

# BELULUANE Industrial Park and Free Trade Zone

Mozambique



## Overview

Established in 2000, Beluluane Industrial Park and Free Trade Zone (Beluluane) is a Public-Private-Partnership between the Mozambican Government Agency for Investment and Export Promotion (APIEX) and Swiss-Mozambican investors aimed at providing an auspicious business environment for companies operating in Mozambique, sub-Saharan Africa and beyond. Home to some of Africa's key players within the manufacturing, industrial, import and export business, the park is organised as a combined industrial park and free-trade zone and today accommodates over 35 companies employing more than 5,000 people. Beluluane Industrial Park and Free Trade Zone is a total of 592 hectares. The company plans to invest in standard infrastructure and also to establish a dry port on the remaining 400 hectares.

## The product

The Park business is the industrial property development, offering serviced land and facilities for manufacturers and service companies. The Park consists of a total area of 592 hectares of which 245 hectares are located in the south precinct, 307 hectares in the north one and 40 hectares in the west. The Park offers two products to its tenants:

- Serviced plots (land-space with bulk infrastructure),
- Maintenance services to the bulk infrastructure and security to shared areas and facilities.

The Park project was initially planned to accommodate an industrial Free Trade Zone for export in its 80% of the total land and the rest 20% for normal/national trade.

The land is organized in plots where service infrastructure has been built and made ready for different type of manufacturing and service industries (light and heavy industry).

At the moment, the following companies have already begun operating in the park: Mozal Aluminium smelter, the biggest industrial manufacturer in Mozambique; Midal Cables International (production of electrical cables), Capital Star Steel (steel manufacturing), Dendustri Mozambique (fabrication of anodes) and Beleza-Darling (production of artificial hair).

## The market

Mozal Aluminium smelter and Beluluane Industrial Park together represent almost 30% of industrial employment in the Maputo Province – comprising approximately 10% of industrial employment on a national scale. With impending natural gas development and global investments on the cards, Mozambique's economy expected to grow by as much as 20% per year (based on the projections offered by the

## Key facts

<b>Name of Organization</b>	BELULUANE Industrial Park and Free Trade Zone
<b>Country of operations</b>	Mozambique
<b>Headquarters</b>	Beluluane area, Boane District of Maputo province
<b>Website</b>	www.beluluane.co.mz
<b>Year operational</b>	2000
<b>Sector</b>	Manufacturing, Industrial processing
<b>Legal structure</b>	Public-Private-Partnership with two shareholders
<b>Number of current workforce</b>	5,000
<b>Countries represented in the Park</b>	15

## Proposed investment structure

<b>Proposed investment amount</b>	USD 100 million
<b>Type of investment</b>	Equity (30-40%) and debt (70-60%)
<b>Type of investor needed</b>	Long/medium-term active investor. It should help in Infrastructure extension
<b>Use of proceeds</b>	<ul style="list-style-type: none"> <li>• Extension of the Park</li> <li>• Setup energy and water supply</li> <li>• Drainage, wastewater management and waste solutions developed to standards</li> <li>• Establishment of a dry port</li> </ul>

National Institute of Statistics). The Company previsions to attract more than 500 new business, potentially creating 50,000 new jobs.

The company targets the following clients:

- Companies in banking, retail, insurance, logistics and other value added services
- Food processing, cosmetic, clothing, textile or downstream aluminium production enterprises
- National and international enterprises in SADC Market and beyond

## The competition

The industrial park represents a unique example in Mozambique. Mozal Aluminium smelter, the biggest industrial manufacturer in Mozambique is located within the park and as the anchor project in the park. In addition, other international companies such as Midal Cables International, Capital Star Steel, Dendustri Mozambique and Godrej-Darling Hair are also present in the park.

## Management & Advisors

- **Executive Chairman - Adrian Frey (Lawyer):** a Swiss-Mozambican investor living in Mozambique since 1997. Adrian is President of the Mozambican-Swiss Chamber of Commerce, Board member in the European Business Club (EBC) and Board member in the Federation of Foreign Business Chambers in Mozambique (FMCC).
- **CEO - Neima Jossub (Lawyer):** a Mozambican, working with free trade zones and Industrial Park for 10 years. Neima has extensive experience in the organization and management of projects and companies. Member of professional bodies (JKJ Consultants, INSAKEIMA, Limitada, and WFZC Ambassador for Southern Africa region).
- **CFO - José Rato (Financial Expert):** a Portuguese professional in Financial Accounting, Financial Management & Reporting, Budgeting, Compliance, IT and HR. José is responsible for Strategic and Risk Management, Working Capital, Financial Accounting, Management Reporting, Budgeting, Assets Management, Compliance, IT and HR.

## Investment Proposal

The company is raising USD 100 million in equity (30-40%) and debt (79-60%), to invest on competitive infrastructure in order to attract more companies and to:

- Build a reliable and stable energy supply;
- Expand surfaced access and service roads connecting all plots;
- Develop reliable water supply and sanitary services;
- Set up drainage, wastewater management and waste solutions developed to standards

The investment will contribute to establish competitive infrastructure and concentrate efforts in Job creation activities. It should also diversify the sub-suppliers and mitigate the Mozal supply dependence

## Social Impact

The company investment should contribute to the employment of the youth by creating almost 50,000 new jobs. In addition, the product will contribute to trade facilitations process in the region of SADC

## Financial details

Company's financials are available upon request.



Fig.1. Industrial Installation



Fig.2. Aluminium Enterprise



Fig.3. Manufacturing



Fig.4. Services and logistics

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