Myanmar At a Glance

- 10 Million Households
- 65% of People Do not have access to Electricity
- Rapid Deforestation
- Peak Load at Cooking time
- 7~8 % GDP Growth
"Domestic demand for liquefied petroleum gas (LPG) in Myanmar, currently at 60,000 metric tons per year, has been forecast to increase annually by ‘15%’ for the next 5-10 years, according to Jeffrey Leung, a director at the LP Gas Academy."
Region Comparisons

Bangladesh
- Population 164 Million
- Consumption 500,000 MT
- Fastest Growing Market in the World in 2017
- LPG displacing Natural Gas as a cooking fuel

Myanmar
- Population 55 Million
- Consumption 100,000 MT
- Only 5% of Market Penetration

Thailand
- Population 69 Million
- Consumption 4M MT
- ~90% penetration

Cambodia
- Population 16 Million
- Consumption 200,000 MT
### Regulations, Government Plan & Targets

**Type of License** | **Operations** | **License Fee** | **Application Process**
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A | Allows importation, storage and distribution of LPG with the use of terminals and jetties | Annual charge of MMK 1 million for every 1,000 MT of gas imported, plus MMK 10,000 for every 100 sqft of storage space. | Applications must be submitted to the regional or state government and the ministry. The regional or state authorities will forward the applications to ministry after scrutiny, and ministry will issue licenses to applicants who meet the conditions.

B | Allows importing, storage and distribution of LPG with the use of storage tanks and cylinder warehouse | MMK 2,000 for every MT of gas and MMK 10,000 per 100 sqft of storage. | Issued to firms who import LPG and allow to operate own storage facilities but not jetties.

C | Allows distributing gas to filling stations | MMK 5,000 a MT, plus MMK 10,000 per 100 sqft | Firms who distribute LPG to filling stations.

D | Allows to distribute and store gas in tanks | MMK 10,000 per 100 sqft | Firms who distribute LPG.

E | Allows to store and distribute gas in tanks | MMK 50,000 in annual fees | LPG distributors (Retailers).

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150,000 households in 2018
1,000,000 households in 2020
Parami Energy: Responsible Energy Company

**E&P**
- Offshore: AD3, A5
- Onshore: PSC I

**Power**
- Renewables
- Mini Grid:
  - 1500 HH first Phase
  - 8,000 HH Second Phase
Parami Energy: Rental LPG Terminal since 2017
Myanmar’s first Filling Carousel
Parami LPG Woman Distributorship
Parami Gas, Myanmar’s First LPG Residential Brand

Empowering Women and expanding distribution network
Parami Energy and Community

Cooking With LPG: The Cleaner, Safer Solution

Latest Community Kitchen Opens in Myanmar

Since McBride, COO of Parami Energy, was attending a conference in Myanmar last year when he was struck by a statistic he heard from Michael Kelly, director of market development and deputy managing director for the World LPG Association (WLLGA):

Each year, 4.3 million people die from indoor air pollution—a causal factor for more deaths from malaria, HIV/AIDS, and tuberculosis combined. Indoor smoke from solid fuels is the 10th leading cause of avoidable deaths worldwide. This entirely preventable problem disproportionately affects women and children—the ones collecting, cooking with, and breathing in solid fuels. Using LPG can play a significant role in combating this staggering statistic.

It was fortuitous timing for Parami. In a country where more than 50% of the 55 million residents still burn firewood and charcoal for cooking, Parami is supporting the Myanmar government’s quest to fast-track the utilization of LPG for home cooking in 1 million households by 2026.

WLLGA is looking for partners to implement Cooking for Life, a global WLLGA campaign launched in 2012 that aims to facilitate the transition of 1 billion people from cooking with traditional fuels to cleaner-burning LPG by 2030.

In November, less than a year after the meeting, Parami launched its first Community Kitchen, a WLLGA

Reprinted from BPN February 2019
✓ Parami Energy is the first WLPGA Member in Myanmar

✓ We recognize the inherent benefits that membership can deliver to the industry.

✓ Our COO, is a WINLPG Ambassador for SE Asia.
Moving Forward: WLPGA, Learn from others

Market
- Urban: Electricity Subsidy
- Rural: Adoption of LPG (Deforestation, Health, HH productivity)
- Slower adoption rate due to weak safety practices

Government
- Reinforce Current Regulation
- Adopt International LPG industry standard and practices
- Local LPG Institutions
- Actionable Incentive to attract Investment in LPG value chain

Financing & Investment
- Limited financing option to expand the market
- Price Competition may yield lower margin in the future

Import
- Limited number of 2,000MT LPG vessels.
- Import mainly through Thailand Players
PARAMI’s Mission

From Jetty to families’ Kitchens