



INSTITUTO DE GESTÃO DE ACTIVOS E PARTICIPAÇÕES DO ESTADO

# Privatization of the 1<sup>st</sup> lot of the Luanda- Bengo Special Economic Zone (SEZ)

**Commercial brochure**

February 2019

# LEGAL DISCLAIMER

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The technical data and materials in this brochure were supplied by Sonangol Investimentos e Industriais (SIIND).



IGAPE

INSTITUTO DE GESTÃO DE ACTIVOS E PARTICIPAÇÕES DO ESTADO



# CONTEXT

The Luanda-Bengo Special Economic Zone (SEZ) was established in October 2009 to boost the development of the national Angolan economy. It is an industrial area with over 8,300 hectares, equipped with all the infrastructure required to install industrial units (IUs) in multiple industries.

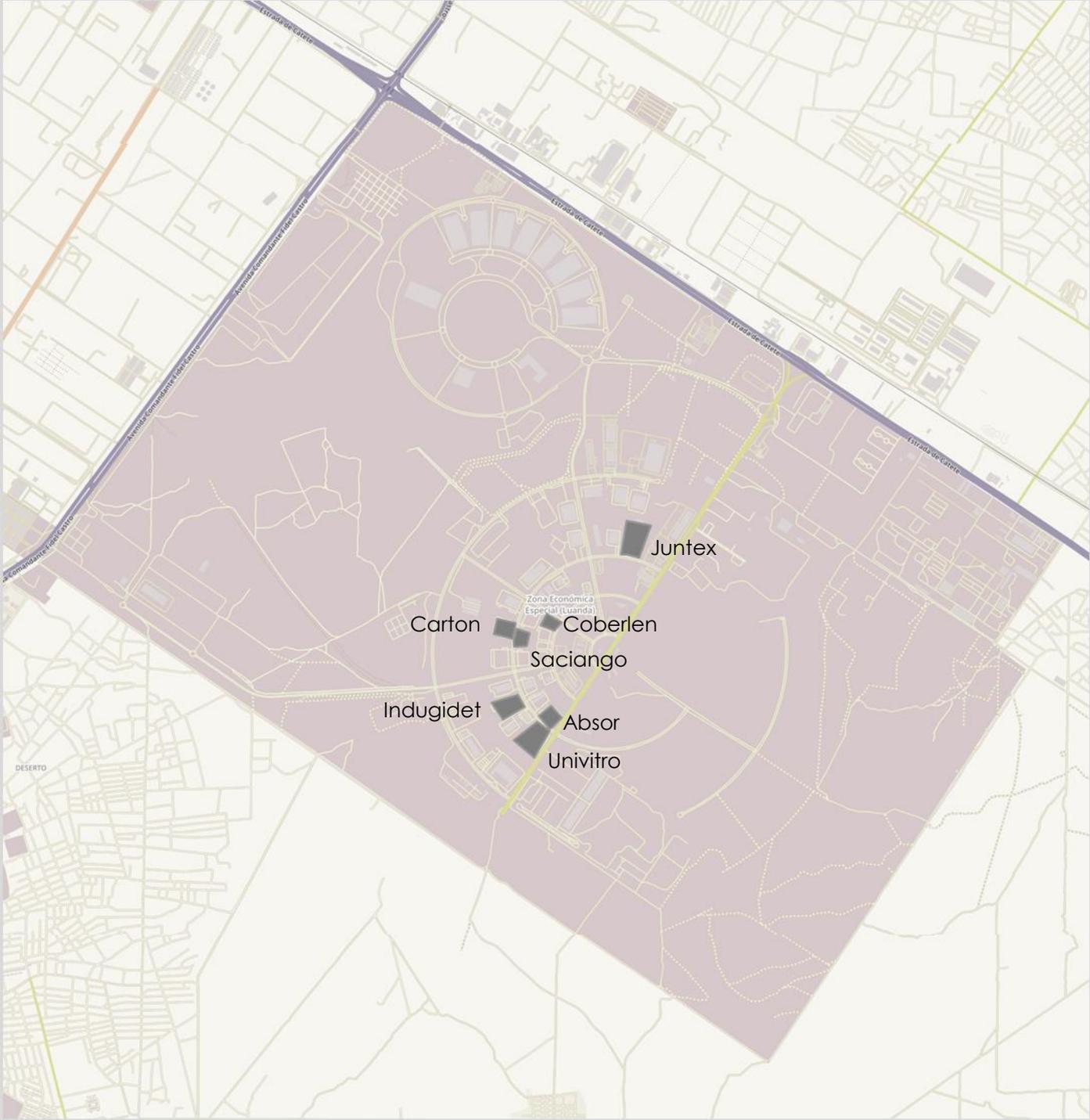
IGAPE is the entity in charge of managing the process of selling the SEZ's multiple IUs, following a plan approved by the Executive and by the Ministry of Finance. Additionally, other entities are also involved in the selling process: the Ministry of the Interior, the National Directorate for State Assets, the Ministry of Justice and Human Rights, Sonangol Investimentos Industriais (SIIND), and the Board of Directors of the SEZ.

Currently, the SEZ has 53 installed IU projects. During a first phase, seven IUs will be placed on the market:

- **UNIVITRO** – Glass Processing Industry
- **JUNTEX** – Mortar Industry
- **CARTON** – Cardboard-manufacturing Industry
- **ABSOR** – Absorbent-materials Industry
- **INDUGIDET** – Hygiene Products and Detergents Industry
- **COBERLEN** – Blanket Industry
- **SACIANGO** – Cement Bags Industry



# GEOLOCATION OF THE IUs



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**STATUS:** semi-complete<sup>1</sup>

Univetro will operate in the glass processing industry, including the production of simple glass, double glass, tempered glass and laminated glass.



### MARKET ATTRACTIVENESS

- Univetro's main customers will be companies in the construction industry
- According to National Development Plan (NDP) 2018–2022, the Angolan construction industry will grow at an average rate of 3.8%
- The growth of the construction industry in Angola, through reconstruction projects in the public and private sectors, may be an interesting business opportunity for Univetro
- Additionally, the recent Presidential Decree No. 23/19 incentivizes and favors products and goods produced in Angola, which benefits industrial units such as those present in the Luanda-Bengo SEZ

<sup>1</sup> The unit was inaugurated in 2013, but it was suspended because the equipment's installation was not completed

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## AREAS

- Lot: 39,205 m<sup>2</sup>
- Factory floor area: 7,805 m<sup>2</sup>

## PRODUCTION CAPACITY

- 48,000 m<sup>2</sup>/year

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## MACHINERY/EQUIPMENT<sup>1</sup>

- |                                   |                               |
|-----------------------------------|-------------------------------|
| ▪ 2 automatic cutting lines       | ▪ 1 edge marker               |
| ▪ 1 automatic double-glass line   | ▪ 1 edge machine              |
| ▪ 2 extruders                     | ▪ 1 drilling machine          |
| ▪ 1 aluminum-folding machine      | ▪ 1 dual-band sanding machine |
| ▪ 1 automatic salt loader machine | ▪ 1 washer                    |
| ▪ 2 compressors                   | ▪ 3 GH20M/5t overhead cranes  |
| ▪ 1 full tempering furnace        | ▪ 2 sets of suction cups      |
| ▪ 2 CNC work centers              | ▪ 1 screen printing machine   |
| ▪ 1 bilateral edge line           | ▪ 1 dryer                     |

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## REQUIRED RAW MATERIALS

- 4 mm colorless category A VFC crystal, 6 mm colorless category A VFC crystal, 8 mm colorless category A VFC crystal, low-e special cutting oil, seg. diamond grinding wheel pos. 1, smooth diamond grinding wheel pos. 2, 130 mm screw diamond grinding wheel, polysulfide A, polysulfide B, 1.0–1.6 mm silica, Butyl Bostik

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## SUPPLIER

- Company: First State Suppliers, LLC
- Country: United States
- Contract year: 2007

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## TEST

- Year: 2014
- Result: Operational

<sup>1</sup> Not exhaustive

**STATUS:** semi-complete<sup>1</sup>

Juntex's objective is to produce and market mortar (adhesive cement) in bags of 20 kg for the laying and coating of infrastructures.



### MARKET ATTRACTIVENESS

- Juntex's customers will be construction companies and distributors of building materials
- According to National Development Plan (NDP) 2018–2022, the Angolan construction industry will grow at an average rate of 3.8%
- The growth of the construction industry in Angola, through reconstruction projects in the public and private sectors, may be an interesting business opportunity for Juntex
- Additionally, the recent Presidential Decree No. 23/19 incentivizes and favors products and goods produced in Angola, which benefits industrial units such as those present in the Luanda-Bengo SEZ

<sup>1</sup> The factory was purchased new and is operational, except for the laboratory, whose equipment is inside the factory. The basic infrastructure, such as sanitation, as well as electrical and hydraulic installations, are functional

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## AREAS

- Lot: 32,000 m<sup>2</sup>
- Factory floor area: 1,575 m<sup>2</sup>

## PRODUCTION CAPACITY

- 65,000 metric tons/year
- Equivalent to 3,240,000 bags of 20 kg

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## MACHINERY/EQUIPMENT<sup>1</sup>

- 1 cement storage silo
- 1 homogenizer mill
- 1 internal transport system
- 2 baggers
- 1 loading ramp via rolling electric transport
- 15 Volkswagen 31310 trucks with 13 m<sup>3</sup> dumpster
- 4 loading shovels
- 4 backhoe

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## REQUIRED RAW MATERIALS

- Sand (79–85%), cement (15%–25%), hydrated lime (10–15%), additives (0.01–0.20%), water

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## SUPPLIER

- Company: Asperbras Nordeste Irrigação, Lda.
- Country: Brazil
- Contract year: 2005

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## TEST

- Year: 2013 and 2014
- Result: Operational

<sup>1</sup> Not exhaustive

## Cardboard-manufacturing Industry

**STATUS:** semi-complete

Carton's objective is to manufacture cardboard boxes and corrugated cardboard boxes.



### MARKET ATTRACTIVENESS

- Carton's customers will be companies in the manufacturing and consumer goods industries
- The Angolan population is growing, thus increasing the consumer base (in 2018, the expected growth rate was 3.1%)
- The growth of household consumption in Angola (16% in 2016) created relevant opportunities for the consumer goods industry at the domestic level
- Additionally, the recent Presidential Decree No. 23/19 incentivizes and favors products and goods produced in Angola, which benefits industrial units such as those present in the Luanda-Bengo SEZ

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## AREAS

- Lot: 52,824 m<sup>2</sup>
- Factory floor area: 6,500 m<sup>2</sup>

## PRODUCTION CAPACITY

- 4,150,000 cardboard sheets/year
- 1,650,000 cardboard boxes/year

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## MACHINERY/EQUIPMENT<sup>1</sup>

### Manufacture of corrugated and micro-corrugated

- 1 diesel boiler
- 1 corrugator to manufacture corrugated cardboard
- 1 5T forklift

### Manufacture of corrugated packaging

- 1 introduction slotter via 2-color rule with 2.40 m
- 1 gluer-stapler for corrugated cardboard
- 1 creaser
- 1 mortiser
- 2 strapping machines
- 2 pallet trucks

### Cutting and coupling of micro-corrugated cardboard and cardboards

- 1 coupler with automatic feeder
- 1 cardboard cutter with 1.20 m feed ext. tall stack
- 1 1.20 m guillotine
- 1 1.40 x 1.00 m die cutter
- 1 cutting and creasing machine 0.70 x 1.00 m
- 1 2-point gluing machine
- 2 hydraulic presses

### Printing

- 2 two-color offset machines 0.70 x 1.00 m
- 1 plate burning machine 0.70 x 1.00 m
- 1 workbench to support plate processing
- 1 table with a light source
- 2 pallet trucks

### Miscellaneous

- 50 m of load shelves
- 15 support tables
- 3 sets of keys with saw
- 2 drills
- 1 angle grinder
- 1 jigsaw
- 1 bench vise
- 1 arc welding device
- 2 locksmith workbenches

### Infrastructure

- 1 800 kVA power generator
- 1 compressor

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## REQUIRED RAW MATERIALS

- Fluting paper rolls – 2.20 m width
- Duplex paper rolls – 2.20 m width
- Glues

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## SUPPLIER

- Company: International Business Matters, LLC
- Country: United States
- Contract year: 2006

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## TEST

- The equipment has not been installed and the IU has not been tested

<sup>1</sup> Not exhaustive

**STATUS:** semi-complete<sup>1</sup>

Absor's objective is to manufacture and sell absorbent materials (diapers, mattress protectors, wet wipes, and sanitary towels) in Angola.



### MARKET ATTRACTIVENESS

- Absor's customers will be distributors (wholesalers and retailers) and healthcare units (hospitals, clinics and pharmacies)
- The Angolan population is growing, increasing the consumer base (in 2018, the expected growth rate was 3.1%)
- The growth of household consumption in Angola (16% in 2016) created relevant opportunities for the consumer goods industry at the domestic level
- Additionally, the recent Presidential Decree No. 23/19 incentivizes and favors products and goods produced in Angola, which benefits industrial units such as those present in the Luanda-Bengo SEZ

<sup>1</sup> The IU's infrastructure is ready, except for the laboratory and for the walk-in clinic

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## AREAS

- Lot: 24,249 m<sup>2</sup>
- Factory floor area: 4,000 m<sup>2</sup>

## PRODUCTION CAPACITY

- 250,000,000 units/year

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## MACHINERY/EQUIPMENT<sup>1</sup>

- 3 machines for diaper manufacture (2 for baby diapers and 1 for adult diapers)
- 3 machines to pack diapers (2 for baby diapers and 1 for adult diapers)
- 2 machines to manufacture refreshing wet wipes (for different sizes)
- 1 machine to manufacture baby sanitary wipes
- 3 plastic injection molds for the manufacture of housing of sanitary baby wipes
- 1 packaging sealer machine

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## REQUIRED RAW MATERIALS

- Sap, non-woven, non-woven cuffs, non-woven ADL, wood pulp (treated and untreated), fabric, film (PE, PP and silicone film), glues (hack glue, structure glue and rubber glue), air laid, silicone paper, hem, adhesive strips (front and side), absorbent paper, rubber
- Annual consumption of raw materials: 3,700 metric tons/year

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## SUPPLIER

- Company: MD – Medical Device Tecnologias, LLC
- Country: United States
- Contract year: 2007

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## TEST

- The equipment has not been installed and the IU has not been tested

<sup>1</sup> Not exhaustive

# INDUGIDET



Hygiene Products and Detergents Industry

**STATUS:** semi-complete<sup>1</sup>

Indugidet's objective is to manufacture and sell personal care and cleaning products (shampoos, liquid detergent, dishwashing liquid, liquid soaps).



## MARKET ATTRACTIVENESS

- Indugidet's customers will be distributors (wholesalers and retailers), healthcare units (hospitals, clinics and pharmacies) and companies from the hospitality industry
- The Angolan population is growing, increasing the consumer base (in 2018, the expected growth rate was 3.1%)
- The growth of household consumption in Angola (16% in 2016) created relevant opportunities for the consumer goods industry at the domestic level
- Additionally, the recent Presidential Decree No. 23/19 incentivizes and favors products and goods produced in Angola, which benefits industrial units such as those present in the Luanda-Bengo SEZ

<sup>1</sup>The infrastructure is fitted, with operating electricity, water and sanitation networks

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## AREAS

- Lot: 32,000 m<sup>2</sup>
- Factory floor area: 7,700 m<sup>2</sup>

## PRODUCTION CAPACITY

- 21,000,000 units/year

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## MACHINERY/EQUIPMENT<sup>1</sup>

- 1 stirrer
- Filters for water treatment
- Machines for bottling
- 1 sterilizer
- 1 sealer
- Containers with tap and mechanical stirrers
- Countertops (for labeling and dyes)
- Scales
- Carts for transport of materials
- Other basic utensils that are essential in a chemical laboratory

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## REQUIRED RAW MATERIALS

- Water, triethanolamine, soda lye, chloride, sulfate, sodium silicate, essences, dyes and preservatives, commercial formalin, amide, tallow, kaolin

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## SUPPLIER

- Company: MD – Medical Device Tecnologias, LLC
- Country: United States
- Contract year: 2007

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## TEST

- The equipment has not been installed and the IU has not been tested

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<sup>1</sup> Não exaustivo

# COBERLEN

Blanket Industry



**STATUS:** semi-complete<sup>1</sup>

Coberlen's objective is to manufacture and sell blankets, bed sheets and dish cloths.



## MARKET ATTRACTIVENESS

- Coberlen's customers will be distributors (wholesalers and retailers)
- The Angolan population is growing, thus increasing the consumer base (in 2018, the expected growth rate was 3.1%)
- The growth of household consumption in Angola (16% in 2016) created relevant opportunities for the consumer goods industry at the domestic level
- Additionally, the recent Presidential Decree No. 23/19 incentivizes and favors products and goods produced in Angola, which benefits industrial units such as those present in the Luanda-Bengo SEZ

<sup>1</sup> The unit's infrastructure is in excellent condition, with all the technical networks in place

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## AREAS

- Lot: 17,796 m<sup>2</sup>
- Factory floor area: 11,947 m<sup>2</sup>

## PRODUCTION CAPACITY

- 576,000 units/year

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## MACHINERY/EQUIPMENT<sup>1</sup>

- 1 fabric winder
- 1 automatic line
- 1 automatic cutter
- 2 cutting tables
- 2 cutting shears
- 28 assorted machines to support production (e.g., finishes, straight line, circular)
- 9 regular straight stitches
- 1 iron with steam generator
- 1 100 kVA generator
- 1 compressor, dehumidifier and 300-liter deposit
- 1 forklift (1 metric ton)
- 1 pallet truck
- 1 palletizer

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## REQUIRED RAW MATERIALS

- White poplin (~49%), fleece fabric (~20%), printed fabric (~6%), sewing lines (~25%), miscellaneous accessories

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## SUPPLIER

- Company: International Business Matters, LLC
- Country: United States
- Contract year: 2007

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## TEST

- The equipment has not been installed and the IU has not been tested

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<sup>1</sup> Não exaustivo

**STATUS:** semi-complete<sup>1</sup>

Saciango's objective is to manufacture and market 20 kg cement bags.



### MARKET ATTRACTIVENESS

- Saciango's customers will be cement plants with on-site bagging operations
- Market monopoly — Saciango will be the sole producer of cement bags in Angola
- According to National Development Plan (NDP) 2018–2022, the Angolan construction industry will grow at an average rate of 3.8%
- The growth of the construction industry in Angola, through reconstruction projects in the public and private sectors, may be an interesting business opportunity for Saciango
- Additionally, the recent Presidential Decree No. 23/19 incentivizes and favors products and goods produced in Angola, which benefits industrial units such as those present in the Luanda-Bengo SEZ

<sup>1</sup> The IU has all the infrastructure and technical networks ready, only needing to perfect the compressed-air, glue, water and electricity network for the production line and to install the overhead crane

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## AREAS

- Lot: 17,800 m<sup>2</sup>
- Factory floor area: 2,500 m<sup>2</sup>

## PRODUCTION CAPACITY

- 85,000,000 units/year

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## MACHINERY/EQUIPMENT<sup>1</sup>

- 1 flexographic printer
- 1 tube machine
- 1 Transystems automation device
- 1 valve sack machine
- 1 Transystems automation
- 1 palletizer
- 1 machine to unwind, wind and cut paper rolls
- 1 forklift

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## REQUIRED RAW MATERIALS

- Kraftliner (~98%)
- Glue (~1%)
- Flexographic ink (~1%)

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## SUPPLIER

- Transorga Cement, AG
- Country: Switzerland
- Contract year: 2006

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## TEST

- Equipment tested at 95%
- Year: 2013 e 2014
- Result: Operational

<sup>1</sup> Não exaustivo



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