisis country" mandate, then through both grants and concessional loans since 2014 under a new mandate of "green and inclusive growth".

From 2012 to 2017, AFD annual commitments to Myanmar rose from 3 M€ to 100M€. AFD's main financial tool in Myanmar is sovereign concession loan (very concessional loan from AFD to the Government of the Union of Myanmar). Grants are also mobilized through regional project, NGO financing as well as European delegated grant in complement of AFD loans.

AFD support to Myanmar focuses on the following sectors: urban development, energy, health, and water management. AFD Myanmar office has been significantly strengthened since 2015 to step-up AFD support to Myanmar, its staff growing from 2 in 2015 to 9 persons now.



Mandalay, pumping station



Rehabilitation of hydropower plants, Zangtu



Rehabilitation of hydropower plants, Mone Chaung



Rehabilitation project of irrigation scheme Natmauk, dry zone



Dalat pier, Yangon Region



Capacity building project for laboratory technicians of the National Health Laboratory, Yangon



CCI FRANCE MYANMAR

FRENCH MYANMAR CHAMBER OF COMMERCE & INDUSTRY

PROFILE

Winner of the **2017 Small Chamber of the Year Award** (International Chamber of Commerce) and of the **2017 Best Performance for a Small Chamber Award** (CCI France International)

22 years of experience in Myanmar as the **1st Western Chamber of Commerce** in the Country

170 Members (40% French, 40% Myanmar, 20% others)
150 companies supported every year

2 Business Centres (Yangon & Mandalay)

8 employees at your service

2 ambassadors in Taunggyi

Mr. Paul Cheron

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Mr. Cédric Seguin

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CONTACT

Mr. Guillaume Rebiere

Executive Director

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+95 - 9 425 450 546

www.ccifrance-myanmar.org

ABOUT

CCI France Myanmar is the French Myanmar Chamber of Commerce and Industry, based in Yangon.

We are a **local** and 100% **self-financed** non-profit organisation, whose objective is to develop economic relations between France and Myanmar, and to support the development of its Members in Myanmar, many of whom are Myanmar companies.

Finally, we are part of the **CCI France International network**, which brings together 120 French Chambers in 90 countries (35,000 companies worldwide).

CORE BUSINESS & ACTIVITIES IN MYANMAR

EXPLORE new opportunities

Market approach – We help companies prospect the Myanmar market with market studies, sourcing, matchmaking meetings, research of partners, press review...

Business Centre – We offer offices for rent in our 2 business centres (Yangon and Mandalay).

Business intelligence – We offer advice and counsel to companies, and we publish guides for free (Myanmar salary survey, Human resources guide to Myanmar, Entrepreneurs' guide to Myanmar, Guide on how to succeed in Myanmar, ...).

Grow in our COMMUNITY

Networking events – We organise more than 40 regular business events per year to help our Members extend their network of contacts and acquire business information.

Members Committees – We have set up 2 committees (Human Resources, Young Entrepreneurs) to help our Members exchange information and good practices on common challenges.

Communication – We offer a wide range of communications and supports to promote our Members and their activities (newsletters, interviews, website, directory, business talks, ...).

BUILD your capacity

Recruitment & HR services – We help companies find their employees in Myanmar and we carry their contracts for them (wage portage/umbrella contract).

Recruitment platform – We publish CVs and job offers on our website for our Members

Trainings – We offer an extensive program of trainings covering a large range of skills and topics (communication, management, finance, HR, legal...)



CCI FRANCE MYANMAR

FRENCH MYANMAR CHAMBER OF COMMERCE & INDUSTRY

UPCOMING EVENTS

DECEMBER 7, 2018

Maker Night 2018

Novotel Yangon Max

JANUARY 2019

2nd Myanmar Salary Survey

JANUARY 2019

Entrepreneurs' Guide to Myanmar

JANUARY 16, 2019

**Joint European Networking
Cocktail**

JANUARY 28-29, 2019

Invest Myanmar Summit 2019

Nay Pyi Taw





Sofitel Inle Lake Myat Min Guest Room

ACCORHOTELS

Profile

More than 30 brands
From luxury to economy
4,500 hotels
100 countries
1 unique, multi-function mobile app



Contact

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David G. Daguisse

Cluster General Manager

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Southern Shan State, Myanmar

ACCORHOTELS

About Us

We are far more than a worldwide leader. We are 250,000 hospitality experts who share the same passion. We take care of millions of Guests every day, we put all our energy into spreading the most powerful promise in the hospitality profession: Feel Welcome.

Core Business & Areas of Expertise

We are opening one hotel every 33 hours under our dynamic brands. At AccorHotels, we love to share our passion and nurture our talents. Our hospitality profession, which is founded on the art of welcoming people, pushes us to develop human values above all. That's why we recruit personalities first and foremost. Every individual can develop and be the embodiment of our Feel Welcome spirit every day in the eyes of our Guests. We train them ourselves, at 18 AccorHotels Academie campuses.

Because we take care of millions of Guests and each of our hotels is a world in itself where every action counts, we want to open up new ways towards positive hospitality. And so we invite the world to come along with us, to give the future a better Welcome. Gender equality matters a great deal to our Company. Our passion for Customers has made us a leader in our sector. Today, our Group is transforming from the inside to devise tomorrow's hospitality.

Accorhotels in Myanmar

9 Operating Hotels
(as of today)





Hospitality - Conscious of the need to accommodate National & International guests, AccorHotels Myanmar is proud of contributing development to the province with two international standard hotels on the shore of the Inle lake. With Sofitel opened in March 2018, we set a new benchmark in extending a luxury trend across the region.



Environment - Respect of the host communities, care for the most vulnerables, protect local ecosystems; we foster sustainable social and economic development and support communities wherever our hotels are.



CSR Activities - At AccorHotels; we are committed to sustainable growth and we aim at contributing to the development of local communities, optimizing water and energy consumption and reducing our hotels' environmental footprint.





archetype

Shaping Tomorrow

PROFILE

Turnover: USD 32 M (2017)

Employees: 1,100 (2017)

12 ongoing projects in Myanmar

CONTACT

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ABOUT

Archetype Group is a multidisciplinary construction consultancy firm founded in 2002 in Asia by a group of French architects and engineers. Passionate, driven and possessing rich local knowledge, the founders of Archetype had a vision of bringing together a team of internationally qualified engineers, architects, planners and project managers to form a world-class multidisciplinary consultancy for swiftly developing markets. Archetype Group delivers a wide scope of cost-effective multidisciplinary expertise across projects ranging from top-end hospitality properties and mixed-use high rises to educational campuses and large-scale industrial projects.

CORE BUSINESS & AREAS OF EXPERTISE

Archetype Group is one of the largest private construction consultancies in Asia Pacific with core services in Architecture & Master Planning, Building & Infrastructure Engineering, Industrial & Process Engineering and Project, Construction & Cost Management. Our expertise covers key construction sectors such as buildings & real estate, industry & manufacturing and energy & infrastructure.

ACTIVITIES IN MYANMAR

Archetype expanded its activities in Myanmar since 2012. Archetype Myanmar has full in house multidisciplinary expertise capabilities with over 60 employees. With more than 5 years of operation, Archetype has built prestigious in-country experience with many successful references such as the Yoma Central project in Yangon, Excelsior Hotel, Sanctum Inle Resort, Pun Hlaing Lotus Garden, Yedagon Taung Project development in Mandalay...



Archetype Group profound identity was created on the deep grounds of willing to help shaping tomorrow in Emerging Countries and fast-growing economies.

Providing services that would allow any country, region, city, areas, neighbourhood, developing their economy, urban and/or rural landscape, skills, quality of life, attractivity is our goals.

Therefore, our interest would be to participate in any opportunities that would help to shape the future of the Shan state development, either in Building and Real Estate, Industrial or Infrastructure.

Our strong experience in South East Asian neighbouring countries and 10 years of activity in Myanmar under different circumstances has already allowed us to build several iconic references in the country.

Shan State being one of the prominent State of the Union of the republic of Myanmar, it is a tremendous amount of opportunities that this region could offer to his citizens to growth together in parallel with the country.

Here are below the markets and Sectors where Archetype Group could bring its expertise of multi-disciplinary consultancy team helping to shape the tomorrow of Shan State.

Archetype Markets & Sectors

Buildings & Real Estate

- Hospitality
- Mixed-use High rise buildings
- Residential
- Commercial & Retail
- Healthcare
- Public Facilities

Industry & Manufacturing

- Pharmaceutical & Life Sciences
- Agriculture, Food & Beverage
- Chemicals
- Manufacturing & Assembling
- High-tech
- Automotive & Heavy Equipment

Energy & Infrastructure

- Power & Cement
- Oil & Gas
- Geographic Information Systems (GIS)
- Water & Environment
- Transportation
- Urban & Leisure Development



Shaping
Tomorrow



Sanctum Inle Resort | Myanmar



PROFILE

4900 employees in more than **30 countries**

Turnover **€485M** (2017)

Certifications **ISO 9001, OHSAS 18001, ISO 14001**

CONTACT

Charles BOUHELIER

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ABOUT

Artelia's goal is to build an international multi-specialist engineering firm able to offer its clients in the public and private sectors an original approach to engineering, project management and consultancy that meets the expectations of a fast-changing world.

CORE BUSINESS & AREAS OF EXPERTISE

Artelia conducts its Consultancy/Engineering assignments in nine markets: building construction (Design, Project Management, Construction Management), water (Hydrology, Water Resource Management, Irrigation, flooding), environment (Environmental & Social Impact Assessments, Environmental Management Plans, Climate Change), energy (Power and Distribution, Hydropower, Solar), maritime (Ports and Harbours), urban development (Water treatment, Waste Management), transportation, industrial facilities and multi-site projects.

ACTIVITIES IN MYANMAR

Artelia has worked on projects in Myanmar for more than 10 years (first Environmental studies performed in 2004) and continuously had permanent staff based in Yangon for more than 5 years.

Artelia has managed several Projects and Engineering Studies over the country: Yangon, Bagan, Mon State, Rakhine State, Tanintharyi Region, etc. on different sectors: Environmental & Social Impact Assessment, Construction management, etc. Artelia Myanmar Company Limited has been registered under the law of Myanmar in 2014.

INTERESTS IN SHAN STATE



ENERGY: ARTELIA would like to take part to the feasibility studies/Design/Supervision of Power projects in the Shan State, especially for renewable energies such as Hydropower and Solar.



HOSPITALITY: Shan State is attracting more and more hospitality projects and ARTELIA would like to bring its state-of-the-art expertise in Building Construction for the development of Hotels here.



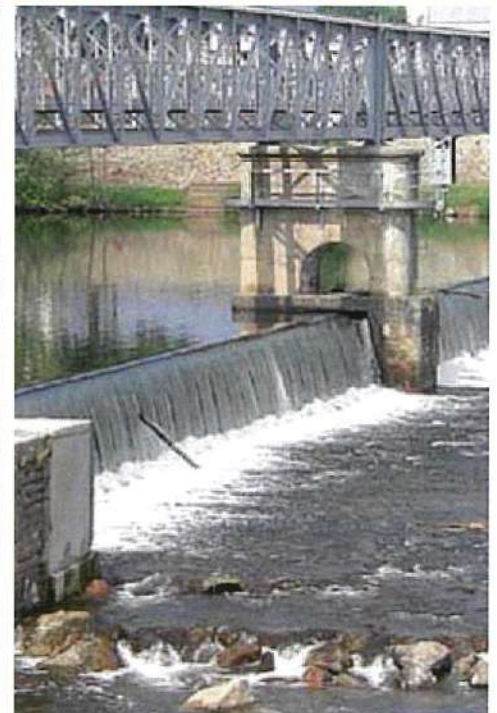
ENVIRONMENT: Any Shan State project (Energy, Hospitality, Industry, etc.) might have a significant impact on the Biological, Physical and Social Environment. ARTELIA can provide Environmental & Social Impact Assessments in order to make sure that these impacts are properly mitigated.



WATER RESOURCE MANAGEMENT: Water is an important resource and needs to be managed properly. ARTELIA has a strong expertise in Engineering and Technical Assistance for water projects: Hydrology, Irrigation, etc.



URBAN SERVICES: Artelia can also assist Shan cities to improve and to implement urban services such as Wastewater treatment and Waste Management.





ATR

ABOUT

ATR is the world leader in the market for regional aircraft up to 90 seats. The 50-seat ATR 42 and the 68-78-seat ATR 72 are ideally suited to short-haul routes around the world. Every 8 seconds, an ATR turboprop takes off or lands somewhere around the world.

The ATR family (ATR 42 and ATR 72) is made up of high-wing, twin turboprop aircraft designed right from the start for efficiency and operational flexibility. ATR aircraft benefit from the widest cabin on the regional market (seat width equivalent to the seats of the Boeing 737), thus providing maximum passenger space and setting new standards of comfort.

CORE BUSINESS & AREAS OF EXPERTISE

Production across France and Italy

- ATR aircraft fuselage and tail sections: Leonardo's manufacturing facilities in Pomigliano, near Naples (Italy).
- Wings: Stelia in Bordeaux (France).
- Final assembly, flight-testing, certification and deliveries: ATR in Toulouse (France).

Composite materials

The ATR 42 and ATR 72's secondary structures are largely made of composite materials; the ATR 72 also makes innovative use of carbon fibre for the outer wing boxes: composite tails were introduced on the ATR 42-500 and ATR 72-500. The weight reduction directly due to these uses of composites is significant.

Composites currently represent about 20% of the total structure for the newest generation ATR 42-600 and ATR 72-600.

Fuel-efficient, eco-friendly Aircraft

ATRs are recognised as being the most fuel efficient aircrafts in their category thanks to their high-tech engines and propeller efficiency. On short distance, a turboprop burns 40% less fuel than jets. ATR Aircraft emits up to 40% less CO₂ per passenger than regional jets. All ATR models are also well below ICAO noise certification limits.

Operational flexibility

The success of ATRs amongst operators is also due to their flexibility. ATRs can operate in any severe or restricted environment, such as on short and/or narrow runways, at high altitude airports, on semi-prepared airfields, in extreme temperatures... That flexibility makes air service to remote locations with limited facilities possible.

PROFILE

Employees: over 1300 direct employees (end 2016)

Over 7000 people are involved worldwide, including suppliers

Turnover: over USD 1.8 Billion (2016)

Market: 85% of the worldwide regional routes are operated with no competition

CONTACT

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History

ATR, the regional aircraft manufacturer based in Toulouse in southwest France, was established in November 1981 when Aerospatiale (now Airbus) and Aeritalia (now Leonardo) merged their two separate, but similar, regional aircraft designs into a single project. The two companies had been working on their respective aircraft concepts - the AIT 230 by Aeritalia and the AS35 by Aerospatiale - since 1978.

The ATR programme was officially launched on November 4th 1981, the date on which both companies signed the cooperation agreement. The ATR 42 made its first flight in 1984, the ATR 72 followed suit 4 years later, in 1988. The ATR 72 is an enlarged version of the ATR 42, its fuselage is 4.5m longer and its outer wing is larger and made of carbon fibre. The two aircraft share many common features.

Ten years after the first flight of the ATR 42, in 1994, a new generation of ATR aircraft took to the skies, the -500 series. The ATR 42-500 first flew in 1994 and again, it was 4 years later that the ATR 72-500 took off for its first flight (1998).

The -600 series: never-ending improvement

Following the principle of continuous improvement, ATR launched the latest ATR -600 series aircraft. The new ATR 72-600 entered into service in 2011, and the ATR 42-600 followed suit in 2012. Both aircraft feature the latest technological enhancements available in regional aviation; both are at the leading-edge in the fields of efficiency, passenger comfort, proven dispatch reliability and low fuel burn and operating costs. Some of the main developments of the -600 series ATRs include:

- New Avionics Suite by Thales: the "-600 series" ATR features an enhanced cockpit, equipped with upgraded avionics instrumentation including the most accurate computing systems for navigation, recording, autopilot and communications. It also features an outstanding flight deck - Glass Cockpit - with 5 wide LCD screens and a multipurpose computer (MPC) enhancing flight safety and operational capabilities.
- New engine: the ATR 42-600s and ATR 72-600s include new Pratt & Whitney's PW127M as their standard engine. This enhanced version of the ATR engine means increased power rating and improved performance for hot and high altitude conditions. A variant of the engine, the PW127N is offered as an option and provides additional 4.5% power increase for Maximum Take-Off ratings (MTO).
- New "Armonia" cabin: The new ATR -600 series aircraft cabin, named Armonia, was designed by prestigious Italian designer Giugiaro. The cabin is equipped with slimmer, wider seats, providing more legroom and comfort. It is also equipped with larger overhead bins, which means there is 30% more space for passengers' standard roller bags in the cabin. Armonia is fully equipped with Light Emitting Diode (LED) lighting, stylish Passenger Service Units (PSU) and a new digital Cabin Management System (CMS).





PROFILE

Employees: 4 French, 7 Myanmar

On going projects in Myanmar: 5
(including facilities, on operational development)

In Shan State: Tarsang Hydro
Turbines Farm (8 MW)

CONTACT

Banyan Green Services Co., Ltd
("Myanmar Companies Act"
registered)

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ABOUT

« Banyan Green Services Co. » is a young consultancy company, born at the crossroads of France and Myanmar, who is aiming at bringing the virtues and opportunities of Green Business to Myanmar.

Whether it is by helping Industrial Groups to make all of their activities and products « green-friendly », « environmentally responsible », or « low-carbon ». Whether it is on helping the development of new green activities or projects, by French/Myanmar Companies who need help to enter the Myanmar market.

We are in consortium with a French Green organisation, « Green Lotus », who is dedicating itself in sensibilizing the Myanmar society to green issues and green solutions.

We are probably the only one of our kind in Myanmar, to already focus only on the future of a Green Economy.

CORE BUSINESS & AREAS OF EXPERTISE

Fields of expertise and action:

- mostly renewable energies projects (solar, wind, hydro, geothermal, biomass, hydrogen...)
- green and high quality tourism projects
- sustainable cities & eco-construction : from public transportation design, to low-carbon buildings expertise
- organic farming, responsible agriculture, green cosmetics, natural products
- responsible Waste or Water facilities

Methods and strategies:

- Stakeholders management : from grassroots communities to top level decision-makers
- Lobbying & Public Relations, communication actions
- Networking, and assessing Myanmar situation and future prospects. Partners matching.
- Projects development, from upstream analysis to help Feasibility Study, including securing field technical missions.
- Technical expertise and advisory on any green issue or solution (incl. EIA, with stringent requirements)

ACTIVITIES IN MYANMAR

We are helping different companies to convert themselves to low-carbon actions & to launch high-valued projects (mostly RNE facilities, and green-minded infrastructures).

We are right now securing different projects of river turbines farms (medium size) in Shan State on Salween River.

INTERESTS IN SHAN STATE

TARSANG BRIDGE HYDROKINETIC FARM

In Shan State, Banyan Green Services (BGS) is mostly helping Hydroquest, a french « Renewable Energies » company, who has created a revolutionary technology : the « hydrokinetic river turbines », fully adapted to Myanmar.

It is made of two columns of a double vertical axis turbine mounted on a floating barge. It is the river current speed, and not the flow, that does concern this specific technology, which has nothing to do with dams. This « run-of-river » technology has nearly ZERO impact on environment (including fish life) and people (except benefits). It also has nearly no functioning costs (OPEX) and can last more than 25 years.

BGS has helped in everything : qualifying the best sites, meeting with authorities, finding investors, discussing with civil society... A first map has been produced, with 50 first potential sites, making Myanmar the biggest potential of the ASEAN market for this technology.

The first site to be chosen is near Tar-sang Bridge (Thanlwin & NH 45).

Project main figures: 8 MW of installed capacity ;less than 100 floating barges with turbines spread on the river on 11 km, north and south of the bridge.

It is indeed a project made only for the needs of Shan people, and aiming at their livelihood and quality of life. This first project will bring electricity 24/24 to more than 100 000 people of South & East Shan state, with perfect stability of the grid, in only less than two years from consenting. As it will be grid-connected, it is providing medium-voltage electricity spreading over different townships. It will then help local development, through the creation of new activities based on the treasures of Shan state : green tourism, responsible agriculture, local products and handicraft, local industries.

More recently, BGS has started to search for local providers (steel components, public works...) in Myanmar, mostly Shan state, to contribute to the local business activity.

It has already received a positive welcome by Shan authorities, civil society and different ethnic groups. Therefore, it is also contributing to peace and harmony in Shan State.

Pre-Feasability Study: done

Development phase launching: december 2018

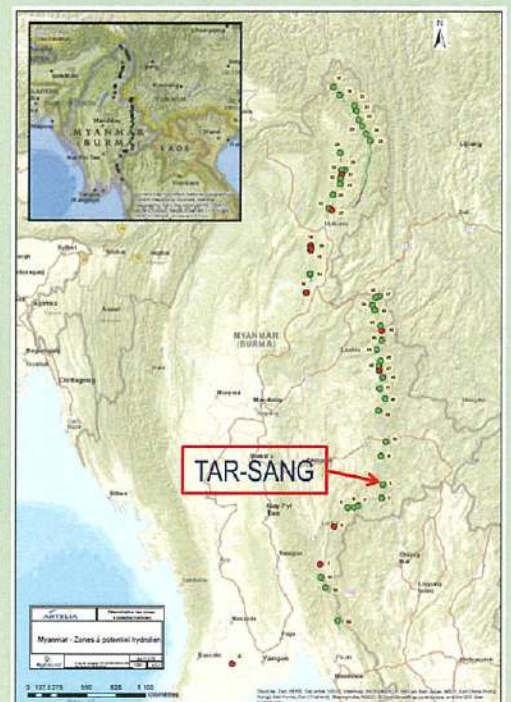
Conclusion of PPA with MOEE: 2019

Start of works: 2019/2020

Complete farm operational and providing electricity: 2020/2021



Workshop in Tarsang





berim Engineering Consultancy

ABOUT

Founded in 1948, **BERIM** is a multi-disciplinary engineering firm with a wide range of skills that enables the firm to help clients and communities at every stage of their projects. **BERIM** has grown in size and carried out thousands of contracts in the fields of construction, town planning, water and environmental engineering for all kinds of clients, public or private, in France and abroad.

CORE BUSINESS & AREAS OF EXPERTISE

Project Management: Feasibility studies to project realization

Contracting Assistance: Technical, financial and administrative support

Sustainable Development: Designing, building and planning truly sustainable cities

Consulting: Defining needs to making decisions

Technical Expertise: Covers the capabilities of the various technical disciplines involved in construction

BIM: A new dimension for projects

Water and Sanitation: Urban water expertise & know-how

Energy and Environment: Deals with the major issues of managing and safeguarding natural resources

ACTIVITIES IN MYANMAR

Since 2013 **BERIM** has been deeply involving in the studies of different urban issues in the country, engaging in both international development aids and provision of services and market intelligence to private clients in different fields of expertise: solid waste management in Bago, water supply system in Mandalay and urban master plan in Yangon.

PROFILE

A workforce of **400 employees**

OPQIBI certified

Presence in Asia since 2001

Berim delivers consulting services since 2013

Berim Myanmar established under the law of Myanmar in 2017

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INTERESTS IN SHAN STATE



DRINKING WATER

Access to safe drinking water and other utilities are key to the improvement of public health and development of tourism

Preserve a clean and green land for urban and rural development



SOLID WASTE TREATMENT



RAIN WATER & WASTE WATER MANAGEMENT

- ✓ Flooding prevention solutions, especially in the context of industrialization and urbanization in near future.
- ✓ Improvement of the surface water quality and protection of the whole ecosystem in Inle Lake
- ✓ Pollution treatment and prevention for mining and other industries

- ✓ Green building design
- ✓ Integrated urban development solutions
- ✓ Environmental and Social Impact Assessment



GREEN BUILDING & SUSTAINABLE DEVELOPMENT



BIODERMA

LABORATOIRE DERMATOLOGIQUE



PROFILE

Turnover in 2016 **€ 387 M** with a presence in nearly 100 countries

Number of employees **1560**

Office in Myanmar since **September 2017**

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ABOUT

Bioderma is one of the main leading French dermo-cosmetic brands. Created in 1977, it is today among the top 10 worldwide brands in dermo-cosmetics.

Bioderma is a brand that is under Naos Group. In Myanmar, Bioderma opened an affiliate structure under the name of Mintha Care in Yangon in September 2017.

CORE BUSINESS & AREAS OF EXPERTISE

Bioderma philosophy is as follows: Biology at the service of Dermatology.

Since the beginning and even more so since the 1990s, the laboratory has designed benchmark products based on key innovations offering new options to meet the expectations of dermatologists and the needs of their patients. These innovations have covered the areas of sensitive skin, oily skin, dry skin, dehydrated skin, photoprotection (solar), hair and cell regeneration.

ACTIVITIES IN MYANMAR

Bioderma is operating in Myanmar since September 2017 and will be closely working with Myanmar Key Opinion Leaders in Dermatology and pharmacies stores such as City Care.

Created in 2011, the BIODERMA Foundation, sponsored by the Fondation de France, has the essential mission of supporting the development of dermatology around the world. In Myanmar, as Dermatology is still not fully developed, we will also help consolidate and structure a Myanmar Association of Dermatology.

INTERESTS IN SHAN STATE



- **Medical Sector:** Dermatology field development for Shan Doctors
- **Development of Aesthetic Clinics**
- **Humanitarian mission** in Ywama Village, Inle Lake – Monday 12th November 2018



In 2009, the BIODERMA Laboratory carried out its first socially-oriented mission in North Vietnam. It has since undertaken a series of missions in Vietnam, in Cambodia and in Myanmar with the help of French doctors - mainly dermatologists - and pharmacists, and various humanitarian associations. The aim is to provide local populations with medical assistance.



Myanmar has been chosen for the **Second Consecutive year** by Bioderma to carry out its socially-oriented mission. It took place in Ywama Village in Inle Lake. **12 Dermatologists from Belgium** has spent 2 days in Inle in providing free consultations and free access to care for disadvantaged populations in Ywama Village.





Yoma Central Project, Yangon, Myanmar



BYMA

A Joint Venture between Dragages(S) and SPA-PM

PROFILE

Turnover Bouygues Construction 2017:

11.7 b€

47,354 employees

Byma

+500 employees & +6,000 workers

ISO 9001 – OHSAS 18001 – ISO 14001

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ABOUT

Established in June 2013, Byma, a design and build contractor is a joint venture between Dragages Singapore, a subsidiary of Bouygues Bâtiment International, France and SPA PM, a subsidiary of Yoma strategic holding, Singapore.

CORE BUSINESS & AREAS OF EXPERTISE

Bouygues Bâtiment International is the subsidiary of Bouygues Construction that has been specialising in complex construction projects around the world for more than 40 years. Present on all five continents, Bouygues Bâtiment International draws on a strong local presence with a network of well-established local offices as well as on the engineering expertise of its head office. This complementarity enables the company to offer its clients innovative, sustainable solutions tailored to their requirements.

ACTIVITIES IN MYANMAR

Byma designed, built and delivered zone B project, Star City, Thanlyin, 100 MUSD project value, composed of 5 residential condos, comprising 1,014 apartments, including car parks and landscaping. Byma designed and is constructing Galaxy Towers project, Star City, Thanlyin, project value 45 MUSD, a-28-story of 3 residential towers, 500 units, including car parks and landscaping, providing LPG (Low pressure gas) installation to the owners, the very first project in Myanmar.

Joint venture with Taisei, one of the leading Japanese construction groups, Byma is the main contractor of Yoma Central project (demolition of FMI centre in downtown Yangon, and construction of a high-end mix-use project) and Peninsula Hotel (refurbishment of former Myanmar Railway Head Quarter into a luxury hotel and construction of Peninsula residents and business hotel Towers), representing total value of 500 MUSD.



Zone B, Star City, Thanlyin, Myanmar

INTERESTS IN SHAN STATE

Construction is our core business. With more than 40 years of experience in managing large-scale projects through 20 subsidiaries or branch offices around the world, our scope of work offers a comprehensive range of expertise covering design, services and complex development projects. We carry out all building, infrastructure works for any kind of investment scheme. Our objective is to deliver added value projects that blend into the culture and the environment of the country, within budget and on time. One of our main assets is self production: control of estimating, design monitoring and management of manufacturing times.



Zagreb International Airport - Croatia



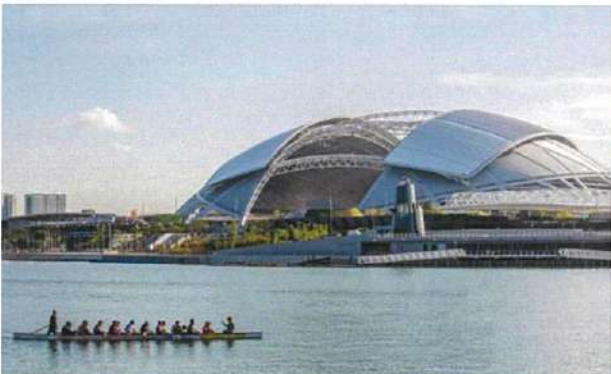
The Baluarte Bridge – 2nd world's tallest cable-stay bridge - Mexico



Mahanakhon Tower, Highest high rise building in Thailand, Bangkok, Thailand



Jimpattinson Outpatient Care & Surgery Centre - Canada



Sportshub, Singapore



Challenger, Bouygues Head Office, 25,000 m² of photovoltaic solar panels, France



PROFILE

Turnover **€69,632 M** (2017)
Part of turnover outside France **47%**
R&D budget **€662M**
Number of employees
worldwide **152,000**
Number of clients worldwide **35.1M**
Electricity generation **580.8 TWh**
(2017 worldwide), **87% of which CO₂ free**
Number of ongoing projects in
Myanmar **1 hydroelectric project**
(Shweli 3)

CONTACT

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Luc WALDURA

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ABOUT

EDF Group is one of the world's leading electricity companies and it is particularly well established in Europe. The Group was founded in 1946 and is head-quartered in Paris.

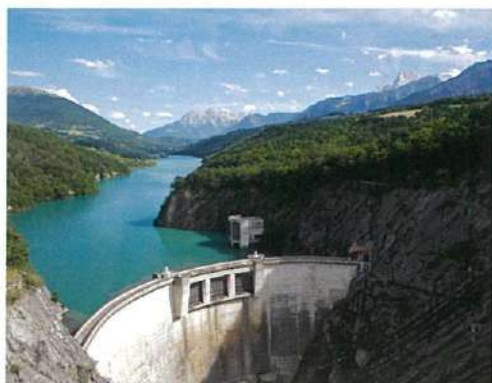
Through its generation assets, EDF has 134 GW of installed capacity, and 87% of its generation is carbon free. EDF is the world number one nuclear operator (around 70GW) and the first producer of renewable electricity in Europe (29 GW). The company operates 105,000 km of transmission power lines. Present in Asia for about 30 years, EDF holds 40% shareholding in Nam Theun 2 hydropower plant in Laos (1.070MW), and 56.25% shareholding in Phu My 2.2 CCGT power plant in Vietnam (715MW).

CORE BUSINESS & AREAS OF EXPERTISE

As a global leader in low-carbon energy, the EDF Group covers every sector of expertise, from generation to trading and transmission grids. EDF builds on the expertise of its people, its R&D and engineering skills, its experience as a leading industry operator and the attentive support of its customers to deliver competitive solutions that successfully reconcile economic growth with climate protection.

ACTIVITIES IN MYANMAR

EDF, with his partners Marubeni and Ayeyar Hinthar, have been granted the Notice to Proceed on September, 5th 2018 by the Myanmar government in order to develop the Hydro Power project Shwe Li 3 in the Shan State.



SHWELI 3 HYDROPOWER PROJECT

PROJECT MAIN FEATURES

The Shwe Li 3 hydropower project (around 670MW as per preliminary studies) is located on the Shwe Li River, 130km upstream of the confluence of Shwe Li River with Irrawaddy River. It is located in Kyaukme District, in Shan State, 20km from Momeik. The hydropower plant will be connected to the national grid via a 320km long 500 kV transmission line, now out of the project scope (to be completed under MOEE supervision) and all the power generated will go to the domestic market.

EDF is currently developing the project with its two private partners (Ayeyar Hinthar from Myanmar and Marubeni from Japan), under a Public Private Partnership (PPP) with MOEE which will own a shareholding up to 25%.

The consortium will seek the best financing for this Project, including the international financial institutions such as the World Bank group, JBIC, ADB, AFD...

The best international development standards will be applied to the development and construction of the Shwe Li 3 Project, especially for the environmental and social components, in addition to complying with the local and national regulations.

PROJECT DESCRIPTION

On September 5th 2018, the MOEE granted a Notice to Proceed to the consortium led by EDF, including Marubeni from Japan and Ayeyar hinthar from Myanmar.

This NTP allows the consortium members to start the development of the Shwe Li 3 Hydro power project. Currently, the consortium is updating the Feasibility studies and the Environmental and Social studies are about to be launch.

In addition to the power generated, the Project will provide opportunities for local development. Taking into account EDF's experiences in similar project (notably Nam Theun 2 in Laos), Shwe Li 3 is expected to generate the following positive impacts :

- A resettlement action plan will be put in place for the around 2000 persons to be resettled, in close collaboration with stakeholders. This has major opportunities for livelihood improvements.
- Thousands of jobs will be generated during the construction for local workers who will be trained, enabling them to work on other future sites.
- New infrastructures (roads, schools, health facilities, etc...) will be developed, making communities accessible for economic activities and tourism.
- Skill training will also be provided for schooling and health facilities, associative management, fishery and agriculture...
- Environmental and social measures will be defined and implemented in consultation with the concerned communities or institutions to maximize local benefits. EDF and its partners will collaborate with the local government and with all relevant stakeholders.



PROFILE

Turnover: €750 M

Employees: 7,500

Locations in **over 70 countries**
around the world

CONTACT

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ABOUT

Freyssinet brings together an unparalleled array of specialist civil engineering expertise. Covering the design of structures, the production of materials and equipment and their implementation on site, Freyssinet offers integrated technical solutions on two major fields: construction and structural repair.

CORE BUSINESS & AREAS OF EXPERTISE

For over 75 years, Freyssinet has been involved in numerous projects on five continents, making it the world leader in its specialized areas of prestressing, cable-stayed structures, structural accessories, construction methods and the repair, reinforcement and maintenance of structures.

These activities are performed on a wide range of structures, including civil engineering ones, buildings, skyscrapers, industrial installations, power production plants, offshore platforms, transportation infrastructures, sporting facilities and more.

ACTIVITIES IN MYANMAR

With the opening end of 2017 of a permanent office in MYANMAR (Yangon), Freyssinet's aim is to provide the best possible responses to major challenges from clients in terms of technical and economic performance, reliability and durability.



INTERESTS IN SHAN STATE

BRIDGES AND ENGINEERING STRUCTURES, DAMS:

FREYSSINET wishes to establish contact with public and private developers and companies to offer our expertise in design, supply and implementation of new construction technologies. The company also manufactures and supplies a wide range of accessories (bearings, expansion joints, etc.) and earthquake protection devices that comply with the most stringent standards. FREYSSINET solutions offer numerous benefits, particularly with regard to installation and durability.

BUILDINGS:

The company has unrivalled knowledge and expertise in public buildings construction, with numerous successful projects worldwide. Freyssinet offers integrated prestressed floor solutions (anchor and floor design, production, supply of its PT processes, installation), buildings equipment (bearings, expansion joints, earthquake protection devices) and geotechnical engineering (anchoring solutions) for main contractors.

WATER PROJECT:

Freyssinet has significant experience in building concrete reservoirs, purification plants, water pipes or penstocks, for which it offers a wide range of solutions. The use of prestressing for reservoirs provides a number of benefits in terms of performance, safety and durability.

SEISMIC PROTECTION:

Freyssinet can provide to Shan state cities and Shan state companies earthquake risk assessments, technical and financial assessment of strengthening options, strengthening design study and performance of strengthening studies and work.

REPAIR:

The ageing of structures generates a growing need for renovation, heightened by the increasing stringency of regulatory requirements. As an extension of its new build business, Freyssinet has developed expertise and know-how in structural repair through exclusive solutions. FREYSSINET solutions incorporate structural design methods, the manufacture of tested, approved products and implementation by trained workers.





PROFILE

Turnover **€ 750M** (2018)

Part of the turnover on the export (market) **30%** (2018)

Employees **5000**

CERTIFICATION / LABEL / AWARDS

**ISO 9001, 14001
OHSAS 18001**

CONTACT

Company name: **RAZEL MYANMAR**

Parent company: **RAZEL-BEC**

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Phone Number
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Website
www.razel-bec.com

ABOUT

Our company, Razel-Bec, is the leading civil engineering and infrastructure company of the Fayat Group, our main and unique shareholder. Since its foundation in 1957 by Clément Fayat, the Fayat Group has grown to become the fourth largest construction company in France and the leading family-owned business in construction and industry sectors.

CORE BUSINESS

Founded more than 130 years ago, Razel-Bec is a large and innovative international civil engineering contractor with a long history of earthworks and road works. The company's extensive experience means today that it can provide clients in the public and private sectors with high-performance technical responses in civil works construction projects such as Dams, Tunnels, Bridges and roads as well as in the civil industry (water treatment plants, waste treatment plants, nuclear plants).

ACTIVITIES IN MYANMAR

As part of our international strategy we have identified the huge potential of Southeast Asian markets and established a subsidiary in Myanmar, where we were awarded with a first contract in 2014. We are willing to expand our activities and develop our presence by working together with the local major players.



INTERESTS IN SHAN STATE

RECENT DEVELOPMENTS

As a large civil works Contractor, we are interested in any large-scale, technically complex project that involves one or more of the fields in which Razel-Bec has an expertise. Waste and Drinking Water power plants, water networks, roads and bridges, tunnels and airports as well as Dams are our main targets for Myanmar and particularly for the Shan State, where the potential is outstanding.





PROFILE

Excelling in 4 Business Units

More than 180 years of history

2017 revenue € 24.7 billion

60% of sales from new economies

142,000 employees in 100 countries

Schneider Electric took its first step into

Myanmar market by establishing its first local office in Yangon in November 2013.

CONTACT & ADDRESS

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Mandalay Branch Office

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Yadanarbon Super Center, Mandalay

Mai Lam DONG - Country Manager :

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Visit us

www.schneider-electric.com.mm

Life Is On

Schneider
Electric

ABOUT

Schneider Electric is leading the Digital Transformation of Energy Management and Automation in Homes, Buildings, Data Centers, Infrastructure and Industries. With global presence in over 100 countries, Schneider is the undisputable leader in Power Management – Medium Voltage, Low Voltage and Secure Power, and in Automation Systems. We provide integrated efficiency solutions, combining energy, automation and software, through our IoT platform named EcoStruxure, covering six main domains: Power, Building, Data Center, Machine, Plant, and Grid.

CORE BUSINESS & AREA Of EXPERTISE

- The Buildings & Partner Business: Number 1 Worldwide in Low Voltage & Building Automation .
- The IT Business: Number 1 Worldwide in Critical Power & Cooling .
- The Industry Business: Number 1 Worldwide in Industrial Automation & Control
- The Infrastructure business: Number 1 Worldwide in Grid Automation & Media Voltage

ACTIVITIES IN MYNAMAR

- Actively work on Electrification program to provide more access to energy to rural areas of Myanmar with Microgrid, Solar home system, Solar water pump, and Solar lantern. More than thousands of villagers have been electrified with Schneider Electric's Solar solution.
- Establish vocational training labs in UMFCCL, Yangon Technological University, Thalyin Technological University for basic electrician vocational trainings to young peoples.
- Develop wide partnership network to distribute & service Buildings, Industry, Data Center & Infrastructure markets with latest Energy Management solution such as Smart Grid, Substation Automation, Medium/Low Voltage Switchgear, Transformer, Busway, Wiring devices, Industrial automation, Building automation, Critical Powers & Cooling, etc...
- Latest flagship projects are the first tier 3 MICT Data Center, and Sheraton Hotel Projects with our EcoStruxure solutions.

How can my grid recover immediately after a fault?

Schneider Electric has the answer!

We offer fully customizable, scalable solutions that enable customers to operate their networks reliably and efficiently, with improved visibility and unprecedented control.

We have been making the most of energy for utilities, airports, seaports, telecom, and more.

Landmark Projects:

- Myanmar: MOEE: YESG, MESC, HPGE, MEPE, DPTSC Yangon Int'l Airport Extension
- Singapore: Jurong Engineering 225 MW Power Plant in Myingyin
- USA: Eielson Air Force Base, Austin Energy, Jacksonville Electric Authority
- Netherlands: Stedin Power Company
- Denmark: DONG Energy
- France: Eneryo
- China: Three Gorges Dam

EcoStruxure Grid
Innovation At Every Level

EcoStruxure™ Architecture





PROFILE

90 000 people

5 continents

17 million tons of waste a year,
3.9 million tons of secondary raw materials produced

7 TWh of local renewable energy produced

delivering wastewater treatment services to **58 million people** and reusing **882 million m³** of wastewater.

Turnover in 2017 : €15.9 billion

Number of Ongoing Projects in Myanmar: 6

CONTACT

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Visit us

www.suez.com



ABOUT

SUEZ is a world leader in smart and sustainable resource management. We provide water and waste management solutions that enable cities and industries to optimize their resource management and strengthen their environmental and economic performances, in line with regulatory standards.

CORE BUSINESS & AREAS OF EXPERTISE

SUEZ is a global leader in sustainable management of resources serving cities and industries through 4 expertise:

- Smart and sustainable management of the water cycle, smart water solutions
- Recycling and waste recovery to produce new materials and energy
- Engineering and consulting activity for sustainable urban and regional development in 4 key business sectors: water & wastewater infrastructures, environment and waste management, future cities, transport infrastructures, governance & public finance.
- Smart solutions to shape tomorrow's cities.

ACTIVITIES IN MYANMAR

SUEZ has been active in Myanmar since the early 1990s particularly on water supply projects in Yangon having assisted YCDC with the development of the Yegu Pumping Station and the development of the Ngamoyeik Water Transfer. Since 2014, our activities have broadened to cover a full range of urban development sectors (urban services such as water supply, wastewater, solid waste management, urban transport, stormwater management, urban planning and cultural heritage preservation). Key recent references include:

- Amarapura Water Supply and Sanitation Project (AFD financed project) covering the delivery of a small water supply system for Mandalay and technical assistance in NRW management
- Mandalay Urban Services Improvement Project (MUSIP) covering water supply, wastewater, drainage, solid waste, urban transport, institutional strengthening and capacity building (AFD and ADB financed project)
- Preparation of urban services improvement project covering solid waste management, water supply and cultural heritage in provincial towns (Hpa-An, Myawaddy and Mawlamyine) of Kayin and Mon states along GMS Corridor (ADB financed project).

INTERESTS IN SHAN STATE

SUEZ is interested in deploying its full range of activities in assisting Shan State to realize its sustainable urban development strategies and to improve the health and livelihood of its citizens. We are interested in exploring cooperation with Shan State in the following subjects:

Project Structuring and Innovative Financing Solutions:

- Structuring the public private partnership
- Optimize the value of carbon emission reduction
- Explore potential financing options with International Financing Institutions and domestic lenders
- Identify the contractual model that best suits your needs (EP, DB, DBO, BOT, etc.)

Identifying innovative financing mechanisms through carbon financing, GCF, etc

Design and implementation of innovative solutions for small towns and resort complexes

Know how transfer and operational experience

Achieve Self Sufficiency through material and energy recovery

Increasing attractivity/ tourism

Extending the life of existing assets and reducing operational costs



MUSIP Mandalay - Nankad Lake Waste Water Treatment Plant



THALES

ABOUT

Whenever critical decisions need to be made, Thales has a role to play. In all its markets (Aerospace, Space, Ground Transportation, Defence and Security), Thales solutions help customers to make the right decisions at the right time and act accordingly.

World-class technology, the combined expertise of 64,000 employees and operations in 56 countries have made Thales a key player in keeping the public safe and secure, guarding vital infrastructure and protecting the national security interests of countries around the globe.

CORE BUSINESS & AREAS OF EXPERTISE

1. Air Traffic Management & Avionics Solutions

Thales provides state-of-the-art Air Traffic Management solutions including Navigation Aids and Radars to guarantee smooth and safe Air Operations. In Avionics, Thales provides the Avionics Suite for ATR and Airbus aircrafts.

2. Rail Signaling, Ticketing and Communications

Thales has a wide range of solutions in Signaling from the European ETCS standard to Axle Counters. In Ticketing and Communications, our solutions are scalable and cost-effective.

3. Defence & Security

Thales is providing Coastal Surveillance solutions to protect Myanmar's coastline and offshore economic interests. We can also provide Airport Security solutions and Secure Biometrics systems.

4. Telecommunication & Observation Satellites

Thales has a wide range of Satellites solutions to provide telecommunications to remote regions and can help government authorities tackle Border Security issues thanks to our Satellite Imagery solutions.

ACTIVITIES IN MYANMAR

Thales has been active in Myanmar since the 1990's supplying Air Traffic Control Systems and Radars to the Myanmar Department of Civil Aviation (DCA) and Avionics onboard ATR-72 and Airbus aircrafts (Air KBZ and Myanmar Airlines).

In Ground Transportation, we have delivered Axle Counters to Myanmar Railways, and in Defence, our CoastWatcher Coastal Surveillance Radars equip the Myanmar Navy to protect Myanmar's coastline.

We are standing by the Government of Myanmar, Regional Authorities and local companies to assist them in dealing with challenges such as Border Security, Cyber Threats and increasing Air and Ground Transportation passenger flows.

PROFILE

Turnover: €16 B

Employees: 64,000

Global presence: 56 countries

CONTACT

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INTERESTS IN SHAN STATE

Thales interests in Shan State opportunities:

- **Projects related to Myanmar Railways to modernize its railway** network in Shan State with our Signaling and Communications Solutions to guarantee safe and efficient railway operations.
- **Improving Air Transportation in the region** by supplying avionics support solutions to Air KBZ ATR-70 aircrafts, improve Air operations efficiency and Safety with the Thales AvioBook Aircraft Operations Suite.
- **Thales e-Security Solutions to provide the security of banking transactions** in Shan State and can provide secure communications and encryption for critical infrastructure.



Thales Aerospace Solutions: ATM & Avionics



Thales e-security Solutions: Secure Bank Transactions



PROFILE

Employees (incl. contracted staff):
287

Myanmar staff: 95%

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ABOUT

Total E&P Myanmar (TEPM) is an Oil and Gas Exploration and Production Company and the Operator of Yadana Gas Field in M5 and M6 offshore blocks with a 31,2% interest of the Yadana Consortium along with its partners MOGE, Chevron and PTTEP. The Yadana Consortium produces gas from the offshore Yadana Gas field since 1998.

CORE BUSINESS & AREAS OF EXPERTISE

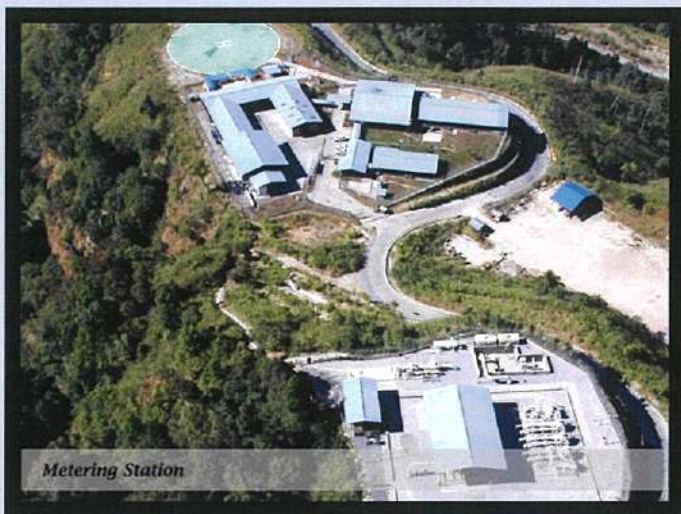
It currently supplies around 50% of Myanmar domestic gas consumption while exporting around 600 Mscfd to Thailand (~12% of the Thai gas consumption).

Total E&P Myanmar (TEPM) also holds interests in 5 exploration blocks offshore Myanmar with various partners.

ACTIVITIES IN MYANMAR

Beyond Exploration & Production, Total is also promoting an LNG to Power project in the area of Kanbaw that includes building a Floating Storage and Regassification Unit (FSRU), a Power Generation Plant and a Transmission Line. Total is also studying the Myanmar Fuel Retail and LPG markets with a view to potentially establish a downstream entity in Myanmar.

TEPM is committed to Corporate Social Responsibility as a core policy embedded in its operations. It prescribes Ethics, HSE, Code of Conduct and Voluntary Principles on Safety and Human Rights principles to all stakeholders, while maintaining one of the most advanced human resources policy in Myanmar. As part of its commitment towards Myanmar and its local communities, TEMPM has implemented since 1995 major Socio-Economic programs in the pipeline area to improve health, enhance access to education and skills development, access to energy, economic development through micro finance, etc. Such programs benefit to 33 villages with around 45,000 people and have become along the years a world class reference in term of CSR and an asset for Myanmar. TEMPM also develops nationwide CSR programs and is actively involved in the Myanmar EITI process.



Metering Station



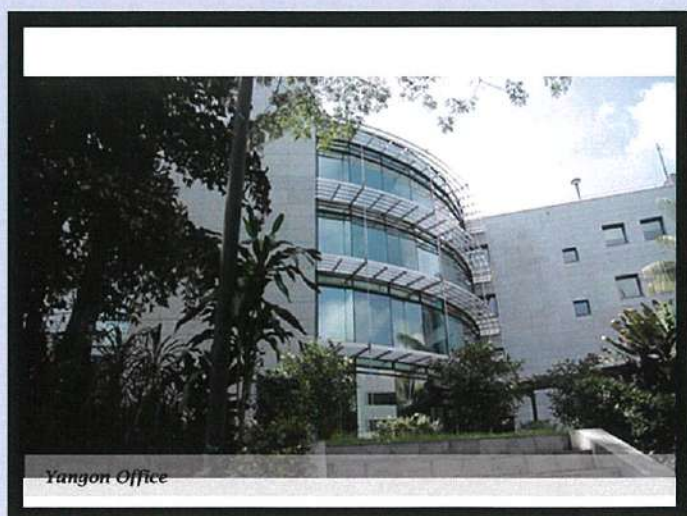
Thaketa Jetty



Yadana Platforms



Pipe Line Center



Yangon Office



PROFILE

Employees **4 400**

Turnover **€620M**

Offices worldwide **33**

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ABOUT

At the helm of the Energy Transition, Tractebel provides a full range of engineering and consulting services throughout the life cycle of its clients' projects, including design and project management. As one of the world's largest engineering consultancy companies and with more than 150 years of experience, it's our mission to actively shape the world of tomorrow. With about 4,400 experts and technical staff present worldwide through permanent offices in 33 countries, we are able to offer our customers multidisciplinary solutions in energy, water and infrastructure.

CORE BUSINESS & AREAS OF EXPERTISE

Tractebel 5 Business Lines are as follows:

- Water (including Hydropower)
- Power and Gas
- Urban
- Energy Transition and Innovation
- Nuclear

ACTIVITIES IN MYANMAR

Tractebel has been active in Myanmar since 1980's (on Kinda Dam, through its German Branch Lahmeyer). It has a registered Myanmar Branch and is currently involved in 10 ongoing projects in this country, from prefeasibility study to feasibility study and owner engineering, including:

- 5 hydropower projects
- 3 gas power and LNG projects
- 2 solar projects
- 1 national grid project
- 1 urban construction project

INTERESTS IN SHAN STATE

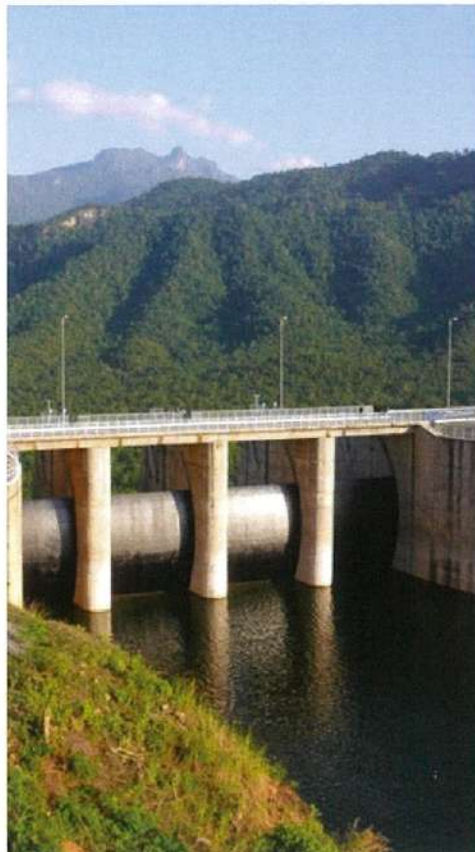


Tractebel specific Shan State projects include:

- **Middle Yeywa HPP:** Tractebel is currently performing the Feasibility Study for SNPower (Norway).
- **Upper Yeywa HPP:** Lahmeyer (German Branch) is currently supporting MOEE.
- **Mong Hsat HPP:** Tractebel has just completed the Feasibility Study for Suntac company.
- **Nam Pawn Chaung HPP:** Tractebel has assessed potential of Nam Pawn Chaung River for hydropower generation.

Tractebel wishes to continue to support responsible power projects in the State and remains at disposal to Shan government on further power development opportunities.

Tractebel has also the capacity to perform any infrastructure and environmental studies.





PROFILE

Turnover: €180 M (2017)

Employees: 500+

Projects development: more than 1.4 GW over 30 countries

Operates RNE capacity of 1.2 GW over 17 countries (own 530 MW)

CONTACT

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vitalia

ABOUT

Voltalia is an international player in renewable energies, and a multi-source electricity producer (wind, solar, hydropower and biomass) and provides services to third party customers.

Our mission is to improve the global environment, we foster local development based on the homegrown partnerships.

We develop and invest into the long term Individual Power Producer projects addressing EPC grid, industrial, mini-grid and telecommunication needs.

CORE BUSINESS & AREAS OF EXPERTISE

- Our multi-energy expertise enables us to make the most out of each territory's local energy resources. As an integrated company, Voltalia has developed a strong expertise throughout the value chain of renewable project:
- Our teams closely work with local stakeholder on all steps of the project development from the assessment of the site potential and securing the best spots, to the launch of construction (managing permits and required authorizations)
- Our international procurement and best-in-class teams ensure high quality scalable solutions & services. Our strong track record and industrial expertise enable us to deliver projects on time while optimizing performance
- We'll deliver comprehensive service, ensuring the best, the maximized performance of managed assets
- Performing all the plants supervision in real-time, 24/7, we're acting together with our local O&M teams, to ensure a fast failures detection time, reducing the solutions production losses and maximizing our client's revenues.
- Our production can be monetized through feed-in tariff, prices defined by tender, sales on the wholesale market or sales to final customers throughout specific Power Purchase Agreement or Master Service Agreement.

ACTIVITIES IN MYANMAR

In 2017, Voltalia ESCO (Energy Service Company) contracted a long-term Power Management Agreement securing the deployment of approx. 200 sites, for a Tower Company, in Ayeyarwady and Bago states.

After the initial rollout of these hybrid power solutions (with solar capacities), we'll ensure the all in one service deliveries to the end customer, throughout a Service Level Agreement and offering the lowest Levelized Cost Of Energy (LCOE)

INTERESTS IN SHAN STATE

VOLTALIA wishes to become a local long-term partner, into the development of photovoltaic and hydro power middle size projects, in Shan state. We remain eager to study the convergence of needs with available production spots, to develop sustainable projects, settle PPA and potential Public Private Partnerships.

Also, we reinforce a skilled local team, to address the rural development and mini-grid electrification needs, in Shan State. We'll develop multiple renewable projects for remote areas, addressing the electricity needs for: Populations, healthcare, education, agriculture and small industries...

Based on our track record in Myanmar, overpassing our own and our customer CSR commitments, we'll continue to promote and invest actively into the rollout of green energy for telecommunications infrastructures, ensuring their sustainable availabilities for all.



SHAN STATE





PROJECT NAME	— HONG HSAT DAM PROJECT
DESIGNER	— OIL
STARTED DATE	— 17.3.2005
FINISHED DATE	— 17.3.2005
DESIGNER	— 40.0M TILL 0.0M
DESIGNER	— 5.0M

