



MEMO on OK Free Trade Zone - Nigeria

The OK Free Trade Zone (OKFTZ) is the active state of the art free trade zone including a deep sea port, located less than 100km east of Lagos (Nigeria), which is managed and developed by international experts.

OK 自由贸易区是一个艺术级的工业自贸区，区内拥有一个深水港，离尼日利亚经济中心拉格斯东部 100 公里。该自贸区由一支经验丰富的国际化专家团队进行开发和管理。

1. Location:

地理位置:

The OKFTZ in Nigeria is an industrial zone (with Free Trade Zone status) of more than 10.000ha, which is located less than 100km east of Lagos. The Zone is located on both Ondo and Ogun States (which are also partners in the project) and is connected via the Eastern site of the Zone with a **brand new existing road** to the Benin City Express way. In this way the Zone is connected to Lagos and the rest of Nigeria in a **congestion free way**: The location offers the advantage of avoiding the congestion of Lagos but connects in a smooth way to road the network of Nigeria, offering as such a strategic investment location.

位于尼日利亚的 OKFTZ 是一个工业园区（拥有自由贸易区的地位），自贸区占地一万公顷，位于拉格斯东部 100 公里。自贸区横跨奥贡州和翁多州（该两州政府均是此项目的合作方），通过园区东部一条新建的柏油公路与贝宁城高速相连。经由这条新建的公路，还能轻易地前往拉格斯和尼日利亚其他城市，不会遭遇交通堵塞的问题。自贸区优越的地理位置是一个战略投资首选地，除了可以完全规避拉格斯的交通拥堵，还能通过流畅的公路网直达尼日利亚的内陆城市。

It has to be noted that the access roads between the Benin City express way and the Zone, run entirely through Ondo or Ogun State, which states are a shareholder and partner in the OK Free Trade Zone Project. In this way long term support and access is guaranteed to the OKFTZ and no support is required from other States!

必须指出的是，自贸区与贝宁城高速公路相连的道路，贯穿翁多和奥贡两州，这两个州政府是 OK 自有贸易区项目的股东和合作伙伴。因此 OK 自贸区获得翁多和奥贡两个州政府的全力支持和道路连接的保证，不再需要寻求其他州政府的协助。



Newly build road and bridge linking OKFTZ to the Benin City express way.
新建的柏油炉和桥梁直接通往贝宁城高速公路

At the backside of the Zone, the Zone is **connected via the Creek to Lagos**. A newly built jetty allows barges to dock and to unload goods in the area. This inland waterway transportation system offers an additional advantage to the congested roads and port of Lagos.

在园区的背面可通过内河与拉格斯相连。新修建的驳船码头允许驳船在这卸载货物。这个内陆水路运输系统提供了一个额外的优势，另一个方式避免拉格斯拥挤的港口和道路。

The Zone has also a huge beachfront towards the Ocean and is located **right in front of the new oil and gas offshore oil blocks** which have recently been attributed and are now under exploration and development. In this way the Zone offers a strategic location to service the offshore oil and gas industry (service port and related activities) as well as a strategic location to land gas and crude oil in future.

园区还拥有一个巨大的临海海滨区，位于新发现的近海油田区的正前方；这片油田区已经被核实，目前正在被勘探和开发。根据这个情况，园区不仅为近海石油和天然气工业提供了一个战略位置（后期港及相关的作业活动），而且亦是陆地天然气和原油的未来战略位置。



Since many investment projects in the OK Free Trade Zone are **gas** related and OKFTZ believes there is a big gas based future for Nigeria, OKFTZE is actively involved in the federal gas team that addresses gas supply to areas outside the Gas Master Plan. In this regards OKFTZE was nominated as a direct gas receiver and is now also considered as a Nigerian national consumer allowing to receive part of the percentage of extracted gas that has to be sold into the Nigerian market.

由于 OK 自贸区内大部份的投资项目是与天然气相关的，OK 自贸区相信这里将是尼日利亚日后的天然气工业根据地，OK 自贸区积极地参与联邦天然气团队的工作，协助解决天然气在天然气总体规划区域外的供应。在这方面，OK 自由贸易区公司除了被提名为天然气的直接接收方，并且也被看做为尼日利亚国内的消费方，允许接收被规定必须销售至尼日利亚本土市场的那一部分的天然气。



2. Project Developers

项目开发商

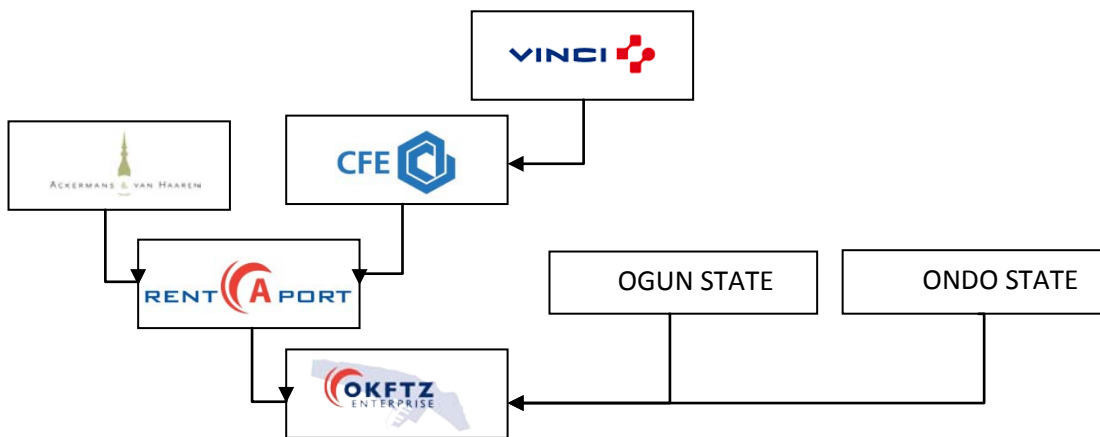
The OKFTZ is being managed and developed by the **OKFTZ Enterprise (OKFTZE)**. This is a Public-Private Partnership (PPP) composed by both Ondo and Ogun State and Rent-A-Port (majority shareholder). In this way there is a long term support and interest for the two states to support the project. In this light it is also interesting to mention that Ondo State is one of the **oil states**, with a solid financial status to support the project outside the OKFTZ (see also access roads mentioned higher!).

OK 自由贸易区是由“OK 自由贸易区公司”进行开发和管理。该公司是公共部门与私人企业合作模式（PPP），由翁多州政府和奥贡州政府与比利时公司 **Rent-A-Port**（大股东）共同组成。以此方式，该项目得到两个州政府的长期支持。在此，值得一提的是，奥贡州是主要的石油产区之一，拥有雄厚的资金背景，以支持 OK 自贸区以外的项目（请查看上面提到的连接公路）

Rent-A-Port is a specialised engineering and investment company, specialised in port related infrastructures and Free Trade Zones. It's main shareholders are the publicly listed construction company **CFE** (Belgian daughter of the construction and concession company **VINCI**) and **Ackermans & van Haaren** (publicly listed financial holding). Rent-A-Port has many strategic partnerships, amongst others with the Port of Antwerp, one of Europe's leading ports.

Rent-A-Port 是一家专业的工程与投资公司，致力于设计及建造与港口相关的基础设施和自由贸易区。该公司的两大股东均为上市公司：土木工程建筑公司 **CFE**（法国万喜集团 - 全球最大的建筑和特许经营权公司在比利时的全资企业）和金融投资集团 **AvH**。

Rent-A-Port 还拥有很多战略合作伙伴，其中一位是安特卫普港务局。



Rent-A-Port has references in Europe, the Middle-East, Africa, Asia, ... Amongst its references it is worth mentioning the Dinh Vu Industrial Zone in Vietnam. This is an Industrial Zone including a deep sea port, located in the North of Vietnam, nearby Haiphong. The Zone is managed and developed by Rent-a-Port together with the Haiphong Peoples Committee in a PPP. The zone is already operational for more than 10 years and many companies have invested and are operational in the Dinh Vu Industrial Zone.

Rent-A-Port 在欧洲，中东，非洲和亚洲有着丰富的项目经验。其中，越南的廷武工业区项目是最值得参考的。该工业区位于越南北部，与海防为邻，区内拥有一个深水港口。该工业区是由 Rent-A-Port 和海防人民委员会以私人企业和公共部门的合作模式。廷武工业区已经运营了 10 年有，有很多企业在此投资和开展业务。



OKFTZE, as a single entity, is the Developer, Manager and Financier of the OKFTZ Project. Everything is grouped in **one hand**, including the rights over land. Unlike other Free Trade Zones, there is no split between the company managing the zone, the company developing it and the company holding the licenses and titles over land. Moreover no governmental consent is required when leasing land in the OKFTZ.

OK 自由贸易区公司作为一个单一的实体，是 OK 自贸区项目的开发商，管理商和投资商。所有事务均由一方处理，包括土地使用权。这就是与其他自贸区的最大不同之处，管理商、发展商、许可证申请者及土地所有者没有任何的分割。此外，在 OK 自贸区内租赁土地不需向政府提交申请。



3. One stop shop 一站式服务

OKFTZE, as an active manager, is in contact with several government bodies to create a workable investment climate for its investors and is developing strategic ideas to create projects for the future.

OK 自由贸易区公司作为一名管理者，负责与不同的政府部门联系，为投资者创建一个可行的投资环境和发展战略构思以创造未来的项目。

One of the services offered by OKFTZ Enterprise is the “one stop shop” for all investors. OKFTZE assists investors in its dealings with governments and government bodies. In that way there is no need for investors to find their way in the administrations to get the necessary permits and licenses. For example under the one-stop service approach, OKFTZE established at **DPR** the procedures for licensing of refineries, gas plants, tank farms and filling stations.

OK 自由贸易区公司为所有投资者提供的其中一项服务是“一站式服务”。公司协助投资者与政府和政府部门打交道，投资者不需要负责获取许可证和执照的行政事务。举例说：在“一站式服务”下，OK 自由贸易区公司建立了 **DRP** 程序以申请炼油厂、天然气加工厂、储油区和加油站的执照。

4. The Free Trade Zone

The OKFTZ offers land for investors with different industrial projects. Those can range from manufacturing (cement, production, assembling, ...), oil and gas related (fertilisers, refinery, methanol production, tank farms, ...), logistics, heavy and light industry, ...

OK 自贸区内的土地能满足不同工业项目的需要。范围涵盖制造业（水泥厂，生产线，组装线等），石油和天然气相关产业（化肥，炼油厂，甲醇生产，油罐区等），物流业，重工业和轻工业等

The OKFTZ is a fully Integrated Zone including a full residential area where investors can set up housing, apartments, hotels etc.

OK 自贸区是一个综合园区，其中包括一个完善的居住区域，投资者可以在该区域建住房，公寓，酒店等。



The OKFTZ will offer together with strategic partners utility services ranging from power, water treatment, sewage, ...

OK 自由贸易区将与提供公共事业事务的企业建立战略合作伙伴的关系，一同为进驻园区的企业提供电力，洁净水，污水处理等服务。

OKFTZ Benefits:

OK 自贸区的优势:

In order to stimulate foreign investment, the OKFTZ benefits of a wide range of incentives applicable in the OK FTZ. Amongst others we can list:

为了促进外国投资，OK 自贸区拥有大幅度的税务激励措施，主要有:

- a) No import duties apply when bringing in goods to the OKFTZ
进入自贸区的货物免进口关税
- b) Export is allowed up to 100% of the production (when importing in Nigeria, duties are calculated on the raw materials)
产品允许 100%出口 (进口时，税费按原材料价格计算)
- c) No taxes apply on operations in the OKFTZ
自贸区内的生产活动免交任何税收
- d) No quota on expats apply
无外派人员限制名额
- e) No taxes for expat workers applicable
免外派人员个人所得税

- f) No strikes or lockouts allowed
自贸区内无罢工行为
- g) ...

5. OKFTZ Deep Sea Port OK 自贸区的深水港

Like all of the West-African ports, Nigeria is lacking a Deep Sea Port. The draft of the Port of Lagos is limited to -9 to -12 meters! Moreover the Port of Lagos is completely congested and additional capacity is urgently required.

与所有的西非港口情况相似，尼日利亚缺乏深水港口。拉格斯港口的最初设计为港口水深仅达负 9 米至负 12 米。此外，拉格斯港已经完全堵塞，尼日利亚急需一个新的港口以满足其发展。

A new Deep Sea Port is foreseen in the OK Free Trade Zone. Several preliminary studies have already been performed. The industrial Zone will offer an investment location for big industrial partners. The volumes of the industrial projects will be the key drivers for the volumes and business plan of the OK FTZ Deep Sea Port. Moreover with new, deep and “non-congested” port infrastructures, the OK FTZ Deep Sea Port will attract even more traffic for Nigeria. Several industries are foreseen in the Port:

一个新的深水港肯定将出现在 OK 自贸区内。几份初步的调查报告已经完成。工业区域是预留给大型的工业合作伙伴作投资。工业项目的总货量是 OK 自贸区内深水港的设计和规划的最主要驱动因素。此外，一个新的、没有交通堵塞问题的新港口设施，OK 自贸区深水港将为尼日利亚带来更多的商机。以下几个被预计为该深水港主要的业务：

- a) **Containers:** with the ever continuing containerisation of the world trade and the increase in vessel size, huge opportunity and market is waiting for Nigeria in the container business. Containers can be evacuated to Lagos via the Creek. Given its strategic location, the port can become a hub to serve containers to the other West-African countries.

集装箱： 随着全球的集装箱贸易的持续增长和集装箱油轮的规模不断增大，巨大的商机和市场正在等待着尼日利亚的集装箱业务。集装箱可以通过内河从拉格斯运输至 OK 自贸区。鉴于这个优越的地理位置，该新港口将成为一个服务其他西非国家的集装箱枢纽。

- b) **Service Port:** with its strategic location right in front of the new oil and gas discoveries, the OKFTZ Port will offer a fully integrated supply base to service these off shore developments.

后期港： 由于该港口正位于新发现的油田区的正前方，这将是为离岸项目提供一个完善综合的后期服务基地。

- c) **Cars:** (roro berths) due to the congestion problems and lack of space, most of the cars for Nigeria are imported via Cotonou. Direct deliveries to Africa's biggest consumer market will be attracted.

汽车（滚装船泊位） 鉴于交通拥塞和空间缺乏，尼日利亚的汽车进口是通过科特努（贝宁首府）实现的。因此，供应非洲最大的汽车消费市场 – 尼日利亚而不需中转的进口方式必将吸引大批的汽车进口商。

- d) **Bulk** (construction materials (cement, ...) food, fertiliser, ...: an enormous market for amongst others cement is to be considered. With the bigger draft, the international bulk carriers will be able to dock in the OKFTZ.

散货（建筑材料：如水泥，食品，化肥等）：除了其他巨大的市场，水泥货物应该最被重视的。根据更长远的计划，OK 自贸区可以容纳国际散货船的停靠。

- e) **SPM**: in order to start early operations, liquids will be imported via a Single Point Mooring infrastructure (SPM) to be stored in tank farms

SPM: 为了迎合提前运营的需求，液体原油将通过单点系泊设施进行运输而后储存至油罐区。

- f) **Liquids**: via the liquid jetty, refined products and gas will be handled.

液体原油：经由液体码头处理成品油和天然气产品

- g) **General cargo**: like all ports, a lot of cargo is handled in this area.

杂货：如其他港口，大批量的货物将在该港口进行处理。

6. Some other key characteristics and strengths of the OKFTZ

OK 自贸区的一些其他的特点和优势

a) Communities Management

社区管理

As already mentioned above, Ogun State and Ondo State are partners in the OKFTZ Project and assist in the management of the community interactions. Regular **interactive meetings** (workshops) are held with the Community responsible in order to assure a smooth operation and cooperation on site.

如上所及，奥贡和翁多两州政府作为 OK 自贸区项目的合作方，将协助本社区互动的管理。定期的互动会议（专题讨论会）将由社区负责举办，以保证园区内的企业的运作和合作顺利进行。

The communities welcome and fully support the OKFTZ project, since it will bring jobs and wealth to the region. In the current and past realisations on site a **good cooperation** has been found and extensive local content was assured (50% from Ondo and 50% from Ogun was employed).

社区组织非常欢迎和全力支持 OK 自贸区的项目，因为这项目为该地区带来就业机会和财富。通过以往的和目前的雇佣当地人为项目工作的是成功的合作经验，今后保证可以扩大雇佣人数（奥贡州和翁多州各占一半比例）



Currently a labour database is being compiled, listing already 1300 registered workers on unskilled, semi-skilled and skilled levels. Investors in the OKFTZ will be able to use and recruit from this labour data base to find appropriate and committed workforce.

目前，劳工数据库正在编制中，可列出 1300 名注册的工人，划分为非熟练工、半熟练工和熟练工三个档次。OK 自贸区内的投资者可以根据这个劳工资料库，寻找到合适的和忠诚的员工。

b) Environment and Sub-soil conditions 环境和土壤条件

A **base line study on environmental features** and logged quality of water, air and soil to form the basis of the customer's EIA's. OKFTZE is amongst others very attentive to the environment and has incorporated in its master plan several green zones. A special attention will be made during the development of the Zone to promote and develop renewal energy such as wind, solar or Biomass.

一份基准研究报告已经完成，内容涉及：环境特征、水质记录、空气和土壤的形成，客户对环境影响的评估基准。OK 自贸区非常注重环境保护，在总体规划中已经划出一大片区域作为绿化区。另外，OK 自贸区还将大力推广绿色能源在园区内应用，如风能发电，太阳能发电或者是有机物发电。

We learned from some of our investors that the soil conditions in OKFTZ are **better compared to other locations** (who have subsoil with low bearing capacity). This has a huge impact on the project development, construction timeline and on the cost.

从一些我们的投资者口中得知，OK 自贸区的土壤条件相比其他自贸区要好（地基承载力低）。这个因素将对项目的发展有着直接巨大的影响，涉及施工时间和成本。

c) No predefined land plots and client based developments 没有预定义地块，所有地块的规划基于客户的发展需求

OKFTZ does not work with predefined and pre-cut land plots, so that your engineers can design the most **appropriate layout** of the land required. This offers moreover the opportunity to optimize your layout in function of pressure on the soil etc. . We develop the required plots and infrastructure based on the needs of our clients. This experience came from past realisations and offers the much appreciated flexibility to investors that their project can be accommodated in an efficient way, without being forced in a predefined structure.

OK 自贸区内的地块不是预先切割好的，因此您的工程师可以根据土地面积的所需而作出最合适您的布局。这为您优化您的布局和减轻地基的承受力提供了机会。我们会根据客户的需求为所需的地块和基础设施进行开发。这个经验来自以往的项目，这为投资者们提供更多的灵活性，以便他们的项目以更有效的方式开展，不需受定义好的地块结构限制。



d)Solid set up **坚实的基础**

OKFTZ has assured a solid set up of its Public Private Partnership- company, land lease agreements and agreements with NEPZA, all assisted and checked by PriceWaterhouseCoopers in order to assure a long term success of the project.

OK 自贸区成立的私人企业和公共部门的合作模式的公司，与尼日利亚出口加工区管理局达成的土地租赁协议，以上所述均经过普华永道事务所协助取得并通过其核实，以确保该项目的长期地成功发展

7. Recent developments **近期更新**

The OKFTZ is declared active by NEPZA and is now fully under construction. A first warehouse has been commissioned and the access roads are finished. The internal road constructions have started.

OK 自贸区已通过尼日利亚出口加工区管理局（NEPZA）的批准核实，目前正在全面施工中。区内第一间仓库和进入园区的道路已经建成。园区内部道路建设已开始。



