

CHINESE COMPANIES FOR COOPERATION IN THIRD COUNTRIES - Infrastructure & Transportation -

CCCC-China Communications Construction Company



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基础设施建设企业
Infrastructure
Construction
Companies



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咨询设计企业
Consultant
Institutes



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疏浚企业
Dredging Companies



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装备制造企业
Machinery
Manufacturing
Companies



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金融投资公司
Investment
Companies



3

房地产开发公司
Real Estate
Companies

SUCCESSFUL CASES OF CCCC IN ITALIAN MARKET

1) Design Consultation Contract for Venice Offshore Deepwater Port – Consortium

Date of signing: February 3, 2017

Owner: Venice Port Authority, Italy

Mode of Cooperation: CCCC, Italy 3TI Company and eAmbiente Srl Company forms the Consortium 4C3, which participated in the public bidding of the project and stood out with the highest score of full marks in technical and commercial bids.

Project Significance: This project is the first design consulting project awarded to a Chinese company in a developed European Union country.

2) Genoa City Transportation Facilities Upgrade Project – Consortium

- Dredging of Port Ponds and Waterways in Genoa Port
- Upgrading and Reconstruction of Highway and Railway in Port Area
- Construction of Inland Container Yard
- Shipyard construction
- Migration and Reconstruction of Oil Storage Blocks in Port Area
- Construction of Genoa Airport Terminal

Mode of Cooperation:

- ✓ Genoa government, port authority and CCCC to set up a joint investment company.
- ✓ CCCC promoted and implemented a package of infrastructure projects in the approved investment plan.
- ✓ The three parties will determine the framework of the joint investment company and sign a joint investment framework agreement.

3) Vado Automated Dock Project in Italy – Strategic Partnership

Date of signing: October 16, 2015

Owner: Maersk Container Terminal Company (APMT)

Mode of Cooperation:

- ✓ The two sides have maintained a long-term cooperation in purchasing and supplying, and have signed procurement cooperation at the strategic level.
- ✓ The framework agreement ensures the standardization of each other's supply process and products, making both parties effectively reduce the purchase, production and other costs.
- ✓ Project Significance: ZPMC EZ System Enters International Automated Dock Market for the first time.

4) Port Network Administration of the Eastern Adriatic Sea – Strategic Partnership to be signed

- Establish a long-term and comprehensive strategic partnership in the field of infrastructure.
- Under the framework of "China-EU Connectivity Platform", relevant cooperation will be carried out on the Italian mainland and the third-party market.
- Carry out projects and business activities in China.
- Create good conditions for cooperation, fulfill commitments and ensure common interests.
- Set up a joint working group to hold regular meetings to evaluate and carry out cooperation under the agreement.

COOPERATION MODE BETWEEN CCCC AND ITALIAN PARTNERS IN THIRD-COUNTRY MARKETS

1) Kosice Logistics Park Project in Slovakia

Project Location: Kosice, Eastern Slovakia

Project amount: 1.07 billion euros

Project Content: The first part is a public-rail intermodal station, covering 66 hectares with a total investment of 120 million euros. The second part is the Logistics Park project, which covers an area of 500 hectares and is to be constructed in four phases with a total investment of 950 million euros.

Construction mode: BOT and BOOT will be adopted to participate.

Mode of Cooperation:

- ✓ Both parties plan to form a joint venture to jointly be responsible for the planning, financing, construction and operation of the project.
- ✓ Project Significance: This project is a subproject of Slovakia's integration into the China-EU Connectivity Platform Project, currently led by Slovakia's Ministry of Transport and Construction.

2) PPP Project for Romanian PLOIESTI-BRASOV Expressway

Project Location: part of the A3 kilometer Romanian national network, connecting Ploiesti with the famous tourist city of Brasov.

Project amount: 1.6 billion euros

Project Content: The project is 100.3km long, with two-way and four lanes, with a construction period of 4 years and an operation period of 20 years.

Construction mode: BOT and BOOT will be adopted to participate.

Mode of Cooperation:

CCCC is organizing bidders to participate in the PPP project of Romania's PLOIESTI-BRASOV Expressway.

As a result, part of the financing of the project will be carried out in cooperation with UNICREDIT Bank of Italy.

Advantages of CCCC

- ❖ Full industrial chain
- ❖ Integrated services
- ❖ Investment and financing
- ❖ Innovation
- ❖ International presence
- ❖ Global network

Advantages of Italian Companies for CCCC

- * High level of international management
- * Familiar with international standards and norms
- * Localized management experience & rich resources
- * Project management capability



CONFINDUSTRIA

CRCC-China Railway Construction Corporation



中国铁建股份有限公司

中国铁建

CHINA RAILWAY CONSTRUCTION CORPORATION LIMITED

海外业务板块 Business Coverage



工程承包
Construction
Contracting



勘察设计咨询
Survey, Design
& Consulting



房地产开发
Real Estate
Development



装备制造
Manufactur
ing



物流贸易
Logistics
& Trade



金融保险
Financing



资本运营
Capital
Operation



矿产资源
Mining

COMPLETED PROJECTS IN COOPERATION WITH ITALIAN PARTNERS IN THIRD-COUNTRY MARKETS

1) Ankara-Istanbul High-speed Railway in Turkey, Phase II

Length: 158km

Contract Value: 1.27 billion USD

Completed on 25 Jul. 2014

Steel Rail Supply (EN13647.1): Lucchini Spa Mode: 60E1——35000t; Mode: 49E1——600t

The first electrified high-speed railway project carried out by Chinese enterprise.

2) Kolasin-Kos in Montenegro

Length: 9864.7m

Contract Value: 7.67 million USD

European standards

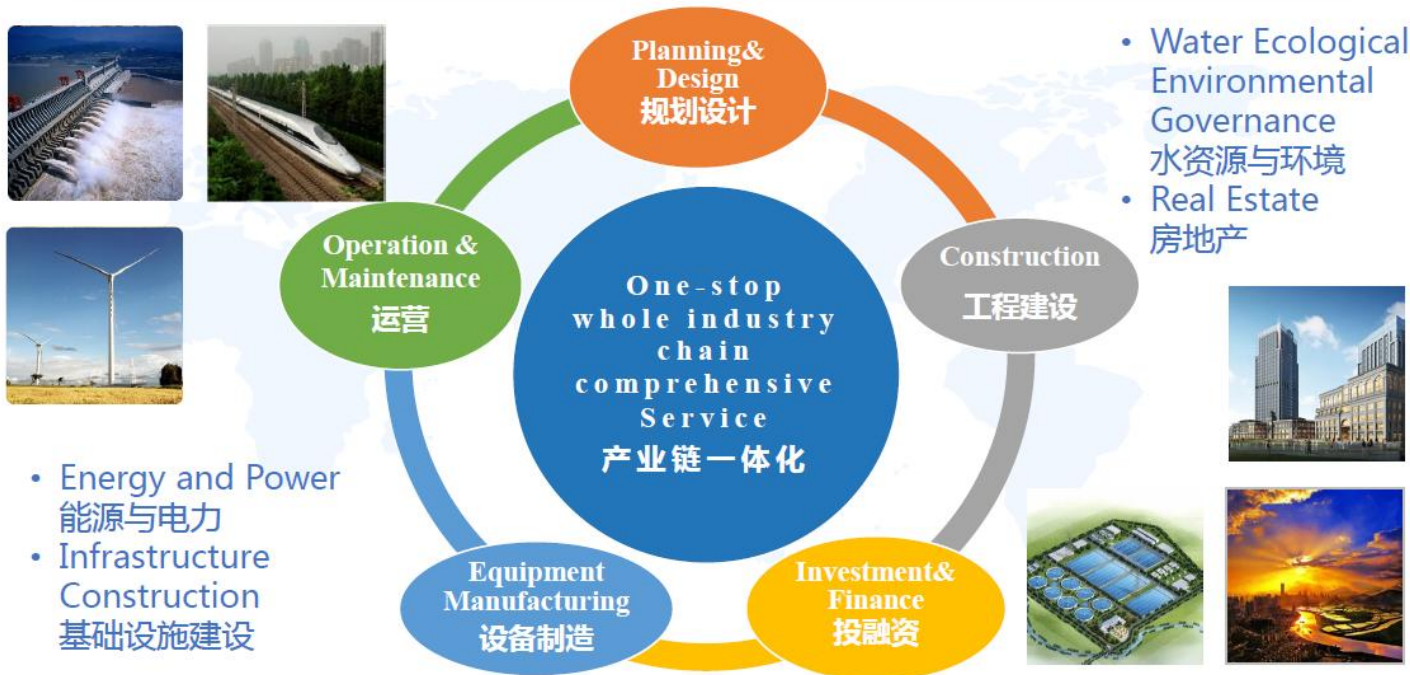
Steel Rail Supply: Aferpi Spa Mode: 49E1 R260 - 1194.84t

The first railway project that Chinese company has won through a public tender in Europe.

COOPERATION WITH ITALIAN COMPANIES ON PROJECTS

- ▶ Where: in Asia, Central & Eastern Europe, and in other developing countries along the "Belt and Road".
- ▶ What: on hydropower projects in Australia and Peru; on a metro project in Vietnam.

1 PowerChina 中国电建简介



Advantages of Power China

- ❖ Complete range of industry
- ❖ High production capacity
- ❖ Low price product

Advantages of Italian Companies for Power China

- * Advanced technology and equipment
- * Rich network resources
- * Operation and management experience
- * Advanced technical skills

COOPERATION OF POWER CHINA WITH ITALIAN COMPANIES

- ✓ Hydropower and wind power in Ukraine
- ✓ Hydropower and highway project in Bolivia
- ✓ Lake Chad

KEY AREAS OF COOPERATION

- High-speed rail and urban rail transportation
- Treatment and Disposal of Solid Waste
- Solar Power

CMG-China Merchants Group

Who we are: China Merchants Group (CMG) 招商局集团

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A century-old conglomerate established in 1872, headquartered in Hong Kong.



- Both CMG and China Merchants Bank ranked Fortune 500 in 2018 世界500强企业
- Excellence Award in Retail Financial Service in Asia and Pacific area 亚太区最佳零售银行
- Cargo throughput in 2018 is 2nd largest in the world 港口货物吞吐量全球第二
- China's largest supply chain logistics service provider 中国最大的供应链综合物流企业
- China's leading real estate developer and park operator 中国领先的地产开发商与园区服务商

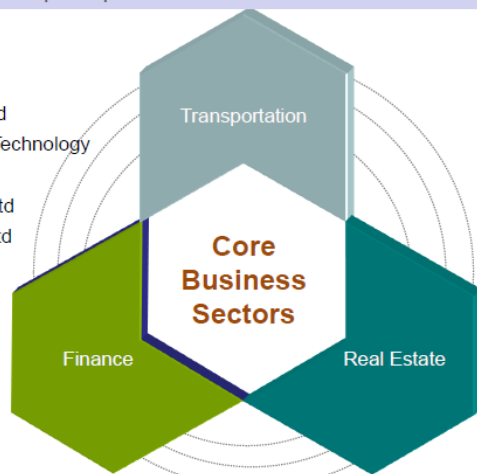
2018 Assets: c.1.2 trillion USD

2018 PBT: c.22 billion USD

Ranked No.1 among all SOEs

- China Merchants Port Holdings Co., Ltd
- Sinotrans & CSC Holdings Co., Ltd
- China Merchants Energy Shipping Co., Ltd
- China Merchants Expressway Network & Technology Holdings Co., Ltd
- China Merchants Industry Holdings Co., Ltd
- China Merchants Hoi Tung Trading Co., Ltd

- China Merchants Bank Co., Ltd
- China Merchants Securities Co., Ltd
- China Merchants Renhe Life Insurance
- China Merchants Capital Investment Co
- China Merchants Finance Leasing



- China Merchants Shekou Holdings Co., Ltd



招商局 集團有限公司
CHINA MERCHANTS GROUP LIMITED

CMG BUSINESS IN ITALY FOCUSES ON INDUSTRY AND TRANSPORTATION

- China Merchants Industry Technology Europe-CMIT Europe was established on 8th May 2018 in Ravenna, as a center for offshore research and engineering design for all phases of luxury cruise ships.
- Since 1980s, Sinotrans (its HK-listed subsidiary) has started the business of shipping agency and freight forwarding in Italy. In 2010, Sinotrans became the general agent of Costa in China.

WHAT CMG CAN DO: “PPC-PORT-PARK-CITY” SHEKOU MODEL

- ❖ PPC-Port-Park-City Model is CMG’s unique, replicable core business model in overseas market, by combining its strength and inheriting Shekou experience.

WHAT WE ARE DOING

1) China-Belarus Industrial Zone

Belarus, one key point of OBOR, and the Gateway of OBOR to Europe

Planned Area: 91.5 Km²

Sinomach and CMG are responsible for the promotion and operation

Phase I of 8.5 km² is ready for operation

CM Commerce and Logistics Park Phase 1 with 10ha is in operation

2) Djibouti “3+1” Concept

Djibouti International Free Trade Zone (DIFTZ) 48.2 Km²

Damerjog Industrial Zone (DDID) 30 Km²

“DIFTZ+DDID+New CBD”+Ports > Djibouti’s motivation to become regional maritime hub

The simultaneous development of three zones would support the ports and to promote the realization of Djibouti to become both the Regional Maritime Hub and Trading and Logistics Hub.

3) Sri Lanka-Hambantota Port & Industrial Zone

Hambantota, closest to Asia-Europe shipping lane, first choice for multi-purpose port and supporting industrial zone.

Total Area : 11.92 km²

General Cargo

- 17m harbor basin

210m wide entrance channel

3,487m total quay length

- Turning basin of 600m in diameter
- Breakwater of 1300m

Oil & Gas Terminals

2 x Tanker berths

LPG , LNG Power Plant

Tank Farm

12 Tanks

Tank Farm storage capacity 80,000m³

Provision for further expansion

Ro-Ro Terminals

396,000 RORO capacity

State-of-the-art equipment & TOS

RORO hub

4) Laos-Saysettha Industrial Park

Saysettha Park is a bilateral cooperation project between China and Laos, covering an area of 11.49 km², the core area of Vientiane New Town.

39 companies registered, 10 of which already in operation.

70ha land transferred, 9ha leased; 2ha self-built warehouses and factory buildings.

WHERE AND HOW WE CAN COLLABORATE

► PPC Shekou Model In the Third-Party Market

China Merchants Group is looking forward to exploring and implementing Shekou Model with Italian partners in the third-party market worldwide.

CSCEC-China State Construction Engineering

Buildings

- High-rise
- Public facility
- Commercial
- Office
- Residence
- Hotel & Resort

工程设计

- 可行性研究
- 设计
- 现场勘察
- 工程设计与深度绘图

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Design & Engineering

- Feasibility Study
- Design
- Site Survey
- Engineering & Detailed Drawing
-



中國建築股份有限公司
CHINA STATE CONSTRUCTION ENGINEERING CORP. LTD.

Industrial Facilities

- Plant & Factory
- Petrochemical Facility
- Power Facility
- Military Defense

基础设施

- 机场
- 路桥
- 轨道交通
- 港口
- 水利设施

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Infrastructure

- Airport
- Road & Bridge
- Rail & Metro
- Ports
- Water & Utility
-



CHARACTERISTICS OF COOPERATION BETWEEN CSCEC & ITALIAN CO.S IN THIRD-PARTY MARKETS

- Long history of cooperation
Since 1997 for over 22 years. Working with Italian companies in Sheraton Club des Pines Algeria.
- Large scale of cooperation
Cumulative contract amount is nearly US\$5 billion. Cooperation amount exceeded €400 million since 2000.

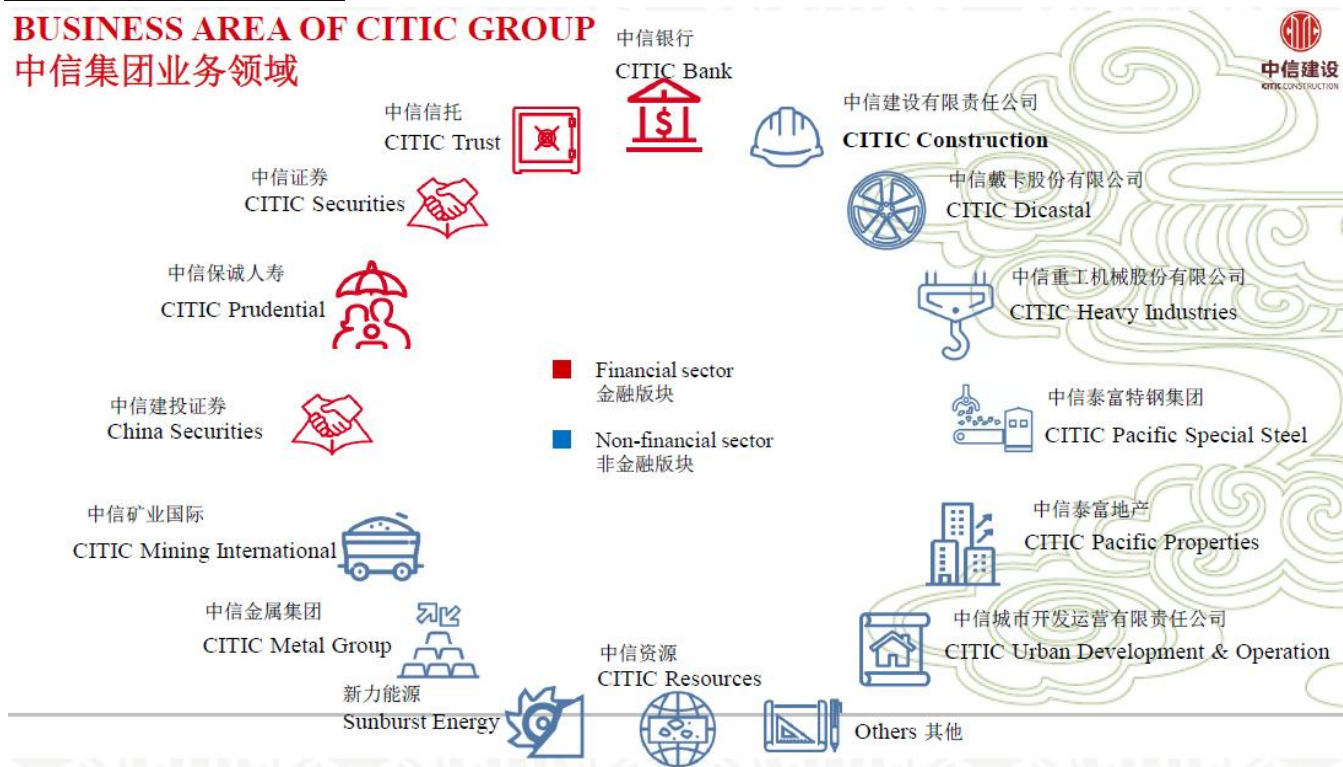
The Grand Mosque, Algeria - The BIGGEST mosque in Africa, 3rd largest in the world. HIGHEST minaret in the world.

- Wide field of cooperation
 - Design business cooperation
 - Decoration and Electromechanical Subcontractors and supplier procurement
- Future cooperation – Algeria:
 - Investment
 - Building materials
 - Real estate
 - Energy

CITIC Construction

BUSINESS AREA OF CITIC GROUP

中信集团业务领域



TYPICAL PROJECTS OF CITIC CONSTRUCTION:

1. Algerian East-West Expressway Project

Length: West section : 359km;

Middle section:169km;

Completion date: West section: 2010

Middle section: 2012

2. Angolan Social Housing Project

Location: Luanda

Area 3.31 million m²

Duration: 2007 - 2012

3. Kazakh Bitumen Plant Project

Location: Aktau City

Capacity: 1 million tons/year of crude oil

4. Reconstruction of State Highways in Kazakhstan

Length: TKU (Taldykorgan-Ust-Kamenogorsk), 764 km;

KB (Karaganda-Balhas), 363 km;

Duration: TKU: 54 months

KB: 48 months

5. Belarusian BELGEE Passenger Car CKD Plant Project

Location: Minsk, Borisov District

Capacity: 60,000 passenger cars/year

6. Belarusian Three Cement Production Lines Project

Three Plants: Belarus Plant, Krasno Plant, Krichev Plant

Capacity: 5,000t/d dry-process cement clinker for each plant

7. Belarus Hi-tech Agro-industrial Complex Project

Configuration:

- a lysine plant, 50,000 tons/year

- a tryptophan plant, 5,000 tons/year;

- compound feed plant, 1 millions tons/year

- oil crop processing plant, 300,000 tons/year

Duration: 36 months

8. UK Asian Business Port project at the Royal Albert Docks

Location: London Covering

Area: 140,000 m²

Construction Area: 420,000 m²

SUCCESSFUL COOPERATION EXPERIENCE IN THIRD COUNTRIES WITH ITALIAN PARTNERS

1) The phase I&II of Kungrad Soda Ash Project

General Contractor: CITIC Construction

Italian Partner: Cimprogetti (Italy)

Cooperation scheme: Innovation of low concentration CO₂ pressurized carbonization process by CITIC Construction and Cimprogetti.

Achievements: Patent applied and realized world largest kiln capacity using natural gas as fuel (165 t/day) .

2) Reconstruction of TKU Road Project in Kazakhstan

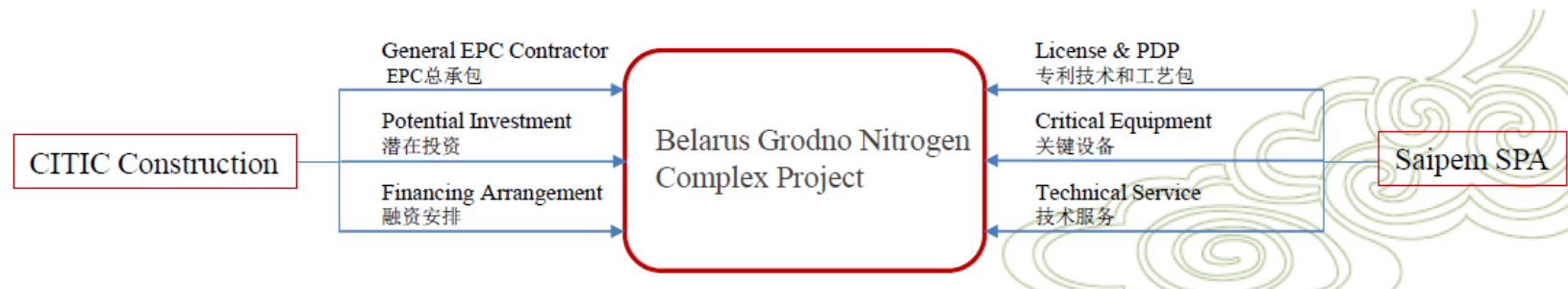
General Contractor: CITIC Construction

Italian Partner: TODINI (Italy)

Cooperation scheme: Consortium

3) Belarus Grodno Nitrogen Complex Project

CITIC Construction and Saipem SPA are cooperating on this project by taking advantage of their respective strengths. Cooperation between the two sides on this project is very likely to become a model for China-Italy cooperation in a third market, which will be of positive significance for the future expansion of cooperation between the two countries.



COOPERATION SCHEME

- 1. Consulting and Engineering Service in Pre-contract Stage:** Italian design is world-famous. Chinese company should cooperate deeply with Italian professionals, independent consultancy institute, licensors, designing institute etc.
- 2. Innovation of Project Investment and Financing Scheme:** Chinese and Italian companies shall cooperate to share risks and profits and explore approach of project financing, especially for large-scale projects. Also, financing mechanism of China and Italy should work together to facilitate and support project participated by companies from the two countries.
- 3. Cooperation on Advanced Technology and Production Capacity:** Italian companies are professionals at maritime works, high-end machinery, fine chemicals etc. Chinese companies accumulated lots of experience on high-speed railway, nuclear power, super long-span bridges etc. We should deeply cooperate based on complementary advantages and achieve win-win situation.

KEY MARKETS FOR COOPERATION

1. **Countries along the “Belt and Road”:** These countries, such as Kazakhstan, Belarus, Iraq, Saudi Arabia, Egypt etc., have strong willingness and motivation for greater development. This region is also very important to connect Asia with Europe and Africa.
2. **Africa:** Africa has long-term potential to develop. Strengthening cooperation between China and Italy in Africa will be more conducive to improve the living environment of local people, and making great contributions to regional stability.
3. **South America:** This region has many important developing countries. It is an important extension of the 21st Century Maritime Silk Road.

Zhejiang Provincial Seaport Investment & Operation Group



3个重点项目
Three Projects



港口建设运营
Port Construction
and Operation

物流服务
Logistics Service

临港产业园
开发
Development of
Port-centered
Industrial Park

COOPERATION OUTLOOK BETWEEN ITALY & NINGBO ZHOUSHAN PORT

- **8 shipping lines** - Gioia Tauro, 1; Spezia, 4; Genoa, 5; Trieste, 2; Venice, 1
- **Sister port relation** with Port of Livorno
- **280,000 TEU** in 2018 with a 21.1% increase than 2017