



# BLACK MATPE (URAD) OUTLOOK (MYANMAR)

**PRESENTED BY**  
**HITESH JAIN**  
**COUNTRY HEAD**  
**AGT FOODS AND INGREDIENTS INC.**  
[www.agtfoods.com](http://www.agtfoods.com)



**JAN 07, 2022 - TUR AND URAD OUTLOOK PANEL DISCUSSION**





# HITESH JAIN



- Country Head for AGT Group, Myanmar
- Also serves as Hon. Secretary of OATA Myanmar
- In the international trade for over a decade with an overall experience in trading for over 20 years
- Developed expertise in Agro Commodities, Rice, Sugar and Timber
- **About AGT Foods:**
  - One of the largest suppliers of value-added pulses, staple foods and food ingredients in the world.
  - 40+ facilities, offices located in the best pulse growing regions in Canada, the United States, Turkey, Australia, India, China, Myanmar, Russia and South Africa.
  - Ship their products to over 120 countries around the globe





# MYANMAR PULSES OVERVIEW

- Black Matpe (Urad) is harvested in Myanmar between January and March
- Myanmar prices are heavily dependent on Indian as approximately 80% of the produce is exported to India.
- Currently there is an MOU signed between the Government of India & Myanmar for a 250,000 MT of Black Matpe for a period of 5 years.
- Now with the OGL regime being extended till March 31, 2022 by Govt. of India and the Myanmar harvest round the corner, it will be interesting to see how markets react in both countries.





# BLACK MATPE PRODUCTION IN MYANMAR & INDIA

BLACK MATPE PRODUCTION (IN MMT)					
COUNTRY	2017-18	2018-19	2019-20	2020-21	2021-22 (ESTIMATED)
MYANMAR*	0.55	0.50	0.55	0.63	0.68
INDIA**	3.49	3.06	2.08	2.34	2.05
OTHERS	0.08	0.09	0.10		
TOTAL	4.12	3.65	2.73	2.97	2.73

\* - Myanmar Production number sourced from market resources.

\*\* - India Production number sourced from Govt. of India's Ministry of Agriculture & Farmers Welfare website



# BLACK MATPE EXPORTS OUT OF MYANMAR

## MYANMAR BLACK MATPE EXPORTS FOR LAST FIVE YEARS (IN MMT)

YEAR	2018	2019	2020	2021	2022
PRODUCTION		0.500	0.550	0.625	(Est)0.675
EXPORT		0.480	0.545	0.695	
CARRY OVER	0.100	0.120	0.125	0.055	
Total Availability of Cargo for Exports /Domestic /Seeding in 2022					(Est)0.725

*\*\* - Myanmar Export Data is from the Issuance of Phyto Sanitary Office for 2021 and for Previous Years its based from Customs and other market sources.*



# THANK YOU

HITESH JAIN  
COUNTRY HEAD  
AGT FOODS AND INGREDIENTS INC.  
[hjain@agtfoods.com](mailto:hjain@agtfoods.com) | [www.agtfoods.com](http://www.agtfoods.com)