



Project Summary Report

项目进展汇报

Port Elizabeth, S.A.

内控资料，注意保密
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1.1 Project Background/项目背景

- Driven by China's "The Belt and Road Initiatives" strategy and the "Three Networks and Industrialization" strategic cooperation between China and African Union.

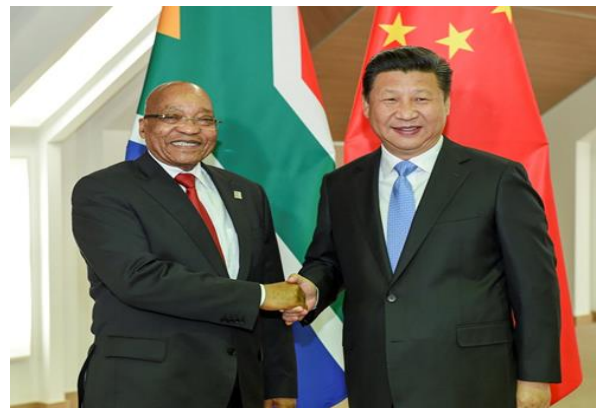
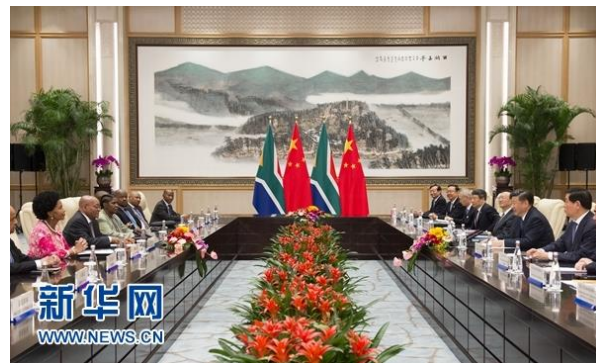
中国政府“一带一路”战略及中非“三网一化”战略合作的引导与驱动

- Driven by "The Ever Best Bilateral Relationship" between China and South Africa, demonstrated by 12 times of meetings between the two Presidents from year 2013 to year 2016.

中南关系“保持强劲发展势头，正处于历史最好时期”，2013-2016年4年间12次两国元首会晤。

- Driven by BAIC Group's Internationalization Strategy, cultivating SA auto market with BAIC Investments SA established in 2014 soon after the establishment of BAIC International, further to the previous BAW business operation in SA.

北汽集团国际化战略规划推动，在早先的BAW南非业务之外，北汽国际在2013年成立后，很快就于2014年在南非设立“北汽南非投资有限公司”，耕耘南非汽车市场。





1.2 Project Activated/项目启动

- MOU Signing/合资谅解备忘录签署
- BAIC signed with IDC the MOU for the cooperation of BAIC South Africa Plant Project, witnessed by the Presidents of both countries, in Pretoria South Africa on Dec. 2nd, 2015.

2015年12月2日，北汽集团与IDC在双方国家元首的见证下，在南非行政首都比勒陀利亚就双方在南非合作投资建厂事宜签署谅解备忘录。





1.3 Project Profile/项目概要

类别 Items		项目信息 Project Information
项目公司名称 Project Company		北汽南非汽车有限公司 BAIC Automobile SA (Pty) Limited
项目建设地点 Location		南非东开普省伊丽莎白港市库哈开发区 Coega IDZ in East Cape Province, South Africa
工厂建设规模 Targeted Plant Capacity		产品：乘用车、越野车、轻型运载车； Products: Sedan, SUV and other LCV
		生产工艺：焊装、涂装、总装； Production Facility: Welding Shop, Painting Shop and Assembling Workshop
		产能：一期4-5万台/年、二期8-10万台/年； Production Capacity: 40,000- 50,000 units/yr for Phase I, and 80,000 – 100,000 units /yr for Phase 2
		用地规划：100公顷。 Land Size: 100hechres
投资规模 Scale of Investment	总投资额 Total Investment	8亿美元（一期1.5亿美元） USD800.00million (USD150.00million for Stage 1)
	投资股比 Share Ratio	北汽集团65%，南非工业发展公司(IDC) 35% BAIC GROUP 65%, IDC 35%
市场目标 Marketing Target		60%以上出口，其余内销南非本土市场 Not less than 60% for exportation, and the remained for South Africa market



1.4 Plant Profile/工厂规划

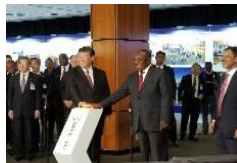
北汽南非工厂建设项目位于南非伊丽莎白港市东北部，库哈工业开发区内Zone 1地块。该地块西邻N2公路，北侧为开发区入区主道路，东侧邻园区道路，距海岸线约400米。

The BAIC plant is located in the northeastern part of Port Elizabeth, South Africa, in Coega Industrial Development Zone. This zone is adjacent to the N2 highway in the west, the north side is the main road of the development zone, and the east side is adjacent to the park road, about 400 meters.





1.5 Mile Stones/项目大事记



• 2015年12月2日,谅解备忘录签署
BAIC signed MOU with IDC

2016年1-4月,工厂选址考察、评估及决策/Plant site selection evaluation and finalization, Jan.-Apr. 2016

2016年4月,完成集团董事会决策/ Board Approval, Project Team, Apr. 2016

2016年4月,北汽集团与IDC签署项目的联合开发协议/JDA signed in Beijing

- 2016年8月,工厂奠基/SOD-Turning Ceremony, Agu. 2016
- 2016年9月,合资协议签署/ SHA, SA and MOI signed, Sep. 2016

- 2016年11月,国家副主席李源潮视察北汽南非工厂项目
- Inspection visit by LI Yuanchao, Vice President of PR China, Nov. 2016

- 2017年4月, D20南非上市
- Right-hand drive D20 CBU from China launched to SA, Apr. 2017

- 2017年9月, 中小微公关关系维护
- PR Events (SMME), Sep.2017

- 2018年3月, 林松添大使视察北汽南非工厂项目
- Visit by LIN Songtian, Chinese ambassador to SA, Mar.2018

