

### Dawei Special Economic Zone (DSEZ)

**Information Pack** 

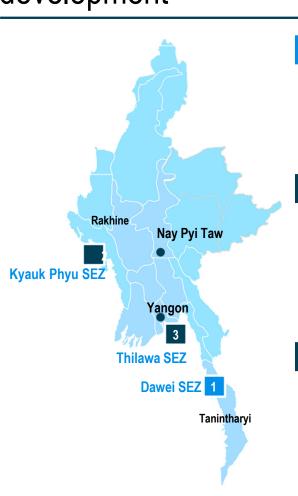
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#### A. Overview of Dawei SEZ

#### Introduction

# Dawei Special Economic Zone will be the largest of the 3 SEZs in Myanmar aiming to spur the country's overall economic development



#### Dawei SEZ (~196 km²)

- > In its full-fledged long term design, Dawei SEZ includes a **deep-sea port**, **industrial** estate, **power** supply and other utilities
- > Strategic location for GMS<sup>1)</sup> Southern Economic Corridor and MIEC<sup>2)</sup>
- > Cross-border highway, possible rail and pipeline with Thailand

#### 2 Kyauk Phyu SEZ (~20 km²)

- > Petrochemical hub, with a deep-sea port, oil and gas terminal / pipeline linking with Kunming, China, container port and gas-turbine power plant
- > Planned industries include industrial, logistics, services, agricultural goods
- > Strategic location between India and China

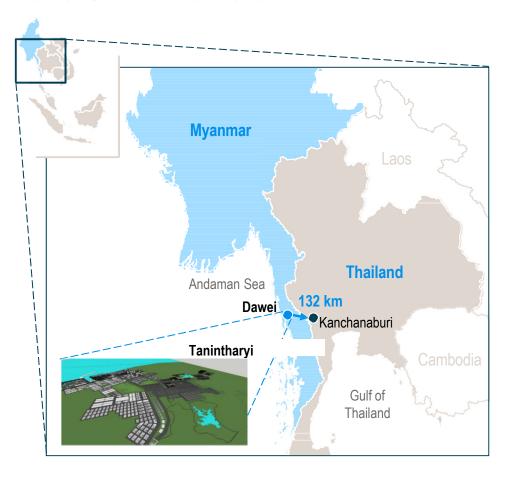
#### 3 Thilawa SEZ (~24 km²)

- > Sea port nearby and industrial estate
- > Planned industries include high-tech, textile, manufacturing and laborintensive industries
- > Close proximity to Yangon

#### Introduction

### Dawei SEZ is located in Tanintharyi Region of Myanmar, adjacent to the Andaman Sea and near the Gulf of Thailand

#### Dawei SEZ – Introduction



#### **Overview**

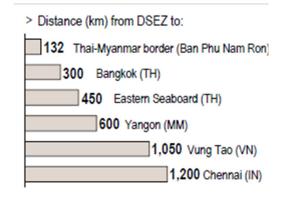
#### Size

- > 196.5 km<sup>2</sup>
- > One of the largest SEZs in Asia

#### Location

- Located in Southeastern Myanmar, the Capital of Tanintharyi Region, which has 1.4 m population in 2014
- > Strategically located adjacent to the Andaman Sea and near the Gulf of Thailand

### Distance to key locations



#### **Vision**

# Dawei SEZ's vision is to become "Myanmar Regionally-Integrated, World-Class and Export-Focused Special Economic Zone"

Vision for Dawei SEZ

#### **Regionally-Integrated**

- > Fostering Asian regional integration and completing GMS Southern Economic Corridor
- > Linking Southeast Asia to the West
- > Integrating with domestic gateways and SEZs

#### **Export-Focused**

- > Focusing on **serving the western markets** (e.g. textile, fishery)
- > Completing the **missing rapidly chain links** of AEC (e.g. Steel, automotive, electrical & electronics)

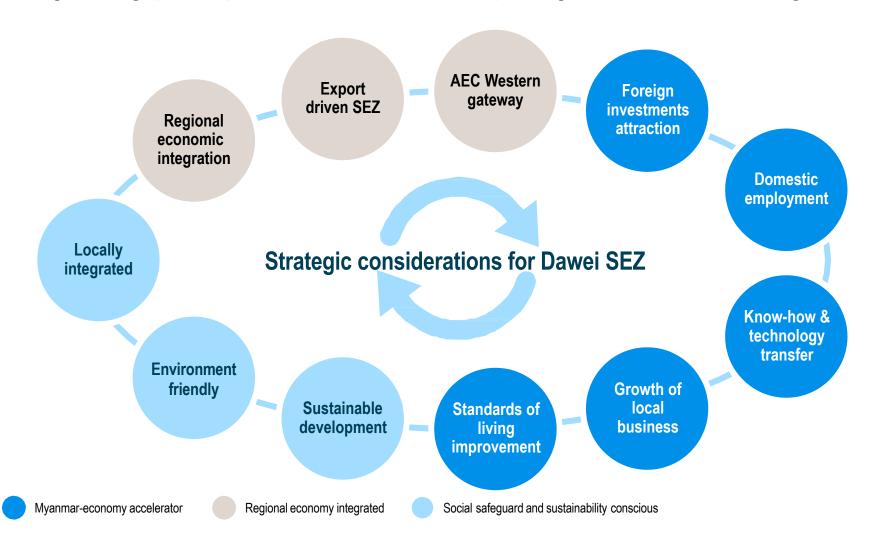
#### World-Class

- > **Deep-sea port** competing with the largest ports in the region, the largest in Myanmar
- > Largest SEZ in size in Southeast Asia
- > Taking into account sustainability



#### **Vision**

### Dawei SEZ development is driven by 11 strategic considerations as guiding principles to boost the leap-frog but sustainable growth

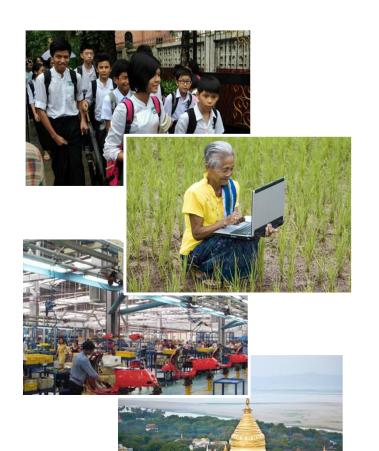


Source: Roland Berger 7

### Dawei SEZ will benefit local people and boost business opportunities

Foreign investments attraction	Easing of investment rules and regulations and strengthening of foreign investment benefits, supported by the Investment Law and Special Economic Zone Laws
Know-how & technology transfer	Development of manufacturing know-how and acceleration of technology- transfer to local employees and businesses from rising foreign investments
Growth of local business	Increase in demand of local supply chain and logistics service to assist emerging businesses and industries in Dawei SEZ
Domestic employment	Creation of jobs within the SEZ and among local businesses providing supply chains to the industries within the SEZ, including tourism
Standards of living improvement	Improvement of local infrastructure in the Dawei region and utility project such as highway and power supply

### The benefits of Dawei SEZ on Myanmar extend from macroeconomic level to the levels of local businesses and people



#### **Benefits to Myanmar people**

- > Standards of living enhancement for the locals
- > Infrastructure improvement and better public facilities
- > Tremendous **job creation** and employment

#### **Benefits to Myanmar businesses**

- > **Great business prospects** for local ventures from increased regional logistics connectivity
- > **Joint venture potential** between local and foreign companies
- > Improvement of industrial development
- > Vast business opportunity from huge FDI inflow

#### **Benefits to Myanmar Nation**

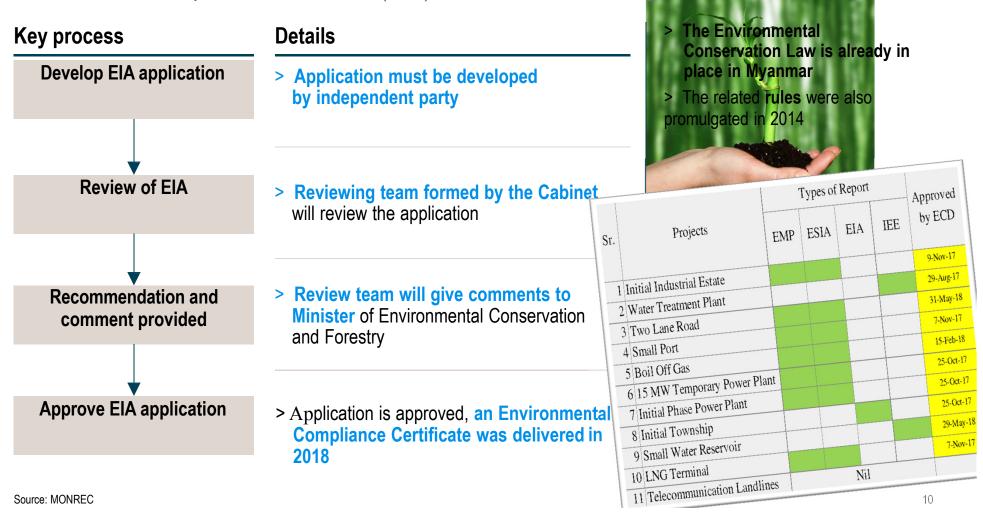
- > Economic growth
- > **Expansion and diversification of economic activities** from high-density Yangon area
- > Improvement of income distribution/Narrowing of the income gap
- > **Incoming tax revenues** for government
- > Improvement of national reputation and credibility

Source: NESDB, Roland Berger

#### **Environmental safeguards**

To manage environmental impact, EIAs will have to be conducted and approved by the government before construction work can begin (All Reports were Approved by MONREC in 2018)

Environmental Impact Assessment (EIA) as environment safeguard



### Relocation and Compensation will occur in line with international practice

#### Relocation and Compensation

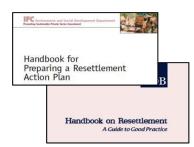
#### Relocation and Compensation process for affected population will be...

...led by experts .....Coordinated with TNY Relocation and Compensation Committee ...based on Guidelines ...involving communities ...done transparently

- Experts appointed with experience in similar scale projects of comparable scale
- Independence emphasized – experts cannot be affiliated with major developer
- Plan designed based on international standards (e.g., IFC)
- Implementation monitored to ensure adherence to international standards
- > Affected communities closely involved
  - > Participatory approach

Finalized plan to be made available to the media, public and investors



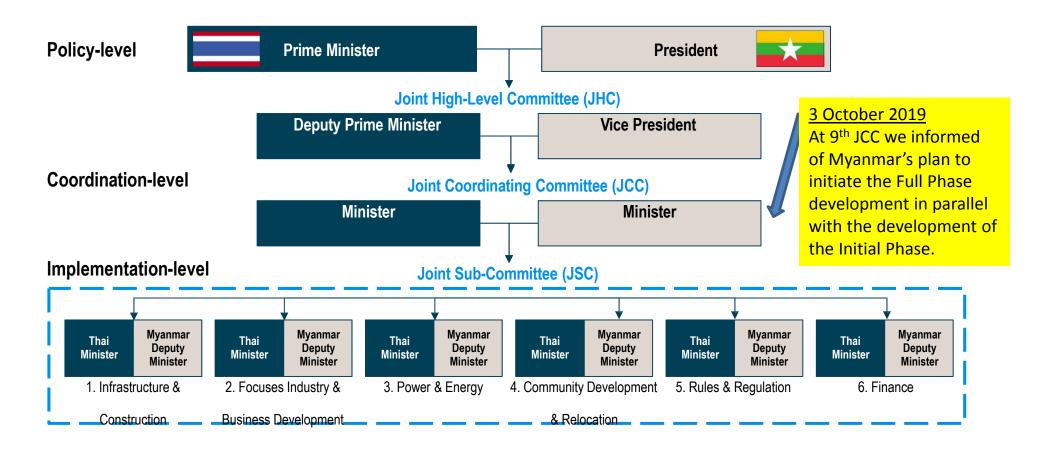






### With both countries expected to benefit, Dawei SEZ is receiving full support from both Thai and Myanmar governments at all levels

Myanmar-Thailand collaboration structure for Dawei SEZ



Source: ITD, NESDB

Government incentives, as well as Dawei's location and Myanmar's economy and resources will attract wide range of investors

#### Value Proposition of Dawei SEZ

A Proximity to Eastern Seaboard & completion of SEC<sup>1)</sup>



B Gateway to the West



Supply of local resources in hinterland



Competitive labor cost



Myanmar market growth



F SEZ Legal framework, incl. fiscal incentives



Import duty exemption (GSP)



#### .........

**Industries** 

#### Cluster 1:

**Steel & Automotive** 

#### Cluster 2:

Labor driven (e.g. Textile/ Garments & Footwear, Electrical and electronics)

#### Cluster 3:

Resources driven (e.g. Nonferrous metals, Rubber, Wood products, Food processing, Edible oils)

#### Cluster 4:

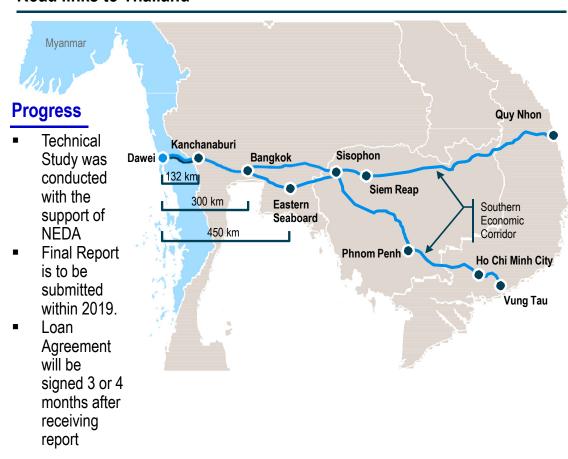
**Petrochemical (**e.g. Plastic products, Fertilizers, Pharmaceutical, Refinery, Chemicals)

Myanmar
Regionally-Integrated,
World-Class
& ExportFocused SEZ

1) GMS Southern Economic Corridor Source: Roland Berger

# Dawei SEZ completes GMS Southern Economic Corridor, connecting regional supply chain linkage through Thailand's Eastern Seaboard

#### Road links to Thailand



#### **Key highlights**

- Complete GMS Southern Economic Corridor establishing regional connectivity and creating land bridge from Dawei – Bangkok - Phnom Penh - Ho Chi Minh
- Supply chain linkage with Thailand's Eastern
   Seaboard (ESB) allowing industrial expansion
- > Strong economic and political linkage to ASEAN
- Opportunity to accept factories of labor intensive industries
- New production base creating new areas for industrial expansion and increasing the regions' trade volume
- > Economic and social development: job creation, enhanced livelihood and basic infrastructure improvement

# MOEE, Myanmar has been strenuously making its all of efforts to make electricity adequately available in a full strength available from the National Grid and also from nearby future power plants.

#### **Power Supply from Myanmar's National Grid**

#### Myanmar Mawlamyine 230 kV Mawlamvine-Ye-Dawei **Progress** Preliminary Kanchanaburi Survey for Dawei 6 Substation was conducted in July 2019. 450 km Proposed Power Sub-Station II(A)

#### **Key highlights**

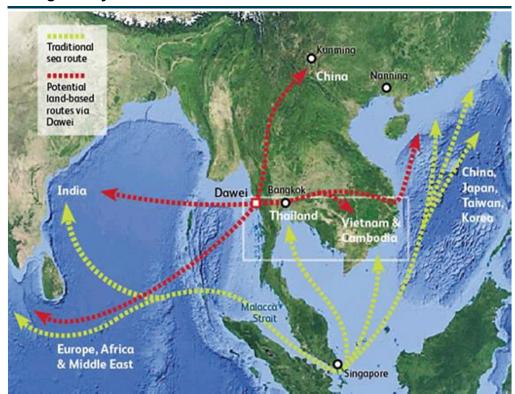
- > 230 kV Mawlamyine-Ye-Dawei was financed by ADB.
- To connect from ADB funded Transmission Line
- Initial Plan is one 230 /66/11 kV 150 MVA
   substation and 66/11 kV Distribution substations as requires
- Another 230 /66/11 kV 150 MVA substation
   for Heavy industries and Full Phase will be connected with a ring circuit with three sources.

Source: NESDB, Roland Berger

#### **B** Gateway to the West

### Dawei SEZ opens a new gateway to the West – linking India, Europe, Africa and Middle East with ASEAN & East Asia

#### New gateway to the West



1) From 4,500 km via the Malacca Strait vs. 2,500 km via Dawei's deep-sea port; 2) Mekong-India Economic Corridor

#### **Key highlights**

- Strategic location: New gateway to the West connecting Indian and Pacific Oceans linking between Southeast Asia and South Asia, the Middle East, Europe and Africa
- Connecting GMS Southern Economic Corridor markets to the West: ~USD 120 bn total trade flow of Thailand, Cambodia, Vietnam to the Western markets
- MIEC<sup>2)</sup> linkage: complete linkage to India via
   Chennai Dawei's deep-sea port
- Dawei SEZ will support Myanmar's regional development throughout the southern area as there are no big cities in the southern area except Dawei and Myeik

Source: Globalasia, NESDB, Roland Berger

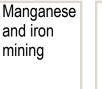
#### C Local resources in Hinterland

### Dawei SEZ can leverage supply of local resources in Tanintharyi region, such as aquaculture, rubber, timber and tin

#### Key resource-based potential sectors in Tanintharyi















Tin and tungsten mining















Fishery and aquaculture:

In Tanintharyi region, along the west coast, fishing beds can be found, serving as key areas for fishery and aquaculture location (1.1 m tons in 2010)

#### Forest:

38 k ha of forest area (4% of total forested area in Myanmar), primarily for hardwood

#### Rubber:

324 k ha of rubber plantation combining with Mon state, the largest rubber plantation area in Myanmar

#### Palm oil:

147 k ha of Palm Oil in Tanintharyi region for oil palm

#### Tin/tungsten:

700 k ton deposits within 80 km from Dawei SEZ

#### **Antimony**:

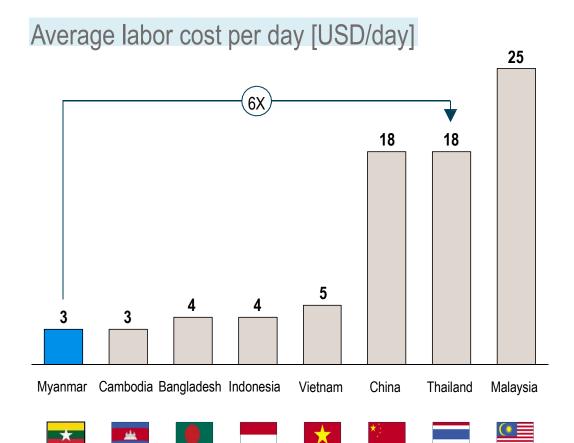
160 k ton deposits within 160 km from Dawei SEZ

#### Offshore gas resources

are also prevalent in the region with new exploration potential

#### Competitive labor costs

# Average labor cost in Myanmar is USD ~3/day, providing Dawei SEZ with an advantage to attract labor-intensive industries



#### **Key highlights**

- > Labor costs on average in Myanmar are competitive
- Labor costs in the Southern area in Myanmar already rose since the area is a supply base for overseas migrant workers, especially for Thailand
- Consequently, Dawei might not enjoy the most competitive labor cost relatively, but is

Thailand and neighbouring countries

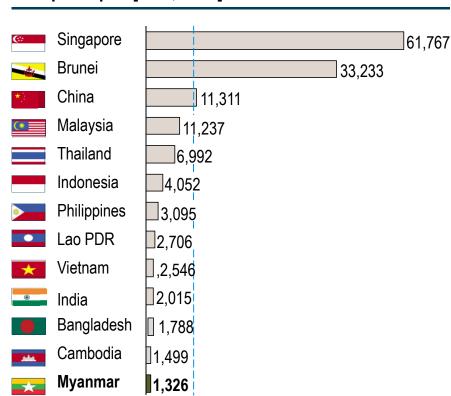
Source: ILO; interviews; Roland Berger



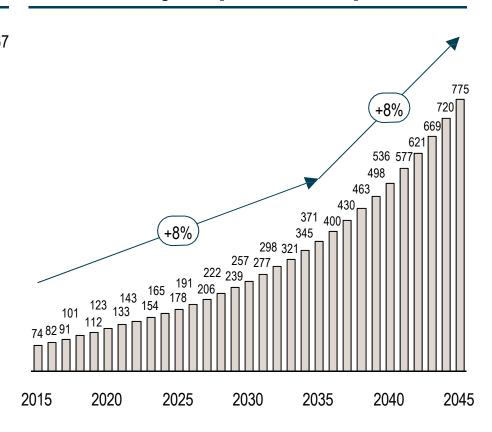
### Myanmar's economy is expected to boom, which will help elevate the country's GDP and GDP per capita

#### Forecasted GDP growth

#### GDP per capita [USD, 2013]1)



#### Forecasted GDP growth [bn USD, nominal]



1) ASEAN and neighboring countries

Source: World Bank

#### **SEZ** law and fiscal incentives

#### The SEZ Law provides significant tax privileges for investors and ensures the establishment of a One-stop Service Center

SEZ Law (January 23, 2014) – Selection of key benefits for investors

#### Income tax exemptions



#### Import tax exemptions



- > In Free Zone (for export):
  - y-year exemption
  - 50% relief for next 5 years
  - 50% for next 5 years if profit reinvested within 1 year
- > In Promotion Zone (for sales within Myanmar):
  - 5-year exemption
  - 50% relief for next 5 years
  - 50% for next 5 years if profit reinvested within 1 year

#### Commercial tax/VAT exemptions

#### **One-stop Service-Center (OSSC)**



- > In Free Zone: investor may be given exemption
- > In Promotion Zone: investor may be given exemption during specific period only

#### Dividend pay-out



> Investors may apply for income tax exemption for dividends based on profits accrued locally for which tax has been paid

#### **Asset protection**



- > Assets, profits & other rights shall be recognized and protected
- > It is guaranteed that investment shall not be nationalized

- > In Free Zone:
- -Exemption on import of raw materials, machinery & spare parts, construction material and motor vehicles for construction purpose
- -Exemption on import of trading goods
- > In Promotion Zone:
- -5-year exemption on import of raw materials, machinery & spare parts, construction material and motor vehicles for construction purpose

> One-stop-service-center to be set up for approval of investments, company

registration, issue of entry visa, issue of certificate of origin, collection of

taxes, approval of employment permits, permission for factory construction

-50% relief for next 5 years

Source: SEZ Law 2014

#### The OSSC facilitates investments by having relevant entities under one roof and acting as one single window for dealing with investors

#### The One-Stop Service Center facilitates investments by....

...combining all entities involved with business setup under "one roof"

- > Directorate of Investments and Company Administration (DICA)
- > Department of **Immigration** and National Registration
- > Department of Customs
- > Internal Revenue Department
- > Trade Department
- > **Environment** Department
- > Labor Department
- > Central Bank of Myanmar

...acting as one "single window" for dealing with investors' applications

- > Assign one representative for each investor
- > Give information and answer queries
- > Support the investors in obtaining all the required documents
- > Guide and support investors through the online application program on the DSEZ website
- > Receive and check documents received
- > Issue approvals required to start business
- Collaborate with investors until approval is eventually granted

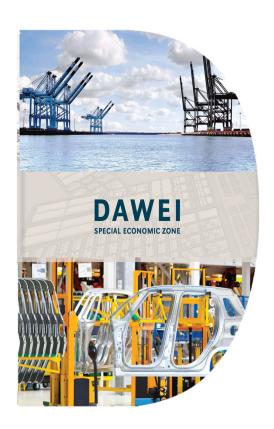
Reduces time needed to set up businesses as all procedures are done in Dawei

Eradicates needs for investors to deal with multiple entities separately

B. Development of Dawei SEZ



B.1 Development of Dawei SEZ – Overview



### Development will be done simultaneously; the Initial Phase differs from the Full Phase in size, industries, infrastructure and developer

Major differences between Initial Phase and Full Phase Development

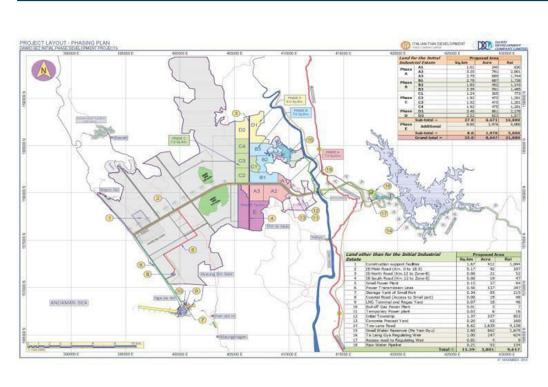
			Initial Phase (ITD)	Full Phase
Α	<b>€</b> «	Size	Up to 35 km <sup>2</sup>	196.5 km <sup>2</sup>
В		Focus industries	Light and medium manufacturing, labor-intensive in nature	Heavy manufacturing, scale and infrastructure-dependent in nature (e.g. Steel, Oil & Gas, Petrochemical)
C	77 70 70 70 70	Supporting infrastructure	Set-up and development of infrastructure	Addition, upgrade and enlargement of infrastructure
D	<b>₩</b>	Developer	To be done by consortium of Thai companies led by ITD <sup>1)</sup>	Tendering (t.b.c)

<sup>1)</sup> Italian-Thai Development PCL, a leading Thailand-based construction company

#### Size and objectives

### 35 km<sup>2</sup> is allocated for Initial Phase development, while the Full Phase development will cover 196.5 km<sup>2</sup>

#### Size- Initial Phase vs. Full Phase



#### Initial Phase development

**Total Industrial** Up to 35 km<sup>2</sup> (colored zone) **Estate land size:** 

**Objectives:** Start construction of the initial

development as soon as possible to generate *jobs & economic growth by 2020* 

#### Full Phase development

**Total SEZ land** 196.5 km<sup>2</sup>

size:

Objectives: Catalyze the economic

development of Republic of the Union of Myanmar

Source: ITD, DSEZMC, Roland Berger

#### **Priority industries**

### The Initial Phase will focus on light and labor-intensive industries; heavy manufacturing will be the focus of the Full Phase

#### Focus industries- Initial Phase vs. Full Phase

#### Focus industries<sup>1)</sup>



#### **Initial Phase**

- > Light and medium manufacturing
  - Labor-intensive
  - Resource-intensive
  - Moderate infrastructure-dependence

Automotive Parts	Agricultural Products	Garments, Textile & Footwear
Food Processing	Wood Products	Non-ferrous Metal
Rubber Products	Electronics	Small Machines
		Trush and the second se

#### **Full Phase**

- > Heavy manufacturing
- -Capital-intensive
- -Significant scale and infrastructure-dependence

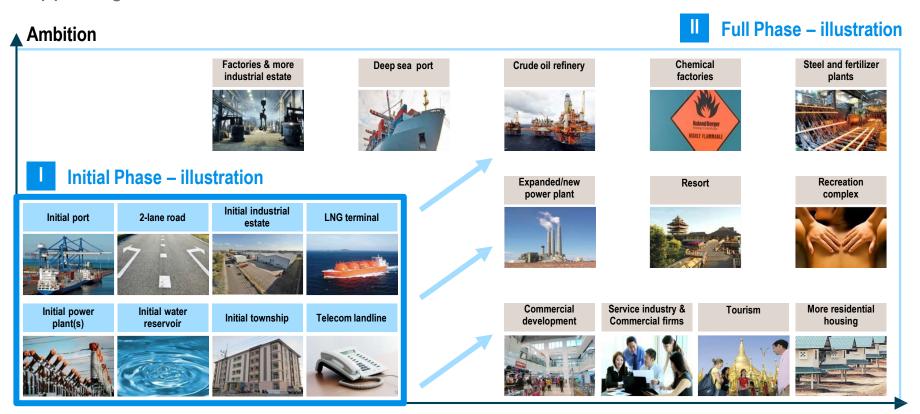


<sup>1)</sup> Focus industries here refer to industries emerging with growing influx of investments in each Phase. For instance, light and medium manufacturing will continue to grow in the Full Phase, but the emergence and rapid influx of investments in heavy manufacturing means heavy manufacturing is the focus industry for Full Phase Source: Roland Berger

#### Supporting infrastructure

### More infrastructure will be developed in the Full Phase to support growing scale of the SEZ and increase in variety of industries

Supporting infrastructure- Initial Phase vs. Full Phase



Initial projects to materialize launch ...

... that will lead to much bigger projects in the future

**Time** 

Source: Roland Berger

#### Developer

### The Initial Phase development is done by ITD-led consortium while the Full Phase developers will be determined by DSEZ MC

Developer overview – Initial Phase vs. Full Phase

Phase	Developers	Next steps > Fulfillment of all condition precedents by
Initial Phase	ITD-led consortium	
	EGCO LNGH	> Construction of concession projects to commence afterward
Full Phase	The allocation of various  Developer/infrastructure project tenders	> Finding

28

<sup>1)</sup> Special Purpose Vehicle co-owned by the Myanmar government and other investors (foreign governments, private companies etc.). Preliminary plan is to have SPV2 in charge of granting concessions for individual development projects

Source: ITD, Framework Agreement



### Light and medium industries will be the focus of the Initial Phase to quickly spur the development and create jobs

Initial Phase: Expected industries

Automotive Parts



**Agricultural product** 



Garments, Textiles & Footwear



**Food Processing** 



**Wood Products** 



**Non-ferrous Metal** 



**Rubber Products** 



Electronics

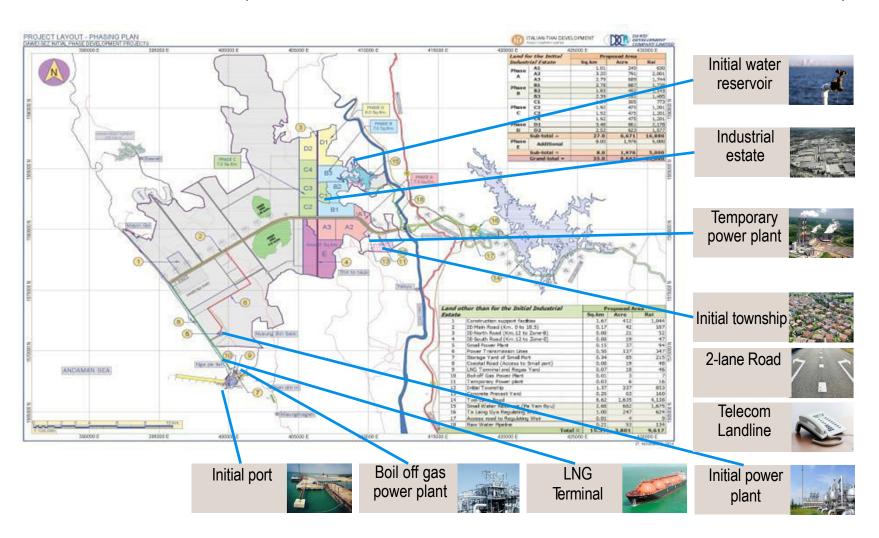


**Small Machines** 



Source: ITD, Roland Berger 30

### The concession projects are located within Dawei SEZ or next to Dawei SEZ (defined as Dawei SEZ-related infrastructures)



Source: Roland Berger 31

## The DSEZ MC is in charged of granting concessions to developers; a consortium of Thai companies led by ITD has been selected

Initial Phase governance

DSEZ
Management Committee

Consortium of Thai companies

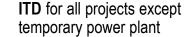
#### Core responsibility

- > Supervision and policy setting
- > Grants concessions to developers
- Master developer under the direction of the MC
- Managing, coordinating and making decision in concession projects

#### **Characteristics**

- > Defined by law
- > Chaired by Chairman
- > Empowered through SEZ Law







Rojana for all except LNG terminal, power plant and telecom



LNG+

**LNG+** for LNG terminal and boiloff gas power plant

**EGCO** for power plant

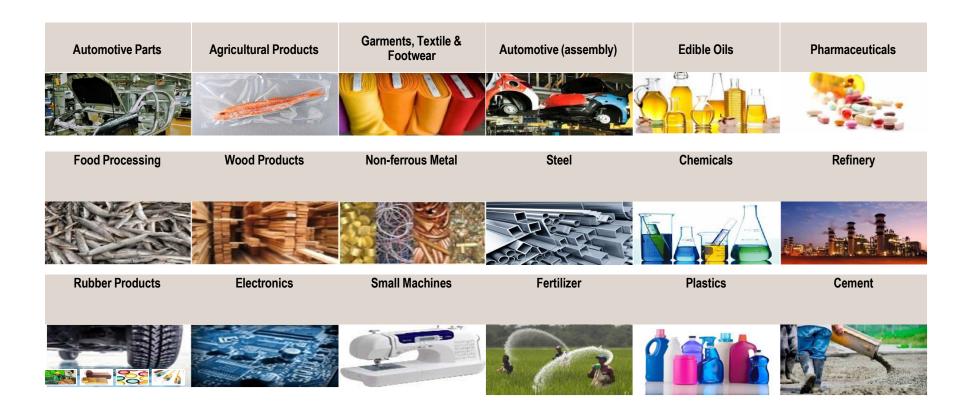
The relationship between the DSEZ Management Committee and the Consortium of Thai Companies is governed by Concession Agreements, whose scope is limited to Initial Phase development only



B.3 Details on Full Phase Development

### The Full Phase will cover wider range of industries from light to heavy manufacturing

Full Phase: Expected industries



Source: Roland Berger 34

### Four major clusters consist of key priority industries to be developed in DSEZ are namely, Auto and Steel, Labor driven industries...

Priority sectors and key drivers for investments (1/3)

#### **Cluster 1: Automotive and steel**

#### **Automotive**



- Booming domestic demand with car ownership expected to increase to ~25% by 2045,
- > Location is close to Thailand, allowing export of car parts to assembly plants in Thailand
- DSEZ can supply local needs for after-sales car parts market, and the local car assembly once the market is more mature

#### Steel



- > Booming domestic demand
- Opportunity for steel export to Thailand to support the country's substantial steel import needs for construction and automotive
- > Deep-sea port to handle imported raw materials, and highway / rail to transport finished products to Thailand

#### **Cluster 2: Labor-driven industries**

#### Textile, garment, footwear



- > Competitive labor cost leveraged
- > Myanmar's GSP status, e.g. EU import tariff for textile: Myanmar 0% vs. Vietnam 10%
- > One the targeted, prioritized sectors for Myanmar National Export Strategy

#### **Electrical and electronics**



- > Growing domestic demand for E&E consumptions
- > Myanmar's GSP status e.g. EU import tariff for video camera: Myanmar 0% vs. Thailand 4.9%
- Low cost position potentially laying path to be main regional production base

### ...Resources-driven industries (non-ferrous metals, rubber, wood and food processing products)...

Priority sectors and key drivers for investments (2/3)

#### **Cluster 3: Resources-driven industries**

#### Non-ferrous metals



- Abundant natural resources in and around DSEZ e.g. tin, tungsten, zinc, manganese, antimony
- > Booming domestic consumption driven by
  - growth of E&E and textile industries
- Potential to export to China, especially tin

#### **Rubber-based goods**



natural resources with Tanintharyi and nearby Mon states producing over 53% of Myanmar's

rubber

#### > Myanmar's GSP status

e.g. EU import tariff for pneumatic tire: Myanmar 0% vs. Thailand 4.5% tariff

#### **Wood-based goods**



- primarily teak with
  Tanintharyi ranked 4th in
  state with forested area,
  covering
- > 8% (38,000 km<sup>2</sup>)

#### Government's ban of

raw timber export enhances local downstream wood processing industry

#### Food processing



- Abundance of rish, shrimp, crops and livestock supply available in Tanintharyi region
- > Myanmar's GSP status e.g. EU import

tariff for frozen fish: Myanmar 0% vs. Vietnam 9%

#### **Edible oils**



> Proximity to large-scale oil palm cultivation in

40% of volume imported

Tanintharyi Region (99% of country's cultivation)

#### ... and Petrochemicals and related industries

Priority sectors and key drivers for investments (3/3)

#### **Cluster 4: Chemicals and petrochemicals**

#### **Fertilizers**



Growth opportunity fertilizer consumption per arable land (15

kg/Ha vs. 153 kg/Ha in Thailand)

- > Insufficient domestic production of fertilizer with 67% of volume imported
  - > Agricultural sector prioritized by government e.g. goal to triple rice export to 4 m tons by 2020

#### **Chemicals**



> Local businesses producing polyester

> fibers allow Integrated supply chain for textile industry in DSEZ

> Proximity to LNG supplies and deep-sea port

#### **Plastics**



**Booming domestic** demand from packaging, construction

and housewares industries

- > High synergies with other industries in **DSEZ** (e.g. chemicals)
- > Proximity to deepsea port very critical for raw materials imports

#### **Pharmaceuticals**



with health expenditure per capita still low (USD

25 per capita vs. USD 215 per capita in Thailand)

- > Insufficient local production with >90% of volume imported
- > Supported by the government with rapid rise in public expenditure on healthcare

#### Oil and Gas



Booming comestic demand for refinery driven by automotive and

road development

- > High synergies with other industries in **DSEZ** e.g. electronics, food and textiles
- > Several unexplored basins near DSEZ area

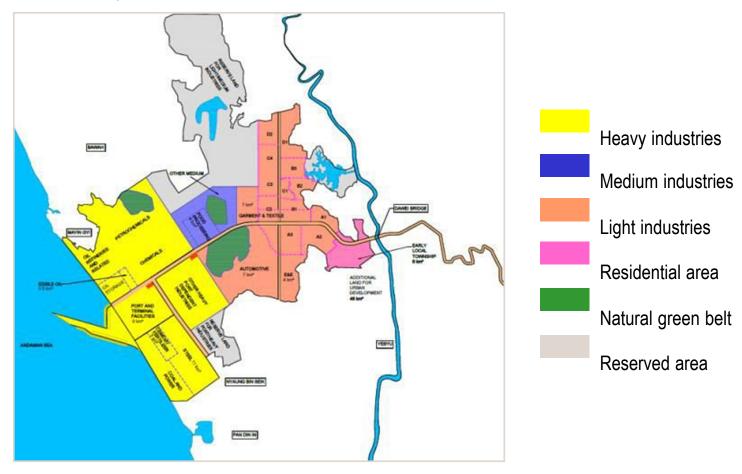
### Investors wishing to open businesses in Dawei SEZ should e-mail us and one representative will be assigned to each investor

Next steps for interested investors

- 1. Reach out to ho-npt@daweisezmc.com to reserve the land with the Developer
- •Obtain any more information on DSEZ and the application process
- •Provide information on company's profile and details of investments (e.g. size of land required)
- •Reserve land with the Developer
- 2. Be connected with a representative from our One-stop Service Center, who will be the key contact person in charge of facilitating business set-up in Dawei SEZ. The representative will collaborate closely with the investor throughout the entire process of setting up the business, including:
- Facilitating application for Investment Approval from the DSEZ MC
- •Explaining all procedures required for setting up businesses in DSEZ, after an Investment Approval is obtained
- Outlining key application forms and documents that need to be submitted
- •Guiding the investors through **online application platform** on DSEZ website
- Receiving any application forms and documents

### In Full Phase, Dawei SEZ's spatial plan includes 3 industrial zones with sub clusters together with an expanded township

Preliminary spatial plan Dawei SEZ



Source: NEDA Master Plan 39

### Each industry will be positioned with considerations of environmental impact, infrastructure requirements and synergy

Industry spatial cluster and sub cluster





**Automotive** 



Electronics and electrical (E&E)



Textile, garment & footwear (TGF)



Others (Wood based products, plastics, pharmaceuticals and etc)





Medium



Food processing

Others (construction

products and etc)

materials, rubber based









Heavy



Steel



Oil/Gas/Petrochemical/ Chemicals



Edible oils (palm oil and etc)



**Fertilizers** 



Coal terminal & power plants



Other metals / minerals

Cluster Sub cluster

Source: Roland Berger 40

#### Contact us

#### For investment enquiries,

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#### For media enquiries,

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# Welcome to Dawei SEZ. Kyae Zu Tin Bar Tal DSEZ MC