



MGE's factory in Thanlyin Township, Yangon, Myanmar.

On the Spot... Ei Shwesin

Ei Shwesin, Deputy Managing Director of Myanmar Golden Eagle (MGE), exclusively updated *Glass Worldwide* on developments at the Thanlyin greenfield container plant in Myanmar.

GW: What is the current status of the project in Thanlyin Township, Yangon?

Construction of the Thanlyin Glass Factory project was completed in early 2022 and produced its very first glass bottles in May 2022. The factory is currently operating on a 24/7 basis, producing quality container glass bottles for the growing domestic demand [with a view to exporting as well in the future].

GW: What were the manufacturing capacities at the time of the start-up?

The factory's current production capacity is 300tpd across four production lines.

GW: What products are currently produced and in which markets do your priorities lie?

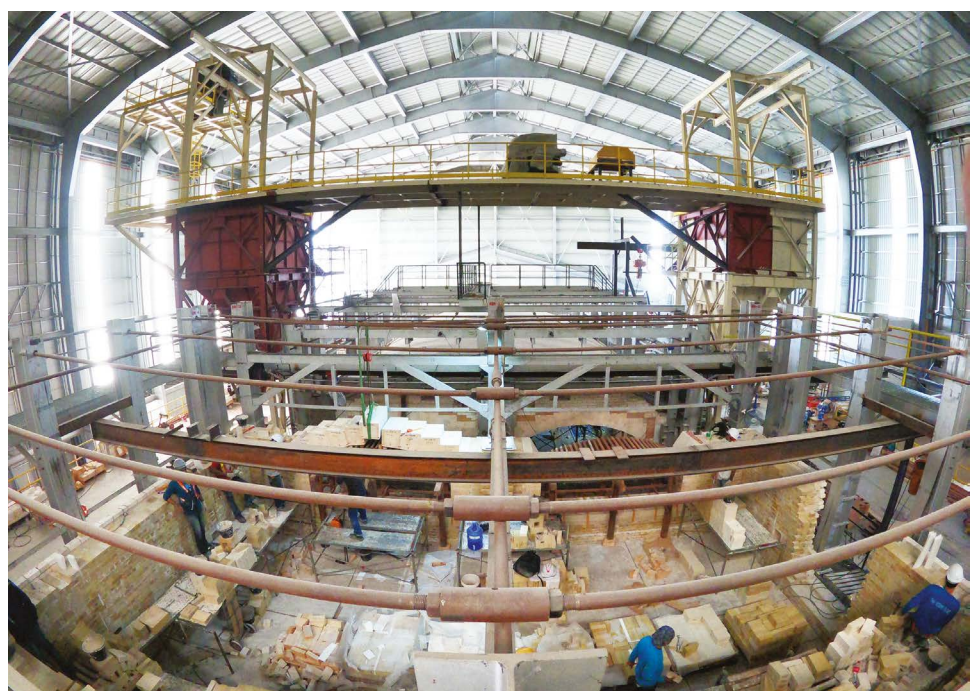
MGE has produced over [25] SKUs so far and the list is expected to continue growing. Current focus is on the growing domestic beverage market – namely whisky, spirits and other container glass users.

GW: Are any major product launches planned and how will the range develop?

We have already designed and produced container glass bottles for some our clients' new production lines.

GW: How is the customer base developing and what has been the reaction to your venture?

The customer base continues to ►



Construction of the Thanlyin Glass Factory project was completed in early 2022.

grow despite the factory still being considered very new. This is especially due to the fact that the company provides our local beverage manufacturers with a much-needed alternative to importing container glass bottles from neighbouring countries. They are able to source the bottles at a cheaper price without having to sacrifice on quality as MGE is able to produce quality bottles that are up to international standards.

GW: How are the markets performing in the regions served and what are your expectations moving forward?

Our current market coverage is across all of Myanmar and plans are also in place to export our products in the near future along with phase two: a second furnace.

GW: Do you have plans to develop and invest further in the Yangon manufacturing plant?

We have the opportunity to progress with phase two of the Thanlyin Glass Bottle Factory project with an additional 300tpd production capacity.

GW: Having worked with leading technology companies such as AGC Ceramics, Antonini, Bottero, IRIS, Revimac, Shanghai Precision and Tiama, how important have partnerships with suppliers been to date?

We have worked with many world class international suppliers and they have been instrumental in MGE's short but exciting journey so far.

GW: What importance does MGE place on environmental factors in Yangon?

Operating in compliance with environmental and social impact requirements are areas that MGE takes great pride in. The company also continues to engage in various CSR initiatives.

GW: What recycling initiatives are being undertaken to ensure the desired level of cullet?

MGE creates the awareness and educates from manufacturer to end users about recycling for the benefit of the environment and MGE's cullet collection. MGE has invested in its very own cullet treatment plant.



Sand treatment process at the plant.

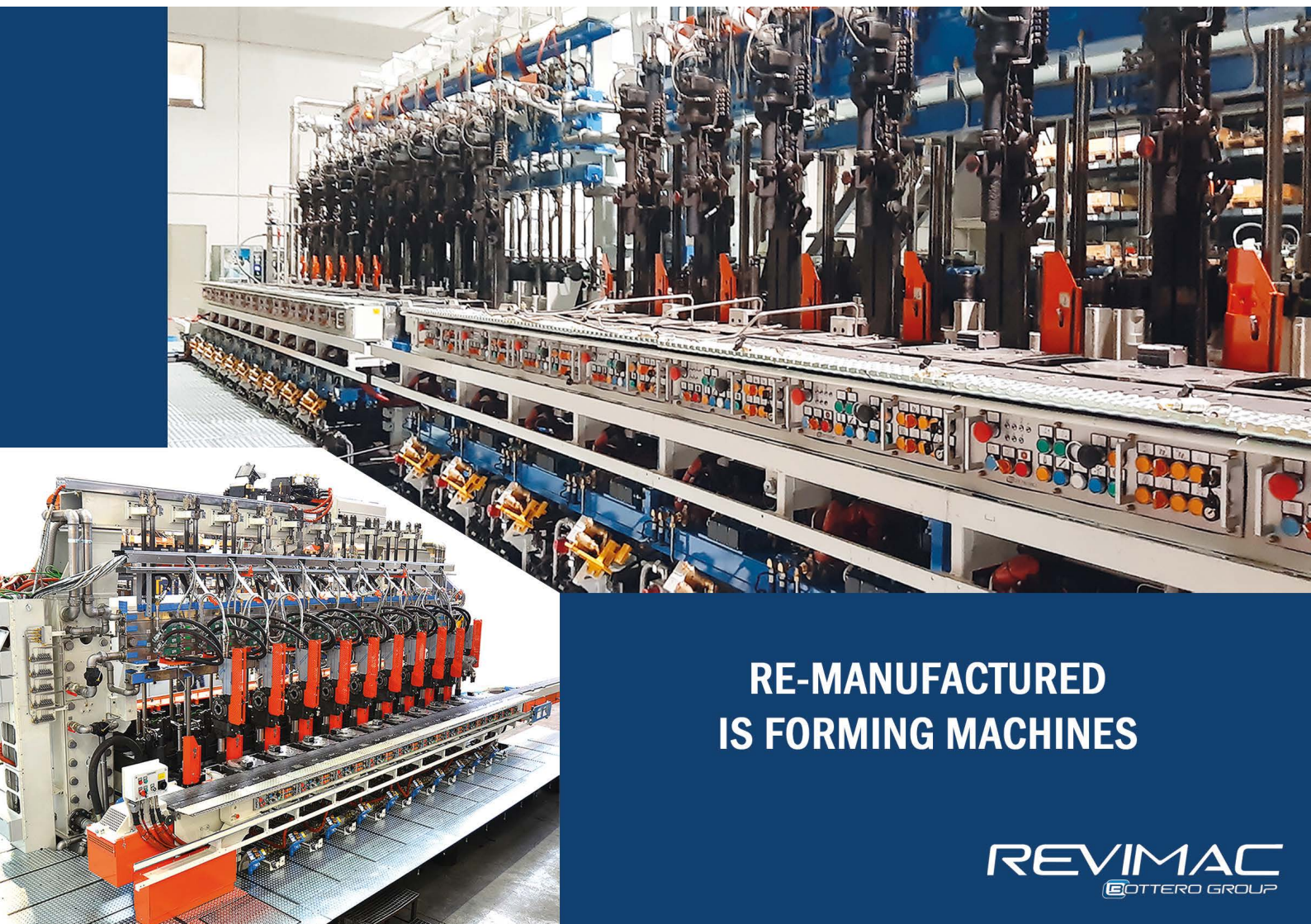
GW: Has the local community been welcoming?

The local community has been very welcoming [regarding] the establishment of MGE as we have created job opportunities and career growth for the local community [and] also help for the country since MGE's production [contributes to] import substitution in Myanmar.

GW: Have you reached the desired level and expertise in the workforce and how will MGE invest in its employees in Yangon in the future?

Given the factory has been operational for less than a year, we still need to continue developing our employees' skills and technical know-how.

MGE's current workforce consists of expatriates with ▶



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MGE's customer base continues to grow despite the factory still being considered very new.

experience in glass production. The long-term vision is for our local workforce to engage in knowledge transfer from seasoned expatriates.

GW: In general, what are the greatest challenges and opportunities facing the Yangon plant?

FX [foreign exchange] regulation would be the greatest challenge to us. While the country is in the process of re-establishing stability, regulations that are constantly evolving and the depleting skilled labour are also some of the areas that continue to be opportunities to improve.

GW: To summarise, what are your hopes and expectations for the Yangon operation in the short, medium and long terms?

The vision is for MGE to be able to expand to a level where we are able to fully supply for the growing domestic demand, in addition to exporting to other countries. In the short term, we

still have opportunities to stabilise in all aspects to become an international standard. We aim to cover 100% of domestic requirement in the medium term, and export our products to neighbouring countries in the long term.

GW: Could there be opportunities for further brownfield or greenfield ventures for MGE in South East Asia or globally?

We will always be on the look-out for any sort of opportunities but the current focus is on the recently-established Thanlyin Glass Factory in Myanmar.

GW: As Myanmar's role as key player in the South East Asian glass industry increases, is it still the plan to join Indonesia, Malaysia, Philippines, Thailand and Vietnam as members of the ASEAN Federation of Glass Manufacturers (AFGM)? If so, what is the motivation?



Raw green cullet.

Yes, we have a full intention to establish a glass manufacturers' association in Myanmar and to join the AFGM. MGE can [therefore] be part of AFGM officially, which would benefit all aspects of the industry.

GW: What were the benefits of attending the 44th ASEAN Glass Conference in Pattaya, Thailand last November?

Learning more about developments in glass industries across ASEAN has been very helpful for someone spearheading a glass bottle manufacturing company. It was also great to meet some of our current and hopefully future suppliers. ●



Ei Shwesin was an attendee at the 44th ASEAN Glass Conference in Pattaya, Thailand in 2022.



Building the greenfield container plant.



MGE has invested in its own cullet treatment plant.

Further information:

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