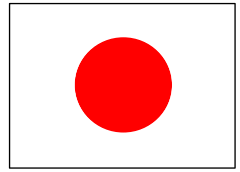


The government of Japan's contribution

Provided financial support
through Japan-ESCAP Trust Fund

Agribusiness and Food Industries

Toru Adachi

* This presentation material was made by Toru Adachi on his responsibility, and does not reflect the stance of the government of Japan.

1. Basic Information

2. Labor Force

3. Finance

4. Sales

5. Business Efficiency

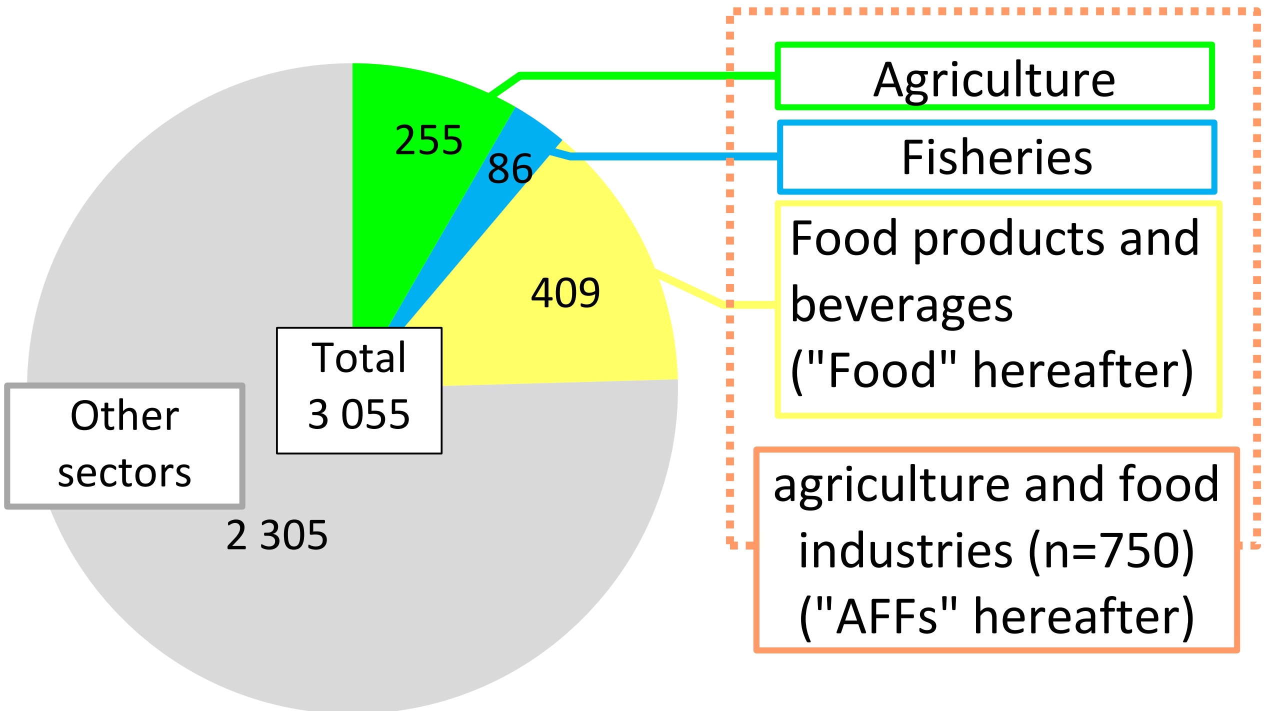
6. Summary

7. Implications

1. Basic Information

Food-relating industries; Agriculture, Fisheries and Food products and beverages are key industries in Myanmar, especially in rural area.

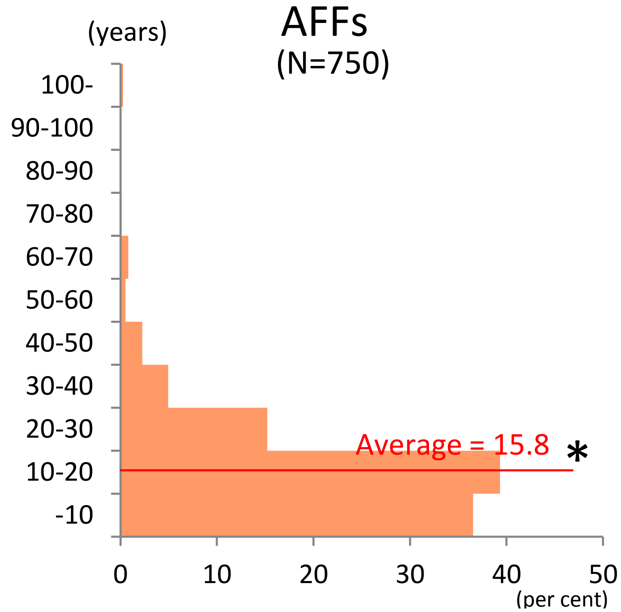
1. Share of Agribusiness and Food industries

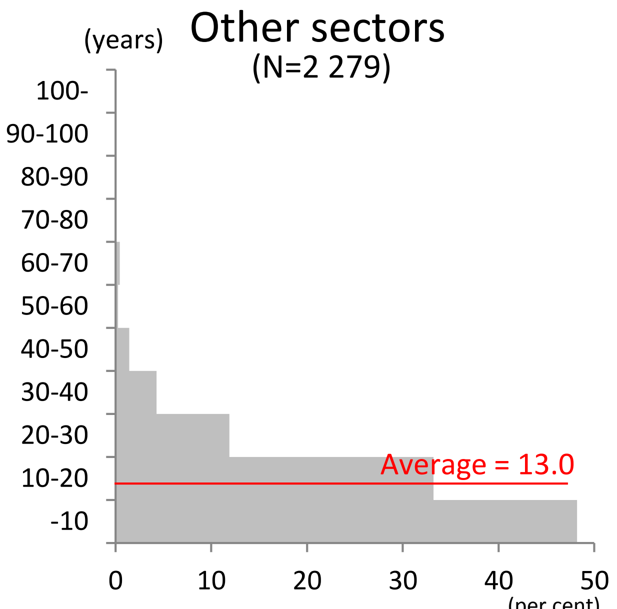


◇ "AFFs" consist of one fourth of the sample data.

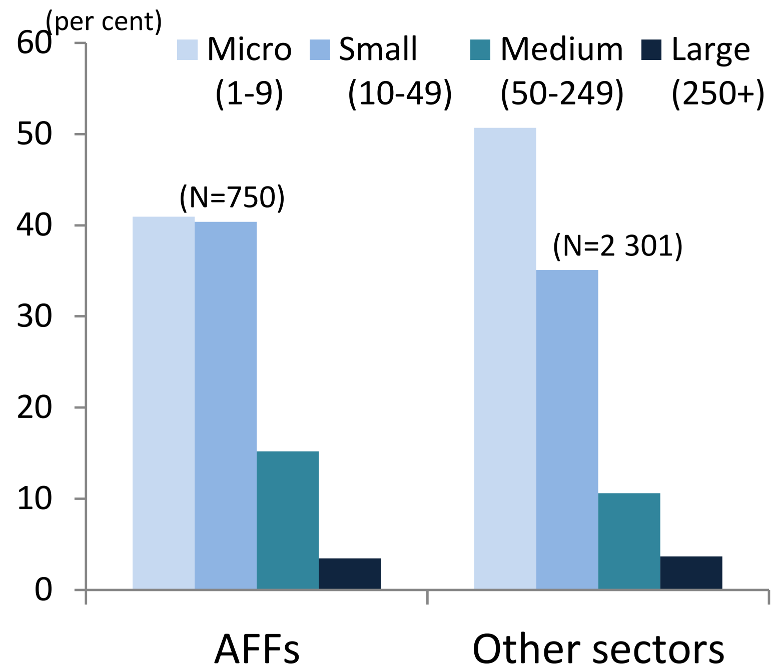
1. Basic Information

2. Firm Ages





3. Distributions of Firm Sizes



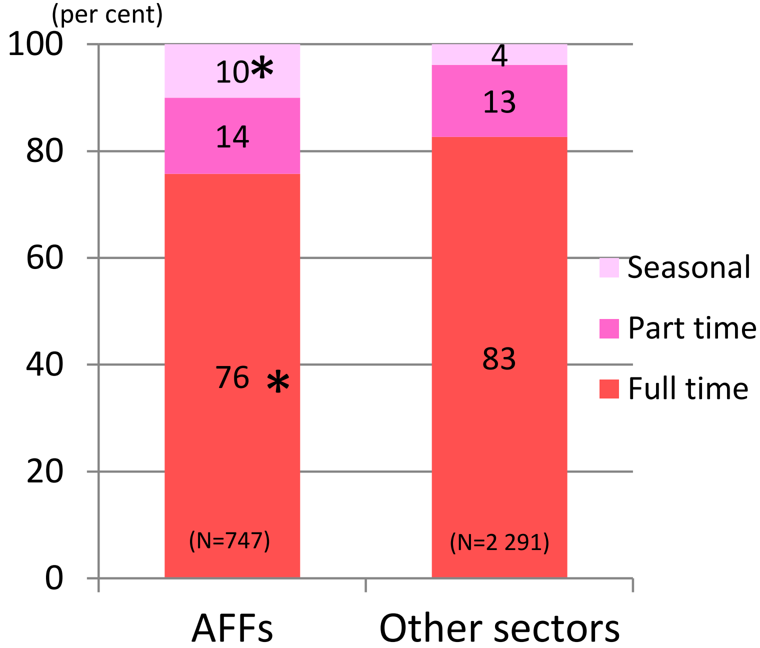
◇ AFFs' firm age is significantly older than that of other sectors ($p<0.05$)

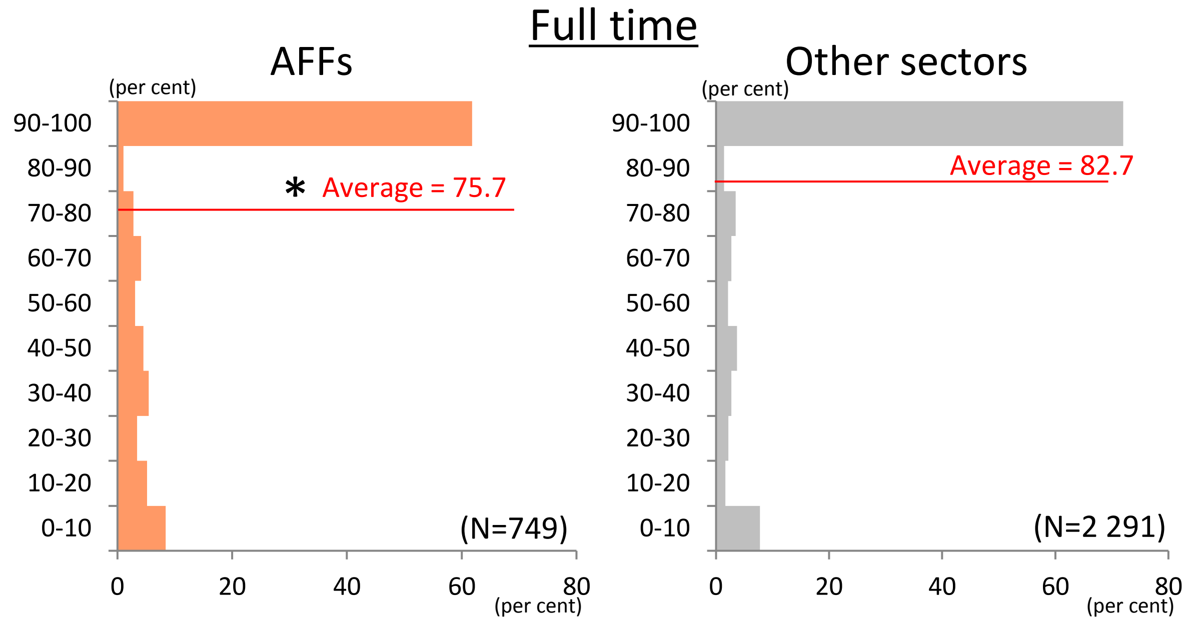
AFFs are traditional industries.

◇ AFFs' firm size is relatively bigger than that of other sectors.

2. Labor Force

1. Distribution of Different Job Categories by sub-sector





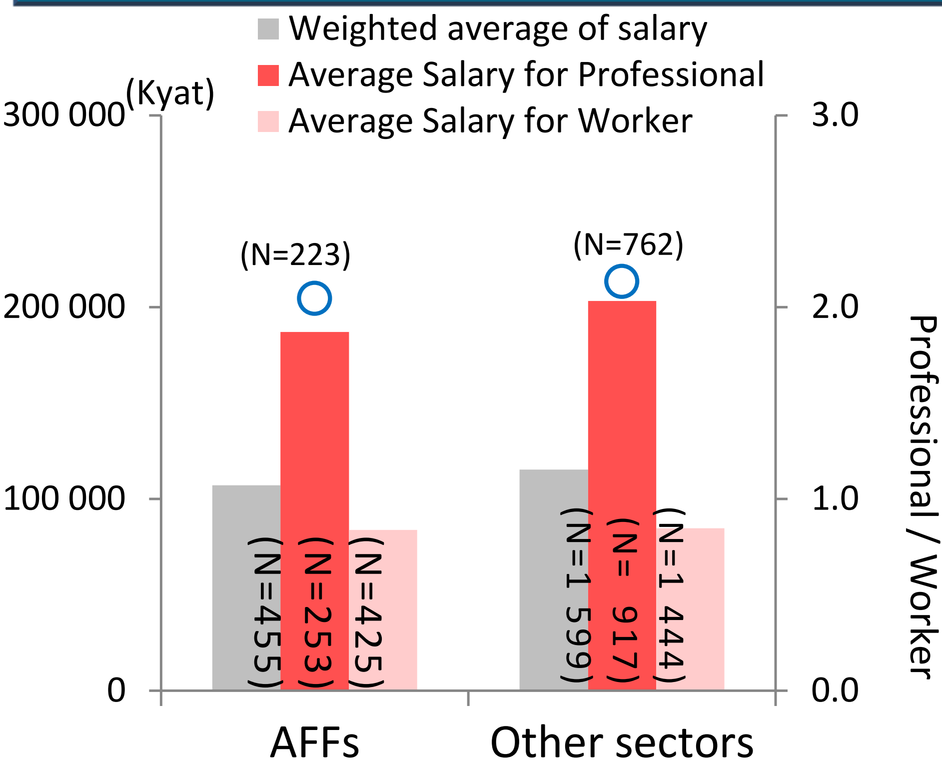
◇ AFFs' significantly tend to depend less on full-time (avr. 76%) worker and more on seasonal work force (avr. 10%) ($p<0.05$).

◇ But the distribution is skewed toward 90-100% of full-time, and the most of AFFs depend on full-time while some other entities pull down the average lower than that of other sectors.

⇐ AFFs' seasonal nature affects, especially of agriculture.

2. Labor Force

2. Salaries of Professionals and Workers



◇ No significant difference between average salary of AFFs and other sectors

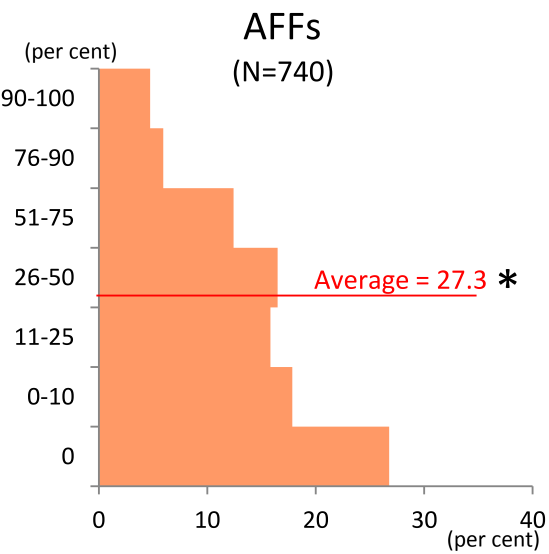
◇ The average salary of professional: Twice as much as that of workers

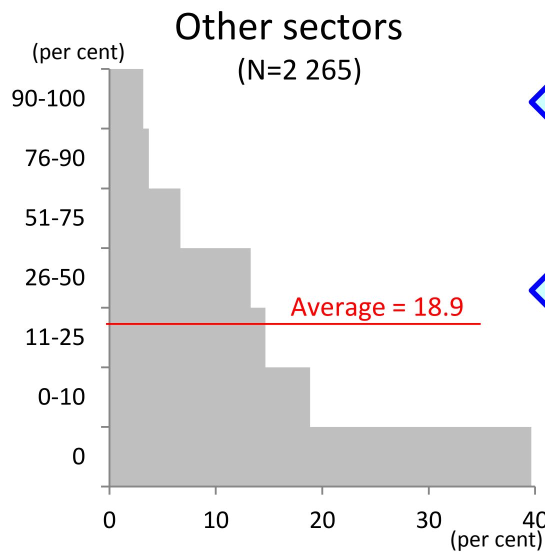
◇ No significant difference between AFFs and other sectors.

➡ Wage does not seem to function as a driver to induce labor force to move from rural area to urban area.

3. Finance

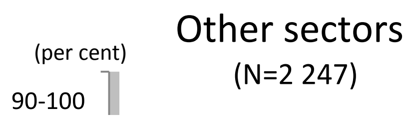
1. Sales on credit





- Sales on credit is more common in AFFs than other sectors. ($p<0.05$)
- No significant difference in credit purchase.

2. Credit purchase



AFFs seems to have less bargaining power to their purchasers.