



Myanmar – EU Trade Helpdesk



EU Export Market Scan: Mung Beans

Myanmar Mung Beans

Mung beans (seed of *Vigna radiata*) are the leading agricultural export product of Myanmar. Due to their high quality, rich flavour, and high nutritional value, Myanmar green mung bean sprouts are extensively used as an ingredient in different dishes and salads.

Most Myanmar mung beans are produced in the Yangon Region (mainly Kyauktan and Khayan townships) and the Bago Region (Kawa township). The total annual production is more than 1.6 million tonnes, divided into two sowing and harvesting seasons (rainy and cool season).

Myanmar green mung beans



Source: Alibaba

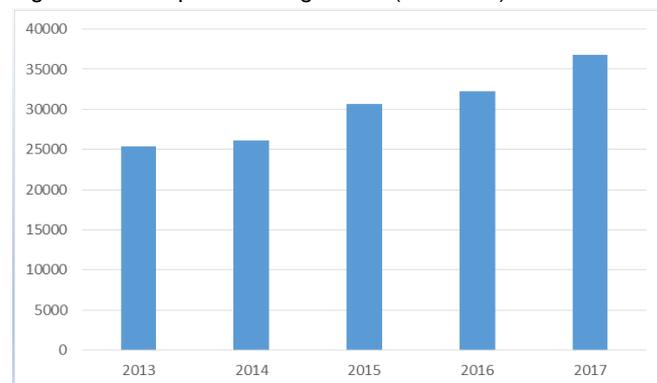
After the process of cleaning, calibrating, and colour sorting, green mung beans, mainly of the Shwe War variety, are exported to several destinations in the European Union (EU).

Mung Beans in the EU

Although several Asian markets import dried mung beans as an ingredient for cooking and for further processing, buyers from the EU mainly use green mung beans for sprouting.

EU imports of mung beans have been increasing at high average annual rates of 10% in quantity and 11% in value since 2013. Imports reached 36,000 tonnes and EUR 43 million in 2017. Imports of mung beans are expected to continue growing, driven by health trends and economic growth in the EU.

Figure 1: EU import of mung beans (in tonnes)



Source: International Trade Centre (ITC) Trade Map, 2018

Due to climatic conditions, the EU does not produce mung beans. This means that most of the imported mung beans are consumed within the EU, as re-export of mung beans from the EU is only around 5%.

Potential Target Markets in the EU

EU imports of mung beans are very concentrated. The United Kingdom (UK) and the Netherlands represent more than 50% of total imports.

The best potential markets for Myanmar are the top three leading importers: the UK, the Netherlands and Germany, all showing constant import increases. These are also the top consuming markets.

The Netherlands offers an especially interesting market. It had an average annual import growth of 15% in volume, resulting in an import increase of more than 3,000 tonnes in the last five years (since 2013). The Netherlands also shows a strong preference for Myanmar mung beans over those from China, as imports constantly shift towards Myanmar as a source country while imports from China decline.

Opportunities for Myanmar mung bean exporters can also be found in smaller but growing markets, such as the Baltic States (especially Latvia and Lithuania) and Italy, which doubled its imports of mung beans from 700 tonnes in 2013 to 1,400 tonnes in 2017.

Leading sprouting companies in the EU are main buyers of mung beans. Future opportunities can also be found in the export of organically produced mung beans for home sprouting.

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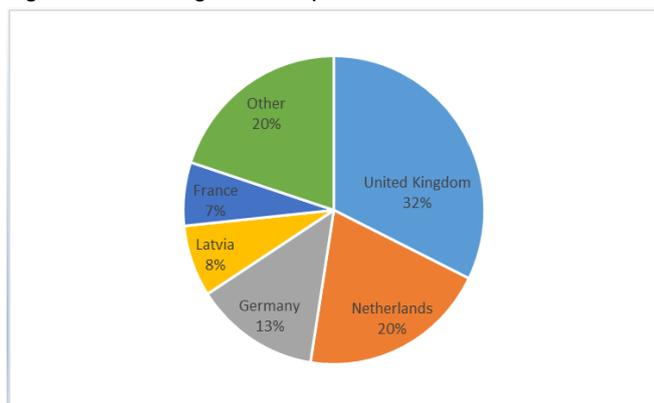




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Figure 2: EU mung beans import structure in 2017



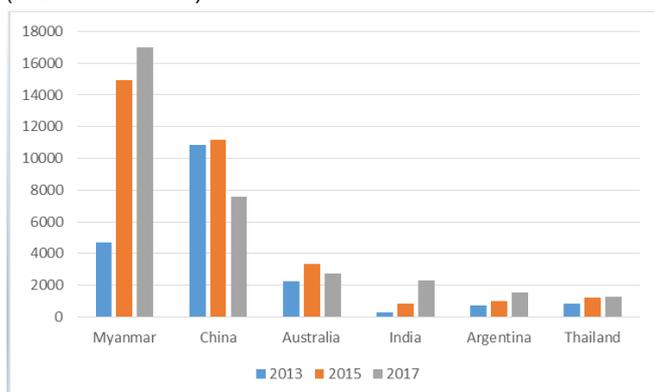
Source: International Trade Centre (ITC) Trade Map, 2018

EU Market Characteristics

The EU import market for mung beans is price-sensitive. This explains the constant increase of Myanmar mung beans, which are approximately USD 500 cheaper per container than mung beans from China.

Sprouting companies are the most important part of the trade channel in the EU. They import green mung beans, produce sprouts, pack, and sell them to the retail or food service segment, where the largest share belongs to the retail segment. The EU retail segment for mung bean sprouts is quite specific, as it is almost equally divided between big retail chains and ethnic Asian supermarkets.

Figure 3: Leading suppliers of mung beans to the EU (in EUR thousand)



Source: International Trade Centre (ITC) Trade Map, 2018

A smaller but growing market segment belongs to (mostly organic) dried mung beans, sold directly to consumers for home sprouting.

This segment is increasing due to the popularity of sprouts as a health food and an interest in Asian cuisine. However, the quantity of dried mung beans sold for home sprouting is still much smaller than that of fresh sprouts.

EU Market Access Requirements

- All mung beans exported to the EU must be accompanied by a certificate attesting that they were produced under conditions complying with general hygiene provisions, starting from the farm level throughout the processing and supply chain.
- A health certificate issued by the Plant Protection Division is needed.
- Microbiological contamination is the main contamination risk for mung beans. Buyers require laboratory testing of samples for the presence of Shiga toxin producing E. coli (STEC) and Salmonella. The European Sprouted Seeds Association has published a [hygiene guideline](#) for the production of sprouts and seeds for sprouting.
- Organic certification plays an important role in the retail segment of dried beans.

How to Find Buyers in the EU?

You can search and find potential buyers in the EU via several sources, such as:

- **Trade Fairs:** [Anuga](#) (biannual, Germany), [SIAL Paris](#) (biannual, France), [Natural & Organic Products Europe](#) (annual, UK), [PLMA](#) (annual, the Netherlands, for private label suppliers), [BIOFACH](#) (annual, Germany)
- **Member lists associations:** [European Sprouted Seeds Association](#), [International Sprout Growers Association](#), [European Seed Association](#)

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