



## AGENDA - 目录

### 第一部分 – 摩洛哥：战略性投资目的地

PART 1 – **MOROCCO : A STRATEGIC INVESTMENT DESTINATION**

### 第二部分 – 深入了解丹吉尔科技城竞争优势

PART 2 – **EXPLORE THE COMPETITIVENESS OF TANGER TECH**



## 最高级别的参与

### Involvement at the highest level

摩洛哥的工业部门成功地在高科技和专业领域为自己开辟了一席之地，从而成为经济增长、生产和出口的推动力。

穆罕默德六世国王陛下在2023年  
"全国工业日"发表的演讲

Morocco's industrial sector has managed to **"carve out a place for itself in highly technical professions and specializations, thus becoming an engine for growth, production, and export"**.

His Majesty King Mohammed VI  
on "National Industry Day" 2023.



# 摩洛哥王国 - The Kingdom of Morocco

## 国家概况 - COUNTRY PROFILE

### 地理信息 - Geography

数据来源: HCP (hcp.ma)

**710,850 Km<sup>2</sup>**

领土面积  
of Land area



**3,500 Km**

海岸线  
of coastline

**14 km**

距离欧洲  
from Europe

**1,350 km**

阿特拉斯山脉  
Atlas Mountains



**人口 Population**

**3790 万**  
37,9 million  
数据来源: U.N.



**语言 Languages**

阿拉伯语和柏柏尔语 (官方语言), 法语,  
西班牙语, 英语  
Arabic and Amazigh (official), French, Spanish,  
English

### 摩洛哥相关数据 - Macro-indicators

**\$1342 亿 - \$134.2 Billion**

国内生产总值 GDP (2022) - GDP (2022)

数据来源: 世界银行 (worldbank.org)



**3.5%**

GDP 增长 (2023) - GDP growth (2023)

数据来源: HCP (hcp.ma)

### 分布 - GDP

数据来源: 世界银行 (worldbank.org)



**10.73%**

农业 - Natural resources



**27.21%**

工业 - Industry



**52.3%**

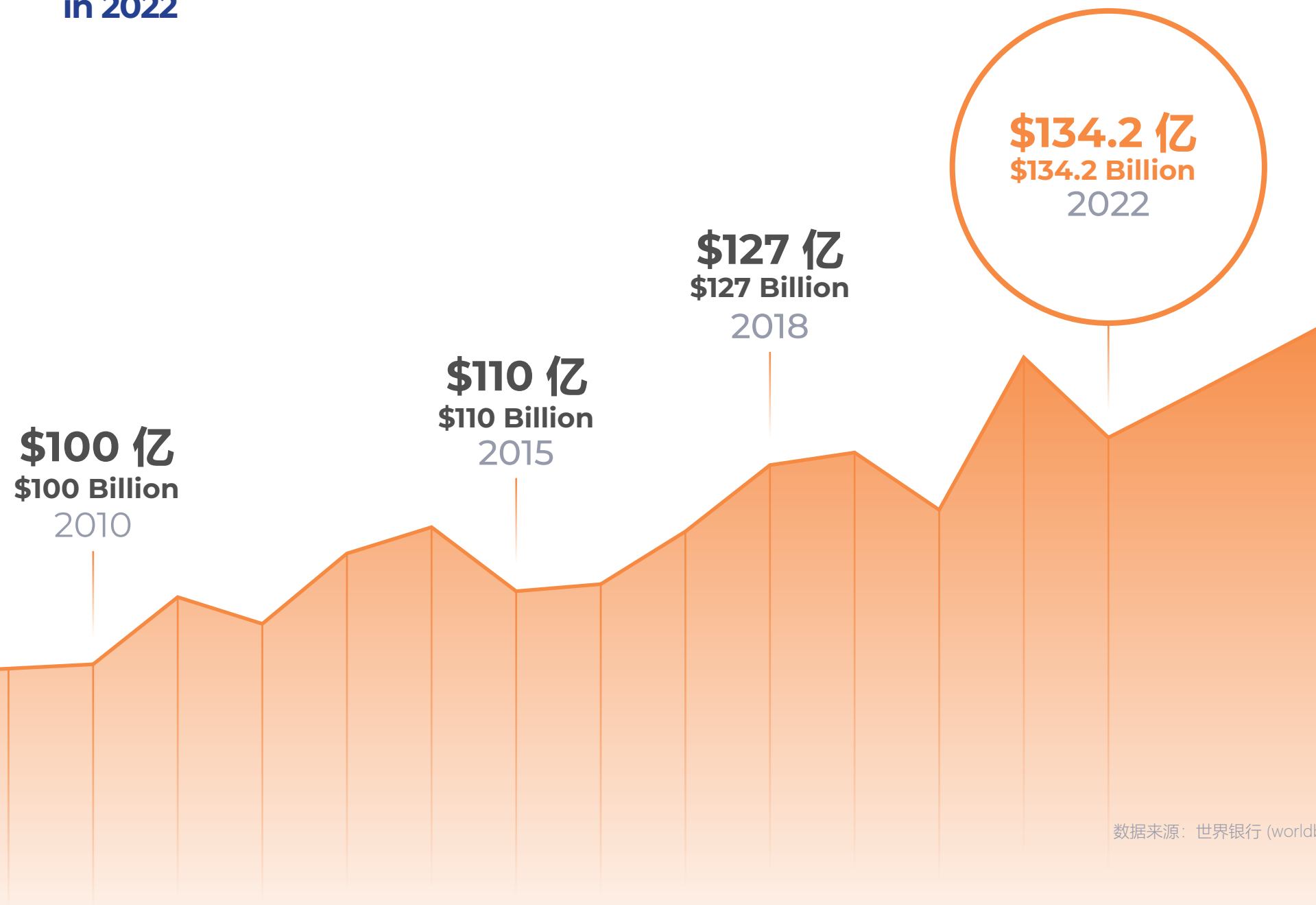
服务业 - Services



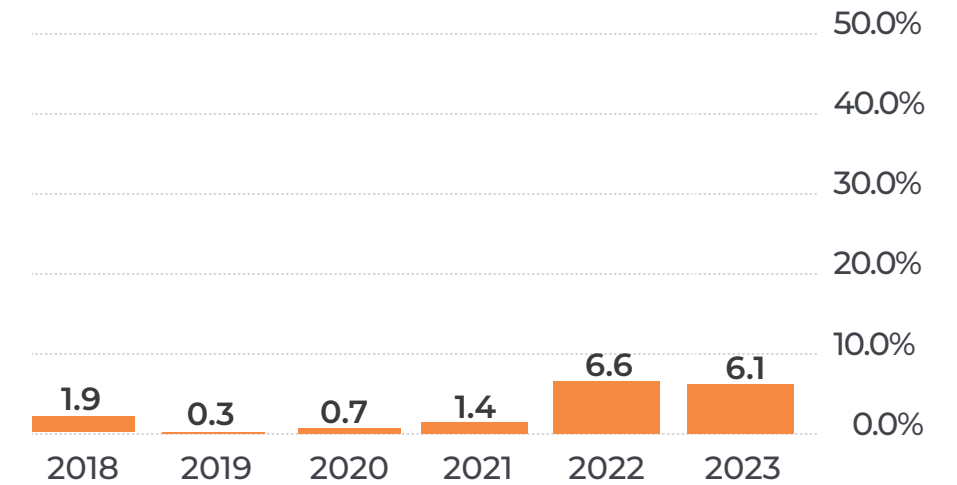
This is a CG projection, not a geological map. Generated using QGIS & Blender

## 2022年，国内生产总值达到 134.2 亿美元

GDP reaches **134.2 Billion** U.S. dollars in 2022



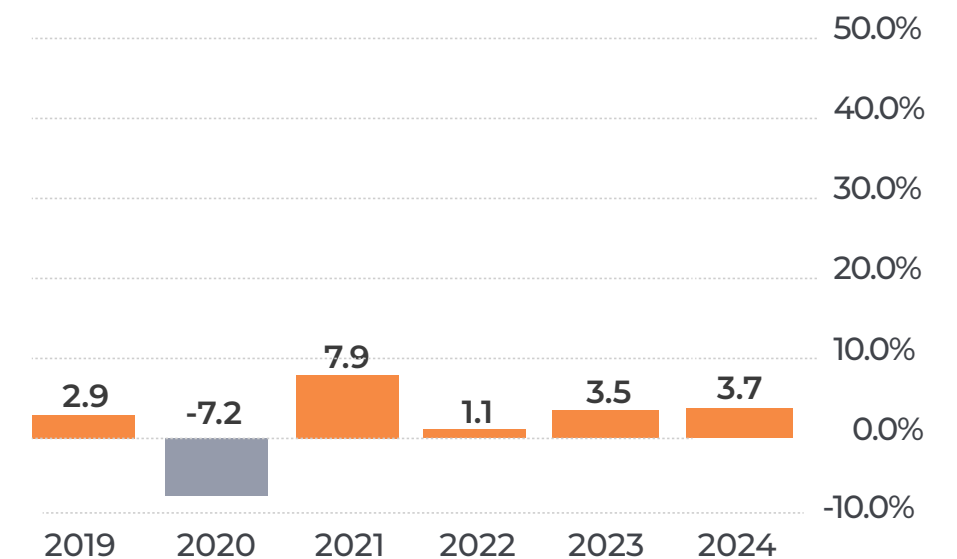
## 近几年通货膨胀情况 Inflation evolution in recent years



数据来源: HCP (hcp.ma)

## 2023 年经济增长 3.5%，2024 年 预计增长 3.7%

3.5% economic growth in 2023, expected 3.7% in 2024.



数据来源: 世界银行 (worldbank.org)





## 地理位置 Geographical situation



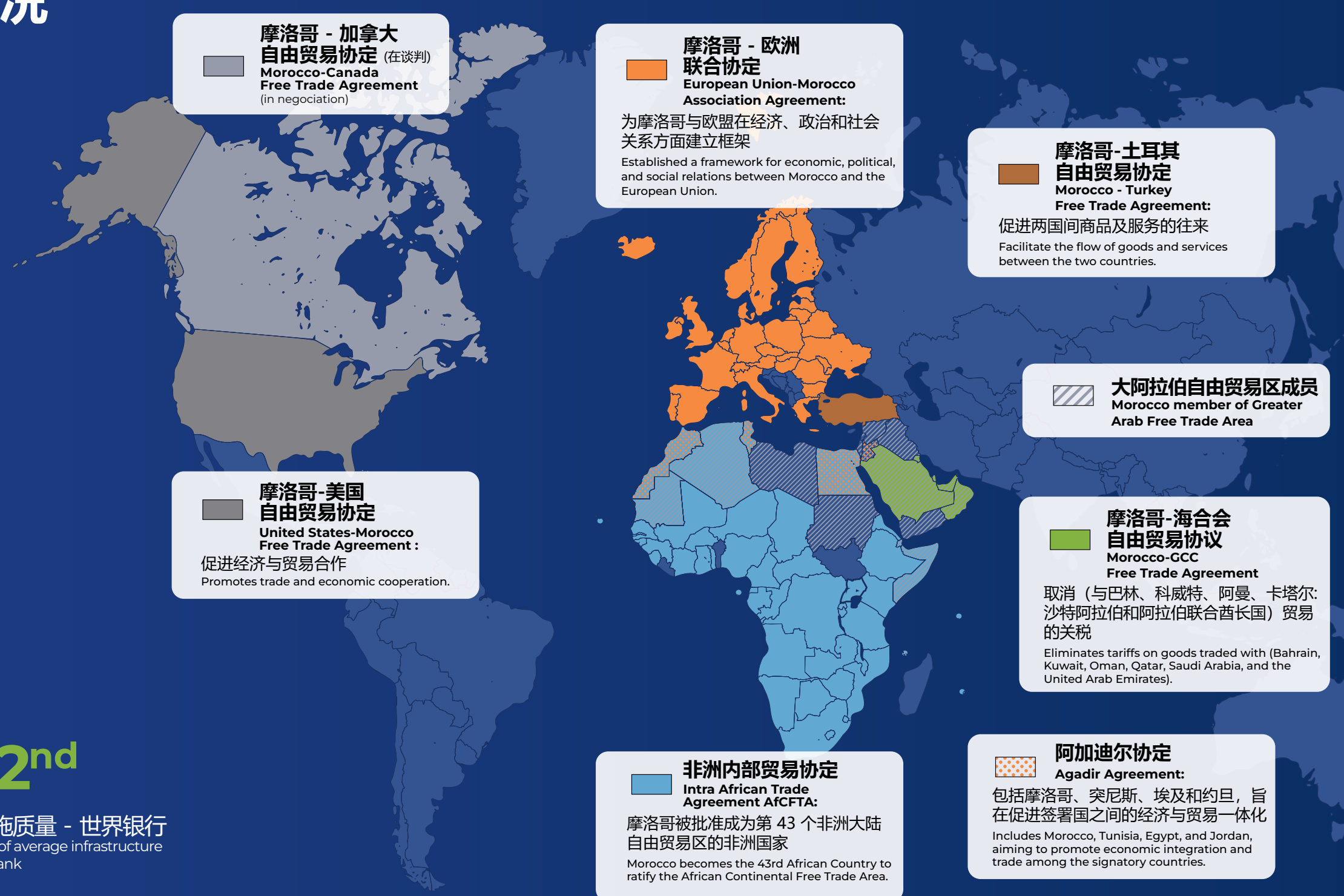
**20%**

直布罗陀海峡是世界上第二繁忙的海峡，世界贸易总量的 20% 以上从这里经过。  
of the world trade passes through the strait of Gibraltar



# 摩洛哥自贸协议及双边协议概况

## Morocco's FTAs and bilateral agreements



**摩洛哥 - 加拿大**  
**自由贸易协定 (在谈判)**  
**Morocco-Canada**  
**Free Trade Agreement**  
 (in negotiation)

**摩洛哥 - 欧洲**  
**联合协定**  
**European Union-Morocco**  
**Association Agreement:**  
 为摩洛哥与欧盟在经济、政治和社会关系方面建立框架  
 Established a framework for economic, political, and social relations between Morocco and the European Union.

**摩洛哥-土耳其**  
**自由贸易协定**  
**Morocco - Turkey**  
**Free Trade Agreement:**  
 促进两国间商品及服务的往来  
 Facilitate the flow of goods and services between the two countries.

**大阿拉伯自由贸易区成员**  
**Morocco member of Greater Arab Free Trade Area**

**摩洛哥-海合会**  
**自由贸易协议**  
**Morocco-GCC**  
**Free Trade Agreement**  
 取消 (与巴林、科威特、阿曼、卡塔尔、沙特阿拉伯和阿拉伯联合酋长国) 贸易的关税  
 Eliminates tariffs on goods traded with (Bahrain, Kuwait, Oman, Qatar, Saudi Arabia, and the United Arab Emirates).

**非洲内部贸易协定**  
**Intra African Trade Agreement AfCFTA:**  
 摩洛哥被批准成为第 43 个非洲大陆自由贸易区的非洲国家  
 Morocco becomes the 43rd African Country to ratify the African Continental Free Trade Area.

**阿加迪尔协定**  
**Agadir Agreement:**  
 包括摩洛哥、突尼斯、埃及和约旦, 旨在促进签署国之间的经济与贸易一体化  
 Includes Morocco, Tunisia, Egypt, and Jordan, aiming to promote economic integration and trade among the signatory countries.

**摩洛哥-美国**  
**自由贸易协定**  
**United States-Morocco**  
**Free Trade Agreement :**  
 促进经济与贸易合作  
 Promotes trade and economic cooperation.

**与 62 个国家**  
**达成贸易协议**  
 Trade deals with  
**62 countries**

**市场辐射超过**  
**10 亿人**  
 Consumer base of over  
**1 Billion People**

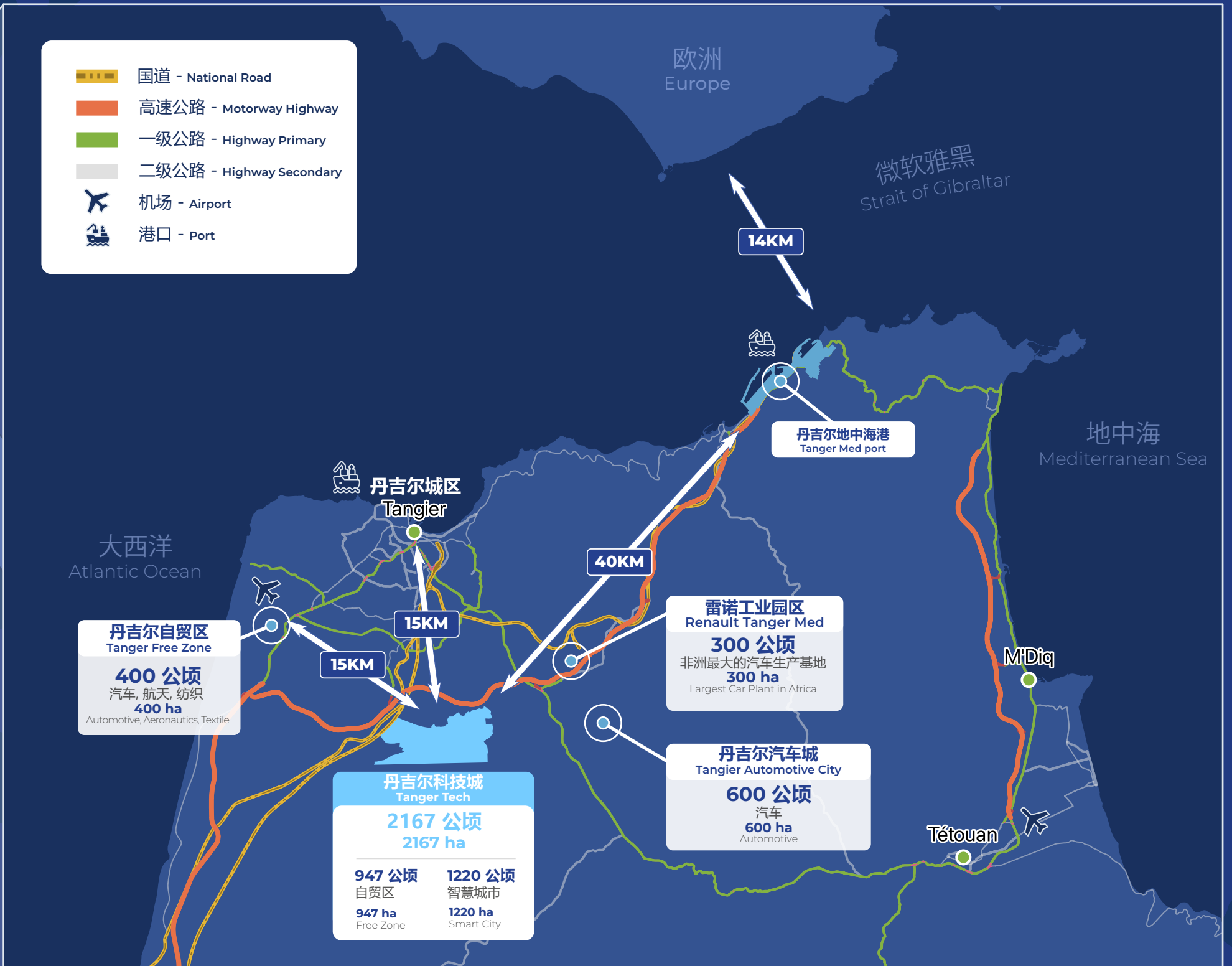
**1 st**  
**非洲金融中心 - GFCI**  
 Financial center in Africa - GFCI

**1 st**  
**可再生能源最具吸引力的非洲国家 - RECAI**  
 African country attractive for renewable energy - RECAI

**42nd**  
**全球基础设施质量 - 世界银行**  
 Globally in terms of average infrastructure quality - World Bank

# 摩洛哥北部区域: 丹吉尔大区

## Morocco's northern region: Tangier area



信息来源: OSM (openstreetmap.org)  
QGIS (www.qgis.org)




# 摩洛哥人力资源优势

## Human Resources in Morocco

摩洛哥政府重视劳工教育、科学和技术方面的培训，确保人力的持续供应

Morocco's government emphasis on the workforce education, scientific and technical training ensures the continuous supply of manpower.

 **高素质的劳工以及有竞争力的用工成本**  
Qualified workforce and competitive cost

 **3班 - 24/7天 - 365天**  
3 shifts - 24/7 days - 365 days

## 平均工资

### Average salaries

#### 工业劳工工资

#### INDUSTRIAL LABORS : SALARIES

操作工 Operator		310 €
质检 Quality inspector		450 €
组长 Team Leader		500 €
技术工人 Maintenance technician		1050 €
车间主任 Supervisory shift		1100 €
厂长 Director		3500 €



## 丹吉尔地区的一些公立工程培训机构

### Some public engineering training institutions in Tangier area



1337

每年 12 000 名毕业生  
Graduates per year: 12 000

2022 年失业率: 13.5%  
Unemployment rate 2023: 13.5%



ANAPEC 是一个为用人单位招聘提供便利，为求职者提供帮助的公共服务组织。作为重要的劳动力市场中介机构，它组织各种技能岗位的促进计划。ANAPEC 还为劳工培训提供补贴。

ANAPEC is a public service organization that facilitates employer recruitment and aids job seekers. As a key labor market intermediary, it organizes programs to promote skilled jobs. ANAPEC can also provide subsidies for training the workforce.

# 丹吉尔地中海港 Tanger Med Port

丹吉尔地中海港致力于跻身全球排名前20综合型港口平台  
Tanger Med is committed to integrating the top 20 platforms on a global scale.

## 多功能港口: Multimodal port:

集装箱港口 (900 万标准箱吞吐能力), 滚装码头, 散货码头, 汽车码头, 客运码头, 油气码头。  
Container port (9 Million TEUs capacity), RO-RO terminal, bulk terminal, vehicles terminal, passenger terminal, hydrocarbure.



## 每周海上连线 Weekly maritime connections

**+180**

港口  
PORTS

**+70**

国家  
COUNTRIES

**5**

大洲  
CONTINENTS

## 战略性贸易枢纽 Strategic trade hub

**1st** 非洲港口  
PORT IN AFRICA

信息来源: Alphaliner (alphaliner.com)

**22nd** 世界港口  
PORT IN THE WORLD

信息来源: UNCTAD (unctad.org)

**1st** 地中海港口  
PORT IN THE MEDITERRANEAN

信息来源: Alphaliner (alphaliner.com)

**4th** 全球表现最佳的集装箱港口  
WORLD'S BEST PERFORMING CONTAINER PORTS

信息来源: 世界银行 (worldbank.org)

## 基础设施和互联互通 Infrastructure and connectivity

丹吉尔地中海港是一个综合型平台, 与各个运输网络互联互通以便客, 货运输:  
Tanger Med complex is an integrated platform, connected to a multimodal transport network for the transport of goods and passengers, including:



货车  
Truck



火车  
Train



集装箱运输  
Container Flows



高速公路  
Highway





# 第二部分：深入了解丹 吉尔科技城竞争优势

Part 2 - Explore the competitiveness  
of Tanger Tech







# 丹吉尔科技城 TANGER TECH

## 远景与结构 Vision and structure

2016年5月11日，穆罕默德六世国王与中华人民共和国主席习近平签署了两国建立战略伙伴关系的联合声明。  
May 11, 2016, His Majesty King Mohammed VI, and the President of the People's Republic of China Mr. Xi Jinping signed the joint declaration on the establishment of a strategic partnership between the two countries.

2023年2月，SATT 第一次董事会召开，标志着该项目的正式启动。  
The board of directors for SATT in February 2023, marks the official launch of the project.

## 智慧城市 Smart City

该地区和非洲大陆经济增长和创新典范。  
A model of growth and innovation for the region and the continent

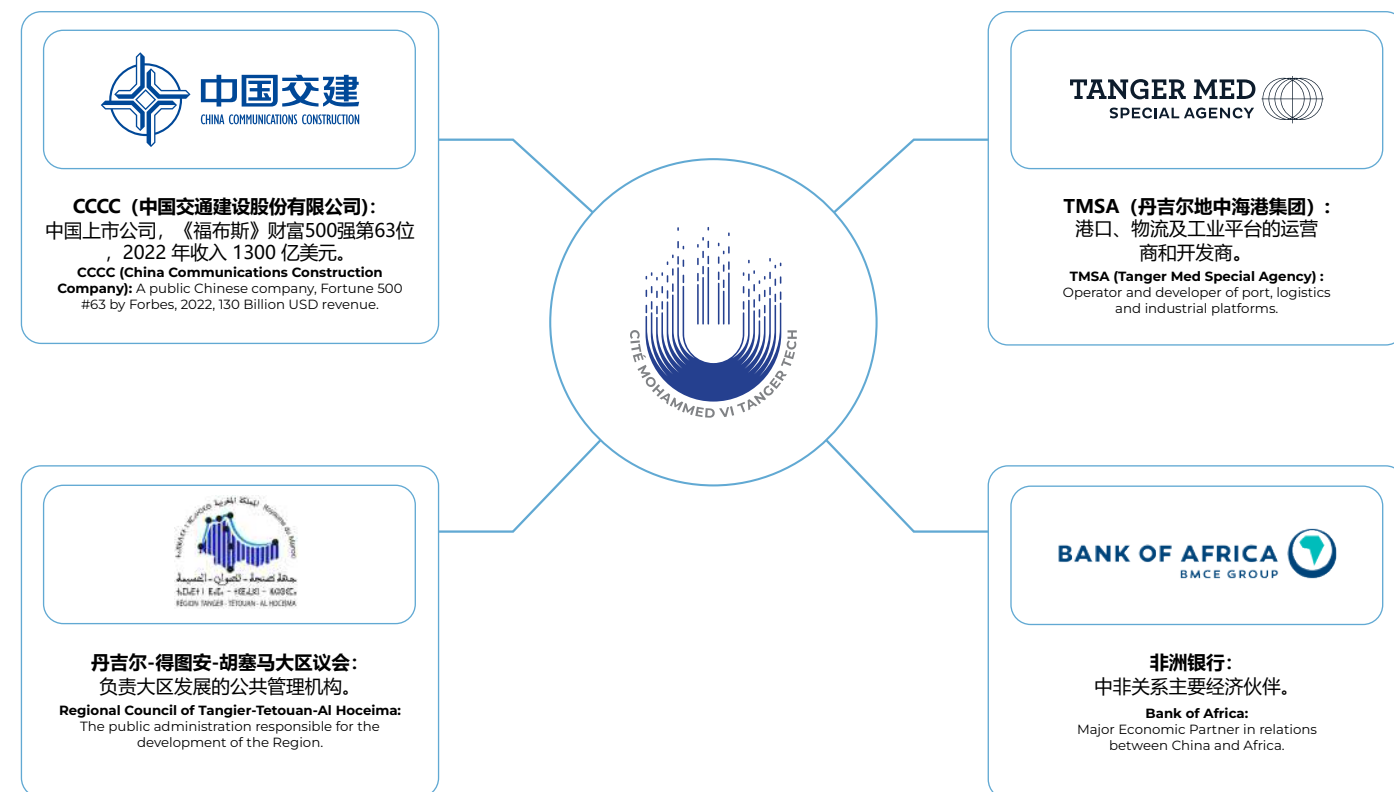
 **已开发87公顷，并在一年内去化100%**  
87ha Developed, 100% Sold in one year

该项目占地 2167 公顷；目前，其中 87 公顷已完成开发并可供使用，90% 的土地 6 个月内售出，后续开发建设工程也已经启动。

A project of 2167ha; today out of 87ha already developed and ready to use, 90% of it has been sold within the first 6 months, construction works have started.

- 超过 400 公顷的新开发土地将于 2024 年完成交付。  
Over 400 hectares of newly developed land are slated for completion and will be available for use by 2024.
- 接下来的 480 公顷土地将陆续进行开发，并交付使用。  
The next 480 hectares will undergo development and will be made available for use upon completion.

## 四方股东 4 shareholders





# 丹吉尔科技城结构

## Composition of Tanger Tech

**2167 公顷**  
项目用地  
2167 ha  
Total surface of the project.

**947 公顷**  
工业园  
947 ha  
Industrial park surface.

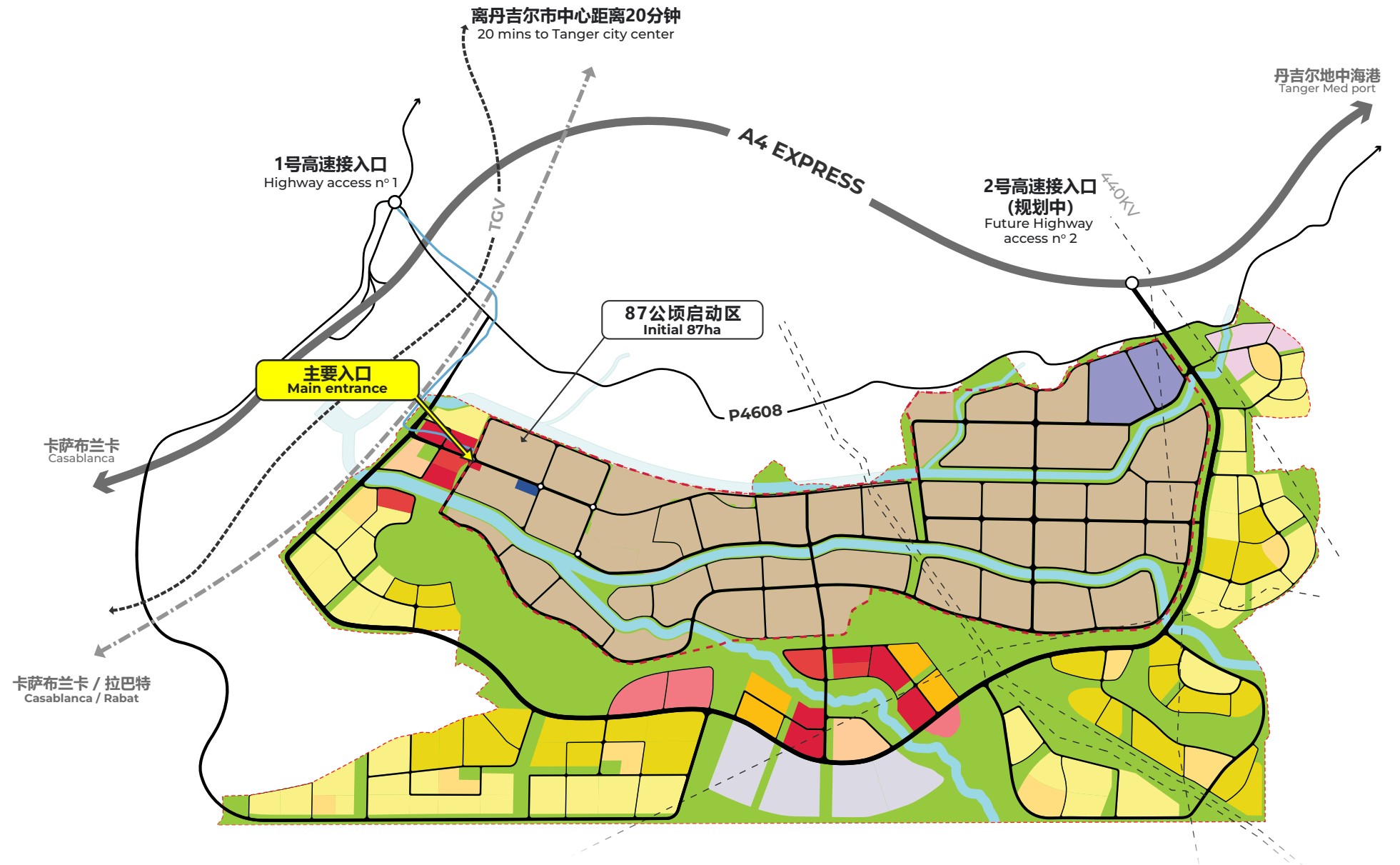
**1220 公顷**  
智慧城市  
1220 ha  
Smart city surface.

**87 公顷已开发并已售出**  
自贸区土地已完成一级开发可供使用，多家企业已正式入驻  
87 ha developed and sold  
Free Zone land developed and available, some companies have installed.

**基础设施连通**  
与该地区主要基础设施直接连接  
Infrastructure Connectivity  
Directly connected to the region's main infrastructure.

# 概念图

## Master Plan



## 自贸区税收优惠 Free Zones Tax incentives

### 公司税 Corporate Tax

**%0** 前5年免征  
*for the first 5 years*

然后, 从第 6 年开始征 20%  
Then 20% starting on the 6th year.

### 分红和股利税 Taxes on dividends & profit shares

**%0** 终生免征  
*Lifetime*

向非居民支付的股票、股份和类似收入免征税  
On dividends from stocks, shares, and similar income when paid to non-resident.

### 海关税 Customs Tax

**%0** 终生免征  
*Lifetime*

进出口货物免征关税  
On imported and exported goods.

### 登记税 Registration fees

**%0** 终生免征  
*Lifetime*

### 增值税 Value added Tax

**%0** 终生免征  
*Lifetime*

### 印花税 Stamp duty

**%0** 终生免征  
*Lifetime*



## 首批入园企业 Confirmed first investors today



### 汽车工业 AUTOMOTIVE SECTOR

(轮胎、电缆、电池材料)  
(Tires, wiring harness, battery materials)



### 钢铁工业 STEEL INDUSTRY



### 纺织工业 TEXTILE INDUSTRY

(服装、皮具、户外纺织品)  
(Clothing, leather goods, outdoor textiles)

## 园区服务 Some services

- ✓ **许可证和授权书的办理**  
Provide permits and authorizations
- ✓ **园区内安全管理**  
Ensure safety within the zone
- ✓ **园区清洁维护**  
Maintain cleanliness standards in the zone
- ✓ **园区基础设施管理**  
Manage the infrastructure of the zone
- ✓ **水电接入**  
Facilitate access to utilities
- ✓ **以客户的福祉为使命**  
Advocate for the welfare of our clients
- ✓ **数字化管理园区内进出物资**  
Enable digitalization to streamline trade flows and facilitate access to the zone
- ✓ **与园区内企业保持密切沟通**  
Maintain open communication with clients and partners.
- ✓ **等等**  
Etc.

## 360° 全方位一站式服务 One-stop-shop 360° services



### 1. 投前 Before investment

我们将指导您制定商业计划、制作审批文件并与当地行业建立联系。

We help you define your business plan, construct your file for approval, and connect with the local business community.



### 2. 投中 During investment

我们出售待建绿地，或租赁定制厂房（6个月完成建设）。

We provide greenfield land for sale or construct & rent your cutting-edge unit in 6 months.



### 3. 投后 After investment

我们以全套服务（安保、卫生、数字化管理所有进出口程序等）运营和管理园区。

We operate and manage the zones with complete services (security, hygiene, digitising all imports & exports processes, etc).

您业务运营所需的所有必要的许可和授权将由我们颁发

We deliver the necessary permits and authorisations for your business operations.



# 入园流程

## Application process



**丹吉尔科技城负责提交所有入驻文件 (10 个工作日)**  
TANGER TECH takes in charge all documents delivery for installation (10 Working days each)



**发放入园许可**  
Delivery of the Installation Authorization



**建筑许可**  
Construction Permit



**建筑合格证明**  
Certificate of Conformity for Constructions

## 5个步骤

### 5 Steps

#### 确定意向

##### MANIFESTATION OF INTEREST

1

- 与SATT 确定投资意向  
Officialize your intent to invest with SATT

#### 入园许可

##### AUTHORIZATION OF SETTLEMENT

- 申请表  
Project presentation to the Free Zone commission
- 向自贸区委员会提交项目介绍  
Application form

#### 公司创立

##### COMPANY CREATION

3

- 建立法律实体  
Set up of the legal entity
- 签署销售/租赁合同  
Signature of sale/lease contract

#### 项目实施

##### PROJECT IMPLEMENTATION

- 施工许可  
Construction permit
- 经营许可  
Operating license

#### 开始运营

##### START OF ACTIVITY

5

- 开始经营  
Launch of the activity
- 投入生产  
Start Of Production (SOP)

SATT 是上述所有流程的主要对接窗口，我们将为您的投资提供服务和支持  
SATT remains your main interface throughout all these steps, to support you in your investment process.

SOCIÉTÉ  
D'AMÉNAGEMENT  
TANGER TECH



شركة تهية  
طنجة تيك  
+٥٤٥٥٥٥٥٥ | ٥٥٥٥٥٥٥٥ ٥٥٥٥٥٥٥٥

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