

## **What's Happening in Myanmar Market & Valuation**

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### **India, Myanmar agree to open Sittew Port in 2021**

ミャンマー政府はインド政府と 2021 年第 1 四半期のラカイン州シットウェ港供用開始に向けて協働することに合意した。同港の供用開始によりシットウェ港はチン州パレットと水運により接続され、そこからインドのミゾラムに陸路で繋がれることになる。

*Learnt from: Myanmar Times (October 7, 2020)*

### **India proposes oil refinery to expand presence in Myanmar**

インド政府は中国がミャンマーのエネルギー投資に積極的な投資を行っていることに対抗するため、ヤンゴン・タンリン郡区に 60 億 US ドル規模の石油精製施設を建設する意向だ。また政府は、同国との間でミャンマー連邦における石油ガスセクターにおける協働の可能性について協議している。

*Learnt from: Myanmar Times (October 9, 2020)*

### **Technology to transform the Myanmar real estate market**

コロナ禍における行動制限により人々の購買活動は困難を極めている。こうした状況に適応するため、人々は長期的にモバイル技術に精通していくことが不可欠になりつつある。

*Learnt from: Myanmar Times (October 13, 2020)*

### **Real Estate fairs go virtual during Thadingyut**

タディンユット祭の期間中は、例年であればミャンマーの不動産業界は各種展示会等の開催で市場参加者を惹きつけることのできる重要な期間なのだが、コロナ禍による行動制限により、デベロッパーは、こうした展示会のデジタル開催に焦点を当ててきている。

*Learnt from: Myanmar Times (October 23, 2020)*

### **Myanmar construction ministry to build 21 bridges this year**

建設省は、今年度合計 21 基の橋梁を建設すると発表した。これらの橋梁は 6 つの州・地域に渡り、人々に対し、社会経済的発展と効率的交通網の提供することになる。

*Learnt from: Myanmar Times (October 23, 2020)*

### **India, Myanmar agree to open Sittew Port in 2021**

India and Myanmar have agreed to work towards launching the Sittwe Port in Rakhine State in the first quarter of 2021. The Sittwe Port is a major part of the the Kaladan Multi-modal Transit Transport Project funded by India. It aims to connect the Seaport of Lokkata in India to Sittwe by sea. It will then link the Sittew seaport to Paletwa, Chin State, by inland waterway and from there connect further to Mizoram in India by road. The project comprises three stretches which include shipping, inland water, and road transport. The longest among these stretches is the shipping segment from Kolkata to the Sittwe Port. India has already completed the development of Sittwe Port and Inland Water Transport termnals at Sittwe and Paletwa. The port and inland waterway terminal operator and maintenance contractor have been selected. Meanwhile, the road from Paletwa to Zorinpui in Mizoram, India is still under construction, according to the Embassy of India in Myanmar. The total project cost of the Kaladan Multi modal Transit Transport Project, which is expected to boost trade and commerce and contribute to development in Rakhine and Chin, is estimated at around US\$484 million. Meanwhile, both sides agreed to deepen cooperation to overcome the challenges posed by the COVID19 pandemic, with the Indian delegation presenting 3000 virals of Remdesivir, an antiviral treatment medication, to State Counsellor Daw Aung San Suu Kyi.

*Learnt from: Myanmar Times (October 7, 2020)*

### **India proposes oil refinery to expand presence in Myanmar**

India wants to build a US\$6billion oil refinery in Thanlyin, Yangon, to rival China's investments in Myanmar's energy sector. Myanmar has yet to confirm or announce the proposal. Myanmar and India, the two governments are discussing possibilities to cooperate in the downstream oil and gas sector in Myanmar. India is raising efforts to promote its presence in Myanmar energy

under its Look East and Neighbors First policies even as China expands investments in the downstream sector. Several Chinese companies have shown interest to invest in building large oil refinery projects at the Dawei Special Economic Zone in Thanintharyi Region. China based Yunnan Indo-Pacific Group (Indo-Pacific) Zhongan and CNPC East China Design Institute have proposed field surveys for a large-scale oil refinery project in the SEZ which can refine 8million tons of oil a year. Meanwhile, Hong Kong New Energy Investment Holdings Limited, China Huanqion Contracting and Engineering Co., Ltd., China Petroleum Pipeline Engineering Co., Ltd and China Energy Engineering Corporation are also interested in building an oil refinery in Myanmar and have submitted proposals to the Ministry of Electricity and Energy.

*Learnt from: Myanmar Times (October 9, 2020)*

### **Technology to transform the Myanmar real estate market**



*An overview of downtown Yangon city*

While it remains difficult to make purchases directly with companies and sales people during the COVID19 lockdowns, those who can adopt and utilize mobile technology are likely to thrive in the long term. The real estate industry often works by making deals through personal contact between buyers, sellers and agents. According to the current situation, only those companies that are able to use new technology will survive. Instant messaging bots, apps and video conferencing programs all enable buyers, sellers and agents to talk with each other. They also

allow agents to promote and screen video recordings, and upload information about their properties. Real estate agents should upgrade their sale teams, in order to meet the new needs of customers. The people living in Yangon previously bought their second homes in Yangon. But after the outbreak of COVID19, they have been choosing houses outside of Yangon in places like Kalaw, Taunggyi and Pyin Oo Lwin. The market is likely to suffer a price correction meaning that agents and sellers need to focus more on adding extra value to their properties. This may include making buildings more pleasant to live in, and focusing on better advertising strategies. As the market begins to weaken, buyers will look for bargain opportunities. Developers should focus on better quality to maintain a good selling price.

*Learnt from: Myanmar Times (October 13, 2020)*

### **Real estate fairs go virtual during**

#### **Thadingyut**



*Ariel view of Yangon*

The current Thadingyut period is typically one of the strongest times of the year for the real estate sector, with real estate fairs attracting thousands of buyers and sellers. This year, because of COVID-19 restrictions, developers focus on those affairs to be hosted digitally. During the pandemic, the property market in Yangon declined and many customers have been choosing houses outside of the city. Usually, the developers offer special discounts during the Thadingyut period, making it the best time to put

properties on the market. But this year, the transactions have been very slow since the first wave in March. It is a buyer's market at the moment. The developers have reduced prices to lure customers during COVID-19 pandemic. Some have reduced prices in order to survive, giving customers an excellent opportunity.

*Learnt from: Myanmar Times (October 23, 2020)*

### **Myanmar construction ministry to build 21 bridges this year**



*Workers work on a bridge that connects Yangon and Dala townships at Latha Township*

The ministry of Construction has announced plans to build 21 bridges in the current fiscal year. A total of eight bridges will be above 100 feet length, while the remaining 13 bridges will be built at lengths between 50 feet and 100 feet. The bridges will be built in six regions and states: two 150 feet and 400 feet bridges in Kayin State, two 100 feet bridges and two 120 feet bridges in Sagaing Region, a 240 feet bridge Bago Region and a 150 feet bridge in Ayeyarwady region. Two 60 feet bridges will be built in Kachin State, two 80 feet bridges will be built in Kayin State, two 80 feet bridges, three 60 feet bridges and three 50 bridges in Sagaing Region and a 60 feet bridge will be built in Rakhine State. Constructing bridges to connect the regions can facilitate the socioeconomic development of the people and also help in more efficient transportation and supply chain management.

*Learnt from: Myanmar Times (October 23, 2020)*