

# **Marubeni Industrial Estate in Myanmar Thilawa Special Economic Zone**

As of January, 2022

**Marubeni Corporation**

# ○ Next Generation Business Development Division

**CDIO※**

※ Managing Executive Officer, Member of the Board

## Next Generation Business Development Division

Business Administration & Planning Dept.

Asia Consumer Business Dept.

- Focus on -

- Childhood Education in China
- Next Generation Retail Business

Next Generation Social Infrastructure Dept.

- Focus on -

- **Next Generation Industrial Park**
- Smart City / Infrastructure
- New Technologies
- Offshore DX

Healthcare & Medical Business Dept.

- Focus on -

- Pharmaceuticals
- Medical Services

New Business Development Dept.

- Focus on -

- eSports (Media, Entertainment)
- Wellness & Beauty
- High Growth Areas
- CVC · Vertex

Digital Innovation Dept.

- Focus on -

- Data Analytics
- Innovation

## Overseas Office

- Israel (Tel Aviv) ● Estonia (Tallinn)
- US (Silicon Valley, New York) ● Singapore ● China (Shanghai)
- Indonesia (Jakarta) ● Vietnam (Ho Chi Minh) ● Myanmar (Yangon) ● Philippines (Manila)

# ○ Next Generation Social Infrastructure Dept.

## Next Generation Industrial Park

- Marubeni is developing & operating Eco-Friendly and High-Quality industrial parks with digital technology in order to contribute effectively to Technology Transference, HR Development, Industry & Job Creation. Further, will assist in supply-chain management and overseas business expansion for international manufacturers.

MM2100 Industrial Park (Indonesia, est. in 1990)



Thilawa Special Economic Zone (Myanmar, est. in 2014)



Location	Bekasi Prefecture (30km east of Jakarta)
Investment	Marubeni 60%, Manunggal Group 40%
Total area	817ha (sold out) * Selling neighboring area owned by Partner.
Number of tenant	179 (120 Japanese companies)
Tenants	Honda Motor, Yamaha Motor, Toyota Body, Denso, Keihin, Komatsu, Kobelco, Mandom, Coca-Cola, JFE-Steel, etc.

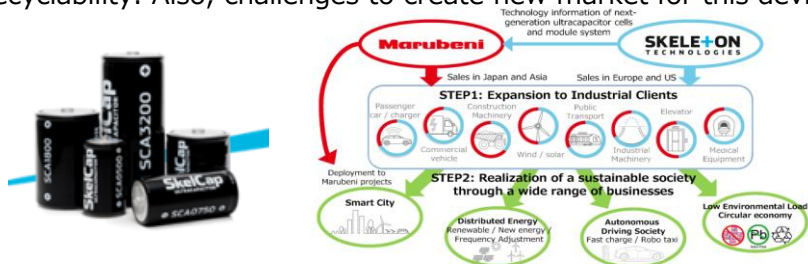


Location	Yangon Region, Thilawa (25km south of Yangon)
Investment	Marubeni/Mitsubishi/Sumitomo Corporation 12.5% each, JICA 10%, Local company 41%, Local government 10%
Total area	667ha (including under development)
Number of tenant	114 (56 Japanese companies)
Tenants	Suzuki Motor, Toyota Motor, Kubota, Yanmar, Ajinomoto, Yakult, Oji Holdings, Acecook, Fujifilm, Koyorad, etc.



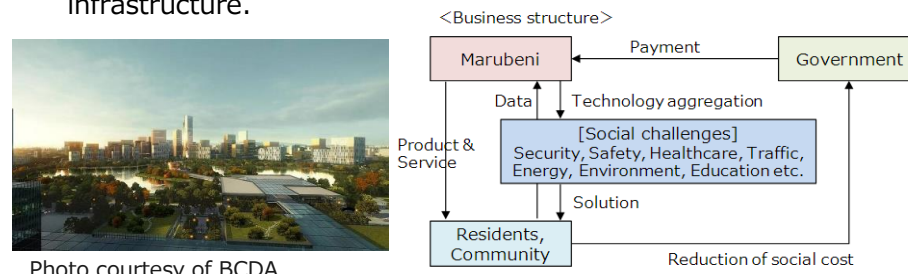
## Next Generation Energy Storage Technology

- Contributing to decarbonized society, Marubeni invested to Skeleton Technology Group which develops and manufactures ultracapacitors featured in High-speed Charge, Long Life and Recyclability. Also, challenges to create new market for this device.



## Smart City / Smart Infrastructure

- Identifying the social issues in cities, providing smart city solutions that utilize ICT, and creating, developing, and operating projects to efficiently manage government services and social infrastructure.

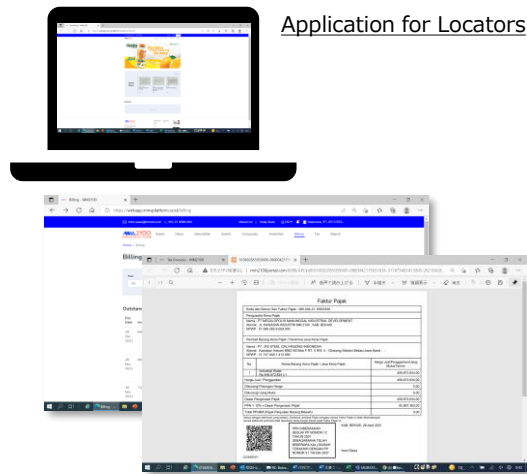


# ○ Next Generation Industrial Park

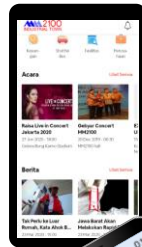
- Marubeni is highly appreciated to be developing & operating Eco-Friendly and High-Quality industrial parks with digital technology and environmental consideration in order to achieve the Next Generation Industrial Park.

## Service Portal Application

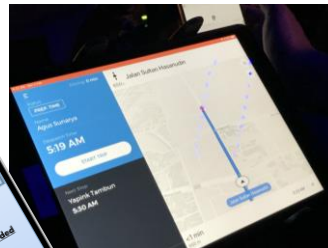
MM2100 successfully started to operate a service portal application in 2021 with the aim of improving the service efficiency for tenant companies. Through this application, MM2100 has been focusing on the digitization of the management of the industrial park, such as introducing digital invoices that allows users to check monthly bills online for water supply, wastewater treatment and management services. Thanks to these achievements, MM2100 received the Special INDI 4.0 AWARD 2021 from the Indonesian Ministry of Industry. MM2100 is trying to expand such services to 120,000 employees in MM2100 locators.



Application for Locators



Application for Employees



INDI 4.0 Awarding Ceremony



## Friendly Operation to Natural Environment & Local Society

MM2100 has operated over 30 years since establishment, and continuously tried to be friendly to natural environment and local society. Consequently, MM2100 was selected for Global Eco-Industrial Parks Program (GEIPP) which was initiated by the United Nations of Industrial Development Organization together with Indonesia Ministry of Industry. Under the GEIPP, demonstration programs will be executed in MM2100 to aim at reducing environmental impact, saving energy and improving operation efficiency.

GEIPP Ceremony



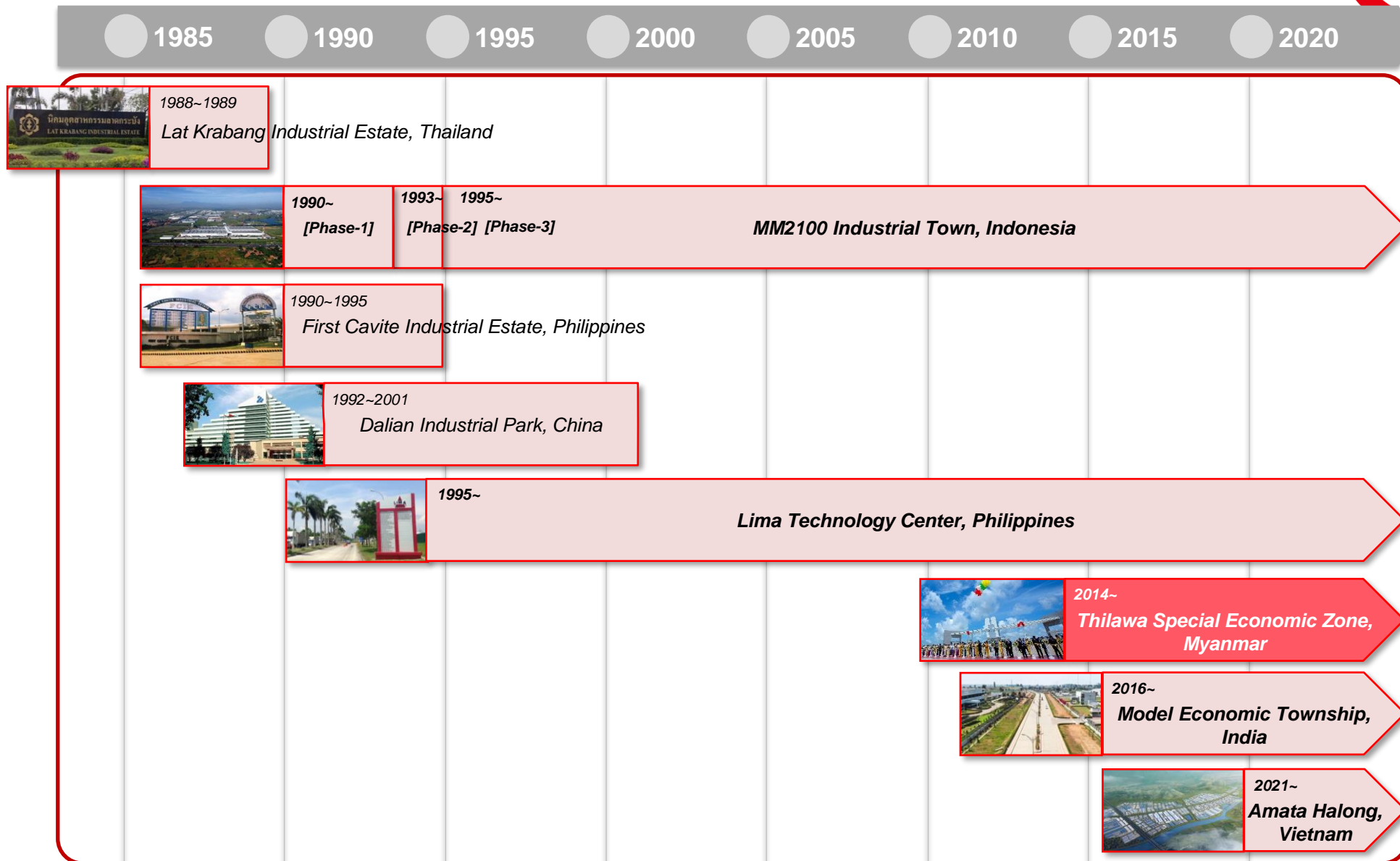
Eco-Friendly Wastewater Treatment System



# ○ Marubeni Industrial Estate in Asia



# ○ Marubeni Industrial Estate in Asia



# Thilawa Special Economic Zone, Myanmar

## Thilawa Special Economic Zone

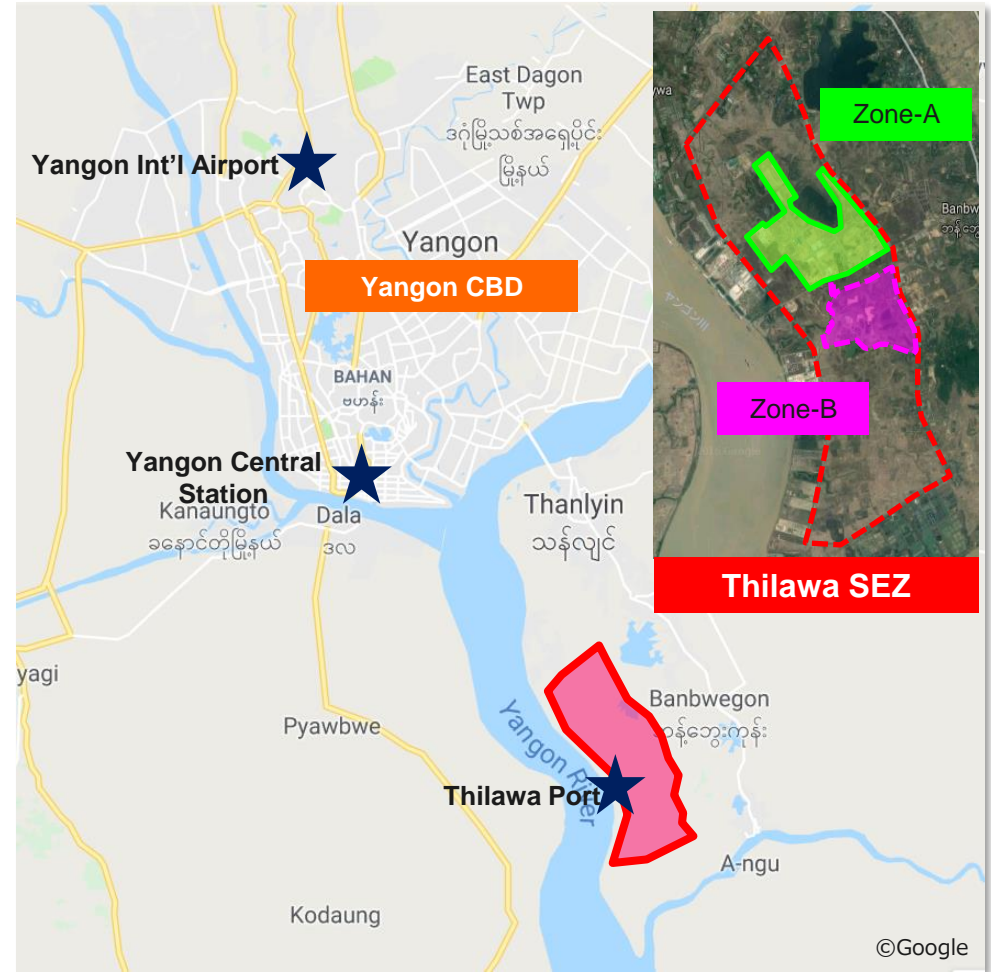
### 【Outline】

Location	Yangon (25km South from CBD)
Shareholders	Marubeni 12.5%, Mitsubishi 12.5%, Sumitomo 12.5%, JICA 10%, Myanmar Private 41%, Myanmar Government 10%
Establishment	2014
Total Area	2,400ha
Industrial Area	667ha (Zone-A & -B) * expanding
No. of Locators	114
No. of Japanese Locators	56
Total Employees	Approx.13,000
Locators	Suzuki Motor, Toyota Motor, Kubota, Yanmar, Ajinomoto, Yakult, Oji Holdings, Acecook, Fujifilm, Koyorad, Foster Electric, etc.

### 【Infrastructure & Accommodation】

Electricity	33kV Distribution (Supply Cap. 260MVA)
Water Supply	6,000m3.day (Supply Cap.)
Wastewater Treatment	4,800m3/day (Treatment Cap.)
Others	Government One Stop Service Center, Custom Office, Hotel, Restaurant, Dormitory, Bank Office, Clinic

### 【Location】





# Thilawa Special Economic Zone, Myanmar

## Project Outline

Project Company	Myanmar Japan Thilawa Development, Ltd.
Shareholder	Marubeni 12.5%, Mitsubishi 12.5%, Sumitomo 12.5% JICA 10%, Myanmar Private 41%, Myanmar Government 10%
Location	Yangon
Access	25km South from Yangon CBD
Project Start	2014
Total Area	2,400ha
Industrial Area	667ha (Zone-A & -B) * expanding
No. of Locators	114社
Locators	Suzuki Motor, Toyota Motor, Kubota, Yanmar, Ajinomoto, Yakult, Oji Holdings, Acecook, Fujifilm, Koyorad, Foster Electric, etc.



## Advantage

1. Abundant and inexpensive labor
2. Attractive consumer market (population:50 million in Myanmar, 7 million in Yangon)
3. National character of good feeling to Japan
4. Generous backup from Japan & Myanmar government
5. Smooth and quick process for license at One Stop Service Center



## Infrastructure

Electricity	33kV Distribution (Supply Cap. 260MVA) * Distributed by project company
Water Supply	6,000m3.day (Supply Cap.) * Supplied by project company
Wastewater Treatment	4,800m3/day (Treatment Cap.) * Finally treated by project company after primary treatment by locator
Telecom	Optical fiber network available * Service provider freely selectable by locators
Others	Government One Stop Service Center, Custom Office, Hotel, Restaurant, Dormitory, Bank Office, Clinic



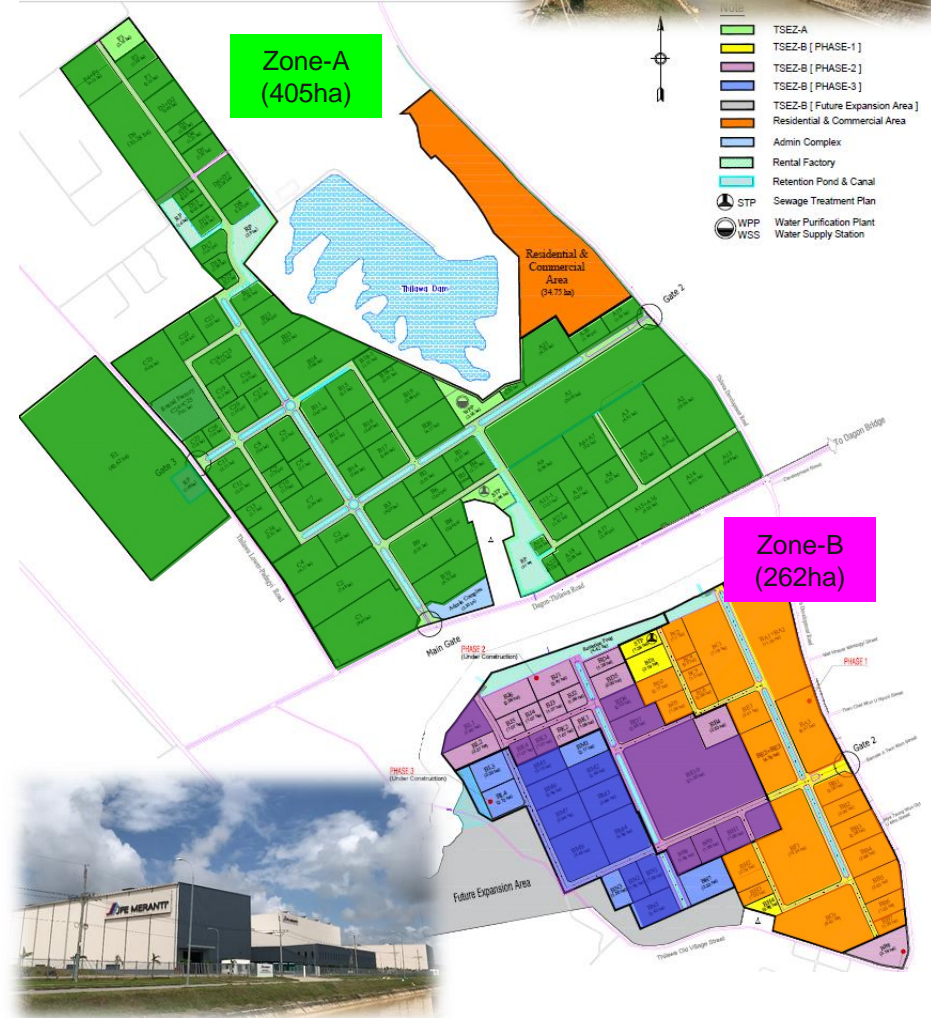


# Thilawa Special Economic Zone, Myanmar









25km from Yangon  
CBD

50km from  
Yangon Int'l Airport

Total Area  
2,400ha








# Investment Environment in ASEAN

								
	Myanmar (Yangon)	Vietnam (Hanoi)	Philippines (Manila)	India (New Delhi)	Indonesia (Jakarta)	Thailand (Bangkok)	Cambodia (Phnom Penh)	Laos (Vientiane)
Population <sup>[1]</sup>	52 mil	96 mil	107 mil	1,367 mil	266 mil	69 mil	15 mil	7 mil
Literacy Rate (%)	93.1%	94.5%	96.3%	72.1%	93.9%	96.7%	77.2%	79.9%
GDP per <sup>[1]</sup> capita(\$)	\$1,302	\$3,398	\$3,512	\$2,099	\$4,196	\$7,816	\$1,736	\$2,618
GDP growth <sup>[1]</sup> (Before Covid)	6.8%	7.2%	6.1%	4.0%	5.0%	2.3%	7.1%	4.7%
Monthly wage <sup>[2]</sup> for worker(\$)	\$181	\$241	\$272	\$261	\$421	\$447	\$222	\$210
Monthly wage <sup>[2]</sup> for Manager(\$)	\$836	\$1,025	\$1,092	\$1,573	\$1,260	\$1,629	\$1,003	\$771
Increase rate <sup>[2]</sup> of wage	2.2%	5.1%	3.7%	8.0%	4.1%	2.8%	3.6%	2.9%
Power Tariff <sup>[2]</sup> (USD/kwh)	0.14	0.13	0.20	0.10	0.07	0.16	0.14	0.08
Exempted period	7 years Ex 5 years 50%	4 years Ex 9 years 50%	4~8 years Ex for PEZA	None	None	8 years Ex for Zone-3	3~9 years Ex for QIP	1~10 years Ex for zone 1-3
Corporate Income Tax(%)	25%	20%	25% * 5% for PEZA	25.17% * 17.16% for New entity	22%	20%	20%	24%
VAT(%)	5%	0~10%	12%	12.5~14.5%	10%	7%	10%	10%
Religion	Buddhism (90%)	Buddhism (80%)	Catholics (83%)	Hindu (81%)	Muslim (87%)	Buddhism (95%)	Buddhism (95%)	Buddhism (67%)

(Source) Edited by Marubeni with reference to [1] IMF and [2] JETRO's source

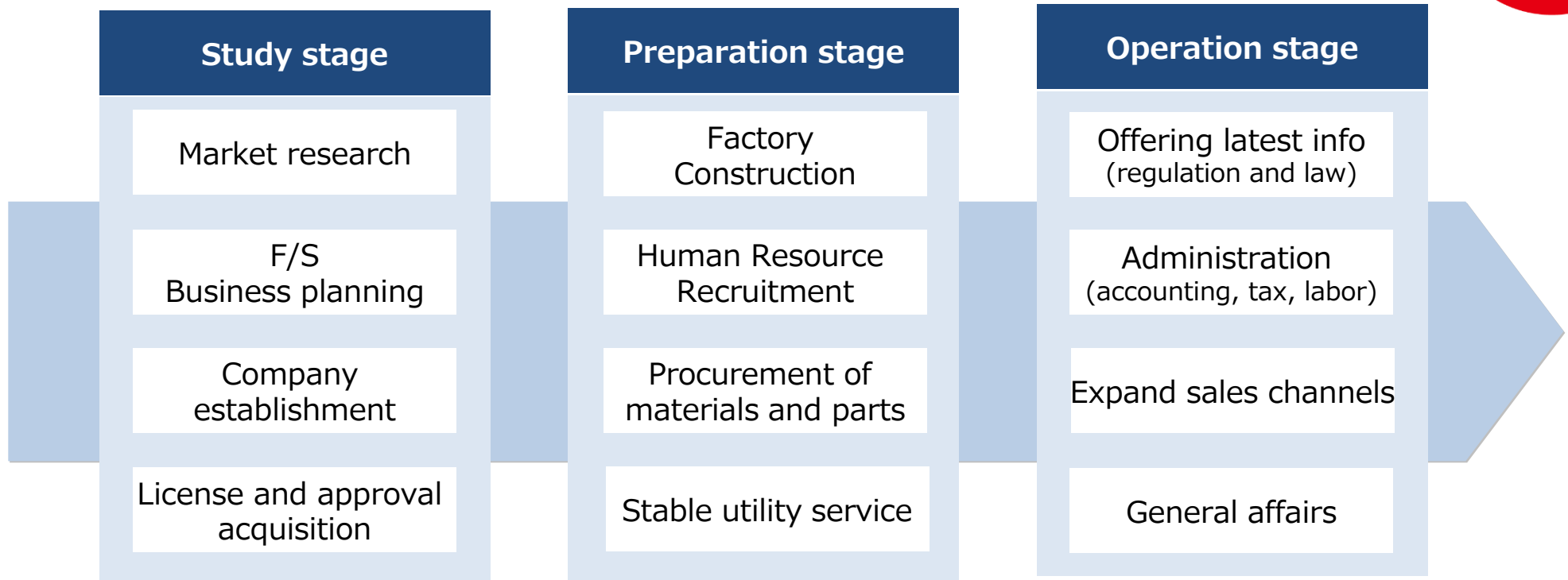
# Marubeni Industrial Estate Comparison

	 MJTD Thilawa SEZ	 AMATA CITY HALONG AMATA City Halong	 Lima Technology Center Lima Technology Center	 Model Economic Township Limited Model Economic Township	 2100 INDUSTRIAL TOWN MM2100 Industrial Town
Location	Myanmar (23km from Yangon)	Vietnam (130km from Hanoi)	Philippines (65km from Manila)	India (60km from Delhi)	Indonesia (30km from Jakarta)
Salable Area	Minimum salable lot* : 0.95ha~	Minimum salable lot* : 1.0ha~	Minimum salable lot* : 1.2ha~ (Under expansion)	Minimum salable lot* : 1.0ha~	Can introduce partner's connected industrial estate
Land Sales	Land lease for 50 year. (extendable)	Land lease for 50 year.	Land lease for 50 years. (Can be extendable) *Only entity foreign share less than 40% can own land title.	Sales of land title/ Land lease for 99 years.	Land Usage for 30 years. (extendable)
Rental Factory	Available (Lease lot :900m <sup>2</sup> ~)	Scheduled (Tailor made also considerable)	Available, (Rented by 3 <sup>rd</sup> party)	Not Available, (But considerable)	Available, (Rented by 3 <sup>rd</sup> party)
Corporate Tax Incentive	[Export oriented] - Exemption; 7 years - 50% Discount; 5 years [Domestic oriented] - Exemption; 5 years - 50% Discount; 5 years	- Exemption; 4 years - 50% Discount; 9 years	[PEZA (Export oriented)] - Exemptions 4~8 years - 5% on gross income applied after exemption.	None	None
Infra. - Water - Sewage - Power	- Water : 6,000m <sup>3</sup> /day - Sewage : 4,800m <sup>3</sup> /day - Power : Supplied by Yangon Electricity Supply Corporation (33kV)	- Water : 27,000m <sup>3</sup> /day - Sewage: 24,000m <sup>3</sup> /day - Power : Supplied by Amata Power Halong (22kV)	- Water : 9,800m <sup>3</sup> /day - Sewage : 6,000m <sup>3</sup> /day - Power : Supplied by Lima Enerzone Company (69kV)	- Water : Under development - Sewage : Need to be treat by tenant. Under development - Power : Supplied by UHBVNL (220kV-33kV)	- Water : 72,000m <sup>3</sup> /day - Sewage : 45,000m <sup>3</sup> /day - Power : Supplied by Private IPP (Capacity 1,144MW, 20kV)
Advantage	- Approval and license can be processed through One Stop Service Center	- Smart City scheduled inside the boundary	- Residential and commercial area is under developing by Lima	- Can sell free hold land title other than ordinal industrial estate.	- Nearest industrial estate from Jakarta

\* : Please ask us latest minimum lot size. Please note above information is as of August 2020 and may change.



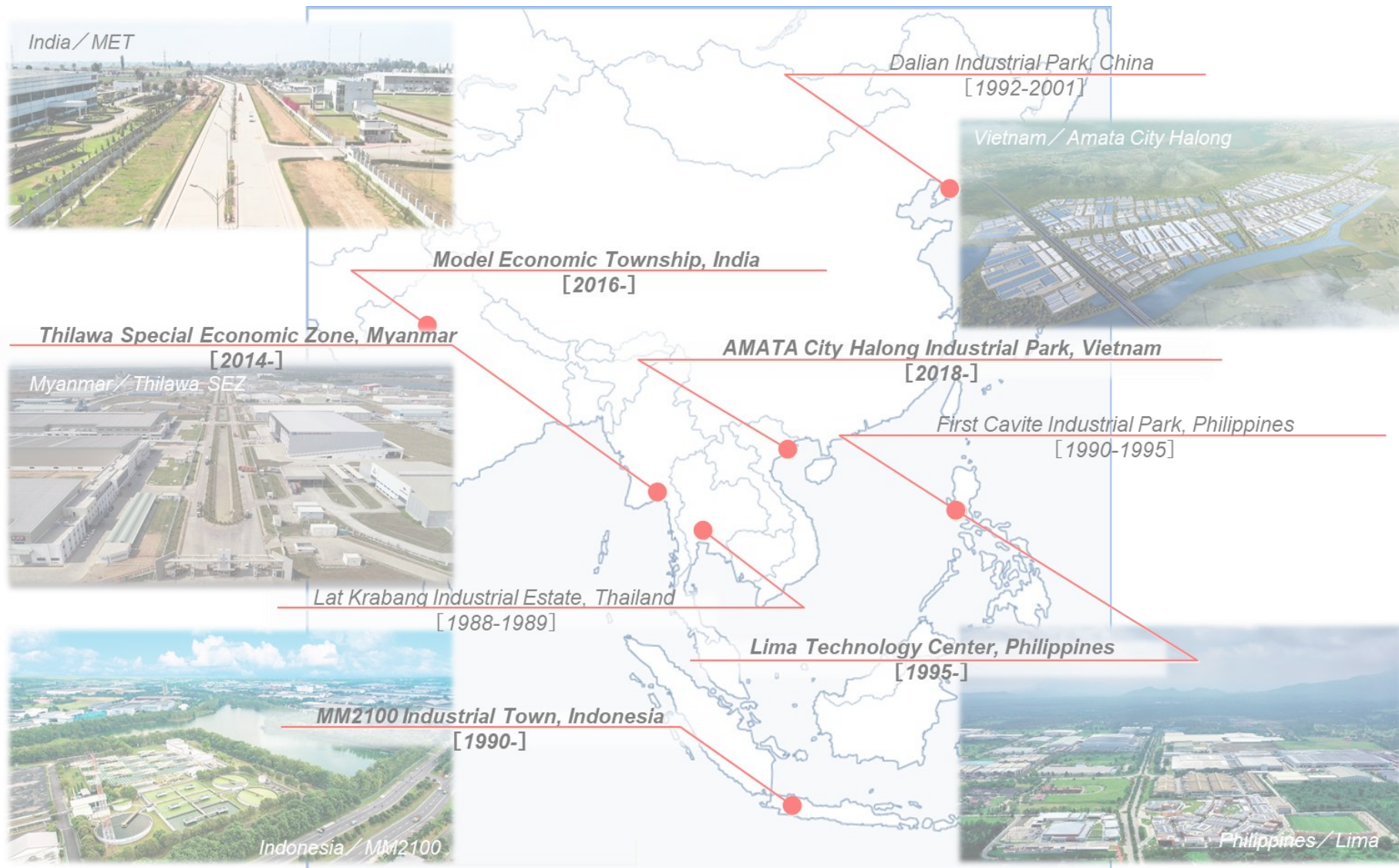
# ○ Marubeni's Support for Your Investment



- Our support for the initial examination stage includes but not limited to, market research for overseas expansion, specific F/S, and support for obtaining required licenses and approvals.

- We support construction of the factory and recruitment of local workers prior to the commencement of operation. In addition, we will utilize our global network to provide stable procurement of materials and parts.

- We will provide appropriate information for the revision of regulations and laws which are essential for stable operation. In addition, we will support administration work that is not related to your main businesses.





## Marubeni Group

Number of Bases  
**136** branches/offices in  
**67** countries/regions

\*Including Japan, as of April 1, 2019

Number of Consolidated Companies

**431**



Number of Group Employees

**42,882**



Company Employees Positioned Overseas

**894**



## Helena Agri-Enterprises, LLC

Nationwide Network in the United States.

Approx. **500** locations

Helena is the No.2 retailer of crop protection products, fertilizers, and seeds in the United States.

## Volume of Coffee Beans Traded

**30% of**  
Coffee Consumed in Japan

Approximately 470,000 tons of coffee are consumed in Japan each year. Marubeni handles approximately 30% of this volume.

\* Achievements in 2018

## Number of LNG Vessels Owned

**16** LNG vessels

Marubeni is currently in possession of 16 out of all operational LNG vessels around the world. The total number of LNG vessels in existence globally is 512 (as of March 2019; this number excludes small model vessels and FSRU).

## Copper Equity Volume

**150,000** tons

Conducting copper mining business in Chile. Equity volume is one of the largest in Japan.

## Number of Aircrafts Owned & Managed

**274** aircrafts

Marubeni commenced investment in Aircastle Limited in 2013, and we are now leasing aircraft to 81 airlines in 44 countries worldwide through this company.

## Global Olefin Trading Market

Approx. **30 %** share

Using specialized tankers, Marubeni has secured approximately 30% of the global olefin trading market.

## Net Power Generation Capacity

**12,003** MW

As a leading Independent Power Producer (IPP), Marubeni has world class net power generation capacity.

\* The total sum of Japan and overseas

## Provision of Housing in China

Approx. **11,000** units

Marubeni was one of the first Japanese companies to enter into the Chinese real estate market and has been engaged in such business operations as the development of housing for Chinese homebuyers and complex facilities since 1985.

## People Served by Marubeni's Water Business

Approx. **13.5** million people

Marubeni is conducting diversified water projects mainly in Central & South America, Asia, the Middle East, and Europe.

\*The target population of a total of 4 concession services this company owns in Europe, South America and Asia.

## Afforestation Business Sites

**190,000** hectares

2 projects managed in 2 countries with a total of 190,000 hectares (roughly the size of Tokyo).

\*Leading site area among Japanese companies

## Grain Trading

Industry No.1 Trading  
volume **70** million tons

Marubeni boasts the top grain trading volume among Japanese companies.

\*Includes some double-counted trades  
\*As of March 2018

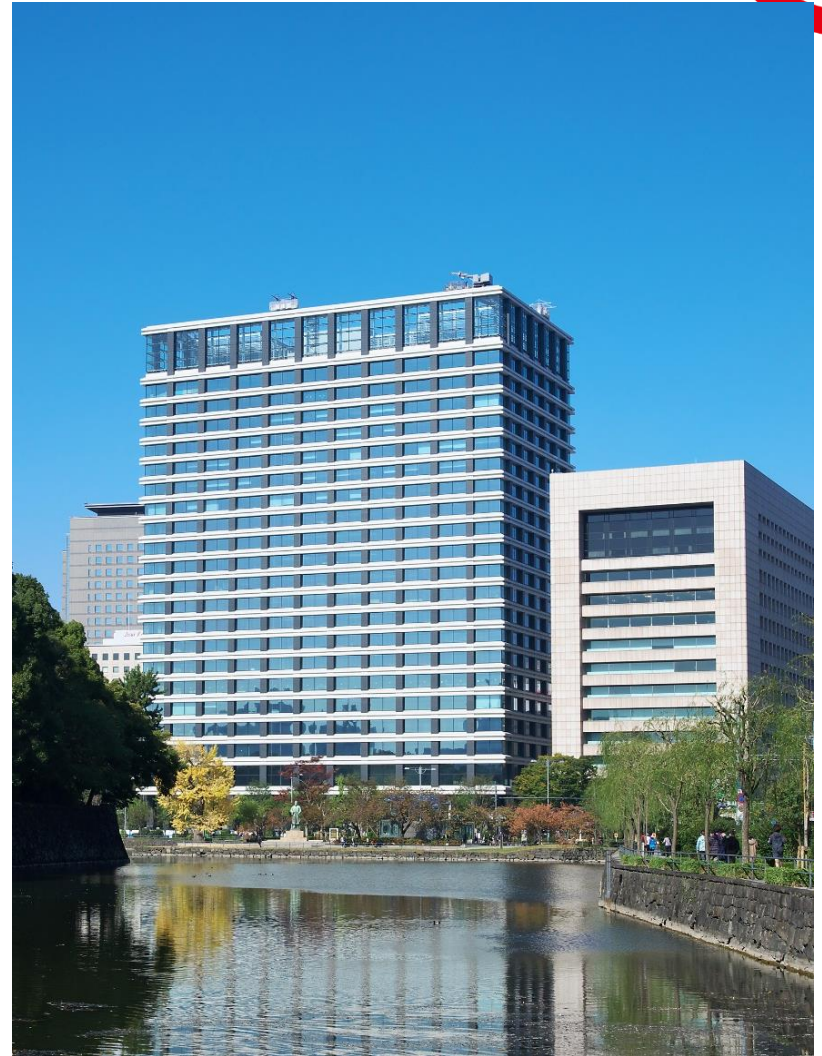
Please Note:

- All figures are accurate as of the end of March, 2019, unless otherwise specified.

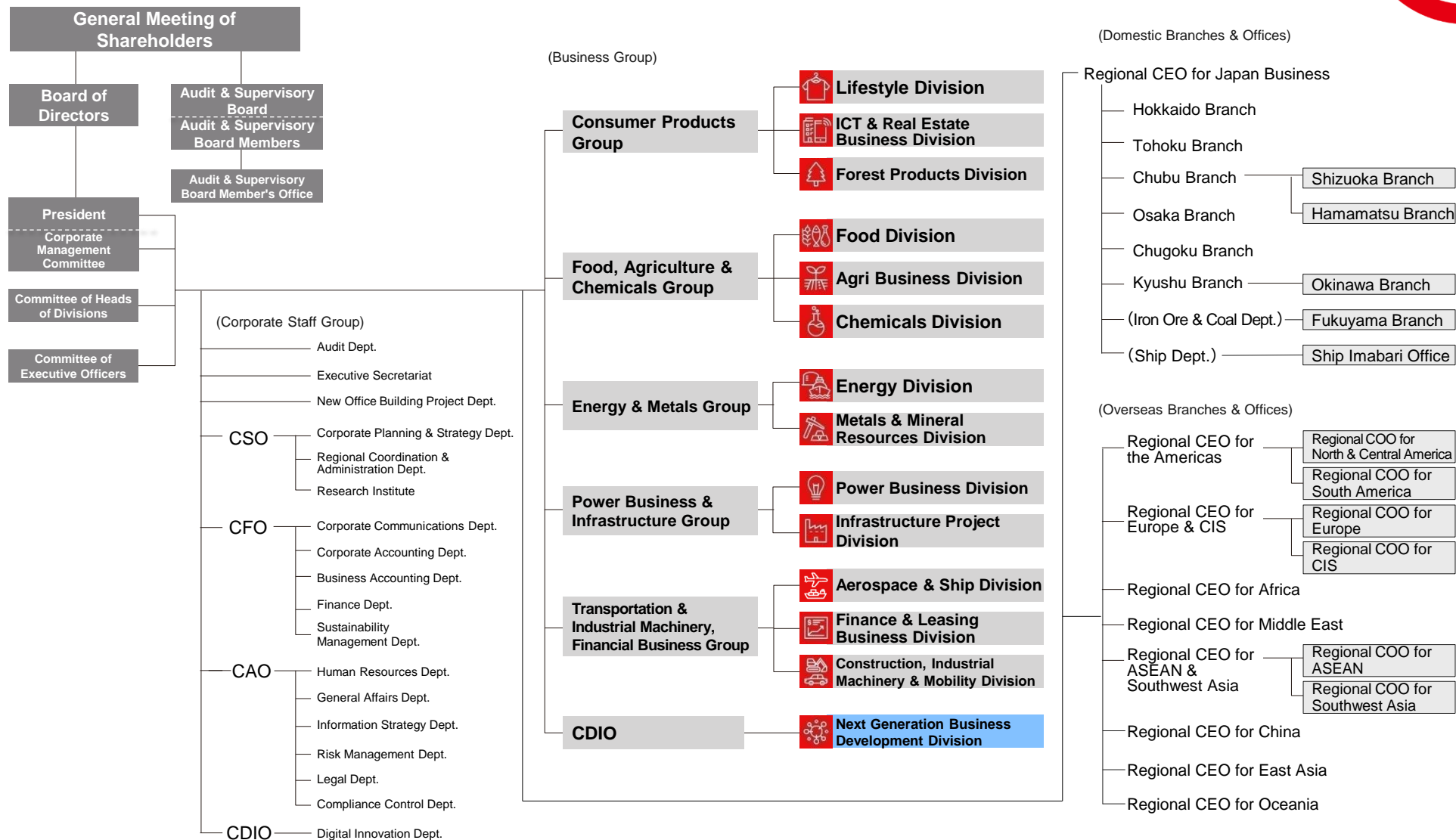
- Some of these numbers are specific to Marubeni Corporation and do not necessarily reflect figures for the entire Marubeni Group.



● <b>Founded</b>	<b>May 1858</b>
● <b>Incorporated</b>	<b>December 1, 1949</b>
● <b>President and CEO</b>	<b>Masumi Kakinoki</b>
● <b>Paid-in Capital</b>	<b>262,686 million yen</b>
● <b>Head Office</b>	<b>4-2 , Ohtemachi 1-chome , Chiyoda-ku , Tokyo , Japan 100-8088, Japan</b>
● <b>Number of Branches and Offices (Including Tokyo Head Office)</b>	<b>136 branches and offices in 68 countries and regions, consisting of Head Office, 11 Japan branches and offices, 58 overseas branches and offices, and 29 overseas corporate subsidiaries containing 37 branches and offices.</b>
● <b>Number of Employees*</b> (non-consolidated)	<b>4,404</b> (Excluding 434 local employees of overseas branches and offices and 1,487 local employees of overseas corporate subsidiaries)
● <b>Number of Employees*</b> (consolidated)	<b>45,635</b>
● <b>Number of Consolidated Companies</b>	<b>453</b>



(As of April 1, 2020 , except \* as of March 31, 2020)



(As of April 1, 2020)

Marubeni Corporation  
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Welcome to real site and

**Web site for Marubeni Industrial Estate :** <http://marubeni-industrialpark.com>