



Advisory Service



Presentation

Advisory Service as part of the business case PRIME-Argi /
SPE

Zurich 22.03.2107

PRIME Agri Ltd Myanmar
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PRIME GROUP

Business Areas and Main BU's



FINANCIAL SERVICES



INDUSTRIAL OPERATIONS



*licensed by
The Monetary Authority of Singapore*



Developer, Investor, Operator

Investment Banking

Asset Management

Agri & Food

Energy & Infrastructure

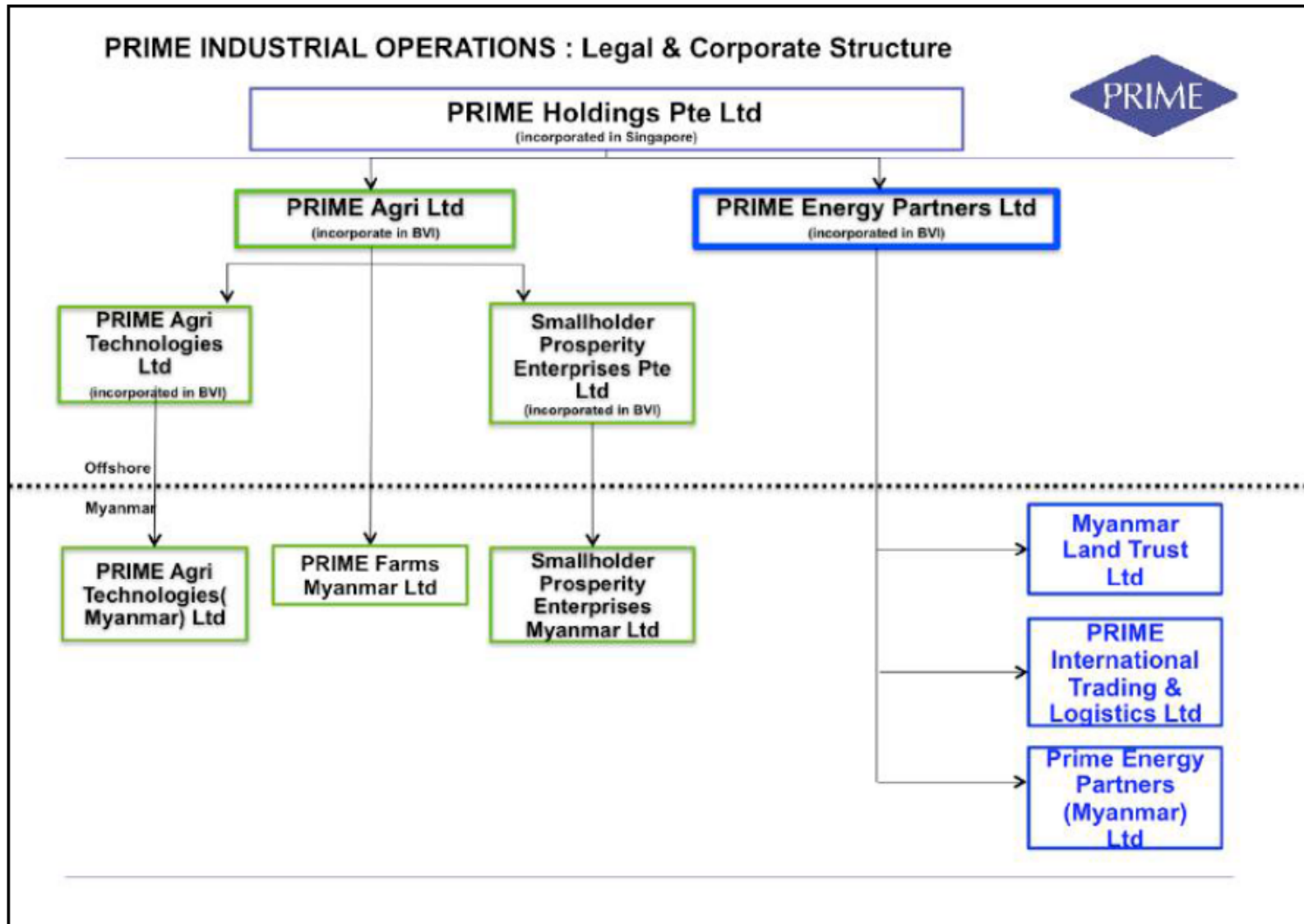
**PrimePartners
Corporate Finance
Pte Ltd**

**ARIS - PrimePartners
Asset Management
Pte Ltd**

**Prime Agri
Ltd**

**Prime Energy
Partners
Ltd**

Business Areas and Main BU's





Integrated System

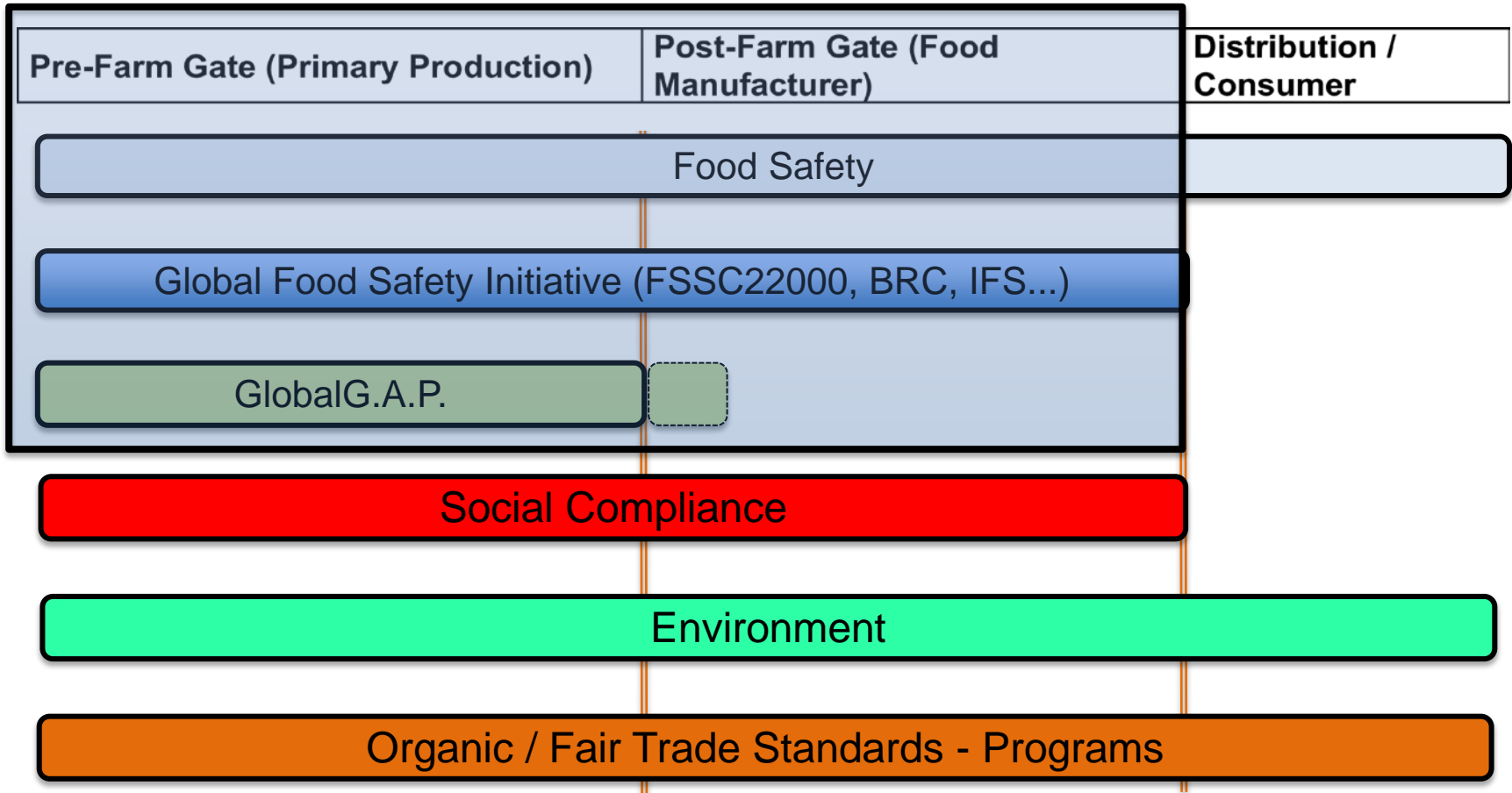
PRIME Agri

ISFDS Integrated Safe Food Delivery System

		CROPS & VALUE CHAINS		
		<u>Potatoes</u>	<u>Horticulture</u>	<u>Feed, Fodder & Grains</u>
VERTICAL INTEGRATION				
	Primary Production	PRIME Farms Direct - open field SPE Outgrower Program - open field - seed multiplication - chipstock	PRIME Farms Direct - open field PRIME Farms Direct - greenhouses SPE Outgrower Program - open field - vegetables - field fruits (melons, strawberries)	PRIME Farms Direct - open field SPE Outgrower Program - open field - corn seed multiplication - feed corn - alfalfa
	Post-Harvest	PRIME Farms Packing House Climate & Controlled Atmosphere Infrastructure Grading & Sorting	PRIME Farms Packing House Climate & Controlled Atmosphere Infrastructure Grading & Sorting	PRIME Farms Feed Corn Drying Silo
	Downstream Value Adding - Intermediates	PRIME Farms - potato flakes - starch	PRIME Farms Air Drying IQF/BQF Canning Bottling/Glass Jars Pickling/Brining Fresh (bulk & packaged)	PRIME Farms Animal Nutrition Mixing
	- Finished Foods	- potato chips/crisps - french fries - snackfoods		



Overview Standards and Programs





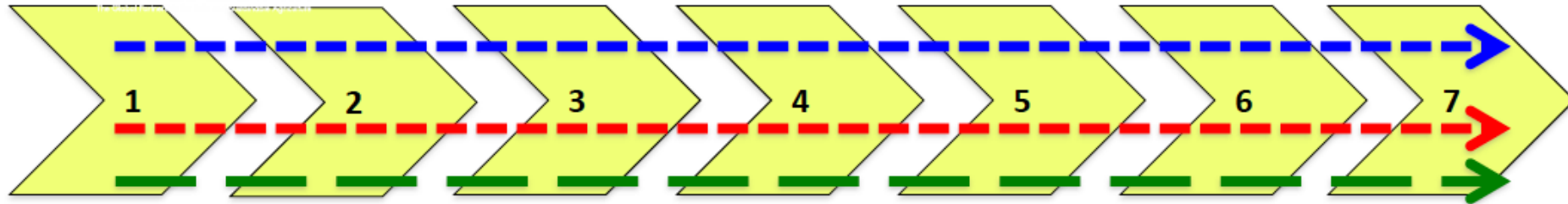
Food Safety: A Key factor



- Safe food is THE key for market access
- Producers / suppliers must provide evidence to their costumers of applying good practices in their supply chain
- Safe food is directly related to policy, education, good practice, trust and transparency within the supply chain



Spectrum of Primary Production *process & training modules*



1. Water Resource Management & Irrigation
2. Soil Management & Land Preparation
3. Planting material and sowing
4. Crop Nutrition
5. Crop Protection
6. Harvesting
7. Post-harvest management



GLOBALG.A.P.

**The Worlds Most Accepted
Farm Assurance Program
for
Safe and Sustainable Agriculture**

GAP – Food Safety

GAP – Sustainability & Social Compliance

SRP – Sustainable Rice Protocol



Department of Agriculture (DOA) Collaboration *Demonstration, Training & Research Farms (DTRF)*

DOA
Shan State
(temperate)



Ayetharyar
Netafim Drip Irrigation
Good Agricultural Practices





PRIMA Agri system approach



A holistic approach to farmers and farmer communities

- Crop mix
- Crop rotation, not single crop approach
- Soil management
- Water management (regional and on-farm)
- Certification at farm level
- Market access for the different crops
- Access to financial resources

- Mutual commitments farmers – PRIME Agri
- Cost efficiency for training auditing and certification



The Information and Training System



Staff:

- PRIME Agri staff (including admin) has a basic knowledge about good practices
- The Agri staff has a advanced knowledge about GAP
- Part of the staff are recognized GAP trainers

Farmers:

- All farmers have a basic knowledg about GAP
- Farmers are able to comply with the GlobalGAP standard



The GlobalGAP Academy



Project aim

The Global GAP Academy for Market Access, Food Safety & Sustainable Primary Production focuses on solving the basic problem of increasing rural household incomes and sustainable agriculture through a 'system approach' that addresses upskilling, productivity, and standards certification in pre-farm gate primary production.



The GlobalGAP Academy



GAP (GlobalGAP, MyanmarGAP, others)

Establishment of a GlobalGAP pilot program for

- Government staff
- Project and company staff
- Farmers and Farmer groups

The project is based on farm certification and not on single crops



Future Policy Direction for Rice in Myanmar

A System Approach

Rice-Centric	Rice-Inclusive
Food Security & Tradition	Commercially Driven <i>market forces</i>
Low Profit, High Volume	Economically Sound <i>comparative advantages</i>
National Resource Burden	Socially & Fiscally Responsible <i>subsidy independent</i>
Socio-Politically Unsustainable	Politically Balanced <i>equitable development</i>



The GlobalGAP Academy



After the pilot phase, the Academy will be available for other projects and regions

The academy will be able to provide training for different other standards and programs

- SRP (Sustainable Rice Platform)
- Fair Trade, probably FT USA
- Different commodity standards
- Others



The PRIME / SRP project



Farmers will be specifically trained on the SRP standard, as add on to the GlobalGAP standard

Farmers will be certified GlobalGAP / SRP

This project will start with the GlobalGAP Academy and be extended to other areas through a large bilateral program and probably the LDCF / UNEP

The GlobalGAP / SRP approach is approved by the relevant ministries and will influence national policies



Data management



Mapping of the region, villages, farms and plots

Land ownership

Water resources

Socio economic data

Farming information

Crop / product related information

Traceability system

Program management

Reporting



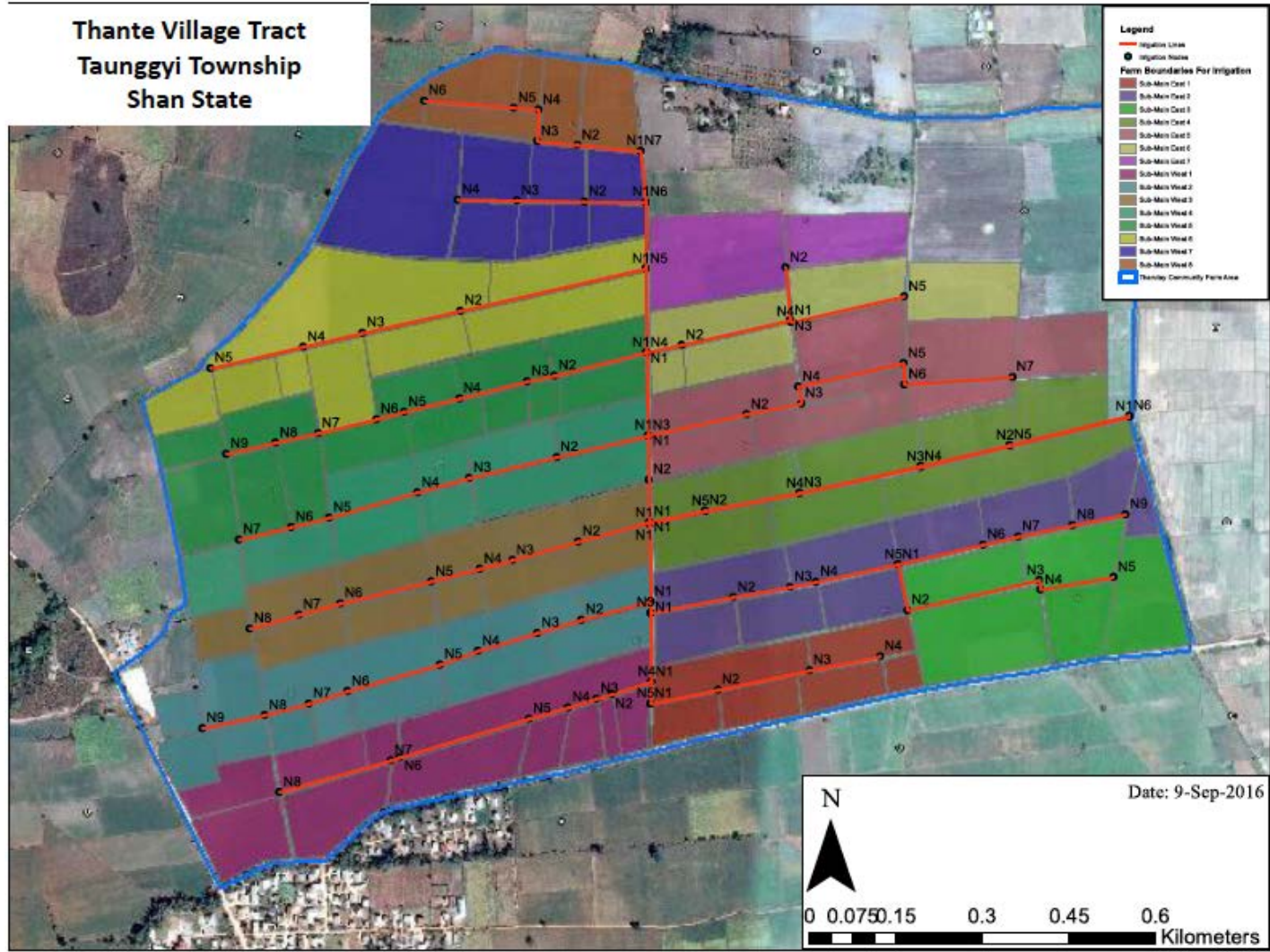
Data management

Demographics	Than Te (11 Villages)	Kyauk Ni (6 Villages)	Totals		
Households	1,240	1,436	2,676		
Population	5,973	6,350	12,323		
Male	2,821	3,108	5,929		
Female	2,9				
	Township	Village Tract	# of Villages	Cultivated Acreage (Wet Season)	Cultivated Acreage (Dry Season)
	Taunggyi	Than Te	11	8,653	580
	Taunggyi	Kyauk Ni	6	8,595	790

Key Points:

- Cultivated acreage drops to 9% during dry season due to lack of irrigation
- Unable to capitalize on optimum agronomic dry season
- Optimal dry season in S. Shan ideal for high value temperate crops
- Year round irrigation unlocks key to better crop mix and increased income
- Traditional monsoon crop marginalized due to increasingly unpredictable weather patterns

Community Irrigation Infrastructure Design





Shan State: Paddy Soils

Sustainable High-Value Crop Rotation 1

		Jan					Feb					Mar					Apr					May					Jun					Jul					Aug					Sep					Oct					Nov					Dec				
Plot	Area (ac)	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52								
Rotation 1	33.3	2016	Rice																			Chipstock Potato																																							
		2017	Chipstock Potato										Cucumber										Rice										Onion																												
		2018	Onion										Cucumber										Rice										Garlic																												
		2019	Garlic															Rice															Carrot																												
Rotation 2	33.3	2016	Rice																			Chipstock Potato																																							
		2017	Chipstock Potato										Cucumber										Rice										Garlic																												
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		2017	Chipstock Potato										Cucumber										Rice										Carrot																												
		2018	Carrot										Cucumber										Rice										Garlic																												
		2019	Garlic															Cucumber															Rice												Onion																

Khin Don



Recap



- Holistic approach
- Market access
- System approach for farmers, not anymore single crop programs
- Training and education
- Crop mix
- Crop rotation
- Soil and water management (on and off-farm)
- Community development through common interests such as water supply

- Data / Supply chain management

Community Integration





PRIME Heho DTRF

Global G.A.P. Training for Group Certification



Global GAP field training at PRIME Heho DTRF



Global GAP classroom training at PRIME Heho office





Drip-Irrigated Rice in Myanmar

Tillering Stage



PI Stage



Flowering Stage



