



# 中国海外基础设施开发投资有限公司

China Overseas Infrastructure Development & Investment Corporation



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## 03. 重点领域 Focused Areas







2015

- ❖ 2015年《股东协议》签署，同年7月，平台公司在香港正式注册设立。
- ❖ In 2015, Shareholder Agreement was signed. In July, COIDIC was officially registered in Hong Kong.



2016

- ❖ 2016年9月，在广州第二届对非投资论坛上举行揭牌仪式。
- ❖ Inaugurated at the 2nd "Investing in Africa" Forum in Guangzhou, China in September 2016.



2017

- ❖ 2017年4月COIDIC非洲总部正式在南非约翰内斯堡开业，形成了北京、约翰内斯堡双总部的运营模式。
- ❖ In April, 2017, COIDIC launched its African headquarter in Johannesburg.

# Brief Introduction: COIDIC Presence 机构布局



公司注册在香港，北京、约翰内斯堡两地办公，办公场所均位于两市中心位置。  
COIDIC is registered in Hong Kong and has two headquarters in Beijing and Johannesburg.  
The offices are located in the central district in both cities.



约翰内斯堡办公室  
Johannesburg Office

位于约翰内斯堡新中央商务区  
Located in Melrose Arch, Joburg CBD



北京办公室  
Beijing Office

位于长安街恩菲科技大厦，毗邻军事博物馆等标志性建筑物  
Located in the Enfi Tech Building, along the Fuxing Street.

## COIDIC



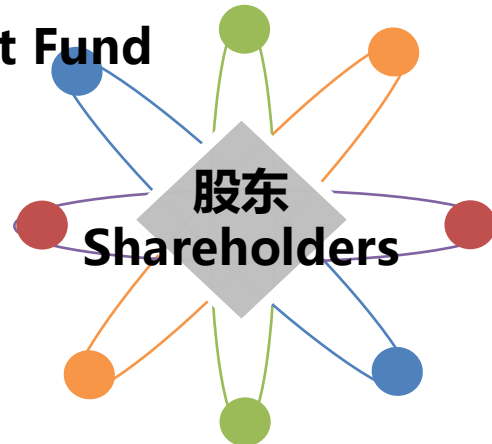
**中非发展基金**  
China-Africa Development Fund  
(44%)



**葛洲坝**  
China Gezhouba Group  
(22%)



**中国土木**  
China Civil Engineering  
Construction Corporation  
(13%)



**河北建投**  
Jointo Energy Investment  
(4%)



**中国恩菲**  
China Enfi  
(4%)



**China Telecom**  
(4%)



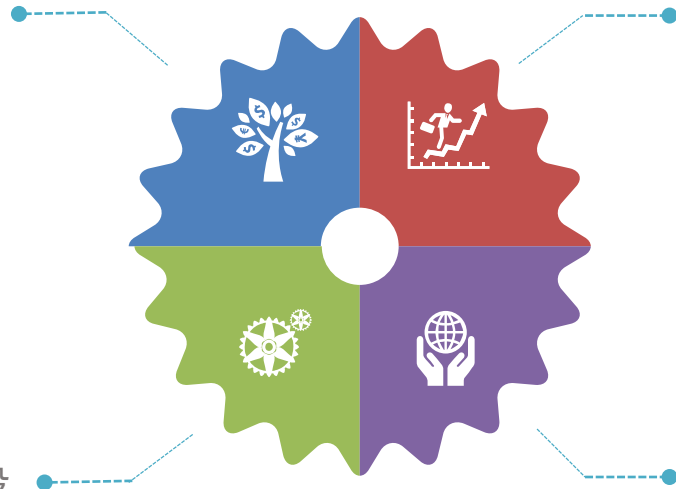
**长江勘测设计研究院**  
Changjiang Institute of Survey,  
Planning, Design and Research  
(4%)

## Funding 资金优势

- 一期募资5亿美元。就资金规模而言，平台公司已经成为全球最大的专注于基础设施前期开发的机构。
- COIDIC is the largest project preparation fund for infrastructure in the world
- Initial capitalization USD\$500 million

## Business Model 商业模式优势

- 公司的核心业务是海外基础设施PPP类型项目的开发，通过开展技术和经济可行性论证、投融资结构设计、法律关系搭建等前期开发工作，培育孵化具有商业投资价值的基础设施项目。
- 在项目实现融资关闭后，通过溢价转让项目，获得合理的回报。
- Development of overseas infrastructure projects in PPP model
- Early preparation work including legal, tech, financing
- Exit after reaching financial close



## Shareholders 股东资源优势

- 股东拥有强大的股权投资、银行融资、工程设计和运营管理能力。
- 7家股东中的5家（包括其母公司）为全球500强，年收入约3000亿美元，总资产约2.5万亿美元。 Large SOEs with Engineering & Installation (E&I) experience in emerging markets
- Shareholders (and parent companies) include five Fortune Global 500 and generate US\$300billion in annual revenue, with assets of US\$2.5trillion

## Government Relations 政府资源优势

- 应中国政府和发展中国家的强烈需求而生，符合双方的战略愿景，成为中国优势资源和项目所在国双赢合作的沟通桥梁。
- Strong Chinese gov. background; work closely with NDRC, MOF, MOCOM, CADFund...etc.
- Good host government relations through implementing Sovereign Development Service (SDS)



# Brief Introduction: Engagement with emerging markets leaders 公司与新兴市场领导人的交流



LEFT: COIDIC's Chairman Mr. Zhou Chao met with President of African Development Bank, Dr. Akinwumi Adesina.

左图：COIDIC董事长周超与非洲开发银行董事长Dr. Akinwumi Adesina

BELOW: COIDIC's Chairman Mr. Zhou Chao met with Prime Minister of Congo-Brazzaville, Clement Mouamba.  
下图：COIDIC董事长周超与刚果布总理 Clement Mouamba



LEFT: COIDIC, represented by deputy CEO Nicholas Mitsos signed a MOU with Cote d'Ivoire government represented by the Minister of Plan and Development, Madame Niale Kaba at the 3<sup>rd</sup> Investing in Africa Forum in 2017.  
左图：COIDIC副总裁Nicholas Mitsos 与科特迪瓦政府代表计划发展部部长 Niale Kaba 女士在2017年举办的第三届“投资非洲论坛”签署国别开发协议。



COIDIC's Deputy CEO Nicholas Mitsos met with President of Madagascar, Hery Rajaonarimampianina.  
上图：COIDIC副总裁Nicholas Mitsos 与马达加斯加总统



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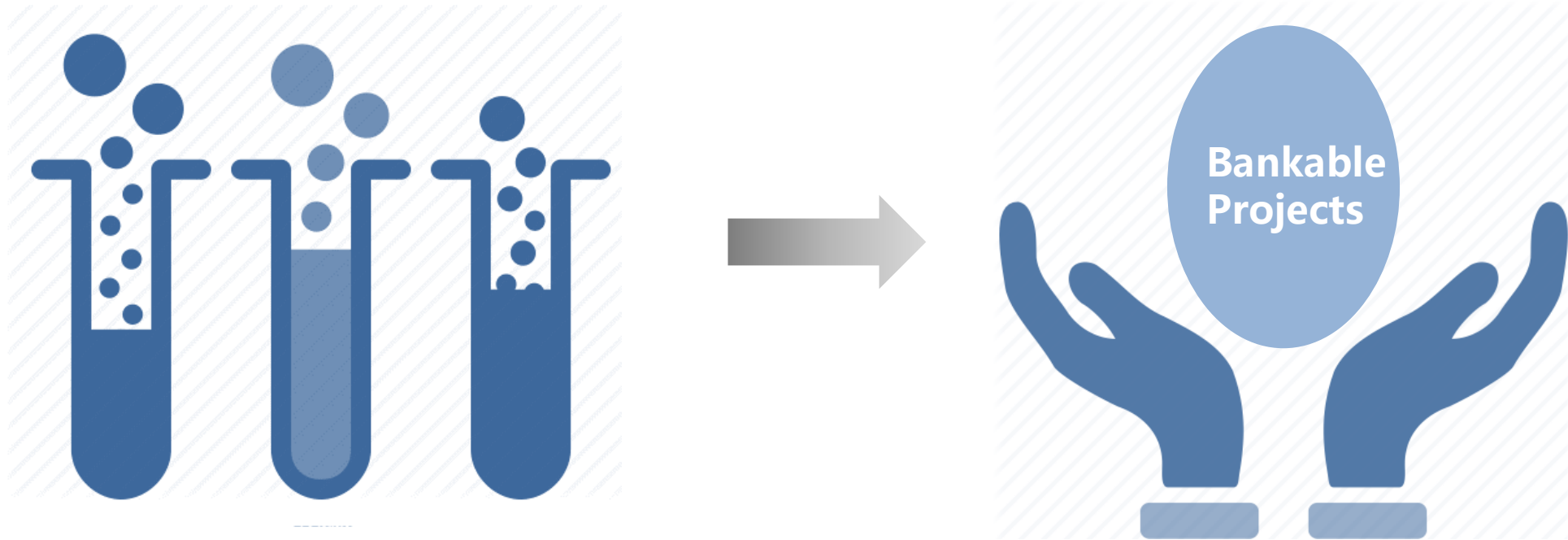


## 03. 重点领域 Focused Areas





Provide capital and coordinate relevant participants to



- 完成项目的工程、法律、融资准备工作
- Project preparation including engineering, legal & financing

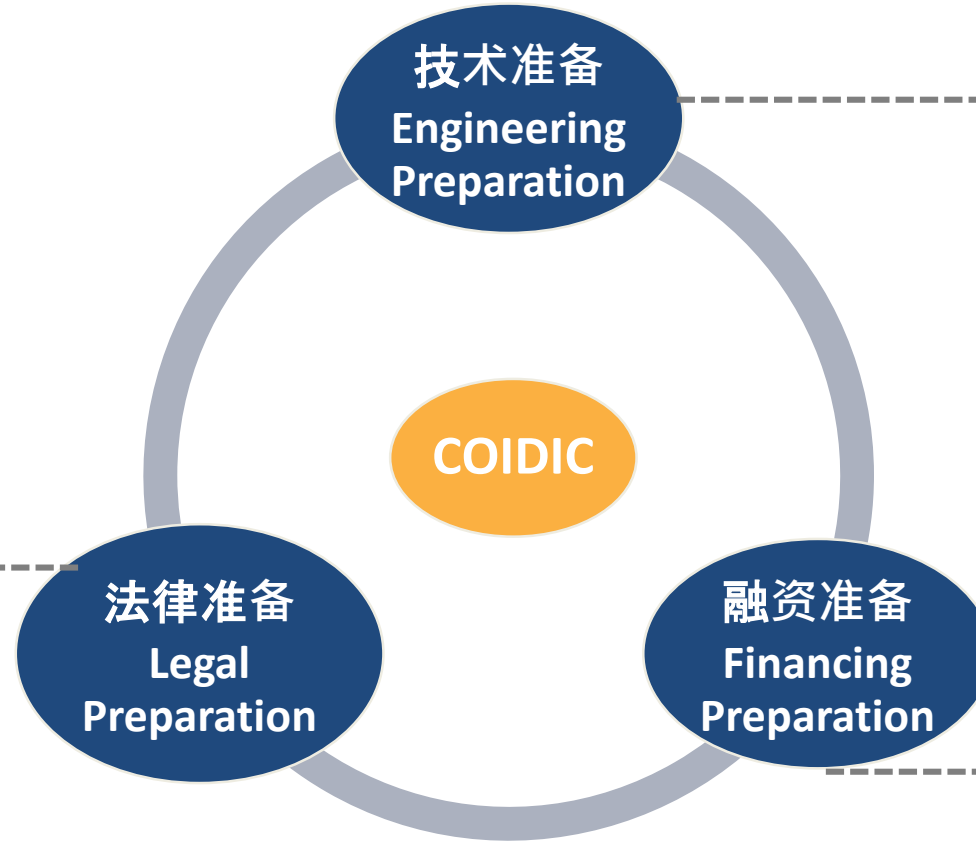
- 孵化基础设施项目直至可融资、可投资的项目
- Incubate the infrastructure projects deserving of commercial investment

## 谈判并签署法律文件：

- 特许经营权协议（或PPP协议）
- 执行协议
- 长期购买（服务）协议
- EPC 协议
- 运营维护协议

## Negotiation and signing legal documents:

- Concession agreement (or PPP agreement)
- Implementation agreement
- Long term purchase (service) agreement
- EPC protocol
- O&M Agreement



## 技术和经济可行性评价：

- 编制可行性研究报告
- 开展环境评估
- 项目初步设计

## Technical and economic feasibility assessment:

- Preparation of feasibility study report
- Conducting environmental impact assessment
- Preliminary design of the project

## 开始实施：

- 构建股权以及债务融资架构
- 利用多方面资源匹配项目

## Commencement of implementation

- Designing capital structure and deals to raise equity and debt
- Leveraging resources for deal matching



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# Focused Areas - 3 Priority Sectors and 1 Sub-Priority Sector

## 重点领域：3+1

### 能源电力 Energy and Power

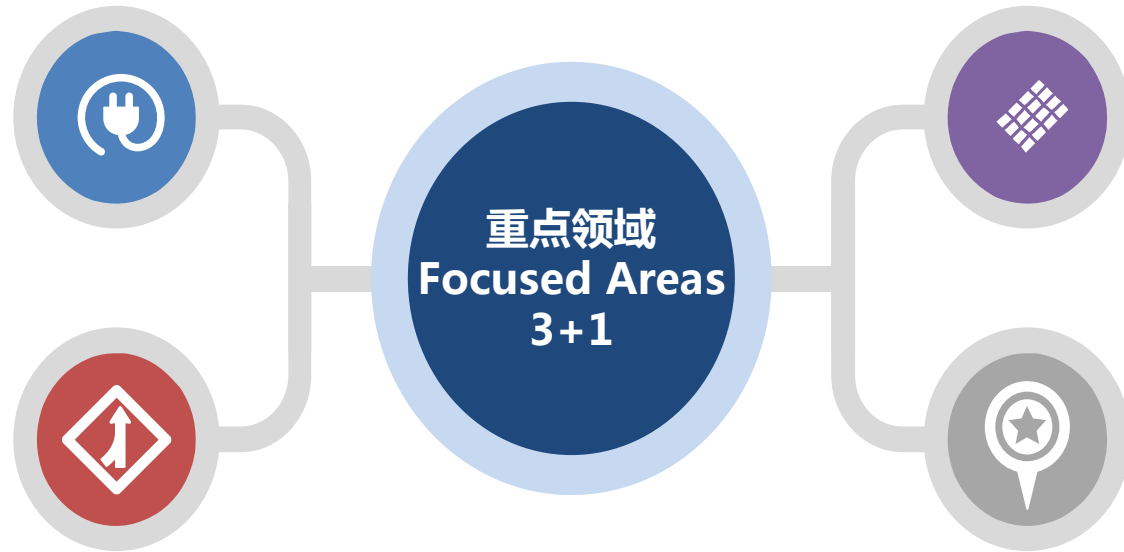


- ✓发电、输电、配电
- ✓ Power Generation
- ✓ Power Transmission and Transformation
- ✓ Power Distribution

### 交通 Transport



机场 airports  
收费高速 toll roads  
港口 ports  
铁路 railway



### 电信以及城市基础设施 ICT and Urban Public Infra



### 工业园区 Industrial Park







2019年3月，COIDIC与莫桑比克政府签署了《关于莫桑比克能源和基础设施项目的合作备忘录》。  
In March 2019, COIDIC signed a MOC with Mozambican government on development of energy and infrastructure projects.



COIDIC已与以下国家和次区域组织签署整体开发合作备忘录——

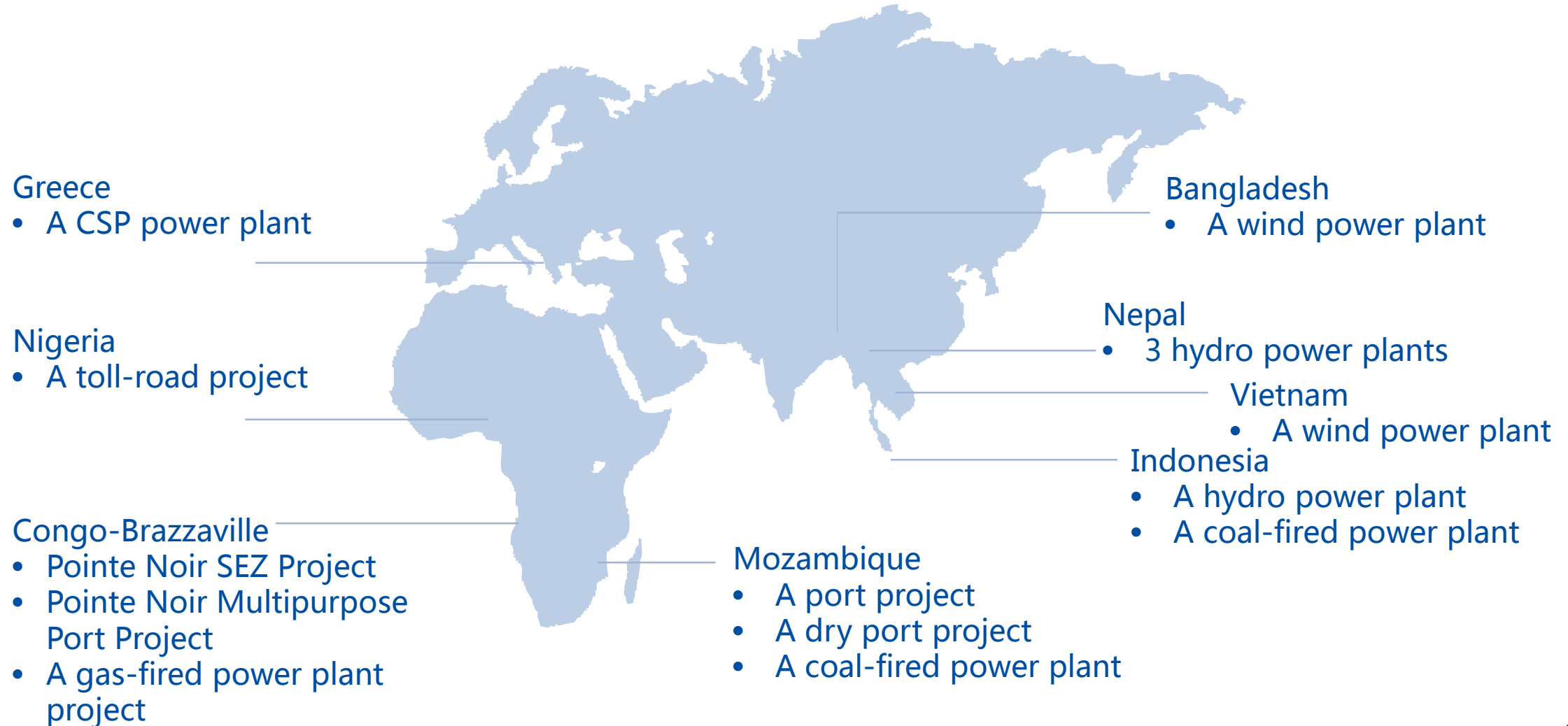
COIDIC has signed SDS agreements with the following countries—

- ❖ 科特迪瓦 Cote d'Ivoire
- ❖ 马达加斯加 Madagascar
- ❖ 刚果（布） Congo-Brazzaville
- ❖ 东南非共同体 COMESA
- ❖ 莫桑比克 Mozambique
- ❖ 赞比亚 Zambia

# Focused Areas – Projects in Development



Projects in Pipeline: 27





# 中国海外基础设施开发投资有限公司 – 联系方式

## China Overseas Infrastructure Development & Investment Corporation

### Contact Information:

中部、西部、南部非洲  
Central, West,  
Southern Africa

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**谢谢!**  
**Thank you!**