



中国交建
CHINA COMMUNICATIONS CONSTRUCTION

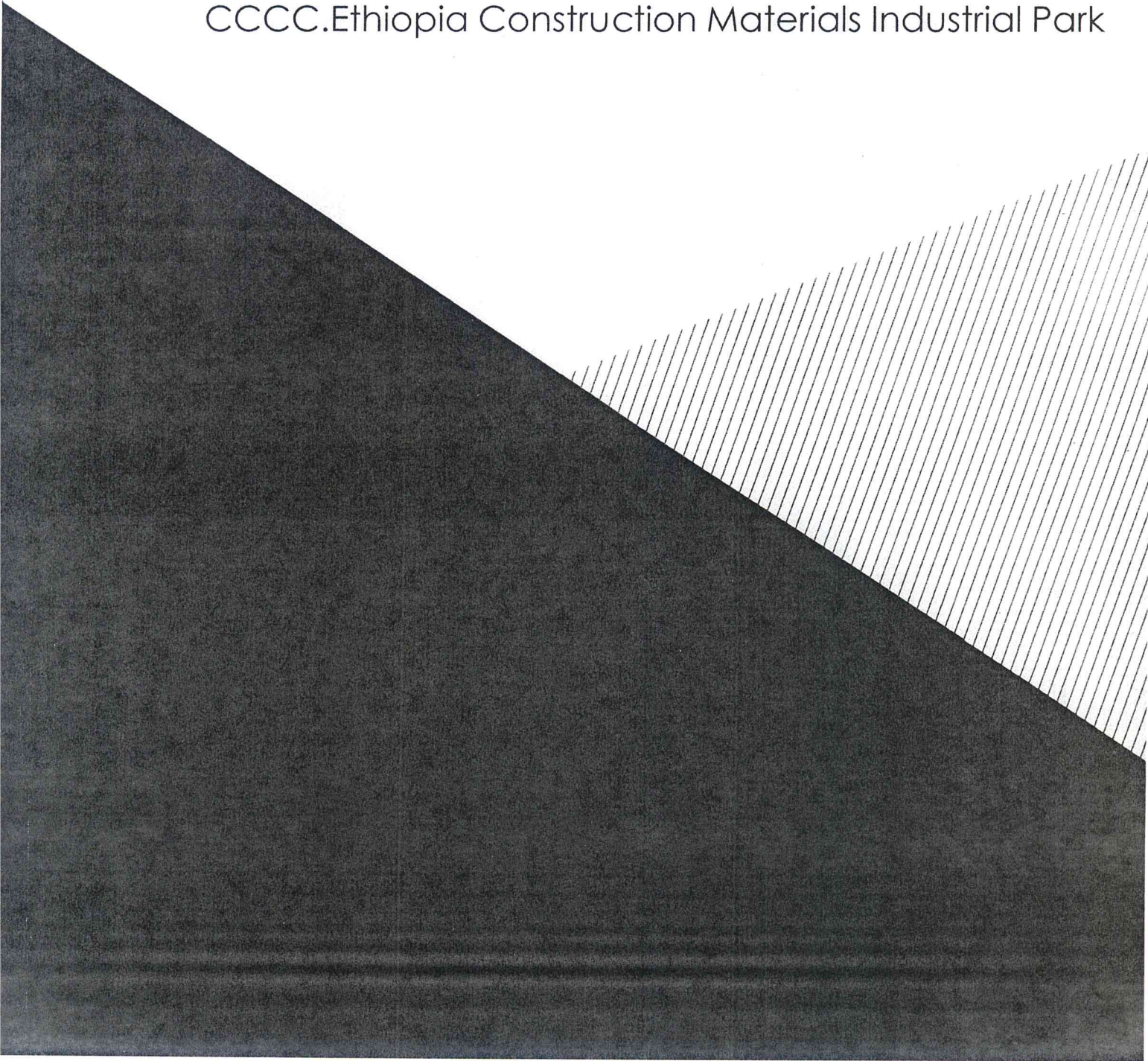
诚信服务
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Quality

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Superiority

中交（埃塞俄比亚）建材工业园

CCCC.Ethiopia Construction Materials Industrial Park



中国交建是世界500强企业（187位），主要从事公路、桥梁、港口、铁路、隧道、机场、市政等基础设施的设计、建设，港口机械制造，以及交通基础设施、产业园区、城市综合体、房地产项目的投资和开发等业务。

China Communications Construction Company Ltd.(hereinafter referred to as "CCCC") is a Fortune 500 company (ranks 187) specialized in the investment, design and construction of ports, bridges, roads, railways, tunnels, airports, municipal works and other infrastructures, as well as industrial park, new urban district and real estate development etc.

中国交建是中国最大的港口设计及建设企业；世界领先的公路、桥梁设计及建设企业；世界第一疏浚企业；全球最大的集装箱起重机制造商；中国最大的国际工程承包与设计公司。

The world' s largest Port Design & Construction company

The world' s largest Design & Construction company for Roads & Bridges

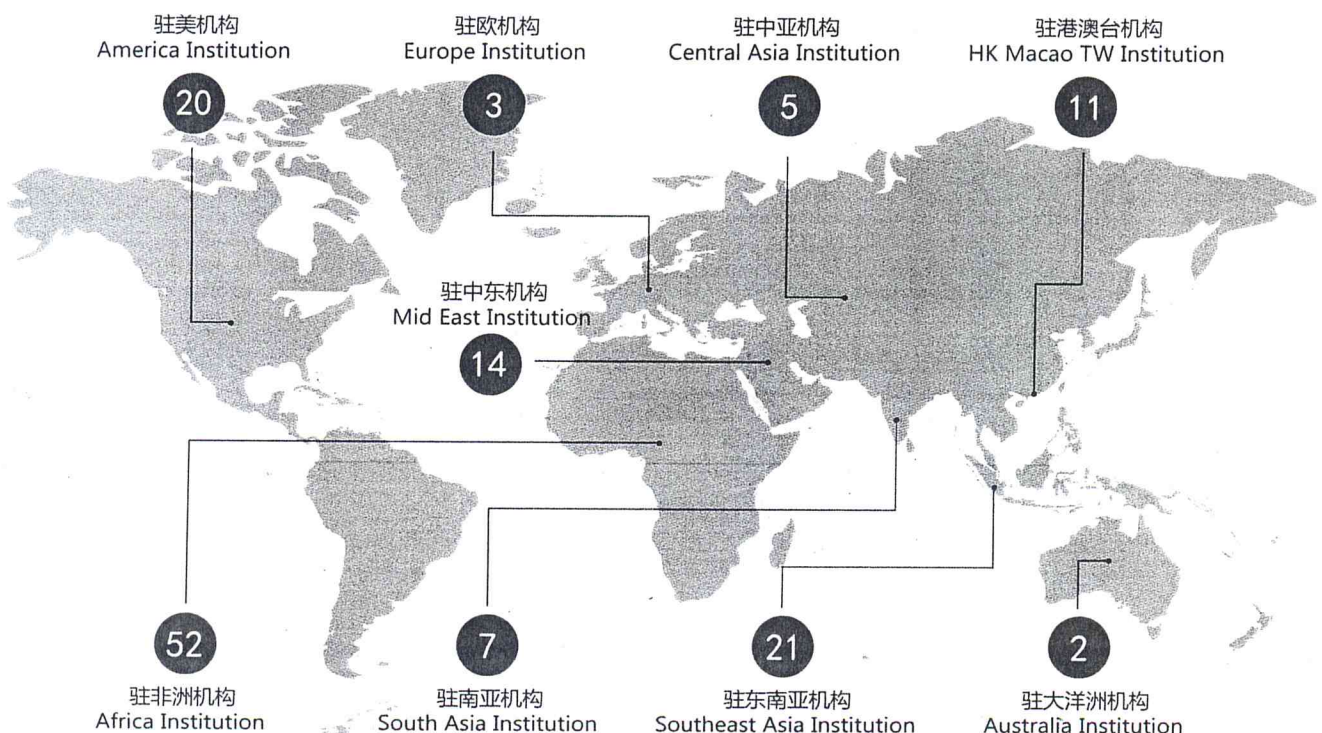
The world' s largest Dredging company (in terms of dredging capacity)

The world' s largest Port Machinery manufacturer (ZPMC)

China's largest international engineering contractor and design company

作为国务院国资委确定的“国际化经营战略10家重点联系企业”和“培育世界一流企业10家重点联系企业”之一，中国交建在境外设有100多个办事处和分支机构、业务遍布五大洲100多个国家和地区，具有广泛的境外区域开发资源与业务发展优势，是国家实施“一带一路”和“互联互通”海外战略的重要平台和载体。中国交建正致力于非洲、拉丁美洲、东南亚、南亚等国家和地区多个核心经济地带的自贸区、产业园区、城市新区的开发建设工作。在墨西哥、牙买加、印度尼西亚、巴基斯坦、孟加拉、柬埔寨、斯里兰卡、埃塞俄比亚、肯尼亚、安哥拉、喀麦隆、科特迪瓦、摩洛哥、莫桑比克等若干个国家推动工业园、自贸区及城市新区开发工作。

CCCC has operations in over 100 countries and regions across the world.CCCC is committed to developing Free Trade Zone, New Urban District and Industrial Parks in core economic zones of the following countries: Mexico, Jamaica, Indonesia, Pakistan, Bangladesh, Cambodia, Sri Lanka, Ethiopia, Kenya, Angola, Cameroon, Cote d'Ivoire, Morocco, and Mozambique, which covers Africa, Latin America, Southeast Asia, and South Asia.



项目背景

PROJECT BACKGROUND

中交在埃塞俄比亚市场成熟，自1998年进入埃塞俄比亚市场以来，先后完成埃塞俄比亚第一条高速公路AA高速、亚环路、中埃友谊路、Bole路项目等几十个项目建设，累计完成合同额40亿美元。2014年5月，李克强总理访埃期间提出，中方支持埃塞方建设经济特区和工业园区的努力，向埃塞方转移适合当地需要的优势产业和技术，拓展制造业、轻工业等产业合作。在此背景下，中国交建与埃塞俄比亚工业部签署工业园合作框架协议。

Ethiopia market is mature for CCCC, and since CCCC entered the market with AA Expressway, Yahuan Road, China-Egypt Friendship Road and Bole Road Projects in 1998, the company has completed dozens of projects (contract value exceeds 4 billion USD) in Ethiopia.

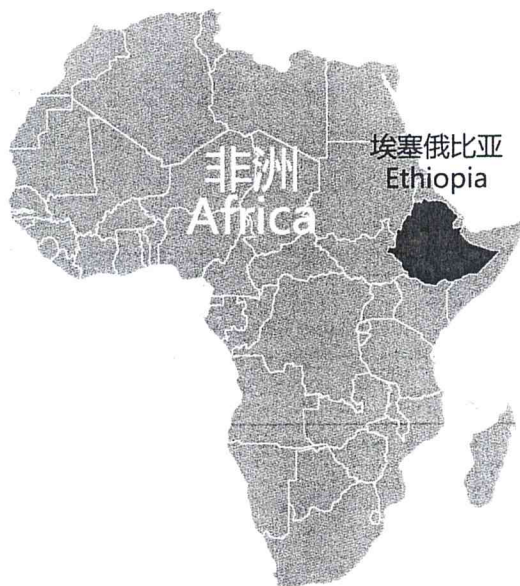
In May 2014, Prime Minister Li Keqiang visited Ethiopia and put forward that China would support Ethiopia in building Special Economic Zone and Industrial Zone and transfer advantageous industries and techniques fitting local demands to extend the cooperation in manufacturing and light industry, etc.

Under this background, CCCC and Ethiopia Industry Department signed Agreement Framework on Industrial Park Cooperation.

埃塞俄比亚国家概况

ETHIOPIA INTRODUCTION

埃塞俄比亚国土面积110.36万平方公里，地处非洲高原，高原占全国面积的2/3，平均海拔近3000米。埃塞俄比亚是非洲人口第二大国，人口9000多万，人口增长率为2.9%。近年来，埃塞俄比亚政局稳定，经济发展迅速。埃塞俄比亚 GDP 2011年前连续9年保持两位数增长，2013年，埃塞俄比亚GDP为471.24亿美元，同比增长7.0%，人均GDP488美元。



Ethiopia is an inland country in northeast Africa, occupying 1.1036 million square kilometers on the African highland. Ethiopia has the second largest population in Africa. The more than 90 million populations endow Ethiopia an abundant labor potential.

In the recent years, Ethiopia is political stable and its economic develops rapidly. From 2002-2011, Ethiopia's GDP increased more than 10% annually. In 2013, its GDP reached 47.124 billion USD with a 7% increase compared to that of 2012 and the GDP per capita was 488 USD.



产业结构 Industrial Structure

埃塞俄比亚以农业为主，2013年，埃塞农业、工业和服务业三大产业占GDP比重分别为47%、10.8%和42.2%。埃塞俄比亚制造业水平低，基础较薄弱，零部件、原材料依靠进口。制造业以食品、饮料、纺织、皮革加工为主。

Ethiopia is dominated by agricultural. In 2013, Ethiopia's primary industry, secondary industry and tertiary industry ratio was 47:10.8:42.2. Manufacturing base is weak in Ethiopia and production raw materials and parts mainly rely on import. Main manufacturing products are foods, beverage, textile and leather, etc.

气候条件 Climate

埃塞俄比亚气候条件良好，四季如春，每年6-9月为大雨季，10-1月为旱季，2-5月为小雨季，由于气候条件怡人，各类疾病也少见。首都亚的斯亚贝巴地处高原，平均海拔2450米，气候爽，气温范围为9.7°C-25.5°C，年平均温度为16°C。

Ethiopia climate condition is good and it is warm all year round. Every year, rainy season is from June to September, dry season is from October to January. Diseases are seldom happened due to the mild climate. Capital city Addis is located in highland and the average height is 2450m. Addis' s temperature varies from 9.7°C to 25.5°C and the average temperature is 16°C.

国家安全 Security

埃塞俄比亚总体安全形势较好，政府控制力较强。

Ethiopia has a generally good security situation and the government control is strong.

综合交通 Comprehensive Transportation

埃塞俄比亚以公路为主，公路运输占全国总运量的90%以上。目前，埃政府正实施公路部门发展计划对公路系统扩建改造。埃塞俄比亚航空业较发达，埃塞俄比亚航空公司有近50架飞机，国际航线50条，国内航线30多条，安全系数、管理水平和经济效益均较好。亚的斯至中国香港、北京、上海、广州每天都有航班。水运方面，目前吉布提港是埃塞俄比亚的主要出海口。

Ethiopia's transportation mainly relies on road transportation which undertakes more than 90% of the national freight transportation volume. Besides, Ethiopia has a developed aviation industry. Local airline companies own nearly 50 airplanes, open 50 international lines and 30 domestic lines, and what is more, the safety condition is good, management level is high and economic effect is sound. Addis has airlines to Hong Kong, Beijing, Shanghai and Guangzhou on a daily basis. Port Djibouti is the main gateway of Ethiopia currently.

埃塞俄比亚建材市场概要

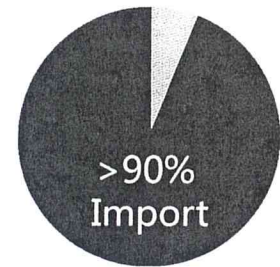
CONSTRUCTION MATERIALS MARKET INTRODUCTION

建材产品90%以上需要进口满足

More than 90% of the construction materials rely on import.

根据海关数据，埃塞俄比亚每年的建材产品，如陶瓷制品，板材、塑料管管件、卫浴配套产品等90%以上需要进口。通过在本土规划建厂可实现建材产品的进口替代。

According to the custom statistics, more than 90% of Ethiopia's construction materials such as ceramic products, plate, plastic pipe parts, bathroom accessory products, etc. rely on import. Building local factories may substitute construction materials' import.



房建市场存在巨大需求

Huge demand exists in construction materials market.

目前亚的斯市区低造价房的需求量在每年20万套以上，同时埃塞俄比亚目前有90%以上的住房约130万套需要基本标准化改造。巨大的房建市场，意味着对建材有巨大的国内需求。

Currently, the demand of low-cost houses of Addis exceeds 200,000 annually; meanwhile, around 90% of the existing houses (total amount is 1.3 million) need standardization transformation. Huge construction materials market means huge domestic demand on construction materials.

造房需求量每年 **200,000** 套以上

90% 以上住房

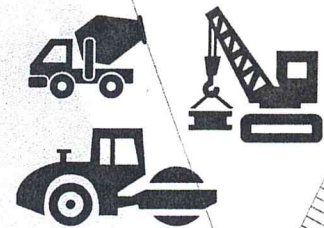
约 **1300,000** 套需要基本标准化改

基础设施是埃塞俄比亚经济发展所需的重要支撑

Infrastructure is an important support on Ethiopia economic development.

埃塞俄比亚政府的发展规划中，提出基础建设、城镇化改造是政府未来重要的工作内容，也将得到重点扶持。

In Ethiopia Government's development planning, it proposes that the government's key work which may attract major support in the future will be infrastructure construction and urbanization transformation.



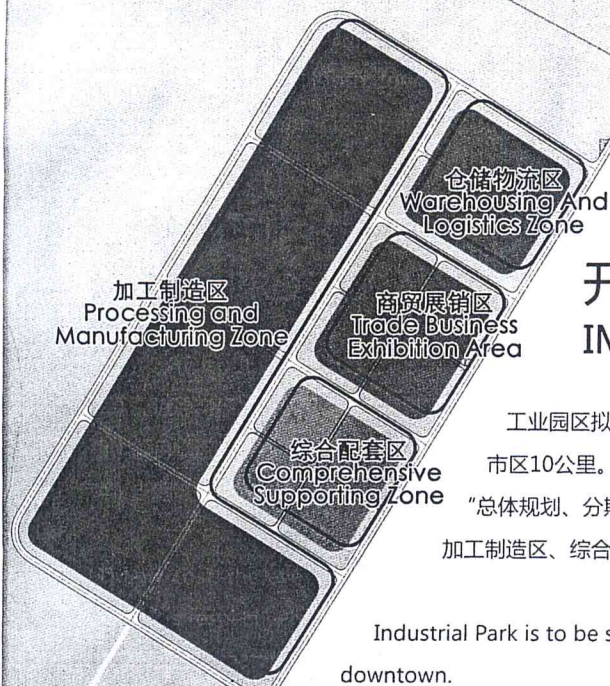
周边国家市场广阔

Board market exists in the surrounding countries.

Hawasa市离南面的肯尼亚仅500公里，本建材工业园的产品，可重点对肯尼亚进行外贸出口。

Hawasa is only 500km to the north of Kenya. The construction materials industrial park will focus on exporting to Kenya.





开发计划 IMPLEMENTATION PLAN

工业园区拟选于Hawasa市西北部，距离首都亚的斯270公里，距Hawasa市区10公里。本项目规划占地约2.5平方公里，产品结构以建材为主。工业园采取“总体规划、分期实施，滚动式发展”的市场化运作模式，规划形成仓储物流区、商贸展销区、加工制造区、综合配套区四大功能区。

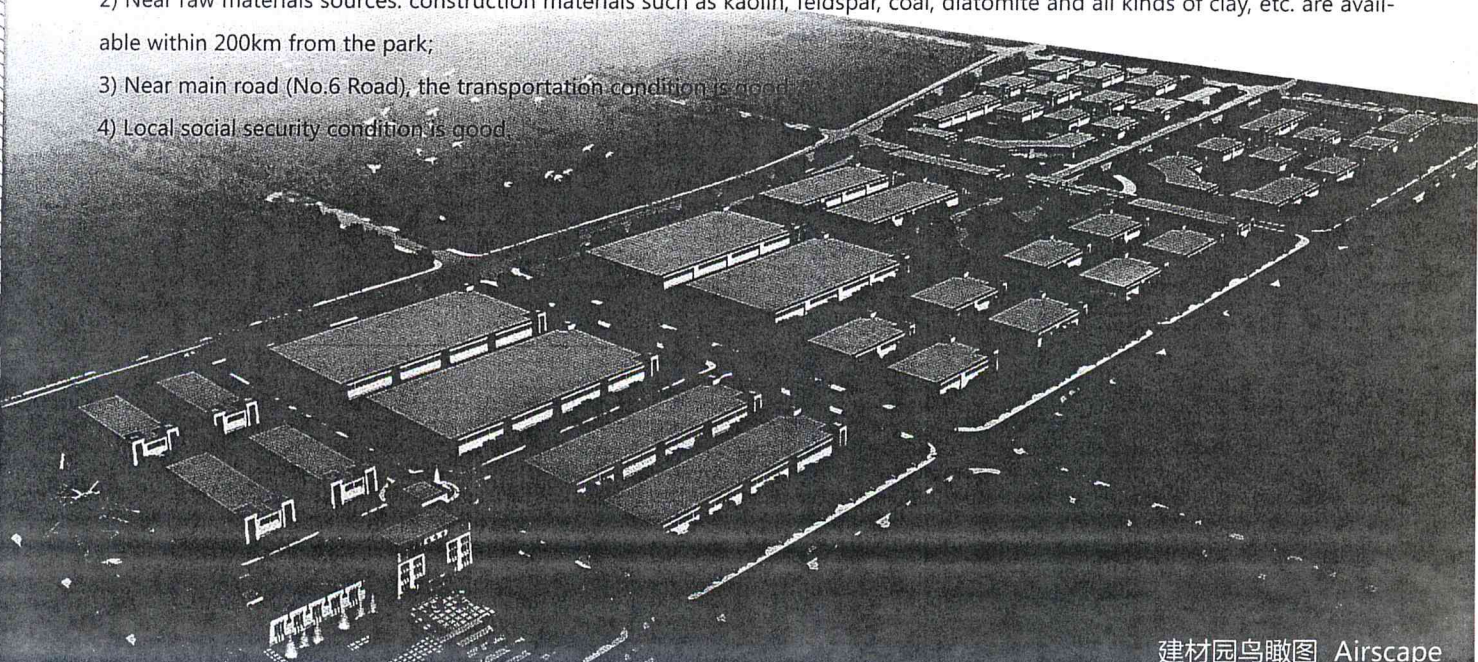
Industrial Park is to be set in the northwest of Hawasa, 270km to Capital Addis and 10km to Hawasa downtown.

This project plans to occupy 2.5 km² and the products are mainly construction materials. The Industrial Park adopts "General Planning, Phased Implementation and Rolling Development" market operation model. It will form four function zones: warehousing & logistics zone, trade exhibition and sale zone, processing zone and comprehensive supporting facilities zone.

项目优势条件 PROJECT ADVANTAGES

- 1) 成本较低：工资水平同岗位工资是国内的30%，电力成本是国内的30%，建材原材料成本是国内的50%。
- 2) 靠近原料产地：项目所在地南北方向200公里内，分布有高岭土、长石、煤矿、硅藻土及各种粘土等多种建材原材料资源。
- 3) 项目临近主公路（6号公路），交通便利。
- 4) 当地治安良好。

- 1) Low cost, the average salary level is 30%, electricity price is 30% of and construction materials' cost is 50% compared to China' s respectively.
- 2) Near raw materials sources: construction materials such as kaolin, feldspar, coal, diatomite and all kinds of clay, etc. are available within 200km from the park;
- 3) Near main road (No.6 Road), the transportation condition is good.
- 4) Local social security condition is good.

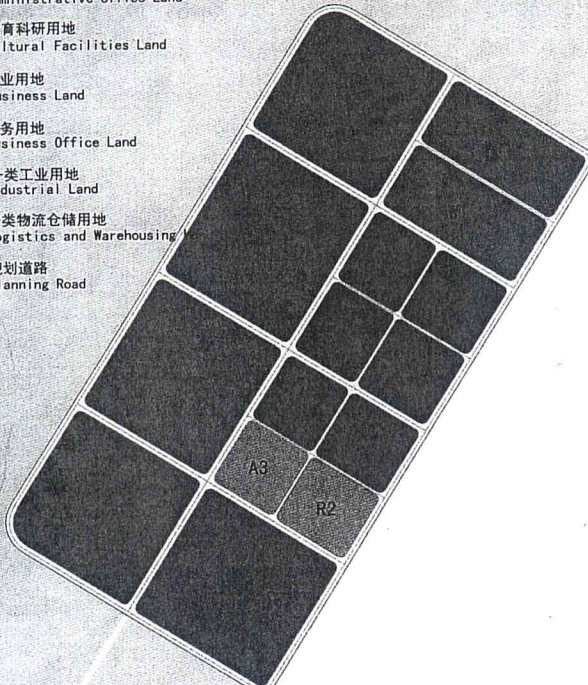


Legend

建材园土地利用规划图 Land Use Planning

To Addis

-  二类居住用地
Residential Land
-  行政办公用地
Administrative office Land
-  教育科研用地
Cultural Facilities Land
-  商业用地
Business Land
-  商务用地
Business Office Land
-  一类工业用地
Industrial Land
-  一类物流仓储用地
Logistics and Warehousing Land
-  规划道路
Planning Road



政策优惠

POLICY PRIVILEGE

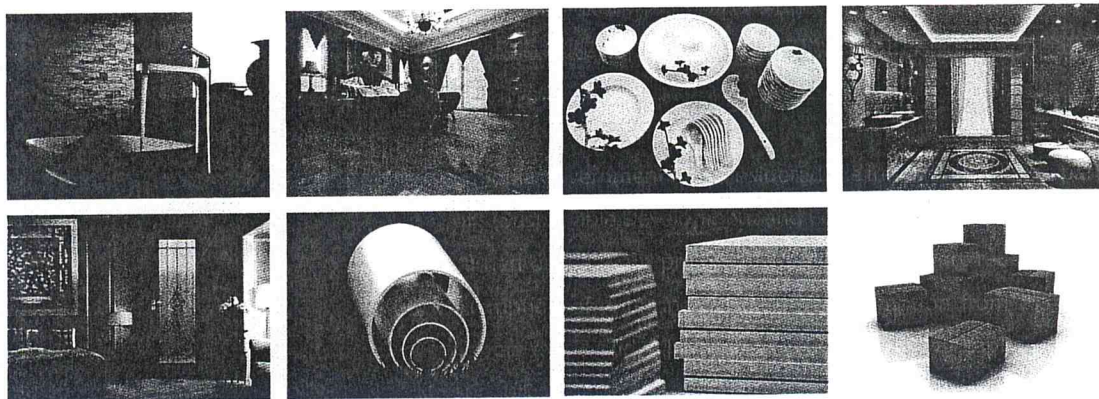
当前，埃塞俄比亚政府将工业园区建设作为国家“持续性发展及脱贫计划(SDPRP)”的一部分，并出台了相关优惠政策，主要包括：减免5-7年企业所得税；投资资本货物、生产出口产品所需的原材料等免除海关进口关税及其他一切进口税收；出口美国和欧盟免除进口关税并无配额限制；

Ethiopia government has considered the industrial park as a part of “Sustainable Development and Poverty Relieve Project” and carried out relevant preferential policies including: reduction or exemption of enterprise income tax; exemption from customs import tariffs and other import tax on investing capital goods and producing raw materials of export products; exemption from import tariff and no quota restrictions on exporting to the United States and EU.

建材投资项目类别

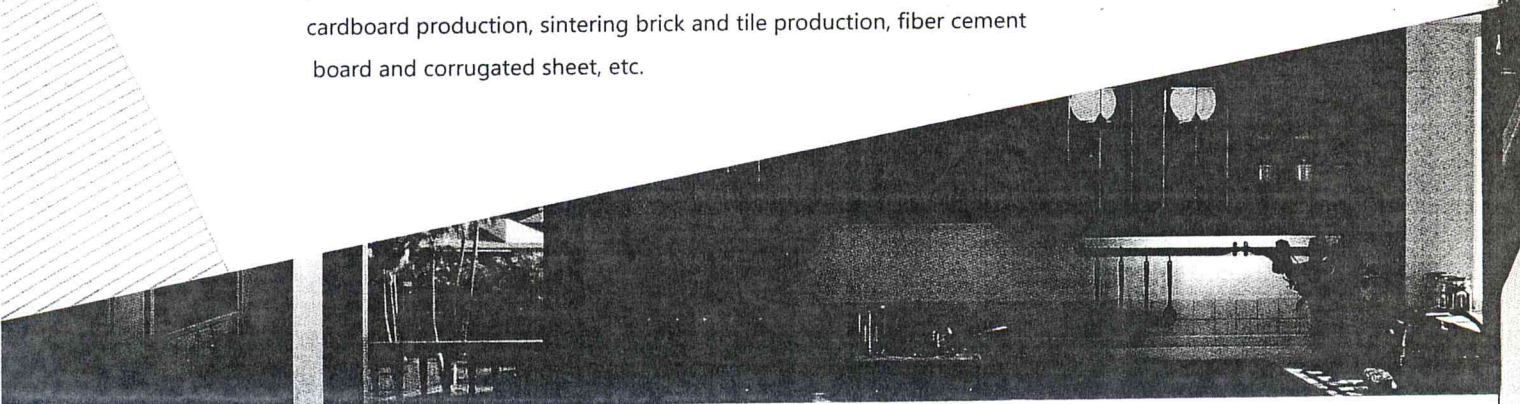
CATEGOREIS OF COUNSTRUCTUION MATERIALS INVESTMENT PROJECTS

To Hawasas



高档卫生陶瓷洁具、中高档墙地砖产品、高档日用瓷产品、卫浴配套产品、刨花板生产、中高档木门家具产品生产、塑料P系列管件生产、纸箱、纸板生产、烧结砖瓦生产、水泥纤维板、波瓦等

Construction materials investment project categories: high-grade sanitary ceramic ware, medium-high-grade ceramic tile products, high-grade daily-use porcelain products, bathroom accessory products, particleboard production, production of high-grade wooden furniture products, plastics P series fittings production, carton, cardboard production, sintering brick and tile production, fiber cement board and corrugated sheet, etc.





园区提供的设施及服务 PARK FACILITIES AND SERVICES

中国交建作为园区开发商，将提供五通一平及部分标准厂房、办公楼、公寓及宿舍楼、变电所、给水泵站、消防、污水处理、安保、绿化等设施。

as the developer, CCCC will provide water, electricity, ventilation, communication, access, land leveling and some of the standard plants, office buildings, apartments, dormitories, substation, water pump station, fire, sewage treatment, security, green and other facilities.

用电： 离市中心近，用电可得以保障。目前在工业园所在地具有31000KW的用电富余，并且还在扩容中。作为工业园项目可以要求当地政府采取专线及一备一用模式来保证用电供应，同时配置合理的柴油发电机作为备用电源。

Electricity Supply: the park is near the city center and electricity supply is guaranteed. At present, the industrial park area has 31000KW power surplus, and is still in the expansion. Industrial park project can request the local government to take the special line and prepare one spare line to guarantee the electricity supply; at the same time, diesel generator will be used as the standby power source.

用水： 使用城市自来水公司的自来水。

埃塞俄比亚地下水资源丰富，一般采取自行打井供给，每口井的费用2-3万美元。对于工业用水，离工业园用地4公里处有城市内陆湖，可以引入作为工业用水。

Water Supply: Use the city water company's tap water.

Ethiopia is rich in water resources, and generally drilling is adopted to satisfy water supply. Each well costs 2-3 million dollars. An inland lake, where industrial water can be introduced from, is in 4 kilometers from industrial park.

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中国交通建设股份有限公司

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