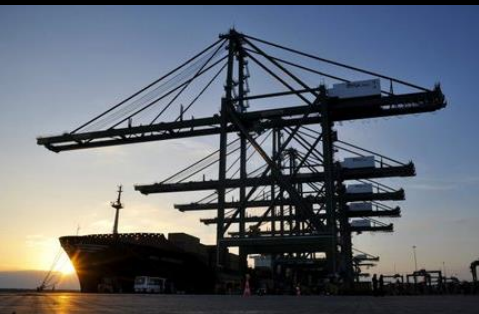




aicep Global Parques

**Your investment in the right place!**



We are a State-Owned Enterprise dedicated to the **management of business parks** and we provide **procurement services** for industrial and logistic projects in Portugal

## Business Parks Management



Zils



BlueBiz



Albiz

We assist the installation of companies in Portugal through our Procurement and Consulting Services

**PORTUGAL**  
SITE SELECTION

# OUR BUSINESS PARKS



aicep Global Parques

Our Industrial and Logistic Parks are able to host any kind of companies from a wide range of economic and industrial activities

## BlueBiz

Port of Setúbal **6 Km**

Lisboa **40 Km**

Freight railway station **0,3 km**

Highway network **0,3 Km**

38°31' 32.51" N

8°49' 59.97" W

## ZILS

Next to the Port of Sines

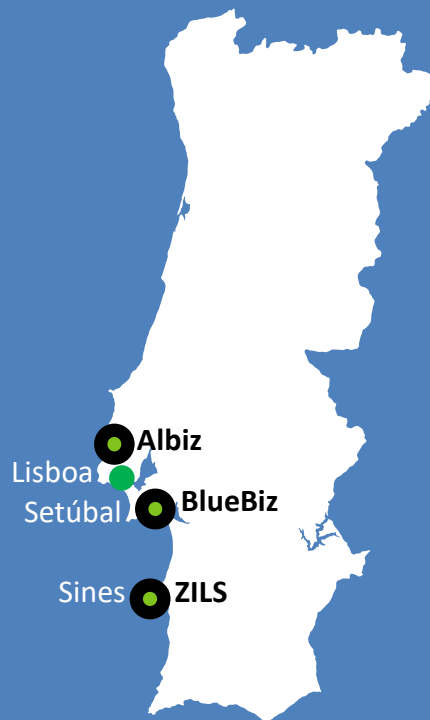
Lisboa **150 Km**

Highway network 40 Km

Road and rail networks are integrated in ZILS

37°58' 59.79" N

8°50' 0.32" W



# SITE SELECTION PLATFORM



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Based on a Geographic Information Systems platform (GIS), using multicriteria analysis, **allows investors to find the best location in Portugal** for the requirements and needs of their business.



PORTUGAL  
SITE SELECTION



1

A **search engine for business locations in Portugal.**

2

A web tool that **allows investors** to find sites in Portugal that **meet the requirements and needs** of their business, based on **Geographic Information Systems (GIS)** and using **multicriteria analysis.**

3

A tool that promotes Portugal as a business host by **showing the country's abilities**, infrastructures and virtues for the role.



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# SINES AND SETUBAL

## Atlantic Gateway to Europe



# PORTUGAL, A STRATEGIC LOCATION



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Sines and Setúbal have a privileged situation for the supply of the Iberian Peninsula, using local added value and promoting an effectiveness of business



# PORT OF SINES



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## A Business Park served by a deep sea water port



- Deep - sea water port (-28 m)
- Open sea port, with no maneuvering restrictions
- Rocky bottoms with no need for dredging
- Able to receive the largest vessels in the world
- Specialized terminals for the handling of all types of cargo
- No urban constraints, with expansion capacity in all the terminals
- Anchorage areas inside the port's area

## SPECIALIZED TERMINALS FOR ALL TYPES OF CARGO



**LIQUID BULK TERMINAL**



**PETROCHEMICAL TERMINAL**



**LNG TERMINAL**



**MULTIPURPOSE TERMINAL**



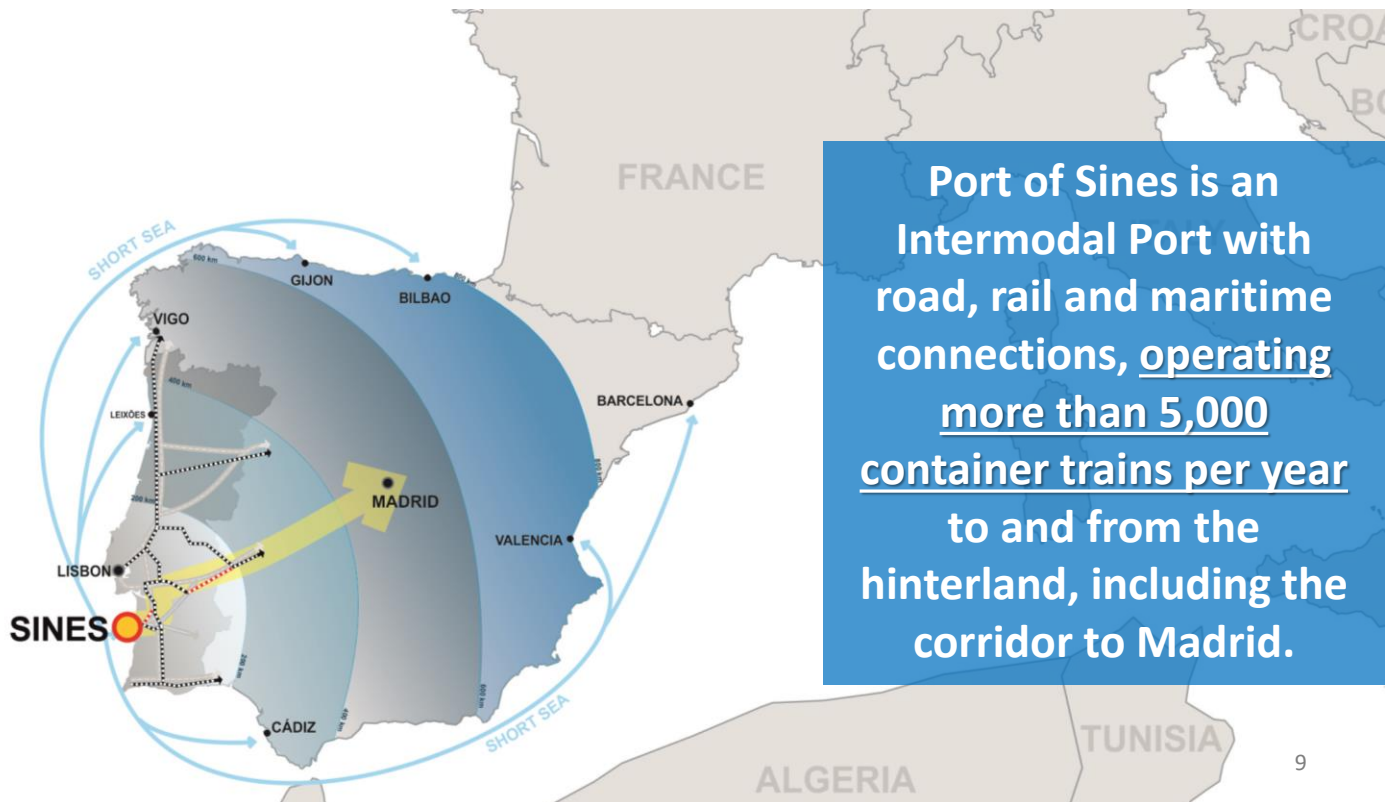
**CONTAINER TERMINAL (Terminal XXI)**

# CONNECTIONS TO THE HINTERLAND

*(Maritime Short Sea, Rail and Road)*



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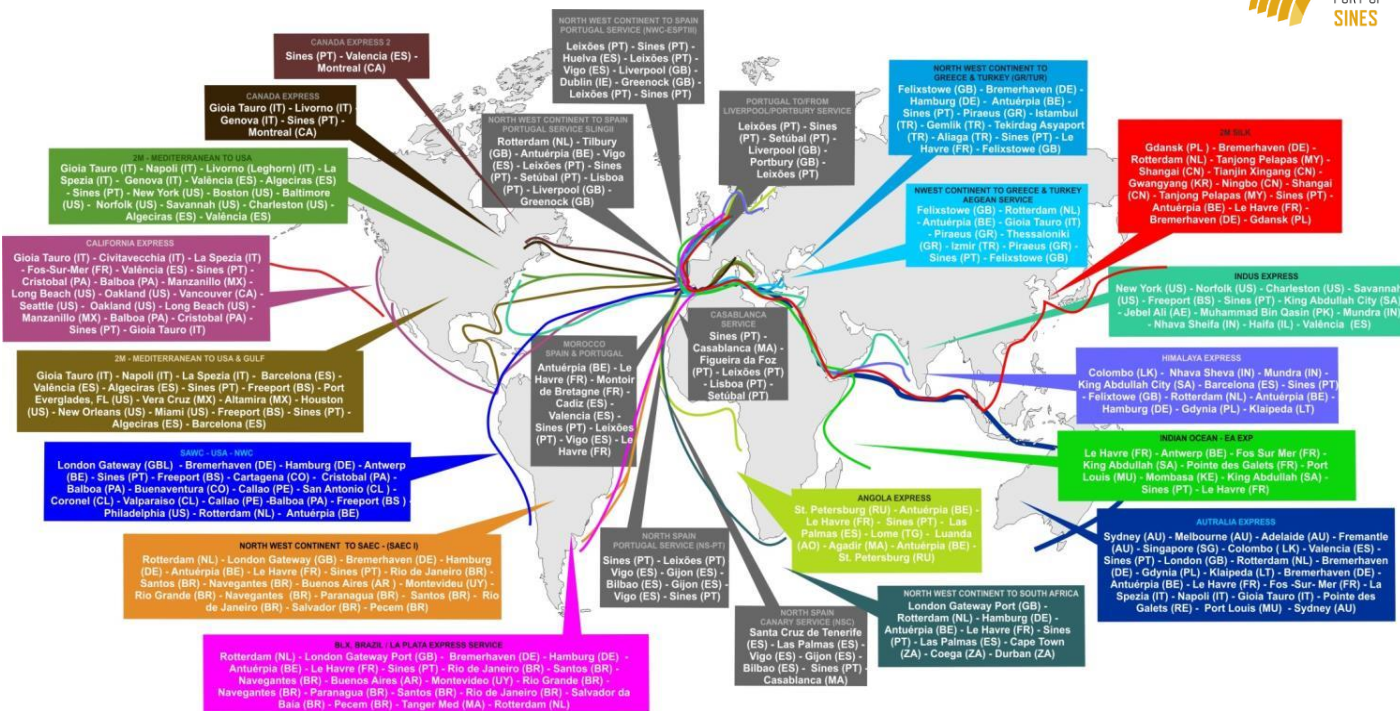
Port of Sines is an Intermodal Port with road, rail and maritime connections, operating more than 5,000 container trains per year to and from the hinterland, including the corridor to Madrid.

# GLOBAL SERVICES NETWORK

(Direct links to the main international markets)



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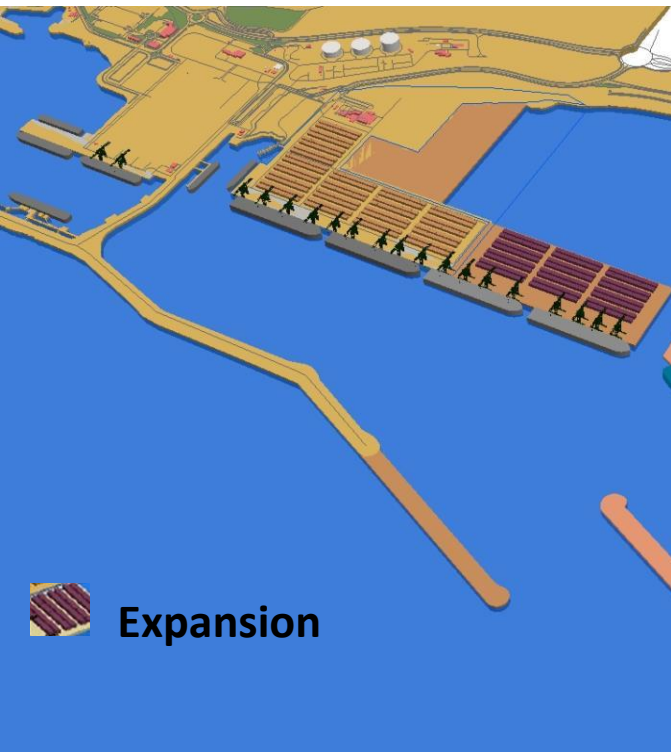
The port of Sines offers regular links to main production and consumption markets in the world, with 24 weekly and bi-weekly direct services

# SINES' NEW CONTAINER TERMINAL - TERMINAL XXI

*(Direct links to the main international markets)*



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## Expansion

- Current Capacity: **2.300.000 TEU**
- Future Capacity: **4.100.000 TEU**

## Terminal XXI

**Aiming at responding to the increasing demand and to existing capacity constraints**

- Quay length to **1.750 m**
- **4 mooring position** for 400m l.o.a. vessels
- **19 gantry cranes** ship-to-shore
- **Storage area** expansion from 39 ha to **60 ha**
- **Maintenance, Replacement and Renovation** of all equipment during concession lifetime
- Private Investment: **547 M€ (297 M€ on the expansion)**
- Public Investment:
  - **Breakwater** enlargement: 75M€
  - **Electric power** increase : 10M€
  - **Rail access** improvement: 8,4M€
  - Speed up **container clearance** (building): 4,8 M€

# INTERNATIONAL PUBLIC TENDER FOR THE CONCESSION OF A NEW CONTAINER TERMINAL

*(Expansion capacity)*



## Vasco da Gama Terminal

The Goal of the project is to increase the competitiveness of the Port of Sines through the phased construction of a new container terminal;

International Public Tender until April 2021.

Terminal Characteristics	Phase 1	Phase 2	TOTAL
Quay length	940 m	435 m	1375 m
Handling Equipment	10 QC/29 RTG	5 QC/8 RTG	15 QC/37 RTG
Storage yard	35 ha	11 ha	46 ha
Road and Rail	1,7 km	1,6 km	3,3 km
Projected Capacity	2 MTEU	1/1,5 MTEU	3/3,5 MTEU

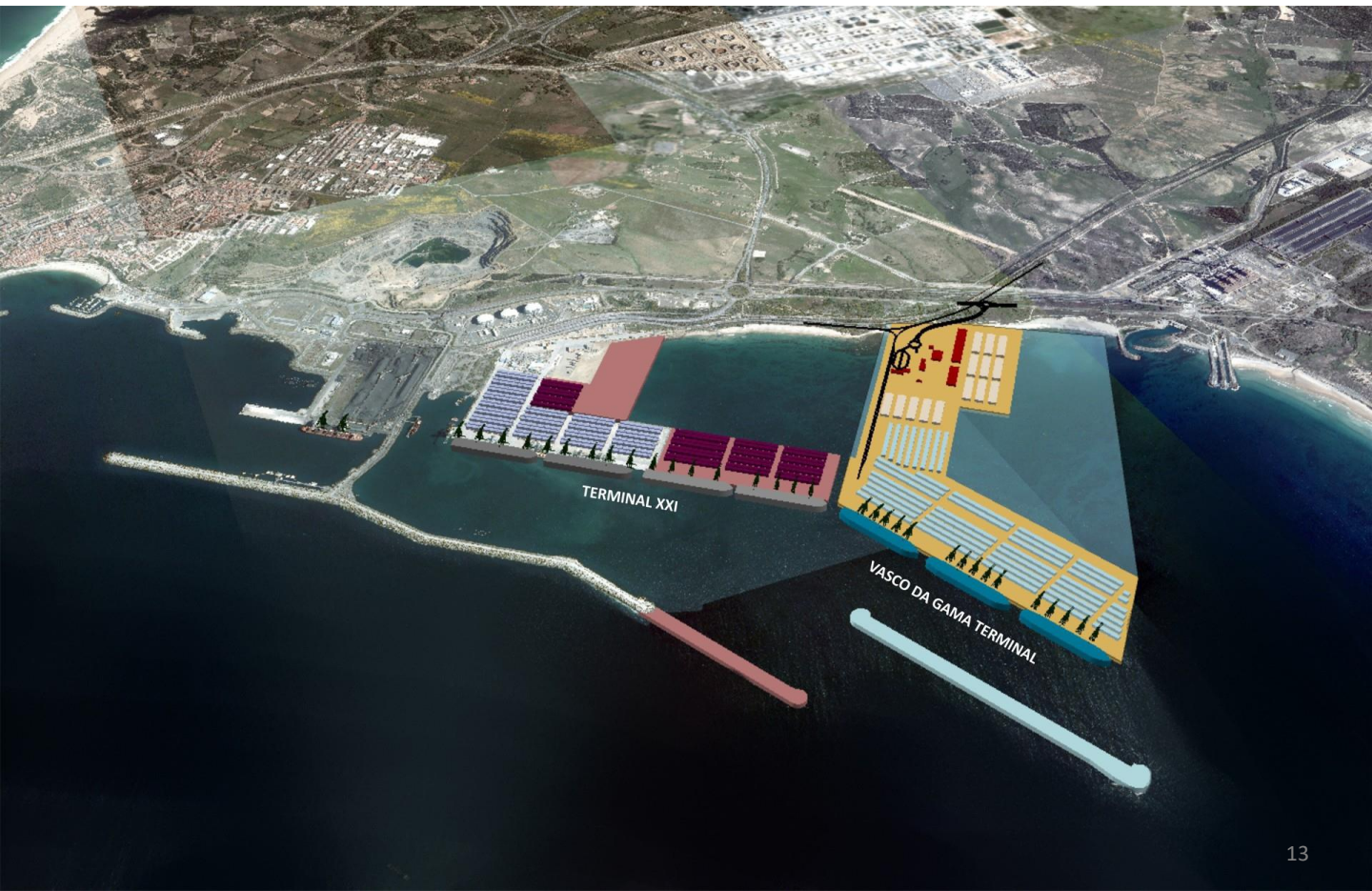
# SINES' PORT OVERVIEW - NEW FEATURES



PORT OF  
SINES



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# ZILS, Sines Industrial and Logistic Zone



# ZILS - SINES INDUSTRIAL AND LOGISTIC ZONE



aicep Global Parques

*Able to receive industrial, Logistic and Technological projects of any size and type*



- It's one of Europe's biggest industrial and logistic areas, jointly located to a port, with 2375 hectares
- It has expansion capacity up to 4.157 hectares with excellent road and rail links
- It has already national and international companies installed

# ZILS - SINES INDUSTRIAL AND LOGISTIC ZONE



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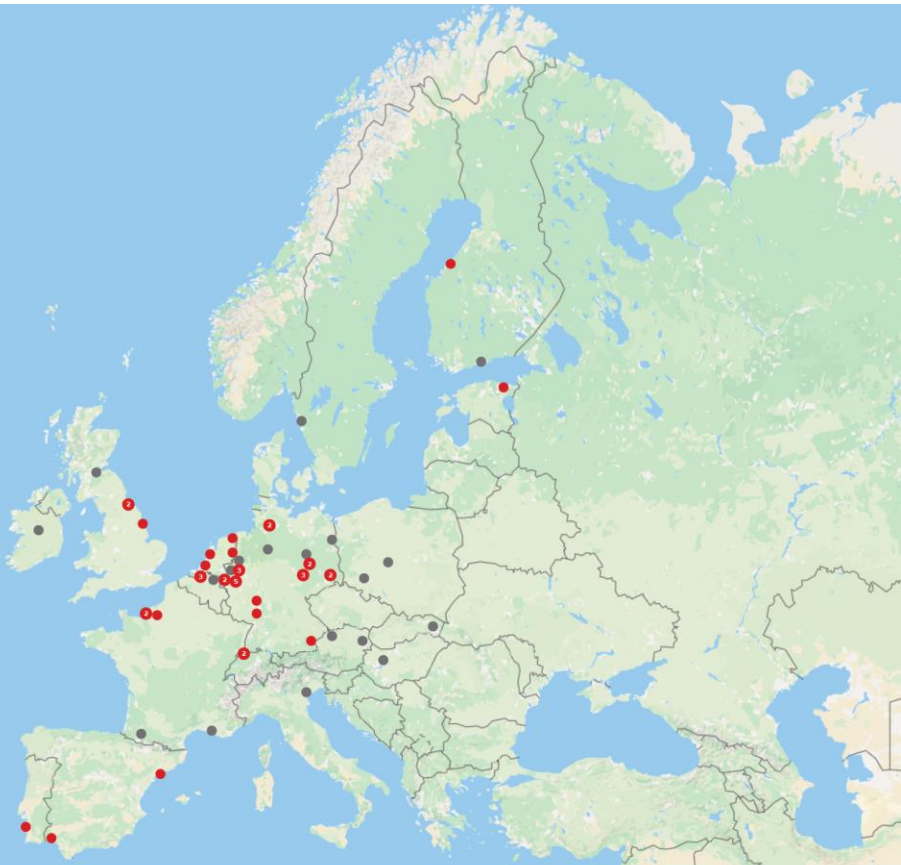




ECSP

*European  
Chemical Site  
Promotion  
Platform*

- member park
- non-member park



# ZILS – Main Clients



aicep Global Parques



**METALSINES**  
COMPANHIA DE VAÇOS DE SINES, SA

**EuroResinas**  
A COMPANY OF  
SONAE ARAUCO

**HEB**  
Sistemas de Controlo e Medida

**AIR LIQUIDE**

*Creative Oxygen*



**galp**  
energia

**TECHNOEDIF**  
Engenharia

**RECIPNEU**  
Empresa Nacional de Recuperação de Pneus, Lda



**vodafone**



**etla**  
Escola Tecnológica do  
litoral Alentejano



**EllaLink**

**CIMPOR**



**SONANGIL**  
Sociedade Anónima de Investimentos e Serviços, S.A.

**MEO**

**MEOWAY**  
Transporte & Logística

**KIMAXTRA**



**BUREAU  
VERITAS**



**emiátomo**  
PROJETOS E MANUTENÇÃO INDUSTRIAL

**MEOWAY**  
Transporte & Logística

**KIMAXTRA**



**REPSOL**

**INDORAMA  
VENTURES**

Repnunmar  
Logística e Trânsitos, Lda.



**GYP  
FOR**



**EQS**

**IMASA**  
IMSA, IMAGENS E PROJETOS, S.A.

**GESINOM**  
Servicios de Ingeniería

**Sacyr**

**REN**

**NOS**





# **ZALSINES**

## Logistic Zone



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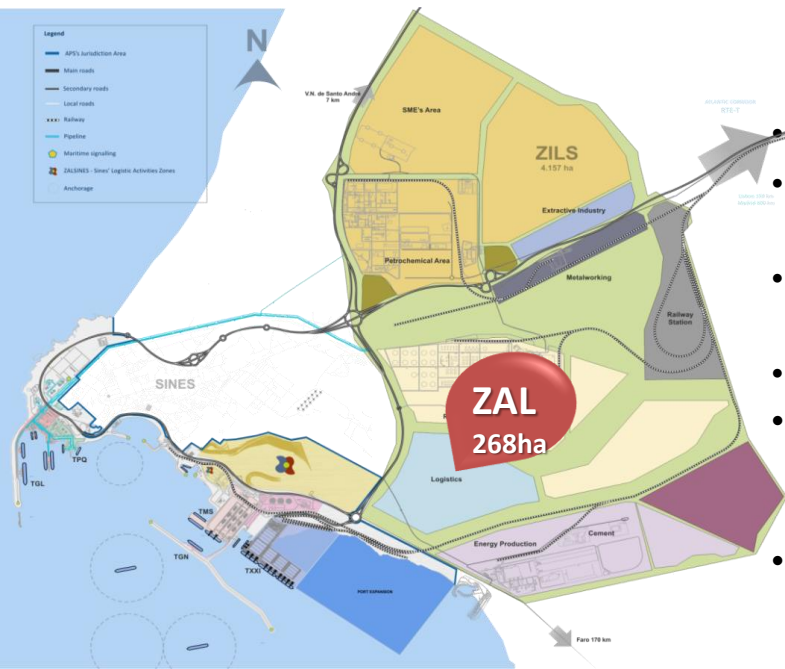
[www.globalparques.pt](http://www.globalparques.pt)

# ZAL - SINES INDUSTRIAL AND LOGISTIC ZONE



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*aicep Global Parques fosters the development of a logistics activities zone (ZALSINES) to ensure continuity in the logistics chain from and to the Sines port hinterland of any size and type*



- 268 ha, inside the ZILS park
- Areas of flexible dimensions
- Utilities supply - domestic and industrial water supply, sewage, waste treatment, electricity, optic fibre, natural gas
- Suitable to install modular warehouses
- In front of the future seaport containers terminal Vasco da Gama
- Railway connection - freight terminal serving the port within 1,5 Km
- Highway network at 40 km
- Privileged spot for a distribution center for handling and distributing maritime cargo
- A strategic location for logistic operations and added value services

# ZILS - SINES INDUSTRIAL AND LOGISTIC ZONE



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**ZALSINES** includes two areas:

**Intra - port** with over **30 ha**, managed by Port of Sines

**Extra - port** with over **268 ha**, managed by aicep Global Parques



aicep Global Parques



**SINES TECH**  
Innovation & Data Center Hub



# Sines Industrial and Logistic Zone



aicep Global Parques

*For Industry, Logistics and Technology projects of any size and type*



- One of Europe's biggest industrial and logistics areas, by a deep seaport, with 2375 ha
- Expansion capacity up to 4,157 hectares, with excellent utilities, and road & rail links
- Major national and international companies already in site
- Sines Tech is a dedicated area with 200 ha to IT&T and Data Centres business

# Transatlantic Cable



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Europe - Brazil Submarine Cable with 4 fibre pairs and 18 Tbsp per fibre pair



1 Km HDD connection with 4 bore pipes that allows for a neutral  
fronthaul infrastructure (EIA issued and operating permits granted)  
Sines Tech is an open landing infrastructure



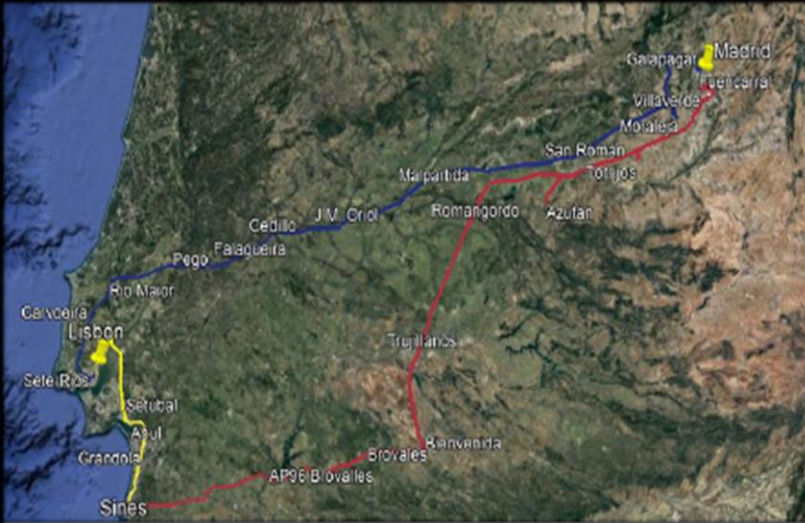


# Advantages for boosting landing fibre cables in Sines?

- Availability installed: 4 bore pipes in Horizontal Directional Drilling (HDD)
- Licensing includes 4 negatives from the sea line to the ground landing point (fronthaul)
- Large electricity supply infrastructures (in 15KV BT, 30KV MT, AT 60Kv and MAT 150Kv) with multiple forms of supply and capacity
- Site's natural conditions: open sea coast with very low land usage density

## Advantages for boosting landing fiber cables in Sines?

Possible backhaul connection with at least 3 redundant connection to hinterland, Lisbon, Spain and the rest of Europe (through the national i) natural gas, ii) railway and iii) highway grids), allowing for diversity and risk reduction in fibre optic signal transmission

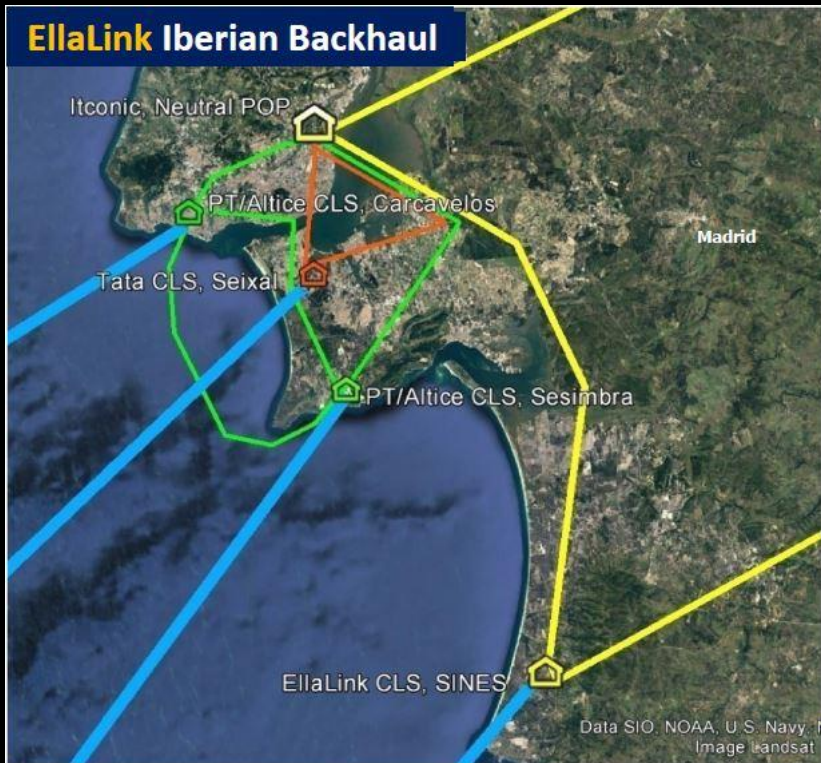


# SinesTech Iberian Backhaul



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## EllaLink Iberian Backhaul



# IP Telecom & REN Telecom network

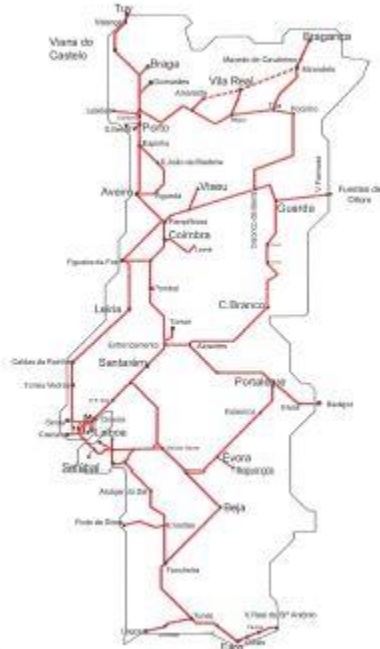


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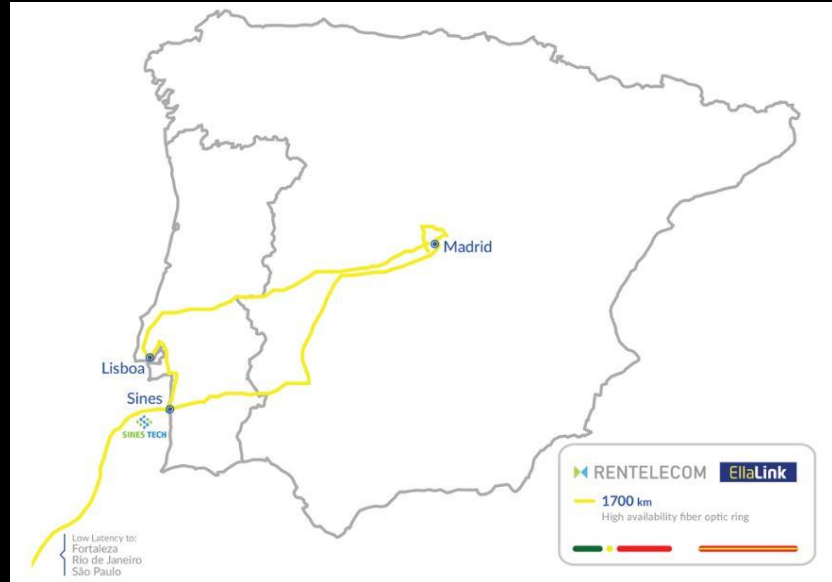
## Fiber Optics Backbone

A structure at the service of our clients



www.iptelecom.pt

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Tel: +351 21 711 000 000  
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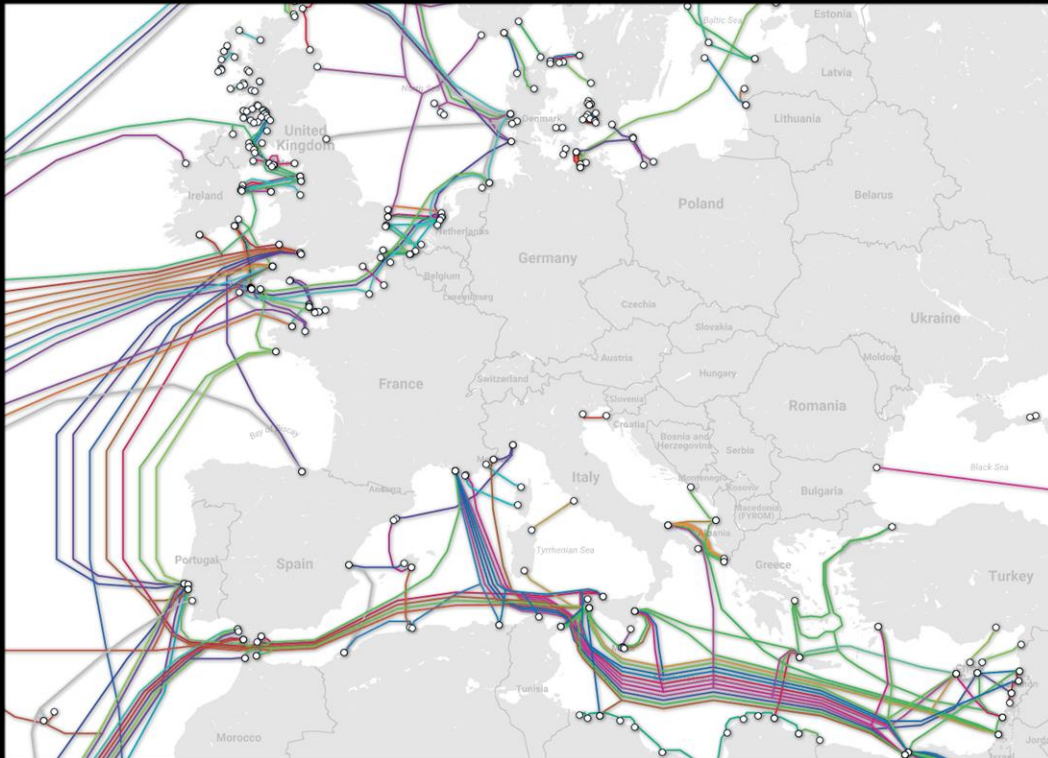


# European network complement



aicep Global Parques

EllaLink's submarine cable is the first South American direct connection to Europe, and an important complement to Europe's submarine cable network



# Advantages for boosting landing fiber cables in Sines?



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- Shared services facilities available in Sines (ZILS) and Setúbal (BlueBiz):
- Wind & PV electricity generation, with more projects currently undergoing the permitting process:
- High quality of life standards in a safe environment, in a pristine coastal area, attractive for expats and all kinds of specialized human resources

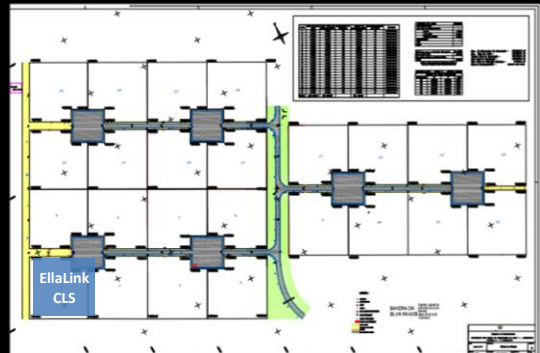




# Data Centres attraction Factors - Sines

- High Speed Connection » EllaLink Cable
- Availability of land
- Stable, abundant and redundant electricity supply
- Green Energy Installed - Wind & Solar
- Large water reservoirs and debit for the cooling of Data Centres
- Shared Services facilities at “ZILS Business Centre”
- Security services provided
- Proximity to Lisbon (150 km)

Offer of 1ha each modular infrastructure plots, adjustable to the investors' needs, already plotted and permitted

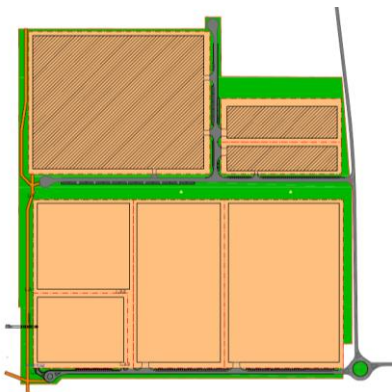




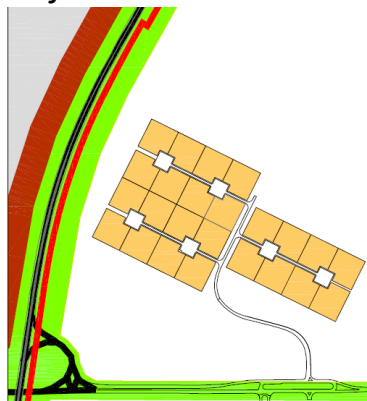
# ZILS Plots

Offer of **3 types of plots of different dimensions**, according to the needs of the investment, lots and legally authorized

*Standard Plots*



*Adjustable Standard Plots*



*Tailor made Plots*



# Business Model



aicep Global Parques

- Business Model - **Surface Rights**
- Regressive nature of the price
- Investment Incentives in **Portugal 2020** under the Convergence and the Regional Competitiveness and Employment Objectives



- Pool of **qualified human resources** driven by the local technical schools (CENFIM, ETLA, IEFP, IPS and Évora University), that provide courses tailored to the industry and offer training taking into account the real needs of the market



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## ZILS Global Parques

Centro de Negócios ZILS

Monte Feio Apartado 168

7520-902 Sines, Portugal

T: +351 269 630 700

[zils@globalparques.pt](mailto:zils@globalparques.pt)

GPS Lat.: 37° 58'59.79"N Long.: 8° 50'0.32"W

**Park Manager:** Miguel Borralho

[miguel.borralho@globalparques.pt](mailto:miguel.borralho@globalparques.pt)



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# **BLUEBIZ,** Setúbal Business and Logistic Park



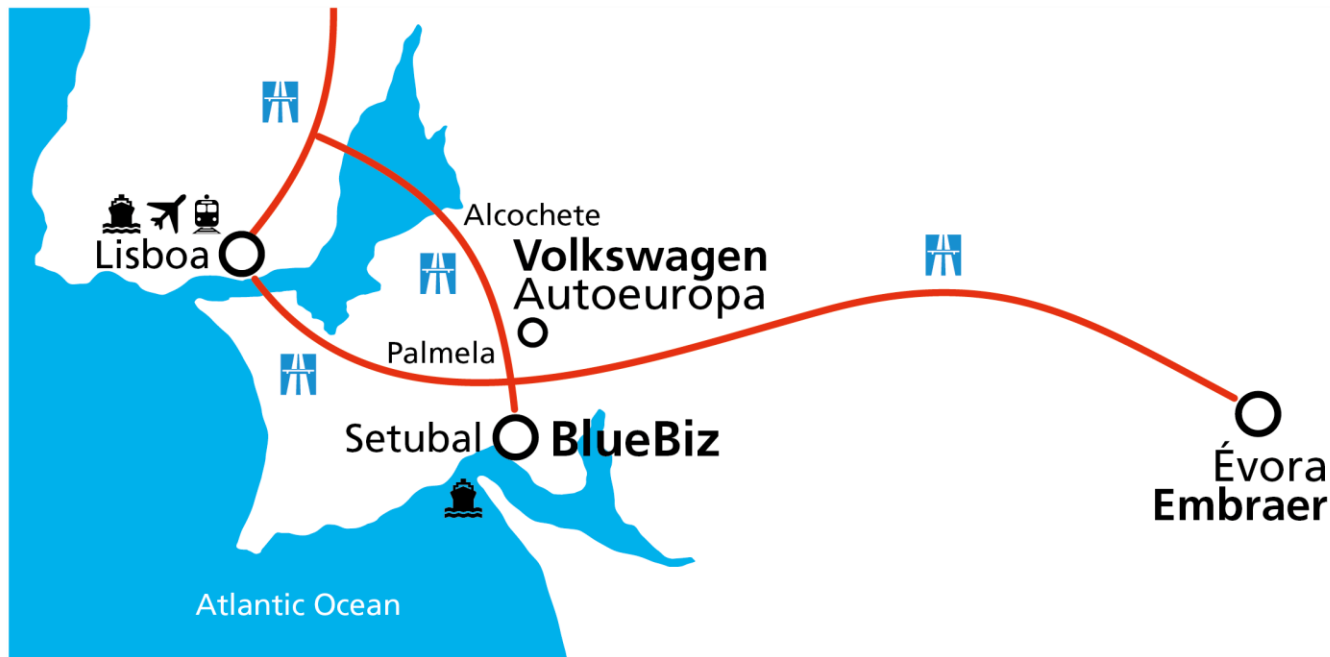
A Business Park served by the port of Setubal with 12 terminals for different types of merchandise.

It has 108 regular connections to 89 different countries in 4 continents



A Business Park close to anchor industrial units:

Embraer at 90 km, Volkswagen at 25km, Benteler at 25 km, Rari – Auto Tech at 32 km



# BlueBiz main clients



aicep Global Parques



Industry inspection, monitoring, certification, IT security, environment and training



Machine Exhibition and repair



The Setubal Peninsula Regional Wine Commission



Engineering services and anticorrosive protection Paints.



human, animal and plants nutrition



Precision Metalworking R & D in Aeronautics, Industry



Engineering  
Isonext develops projects of new or requalified metal structures



TIR Parking



Aerospace Metallurgy  
Components: machinery and assembly of engine parts, welding of hard metal, sheet metal and surface treatment



Automotive Logistics

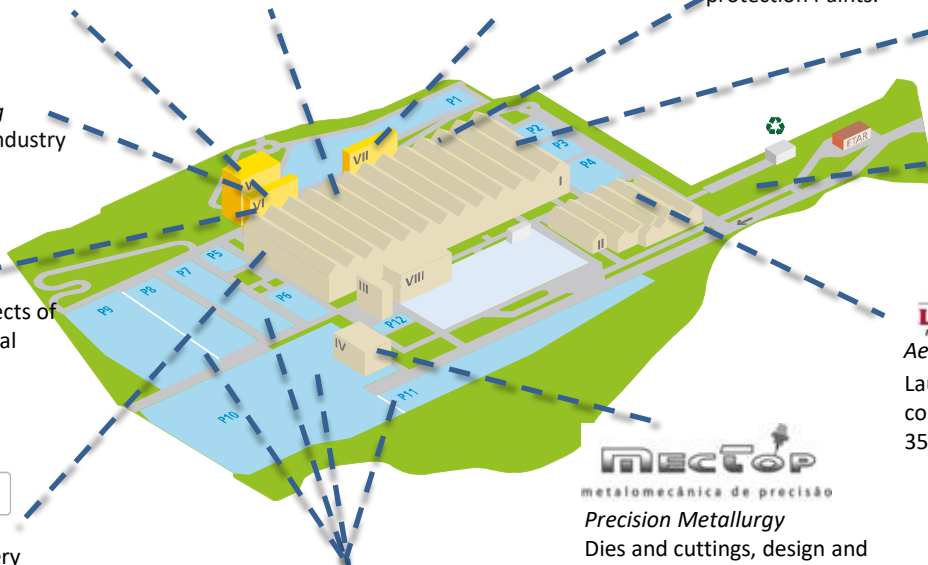
Car orders of colors beyond the standard are prepared by the logistic operators in BlueBiz



Precision Metallurgy  
Dies and cuttings, design and construction of press tools for the production of precision mechanical metal parts.



Aerospace Metallurgy  
Lauak produces cockpit components for the Airbus 350



## BlueBiz - a star park devoted to light industry and logistics

30 min to 45 min away from Lisbon



**6,220 m<sup>2</sup>** offices and auditorium



**140,699 m<sup>2</sup>** uncovered area

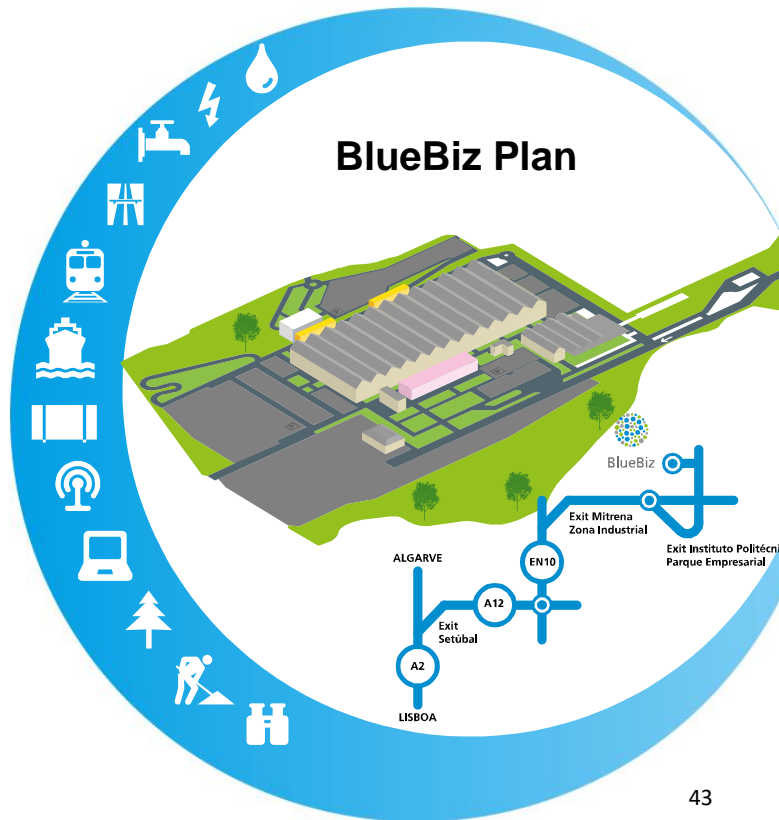


**84,755 m<sup>2</sup>** industrial warehouses

- Located within the limits of OECD's definition of **Lisbon Functional Urban Area**
- The **Port of Setubal** at 6 km
- **Skilled workforce available in the area** - technical schools nearby providing qualified know-how in aircraft production, assembly and logistics, IT & automation, mechatronics & automobile assembly, management systems and processes (IPS adjacent to the park), and easy recruitment of skilled labour assisted by the Institute of Employment and Training (IEFP)
- **Utilities** – included and ready to use

With fully equipped spaces with all needed infrastructures and utilities

- ❑ Industrial and domestic **water**  
Águas do Sado - [www.aguasdosado.pt](http://www.aguasdosado.pt)
- ❑ **Electricity**  
ERSE - [www.erse.pt](http://www.erse.pt)
- ❑ Effluent treatment - **WWTP**
- ❑ **Highway** network 0,3 km
- ❑ Freight **railway** station 0,3 km
- ❑ **Porto** and **Cargo** (containers)
- ❑ **Offices**, meetings and conference room
- ❑ **Communications** voice and data
- ❑ **Green spaces**
- ❑ Common areas **maintenance**
- ❑ **24h** surveillance
- ❑ **Scale** – 60 Tons



Setúbal Peninsula has strong skilled labour availability

Pool of **qualified human resources**, driven by the existence of technical schools and associations (AISET, IPS, IEFP, ATEC) that provide courses tailored to industry, taking in account the real needs of companies.

Member of **AISET** with a strong commitment with the region  
Competitiveness.



[www.aiaset.pt](http://www.aiaset.pt)



[www.ips.pt](http://www.ips.pt)



[www.eps.pt](http://www.eps.pt)

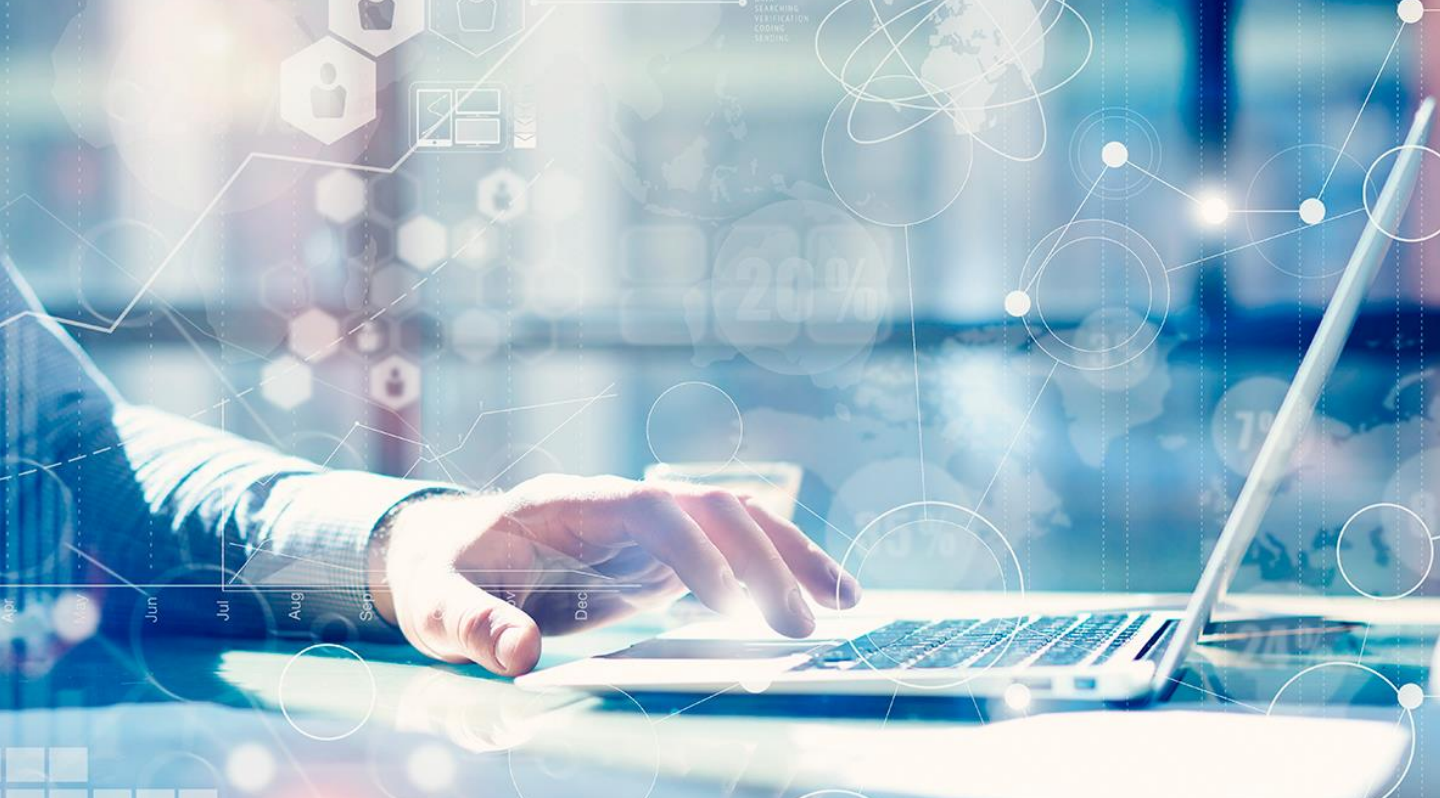


[www.iefp.pt](http://www.iefp.pt)



[www.atec.pt](http://www.atec.pt)





# Business Model



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## Business Model - Lease

Using **lease as business model** and providing necessary support services to the process of settling in, means that the initial investment is lower than when building own facilities, and that financial resources will be channelled to the activity

**Tailor-made areas** with assistance throughout the installation process

**Condominium shared service**





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## BlueBiz Global Parques

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**Park Manager:** Gonçalo Almeida Garrett  
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aicep Global Parques

# WE ARE EXPERTS IN BUSINESS PARKS MANAGEMENT AND SITE SELECTION

aicep Global Parques is the leading Portuguese government agency for logistics and industrial business parks management. We offer location solutions for logistics, energy, industry, IT&T, and services companies.



Sines Industrial and Logistics Area – ZILS



Setúbal Business Park - BlueBiz

**GONALO EIRAS** - Business Development Director



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