# REPORTING PROFORMA FOR COMMERCIAL WINGS

# Name of the Mission (Country): Consulate General of India, Mandalay (Myanmar) MONTHLY REPORT: February 2023

# A. Trade in goods

- (i) Quantitative Data
  - a) Total trade in goods during

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US \$ in millions							
	Monthly	Quarterly	Annual (Jan-	Status			
	(February–23)	(April-	Feb 2023)	P- Provisional			
		February 2023)		F - Final			
India's export to	62.08	-	-	F			
Myanmar							
India's import from	94.34	-	-	F			
Myanmar							

(Source: CSO, Government of India and department of Commerce: India & Trade Map Statistics

b) Preferential trade in goods (2021-22): NIL

	(	$\mathbf{C}$	2	2	0	2	3
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S.No.	Preferential/Free Trade Agreement with India	Preferential Imports from India (US\$ million)	Preferential Imports from World (US\$ million)
1	ASEAN- India FTA	12.59	282.44

c) Top 10 items of Import from India to Myanmar during (February 2023)

S.No.	HS Code	Commodity (6 digit HS tariff line)	Value (US \$ million) Feb 2023 (F)	Quantity Feb 2023 (F)	Unit of Measurement	% share in total import of the commodity
1.	271019	Petroleum Oil	22.88	157/319	BBL/L	36.85%
2.	300490	Medicaments	15.30	836	Kg	24.64%
3.	050100	Human Hair	1.71	450	Kg	2.75%
4.	230649	Oil cake and other solid residues, whether or not ground in pellets	1.70	4849	Kg	2.73%
5.	230800	Vegetable Materials and Vegetable Waste, Vegetable Residues and By-products Used in Animal Feed, Including Products in	1.63	2659	Kg	2.62%

<sup>\*</sup> Figures have been uploaded till December)

		the form of pellets, others				
6.	271112	Propane, Liquefied	1.56	2001	Kg	2.51%
7.	230400	Soybean Oilcake & Oth Solid Residue, Wh/not Ground.	1.55	3278	Kg	2.49%
8.	300241	Vaccine for Human Medicine	1.18	11	Kg	1.90%
9.	210690	Food Preparations	1.01	243	Kg	1.62%
	230500	Oil cake & other solid residues	0.95	2358	Kg	1.53%

Source: Ministry of Commerce & Industry, India

# d) Top 10 items of Export to India from Myanmar during (February 2023)

S.No.	HS Code	Commodity (6 digit HS tariff line)	Value (US \$ million) Feb 2023 (F)	Quantity (in thousand) Feb 2023 (F)	Value (US \$ million) %Growth
1.	071331	Beans	61.92	79752	Kg
2.	071360	Pigeon peas	13.21	17384	Kg
3.	400122	Natural Rubber in Smoked Sheets	2.67	1865	Kg
4.	440729	Wood sawn or chipped lengthwise	2.08	2	M3
5.	071335	Cowpeas (vigna Unguiculata), Dried, Shelled.	1.85	3333	Kg
6.	030389	Fish, Frozen, Others	1.80	552	Kg
7.	080280	Edible fruit and nuts; peel of citrus fruits or melons	1.68	1047	Kg
8.	441239	Plywood	1.13	2	МЗ
9.	440723	Wood Sawn or chipped lengthwise	1.07	1	МЗ
10.	071331	Unrefined lead	1.04	575	

(Source: CSO, Government of India and Ministry of Commerce & Industry, India)

# e) Potential products of Exports from India to Myanmar

Sr.No	HS Code	Commodity
		(6 digit HS tariff line)
1.	300490	Pharmaceutical Products (3004)

<sup>\*</sup> ITC HS Code of the Commodity is either dropped or re-allocated and the unit of the commodity may be changed from March 2023.

 $<sup>^{*}</sup>$  ITC HS Code of the Commodity is either dropped or re-allocated and the unit of the commodity may be changed from March 2023

2.	271019	(Other Petroleum Oils and Oils obtained from Bituminous Minerals)
3.	030299	(Light Oils and Preparations)
4.	210690	(Food Preparations)
5.	5. Motorcycles and automobile parts	
6. 8433 Agriculture Machinery		Agriculture Machinery
7.	72	Iron & Steel
8.	100510	Maize (Corn) Seed
9.	2304,	Oil Cake
	2305 &	
	2306	
10.	39	Plastic Raw Material

# (ii) Qualitative Feedback

Month- February 2023

Market Access Alerts (attach copy of notification):

a. Alerts on customs tariff changes: - None during this month

Sr.	Notification	HS code	Description	Original	Present	Effective	Remarks		
No	no. and			customs	customs	from	if any		
	date			tariff	tariff		-		
	Nil								

b. Alerts on non-tariff measures (SPS/TBT/import and export procedures/ restrictions. prohibitions, licensing/ STEs etc.)

	Sr.	Notification	Measure	HS Codes	Effective	Remarks if any			
	No	no: and date			from				
Ī	Nil								

c. Alerts on standards, technical regulations and conformity assessment procedures:

Sr.	Notification	Standard/ technical/	HS	Effective	Remarks if any			
No	no: and	regulation/ conformity	Codes	from				
	date	assessment procedure						
NiL								

- d. Alert on trade defense Measures taken by respective country: NiL
- e. Alert on services, regulatory regime, qualification requirement, licensing procedures, visa regime, barriers etc.

Sr.No	Notification no., and date or other references	Service sectors affected	Modes	Effective from	Remarks if any			
	Telefelices							
	Nil							

# (iii) Other Feedback

a. Feedback from major Indian industries/other commercial concerns and Indian trade visitors to that country:

Sr.N0	Name of Business House	Activity sector	Trade barrier	General
			issues if any	Feedback
			(incl. HS codes)	(Max. 200
				words)

Due to the prevailing political instability, the exporters and importers from India are facing

- (a) Frequent changes in visa and entry regulations
- (b) Difficulty in legal banking transactions
- (c) Restriction in withdrawal or transfer of dollar holdings in the banks
- (d) High volatility in Dollar vs Kyat valuation which affects all export/import
- (e) Restrictions in import licenses to Indian business who are operating in Myanmar
- (f) Local travel restrictions for foreigners
- (g)General security concern to business and foreigners due to the prevailing politico-social unrest.
- b. Feedback on major trade activities including logistic events (trade fairs/BSM including Indian participation)

S.No	Activity (trade	Date and	Number of	Name(s) of	Feedback			
	fair, BSM etc.)	venue	participants	large/key	received			
			from India	participants from	(Max.200			
				India	words)			
	Could not be conducted due to the prevailing political – social unrest.							

c. Feedback from local commercial visitors to trade fairs in India, including under BSM;

Sr.	Activity (trade	Date and	Number of	List of	Number of	Feedback	
No	fair)	venue	participants	large/key	Business	received	
			from the	participants	Visas	(Max.200	
			relevant	from the	issued	words)	
			country	relevant			
				country			
	NiL						

# **B.** Trade and Investment:

a. Significant trends in trade and investment

S.No	Category	Details of significant trends	Analysis
		(Max.200 words)	(Max.200 words)
		NiL	

b. Opportunities for investments/assets on offer/major company divestment:

S.No	Sector Name	Particulars of the asset/	Contact details		
	(List attached)	Company			
1.	Agro Industry	Myanmar has a huge potential in agro and agro-processing			
		industry which India can tap into. India can also help to			
		train and develop agriculture extension techniques to			
		boost agriculture yield in the	e most efficient ways.		
		Government of Myanmar has red	cently granted exemption		

		in import license for a total of 70 agricultural-related
		products.
		Source: Myanmar Trade Portal
2.	Energy Sector	Due to Myanmar's dependence on imports to meet energy
		needs, there is a huge potential for India to tap into the
		market. Power and Oil & Gas Sectors are favorite sector
		for Foreign Investors.
3.	IT Sector	India is an acclaimed IT power giant and Myanmar IT
		sector can be harnessed for mutual benefit. The local
		demand for IT-related projects is constantly increasing
		and Indian investors could look to focus its resources to
		tap into this market and increase their market share.
4.	Pharmaceuticals	There is a growing demand for pharmaceuticals in
		Myanmar and it is crucial to health sector. India is a
		leading powerhouse in producing generic medicines and
		could increase its market share in Myanmar.
5.	Consumer Goods	There is a sizeable market for various packaged and
		consumer goods particularly in the cosmetic, beauty and
		hygiene segments . The major barriers in these segments
		is the heavy presence and deep penetration of Thai,
		Korean and Japanese goods . Indian brands are relatively
		unknown in Myanmar . A concerted effort in brand
		building coupled with sustained supply of goods in these
		segments can create a good market for Indian products.
		The caveat being that the distributor would have to stay
		put for some time to get the populace acquainted with the
		products and compete with the Thai, Korean and Chinese
		goods.

c. Information on tender Notices for projects and procurement of interest to Indian project exporters/ suppliers (USD 15 million & above)

S.No	Tender/ procurement notice No and date	Sector	Value of tender/ procurement
	Nil		

d. Trade Queries for Imports/ Exports (if not uploaded on the Indian trade portal)

S.No	Inquiry	Product with	Nature	Value	Action Taken
	originator	HS Codes	(Import/Export)	(US\$	(Max.200 words)
				million)	
1	Indian	Mixed	Export	Non known	The Mission has
	companies				received 7 trade
					queries from
					India during
					February 2023.
					The queries were
					mainly on
					textiles, telecom,
					medical,
					agricultural
					sectors, garments
					and spices.

			<u> </u>	Vil				
Tourism								
a) Tour	ist Visa issue	ed:						
S.No	No. of Tou issued dur month		No. of Touris Visa issued d the same mor last year	luring	Visa is	Tourist ssued atively the year	No. of Tour cumulatively the last year	y during
	· ,	The Post do	pes not have an	ny Trade				
c) Use of	of Social Med	dia/ Print M	Iedia/ Electron	ic Medi	a for pi	omoung 10		
c) Use of	of Social Med	dia/ Print M			a for prebook	Instagram	Youtube	Any
Activity No. of Po	Print					1	Youtube NiL	_
Activity	Print ost NiL	Electron	nic Twitter	Face	ebook	Instagram		Other

e) Complaints from foreign buyer/supplier on quality and trade disputes:

Name of	Address & contact	Name & address	Brief description	The authority to		
Foreign Buyer/ supplier	details of foreign buyer/ supplier	of Indian Exporter/ importer	of complaint	whom the matter was referred and the date on which the matter was referred.		
Nil was referred.						

Nil

# f) Any other information

National Trade situation of Myanmar in 2018-2019 Finical Year to 2022-2023 Finical Year (Up to November Monthly) (Oversea+ Border)						
2021-2022 (Mini Budget) in US Dollar			2022-2023 Up to February (Financial Year) in US Dollar			
Export	Import	Trade	Export	Import	Trade	
504.641	311.384	816.025	749.205	502.995	1232.200	

(Source: Ministry of Commerce, The Republic of the Union of Myanmar)

# **Economy:**

## (1) Myanmar-China trade volume exceeds US\$2 bln from April 2022 to half of Jan 2023

February 02, 2023 | Global New Light of Myanmar

https://www.gnlm.com.mm/myanmar-china-trade-volume-exceeds-us2-bln-from-april-2022-to-half-of-jan-2023/

The trade volume between Myanmar and China reached up to US\$2159.412 million between April 2022 and half of January 2023 in the financial year 2022-2023, according to the Ministry of Commerce. The export value was \$1801.501 million and the import value was \$357.911 million.

Myanmar conducts cross-border trade with China through such border posts as Muse, Lweje, Chinshwehaw, Kampaiti, and Kengtung and the trade volume through the Muse border alone amounted to 90 per cent of the total. Between April 2022 and half of January 2023, Myanmar's trade through Muse was valued at \$1762.051 million. The trade values were registered at \$105.735 million on the Lweje border and \$215.603 million in Chinshwehaw. The Kampaiti border earned worth \$66.416 million and the Kengtung border witnessed trade worth \$9.607 million.

#### (2) Myanmar expects to use nuclear energy in many sectors

NP News - Feb 7 | https://npnewsmm.com/news/63e232aeec0e007233472504

Commander-in-Chief of the Defense Services Senior General Min Aung Hlaing told that efforts will be continued to use nuclear energy in many sectors. He underlined it during the opening ceremony of Nuclear Information Center in Yangon's Hlaing Township on February 6. Both public and academic personnel will have a chance to access information on nuclear energy and related technologies at the Nuclear Information Center. Agreements have been signed between Myanmar and Russia on the peaceful use of nuclear energy in 14 different sectors, said Senior General continuing that the nuclear energy will be used in different sectors.

Russia's Rosatom plays a major role in assisting nuclear projects in Myanmar involving constructing the infrastructure, safety, security, and emergency response techniques. The projects will be carried out in accordance with the recommendations of the International Atomic Energy Agency, Senior General Min Aung Hlaing said. Currently, Myanmar and Russia are cooperating to develop a nuclear power plant in Naypyidaw.

## 3) Myanmar plans to build seaport in Ngaputaw, Ayeyarwady

Khit / Myo Gyi (NP News) - Feb 9

https://npnewsmm.com/news/63e48215854e9e59ea6ba7b8

SAC chairman Min Aung Hlaing in a meeting with businesspersons in Pathein Township said that Myanmar is planning to develop a seaport in #Ngaputaw Township, Ayeyarwady Region. As a matter of fact, Pathein Port used to host sea vessels before. However, due to the siltation in the rivers, the harbour has now silted gu and the ships could not dock With the purpose to uplift the regional socio-economic development and to promote tourism, the government is planning to establish Ngaputaw seaport to access the sea vessels and to upgrade the Pathein Airport.

# 4) Over 770 companies registered on MyCO in Jan

February 08, 2023 | Global New Light of Myanmar |

https://www.gnlm.com.mm/over-770-companies-registered-on-myco-in-jan/

The number of companies registered on the online registry system, MyCO, reached 774, the statistics released by the Directorate of Investment and Company Administration (DICA) indicated. The registration and re-registration of companies on the MyCO website commenced on 1 August 2018 under the Myanmar Companies Law 2017. The previously registered companies had to re-register on the MyCO and a total of 46,377 companies were re-registered on the MyCO between 1 August 2018 and 31 January 2019.

In addition, all registered companies need to file annual returns (AR) on the MyCO registry system within two months of incorporation, and at least once every year (not later than one month after the anniversary of the incorporation), under Section 97 of the Myanmar Companies Law 2017. Under Section 266 (A) of the Myanmar Companies Law 2017, public companies must submit annual returns and financial statements (G-5) simultaneously. All overseas corporations must submit ARs in the prescribed format on MyCO within 28 days of the financial year ending under Section 53 (A-1) of the Myanmar Companies Law 2017.

As per DICA's report, over 400 companies are suspended every month for failing to submit AR forms by the due date. As a result of this, newly established companies are required to submit ARs within two months of incorporation or face a fine of K100,000 for filing late returns. The DICA has notified that any company which fails to submit its AR within 13 months will be notified of its suspension (I-9A). If it fails to submit the AR within 28 days of receiving the notice, the system will show the company's status as suspended. Companies can restore their status only after shelling out a fine of K50,000 for the AR fee, K100,000 for restoration of the company on the Register, and K100,000 for late filing of documents. If a company fails to restore its status within six months of suspension, the registrar will strike its name off the register, according to the DICA notice.

#### 5) Chargers for BEVs to install at charging stations in Ygn-Mdy highway arrive

PUBLISHED 10 FEBRUARY 2023

https://elevenmyanmar.com/news/chargers-for-bevs-to-install-at-charging-stations-in-ygn-mdy-highway-arrive

Chargers for battery electric vehicles (BEVs) to be installed at charging stations in Ygn-Mdy highway have arrived from China. With the permission from the Steering Committee on National level development of Electric Vehicles and Related Industries, 5 sets of 60 KW electric vehicle (EV) chargers and 2 sets of 200 KW EV chargers arrived at MITT wharf on February 1 and these will be installed at charging stations at No-3 Toll Gate on Yangon-Mandalay highway, Phyu bus station and Nay Pyi Taw junction bus station.

#### 6) Bilateral trade between India, Myanmar increased despite Western sanctions

Hsu (NP News) - Feb 14 | https://npnewsmm.com/

https://npnewsmm.com/news/63eb464975c4381b232cf1ea

In spite of the western imposed sanctions on Myanmar, the bilateral trade between Myanmar and India increased in 2021-22 FY, according to the Indian news agencies. According to India's Neighborhood First Policy, the bilateral trade between India and Myanmar reached up to 1.89 billion dollars in 2021-22 FY which is the highest figure within five years between the two countries. As per reports, India-Myanmar trade were 1.61 billion dollars in 2017-18 FY, 1.73 billion dollars in 2018-19 FY and 1.52 billion dollars in 2019-20 FY respectively. Moreover, it was 1.30 billion dollars in 2020-21 FY, and increased to 1.89 billion dollars in 2021-22 FY.

In 2021, Myanmar exported more than 800-million-dollar worth rice, beans and peas, wood, forest products, fruits and grains to India. India exported more than 1000-million-dollar worth goods mainly pharmaceutical items and medicines, electronic appliances, cottons and other related gadgets and machineries.

#### 7) MIC approves 8 new businesses including renewable energy-generating electricity

February 14, 2023 | Global New Light of Myanmar

The Myanmar Investment Commission held a meeting at the Union Government Office in Nay Pyi Taw. SAC member Myanmar Investment Commission Chair Lt-Gen Moe Myint Tun and members of the commission attended the meeting. MIC greenlighted the expansion of the capital in eight ongoing investment projects and new investments in the electricity sector, the transport and communications sector, the petroleum and gas sector, the industrial sector, the hotels and tourism sector and the service sector. The investment amount of these businesses is US\$143.634 million and K98,078.094 million generating 1,374 domestic job opportunities. The production of electricity from renewable energy was also approved.

Out of 52 countries and territories investing in Myanmar, Singapore, China and Thailand ranked the largest shares of investments as of end-January 2023. Among the twelve economic sectors, the most invested sectors are 28.30 per cent of the total investments in the electricity sector, 24.63 per cent in the petroleum and natural gas sector and 14.34 per cent in the industrial sector. Myanmar Investment Commission oversees and approves project proposals of investment as well as is serving the existing investors under the Myanmar Investment Law.

#### 8) UMFCCI president receives Euro Cham Myanmar's CEO & members

February 14, 2023 | Global New Light of Myanmar | https://www.gnlm.com.mm/

President of the Republic of the Union of Myanmar Federation of Chambers of Commerce and Industry U Aye Win and officials received the CEO of the Euro Chamber of Commerce in Myanmar Ms Karina

Ufert and members on 8 February. At the meeting, the Euro Cham Myanmar discussed the relaxation of rules for import licences, visa extension process, effective protection of illegal trade and release of accurate information. President of UMFCCI U Aye Win, vice-presidents, general secretary Daw Khine Khine Nwe, treasurer U Hla Oo, BOD members and invitees attended the meeting.

## 9) China, Myanmar to promote economic cooperation in post-pandemic era

Xinhua, February 16, 2023 | http://www.china.org.cn/

China's Yunnan provincial department of commerce and the Union of Myanmar Federation of Chambers of Commerce and Industry (UMFCCI) held a meeting on Wednesday to promote economic and trade cooperation. Speaking at the meeting, UMFCCI President U Aye Win said that it is a timely meeting to promote the economic and trade cooperation between Myanmar and China's Yunnan province, adding it will assist Myanmar's economic development and private business sector development. Myanmar, in the post-COVID-19 period right now, was making efforts to increase its export, which declined during the pandemic period, and China is an important market for Myanmar, the UMFCCI president said. China is the largest trading partner of Myanmar, he said, adding that he hopes the meeting will open up cooperation opportunities for the two countries.

Tan Shufu, economic and commercial counselor of the Chinese Embassy in Myanmar, said that he always supports the trading between China's Yunnan province and Myanmar, adding that the economy is recovering in the post-COVID-19 era.

## 10) Tachileik- Mae Sai Friendship Bridge expected to reopen

NP News – Feb 17 | https://npnewsmm.com/

As per reports, the Tachileik-Maesai Friendship Bridge linking Mae Sai District in Thailand and Shan State in Myanmar will possiblt re-open reopen soon. The renovation works of the bridge are being conducted on Myanmar side. The Bridge has been closed due to the outbreak of Covid-19 pandemic for three years.

## 11) Interconnection of power system between Myanmar-China

February 21, 2023 | Global New Light of Myanmar | https://www.gnlm.com.mm/

Chinese officials were seen during the opening ceremony of the gas-fired combined cycle power station in Kyaukpyu Township of Rakhine State. The Myanmar-China power system interconnection project will be implemented, according to the committee on the implementation of the China-Myanmar Economic Corridor. The project as part of CMEC led by the permanent secretary of the Ministry of Energy will be developed and the implementation committee is assigned to cooperate with relevant departments in generating and delivering electricity, and oil and gas. Currently, the implementation committee organizes the energy cooperation working group for the project. The group will be responsible to cooperate in CMEC-related electricity and energy sectors.

## 12) Mandalay market sees brisk sales of pulses on foreign demand

February 22, 2023 | Global New Light of Myanmar | https://www.gnlm.com.mm/

The Mandalay market is bustling with pulses trade and the prices of the main export pulses are on the rise, according to the Mandalay wholesale center. The traders are doing a roaring trade on the back of strong demand from India and China. At present, the prices stood at K2,107,500 per tonne for pigeon

peas, K1,866,000 for black grams and K1.8 million for green grams. Myanmar bagged over US\$1.1 billion from more than 1.4 million tonnes of pulses exports over the past ten months in the current financial year 2022-2023 (April-March). The pulses export volumes were 182,697.772 kilogrammes of pigeon pea (\$142.435 million), 588,382.866 kilos of black gram (\$484.05 million) and 487,568.261 kilos of green gram (\$353.155 million).

Myanmar primarily exports black gram, green gram and pigeon peas. Of them, black gram and pigeon peas are mainly sent to India while green grams are shipped to China and Europe. India has growing demand and consumption requirements for black grams and pigeon peas. According to a Memorandum of Understanding between Myanmar and India signed on 18 June 2021, India will import 250,000 tonnes of black gram and 100,000 tonnes of pigeon peas (tur) from Myanmar for five consecutive years from 2021-2022 financial year to 2025-2026 FY. This G-to-G pact will not affect the pulses' annual quota set by India. Myanmar's exporters are also entitled to deliver the pulses to India under that annual quota. Myanmar yearly produces approximately 400,000 tonnes of black gram and about 50,000 tonnes of pigeon peas. Myanmar is the top producer of the black gram that is primarily demanded by India, while pigeon peas, green grams and chickpeas are cultivated in Australia and African countries besides Myanmar.

#### 13) Myanmar spends over \$1 billion yearly for iron and steel imports

PUBLISHED 23 FEBRUARY 2023 | https://elevenmyanmar.com/

Myanmar needs about 3 million tons of iron and steel yearly and domestic manufacturing of iron and steel is about 1 million tons. So, about 2 million tons of iron and steel are being imported from the abroad, says Union Minister for Industry Dr. Charlie Than. The patron of Myanmar Engineering Council Union Minister for Industry Dr. Charlie Than and Union Minister for Construction Myo Thant on February 21st received Myanmar Engineers delegation who will attend the World Federation of Engineering Organizations Executive Committee Meeting, Madrid Conference and World Engineering Day 2023 Ceremony to be held in Madrid City of Spain from 28th February to 4th March, 2023.

Myanmar is planning to establish a steel mill based on the status of available raw materials with the collaboration of the Ministry of Industry and the Ministry of Natural Resources and Environmental Conservation.

At the moment, over 300 plants of ironworks including one from the Ministry of Defense, two from the Ministry of industry, 3 from Myanma Economic Corporation and 362 iron foundries registered at the directorate of Industrial Supervision and Inspection are carrying out the development of iron and steel manufacturing.

## 14) Black gram price regains to over K1.9 mln per tonne

February 28, 2023 | https://www.gnlm.com.mm/

The price of black gram bounced back to over K1.9 million per tonne from a one-month fall in the domestic market. On 1 January, the price was K1,762,000 per tonne. It jumped to K1,905,000 per tonne on 27 February, showing a sharp increase of K143,000 per tonne within one month. India's demand is a contributing factor to Myanmar's black gram price. The strong demand at present elevated black gram prices, traders elaborated. India notified on 28 December that the free import policy of black gram (urad) and pigeon pea (tur) has been extended up to March 2024, pushing black gram prices down in the domestic market.

Additionally, the price of black gram is positively related to the exchange rate. Kyat devalued at K2,860 against the US dollar. In August 2022, the price of black gram peaked at K2.1 million per tonne when Kyat hit a record low of K4,500 against hard currency. Myanmar earned over US\$1.1 billion from over 1.5 million tonnes of pulses over the past ten months of the current financial year, the Ministry of Commerce said.

So far, Myanmar has shipped 595,886.762 kilos of black gram worth \$489.688 million to external markets.

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