



## **British Chamber of Commerce Myanmar \_ Company Interview \_ October Newsletter**

In this edition, we spoke to **Mr Ye Tun Min, Founder of Mandalay International University (MIU)** who has recently signed a partnership agreement with Europa School of English, during an event jointly organized by British Chamber of Commerce Myanmar and Department for International Trade, British Embassy Rangoon in April 2017.

*Mandalay International University (MIU) was founded in June 2016 in Mandalay, the second largest commercial city in Myanmar. MIU offers English language programs, MBA and PhD (Management Science) by partnering with Shinawatra University from Bangkok. Mr. Ye Tun Min also founded Kidz Grow International School in 2011 where he served as school's Principle from 2011-2015. Prior returning to the country in 2011, He has worked as an English lecturer at International School in Bangkok, Thailand for a decade long.*

**Q: We know MIU just recently entered a partnership with Europa School of English. Could you tell us what the services/packages that MIU is going to provide in this market?**

With the partnership of Europa School of English, MIU provides services to students in Myanmar: junior and adults who are interested in taking summer/winter school programs in Europa campus, Bournemouth, UK. Students can study courses ranges from English courses, Teacher Development Courses, Legal course (TOLES), Pre-Medicine foundation course, Business English for Adult learners from corporate business. The programs usually long 3-4 weeks.

**Q: Could you please share with us the reasons why you partnered with Europa?**

I believe it's the right time to introduce Europa in the market as Myanmar is opening up to the world and our students are eager to acquire overseas exposures and broaden their horizons. We also want to provide a platform with Europa where students can share experience of British culture prior of pursuing their degrees in abroad and prevent culture shock. Finally, we hope with the partnership with Europa we are able to learn and receive support in developing a curriculum. I was in Bournemouth this year (2017) and visited the school prior to signing the final agreement. I was warmly welcomed by the team and have made the site visit to the campus and residences. I appreciated all the information given to me during my stay in Bournemouth which boosted confidence in working with them.

Now, MIU is working on sending the first batch for Teaching Development Course in mid-November.

British Chamber of Commerce Myanmar  
Suite No #06-04, Level - 6  
Junction City Tower  
Pabedan Township  
Yangon, Myanmar

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



***Q: What are the key considerations (from a Myanmar company perspective) of entering into a partnership with an international partner?***

We always look at the Accreditation or affiliates of the schools that we are interested in partnering with. We will do due diligence about the school and visit schools prior to making the final decision or signing the partnership agreements. One unique aspect about the Myanmar education market is that Myanmar students have interest in attending their graduation ceremony in the home country of the foreign affiliated school in Myanmar.

***Q: What are the key challenges you are facing when you work with international partners?***

I don't find communication is a challenge in working with international partners. My previous international experience has equipped me with the skills of understanding international business practices, communication in English, and ways in doing business with foreign partners. However, there are some challenges that local institutes are facing at present such as the lack of qualified talents in assisting operations and expanding business further. Education is expensive here and we hope to provide a financial plan in the near future to encourage students to acquire foreign accredited courses.

***Q: On behalf of local companies/schools what do you see/expect the benefits of working with British companies/organization?***

We expect to see business is going to long term rather than short term. We understand mutual profit for both parties: I would say we value Win- Win- Win situations for the local company, partner and students.

***Q: Do you have any plans to expand your business and collaborate with other UK companies in future?***

MIU is happy to participate in opportunities from the education sector and prefer working with the UK institutions. MIU is interested in the Higher Education level and also in vocational training, which I believe there is a high demand in the market for that particular sector.



***Q: How will you comment education market in Myanmar? Do you see is there any potentials for UK companies to working with local companies?***

Students in Myanmar are already familiar with UK education system and I have a personal preference in UK education. In Mandalay, the US education is also appealing to students, where a few US universities have started to enter the market to partner with local private schools to provide degrees and MBA programs. In my opinion, there is room for US and UK education where the focus is to maintain the quality of the education in the long term and the trend in partnering with pursuing the foreign degrees is still growing. Having said that, the opportunity of studying abroad will still be attractive.

***Q: What advice would you give for British companies/organizations who are interested in working with local companies/institutes?***

Companies should plan for the long term in the Myanmar market. Even though, the country is still being categorized as one of the least developed countries, Myanmar offers various opportunities to companies who have patience to invest in longer term.

***Q: Do you find is it helpful to reach out to British Chamber and British Embassy Department for International Trade (DIT) for any additional support?***

Indeed! I would say it's a productive meeting. I am a member of Mandalay Chamber of Commerce which I use to participate in business matching. I appreciate the continuous support I receive from the British Chamber and DIT for follow up after business matching.

**Thank you very much and this interview has been edited for length and clarity.**