



**TUNGSHIN**

**"SAVE AND HARVEST MORE, PROSPERITY FOR ALL"**

---

3,000 years ago. The King of Burma tills the land...



A wooden plough with a large wheel and a wooden handle, used for manual labor in a rural setting. The plough is made of dark wood and has a large, spoked wheel on the left side. The handle is made of light-colored wood and is attached to the front of the plough. The background shows a rural landscape with trees and a few people in the distance.

**3,000 years later. Ploughs & scythe still in use...**

**Manual labour used for harvest**

**People aren't paid to be efficient**

**Lack of Supply: Not enough tractors and harvester machines for rent.**

## Present Challenges



lack of precision land-levelling (or use of laser levelling) means current levelling methods, still have drainage issues, which make fields prone to flooding due heavy rains / monsoon

A group of people, including men and women, are gathered on a dirt path next to a river. In the foreground, a woman with long dark hair is seen from the back, holding a white smartphone. Several men are looking towards her, some appearing to be in conversation. The background shows a river with white water rapids and a green landscape under a cloudy sky.

**3,000 years later. Digital Revolution Hits Myanmar**

**Youth and Children are 47% of population**

**18M**

Facebook users

**25M**

Smartphone users

## Present Challenges



labour shortages and expensive labour, due to rising migration, mean lack of skilled workers to do more precision agriculture, crop /plant health monitoring and data analytical work needed for yield productivity

50+ years ago, was #1 Rice Exporter in World. In 2019, 2.6% of world rice export

Hasn't destroyed its farmland, pure Agricultural land: intensification of agricultural production across Mekong region, concerns of soil fertility, shorter fallow cycles, widespread use of inorganic fertilizers, except for Myanmar

Maintains a 6.8% GDP strong growth rate; economy is growing fast. Borders between largest combined market of India and China - 2.75B people

## Why Myanmar? Tremendous Agricultural Opportunity



TUNGYAT

Source: <http://www.wheattoexport.com/ExportWorld>

Source: <https://doi.org/10.1088/1751-7718/10/1/014101>

Source: <https://www.adb.org/countries/myanmar/economy>

Source: <https://www.bloomberq.com/topics/features/2017-07-10/the-unprecedented-explosion-of-smartphones-in-myanmar>

## The roots of Tun Yat, where we started...



Born in 2017, when the two founders met at a start-up competition and won it to solve the machinery-need of farmers. Since then, the team has continued to grow and today employs over 46 staff (majority are all youth, including 1/3 women).





## Problem we're solving



Cost of labor increasing,  
Cash poor farmers make \$120 per month  
Expensive Machinery, Pricing Squeeze from Brokers,  
thousands of dollars lost due to climate change flooding

## What is Tun Yat?



Harvest Video – profiling Tun Yat operations in Hinthada (October 2019)  
<https://drive.google.com/file/d/1nfhVYDr0tx5nMtuywj1xg48TfKZis2xj/view?usp=sharing>


**First, we build Trust with grower groups by providing affordable, reliable Mechanization Services.**

**Next, we Consolidate grower groups, by providing premium inputs, and crop buy-back with farming-as-a services.**

**Eliminate brokers. Farmers get honest value for their crops.**



Regular training programs connect cohorts of trained youth and women to farm operations, service hubs and tractor driving, across each cluster of villages

How we do it? Building Eco-Systems at Village: empowers local youth and women to action 

Video File: Covid-19 Migrant womens trainee attending food-safety / microenterprise program with LuxDev:  
<https://youtu.be/3CKOgsYtP8A>

## How we do it? Aggregation + Tech transforms enables more productive small-holders



Mechanization allows 10-20 farms to be aggregated, easier form groups to grow same crop

Technology: Use of IoT Sensors on machines to map farm acres, optimize asset utilization, prevent fraud, feeds data into farming as a service offering

Chatbots help growers to plan and budget for their farms



## How we do it? Farming-as-a-Service

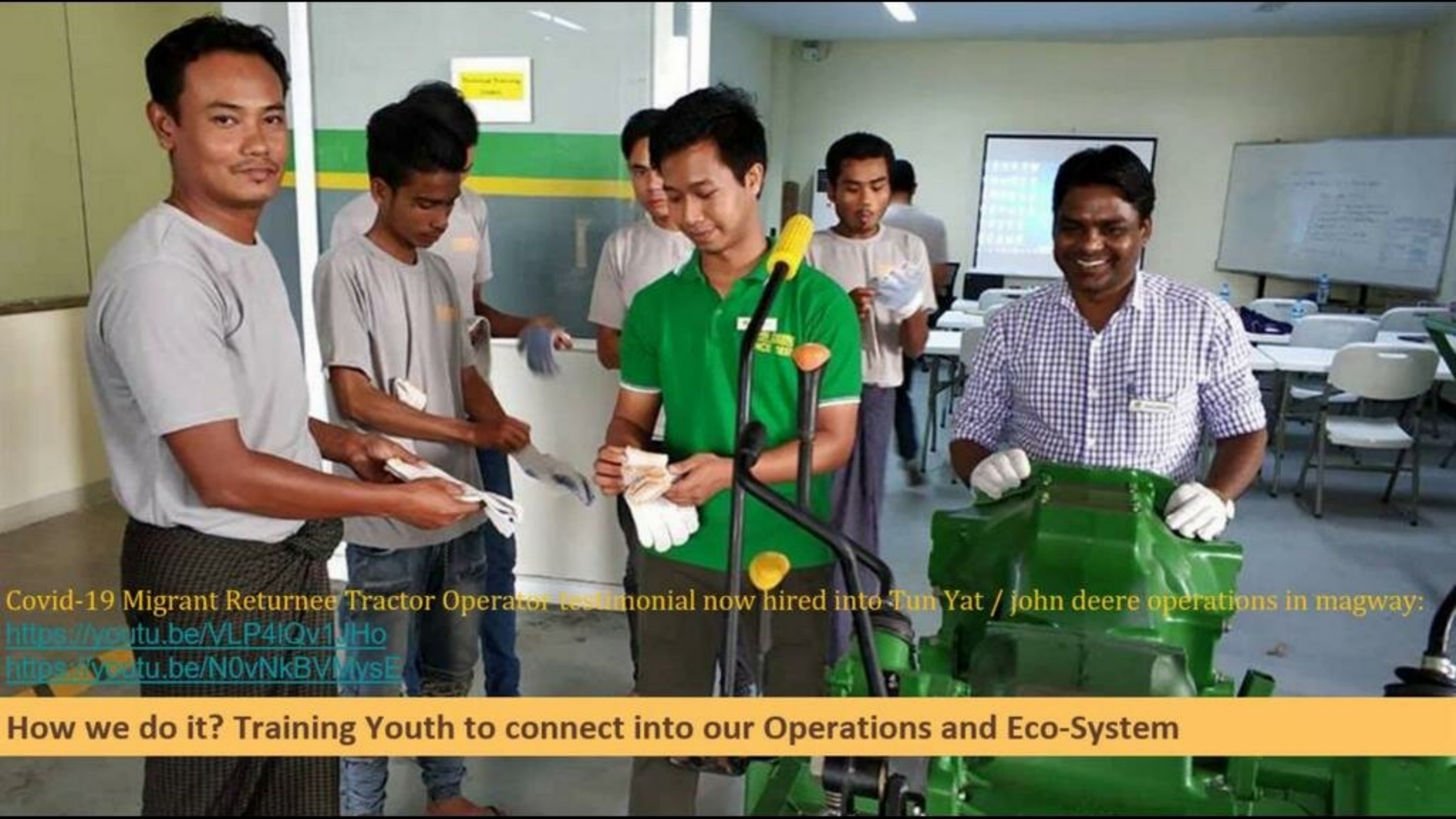


Mechanization, Crop-monitoring, G.A.P supervision to increase yields

Better quality premium seeds linked to crop-buyers, increase production, doubles farmer annual income.

We earn margins from seed and fertilizer input, and sale of crop





Covid-19 Migrant Returnee Tractor Operator testimonial now hired into Tun Yat / john deere operations in magway:  
<https://youtu.be/VLP4IQv1JHo>  
<https://youtu.be/N0vNkBVMysE>

**How we do it? Training Youth to connect into our Operations and Eco-System**

## Total Addressable Market



Agriculture Land Use in Myanmar is 19.54%

Agriculture Land in Myanmar is 127,600 sq kms

\$50 per acre (tractor and harvester), 5 acres per farmer

Total Addressable Market: \$12B, Mekong Delta region (Myanmar, Laos, Cambodia, Vietnam)

Service Addressable Market (SAM):\$2.25B, Myanmar

**Service Obtainable Market (SOM):\$250M, Myanmar)**

Source: <https://trendence.com/myanmar-agriculture-land-use-present-future-areas>

Source: <https://realtimecountries.com/myanmar-agriculture-land-use-326>



# Impact

## Farmers Double their income, using Tun Yat services



**Optimized Machine Utilization**  
**85%**

**Increased Fuel Efficiency**  
**10%**

**Mechanization, increase, per farmer, per annum**  
**\$113**

**160**  
**New Indirect Rural Jobs, 2 clusters, per annum**

**720kg**  
**More grain harvested, per farmer, per annum**

**\$1880**  
**Farming as a service, expected increase per acre, per annum**

**Average farm size: 5 acres**



## The machinery in use



Currently we own 10 machines (5 combine rice and corn harvesters, 5 tractors, 1 transporter)  
We match-make 25 more machines for harvest seasons in the Delta region.

# Achievements, Proven Results



500K+

Total Revenue



30,000

Acres of Crop  
Tilled and Harvested



20,000

Farmer Households  
using our mechanization service



250K

Next season rice contracts  
linking growers to inputs,  
service delivery and crop-  
buying



70K

E-Wallet Transactions

Performance Oct. 2017 – Oct. 2020

## 2021: How you can help



Raising for 1M round for Q1, 2021.

Seeking debt investors: for trade-finance and machine financing  
Equity and grant investors: for operations expansion to add more hubs and resourcing.

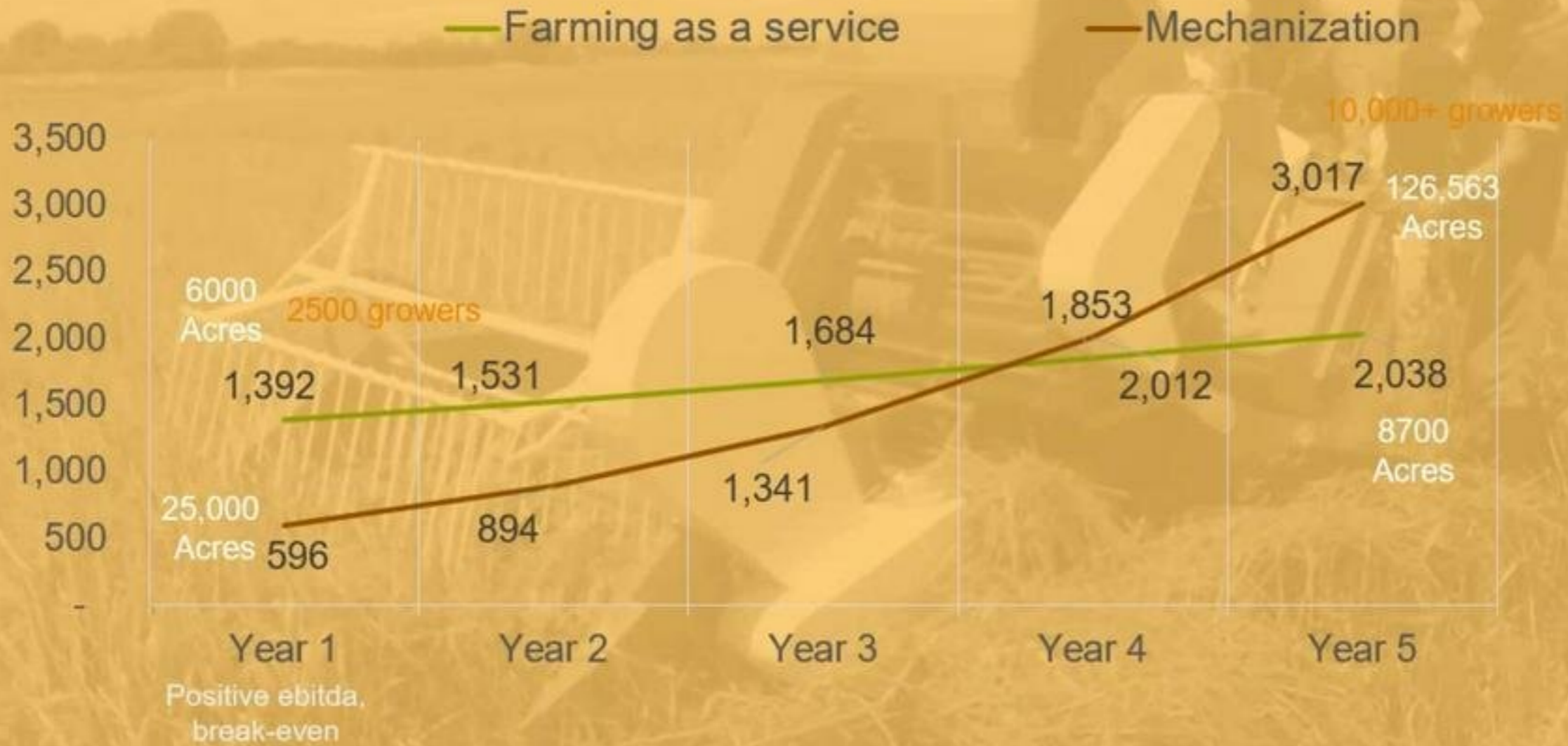
Seeking premium seed input and crop buy-back partners:  
to link to six rice, sesame, maize grower groups  
(each grower group, 250-500 farmers, can generate 1840-1920 tons of crop  
for first season)

## OUR PARTNERS


JOIN THE AGRI-REVOLUTION



# Revenue and Growth: 5-year outlook



## Key Insights from our Farmer Groups / Areas of Need:



Climate change is causing more unpredictable rainfall and soil salinity. Soil nutrient depletion and tilling an conservation agriculture solutions to address this and enrich the soil.

INGO/ donor-funded farmer cooperative groups and structures are finishing. Private sector actors needed to sustain these models so farmers can continue to collective purchase and sell and finance

Village Youth and Community-led capacity-building programs need to be at the heart of the community-building process, so that collective groups of farmers achive stronger unity of thought, leading to stronger unity of action



## The Headquarters: Yangon & Hinthada

### Yangon Head Office

No.76/A, South Okkalapa Industrial 1st Street,  
South Okkalapa Township, Yangon, Myanmar.

### Hinthada Office

No.336, Zawtika Street, Pabedan Ward, Hinthada  
Township, Ayerwaddy Division, Myanmar.



**TUN YAT**

**Thank you!**

Hujjat Nadarajah  
CEO, Tun Yat

[hujjat@tunyat.com](mailto:hujjat@tunyat.com)

WhatsApp/Mob: +95 9 969 117 539

[www.tunyat.com](http://www.tunyat.com)

[linkedin.com/in/hujjat-nadarajah-4220522](https://www.linkedin.com/in/hujjat-nadarajah-4220522)





The video player displays a title card for 'TUN YAT' against a background of a field. The logo is a stylized yellow eye-like shape. The text 'TUN YAT' is in a white, stylized font. A progress bar at the bottom shows the video is at 2:30 of a 2:33 duration. A mouse cursor is hovering over the mute icon.

Harvest Subtitled.mp4

Open with

Share Download More options Profile

