

RioTinto



PORT  
**d'EHOALA**  
MADAGASCAR

**TONGA SOA - WELCOME**



RioTinto



PORT  
**d'EHOALA**  
MADAGASCAR

«La porte du Sud s'ouvre à vous»

# Business opportunities at Port d'Ehoala

December 2022

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# AGENDA

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**Favorable  
context**



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**Operational  
performances**



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**Business opportunities  
for the investors**



# Favorable context



# Excellent geostrategic position

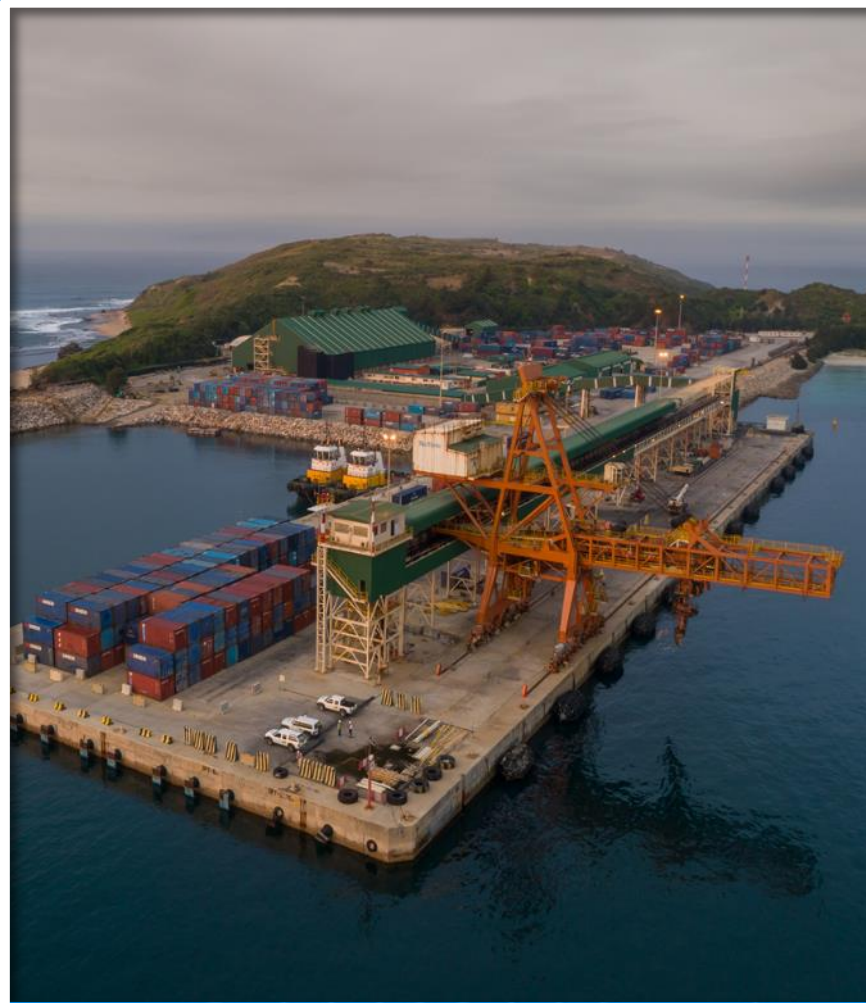


Port located at international lines intersection

# Deep-Water Port of 15,75 meter



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100%  
subsidiary  
of Rio  
Tinto  
QMM

Operational  
since July 8,  
2009

Securised by  
ISPS  
standards  
(International Ship and  
Port Security)



# Operational performances



# Accommodate all types of vessels

- Bulk carriers (Ilmenite)
- Tankers
- Cargo – Container ships
- Barges
- Roll On, Roll-off (RoRo)
- Cruise ships
- Yatch
- Fishing vessel
- Specialized ships...





# Statistics

## Cruises at Ehoala

Cruise Ships  
**59**

Number of cruise  
passengers  
**48 409**

## Number of vessel call 2009 – 2022 (to date)



Number  
of calls  
**1 262**

Public vessels **1 071**

Bulk carriers **191**

## Volumes 2009 – 2022 (End of November)



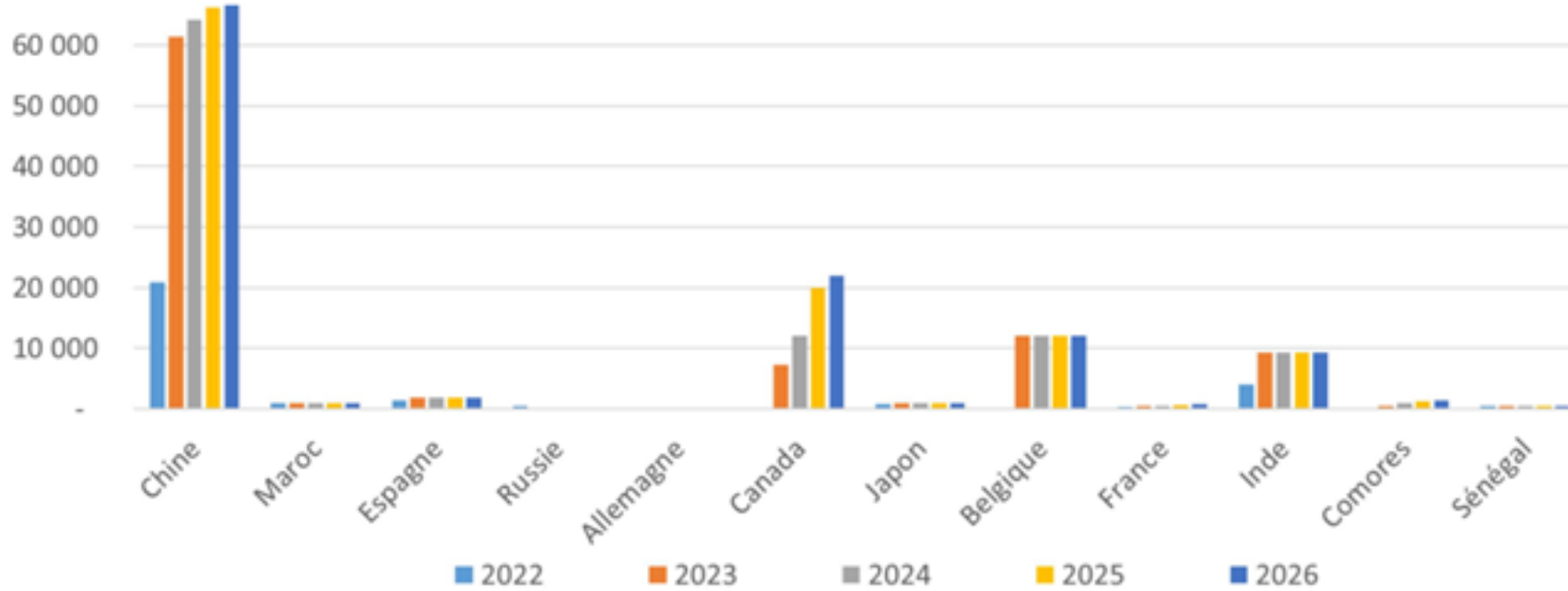
**102 985**  
TEUS

**7 403 403**  
Tons  
(Bulk, fuel and containers, ...)

# Export volume increase estimates for the next 5 years



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## ➤ IMPORTS:

- Food productions
- Humanitarian aids
- Materials for construction
- Fuel
- Packaging materials
- Medicines
- Cars
- Other materials

## Main destinations for the Exportation



60% to China

**Mica and industrial stones:** China and India

**Sisal:** Europe (Spain, Belgium) and Maroc

**Sea products:** Japan

## ➤ EXPORTS:

- Ilmenite
- Zirsil
- Mica
- Sisal
- Sea products
- Fruits
- Vegetal industrial oil
- Medicinal plants
- Dry Grains

# Strategic Advantages

**Cruise Ships are back**



**Qualified and  
certified people**

**Handling materials  
for OOG cargo**



# Business opportunities for investors



# Invest on Ehoala Park

## Ehoala Park: economic zone

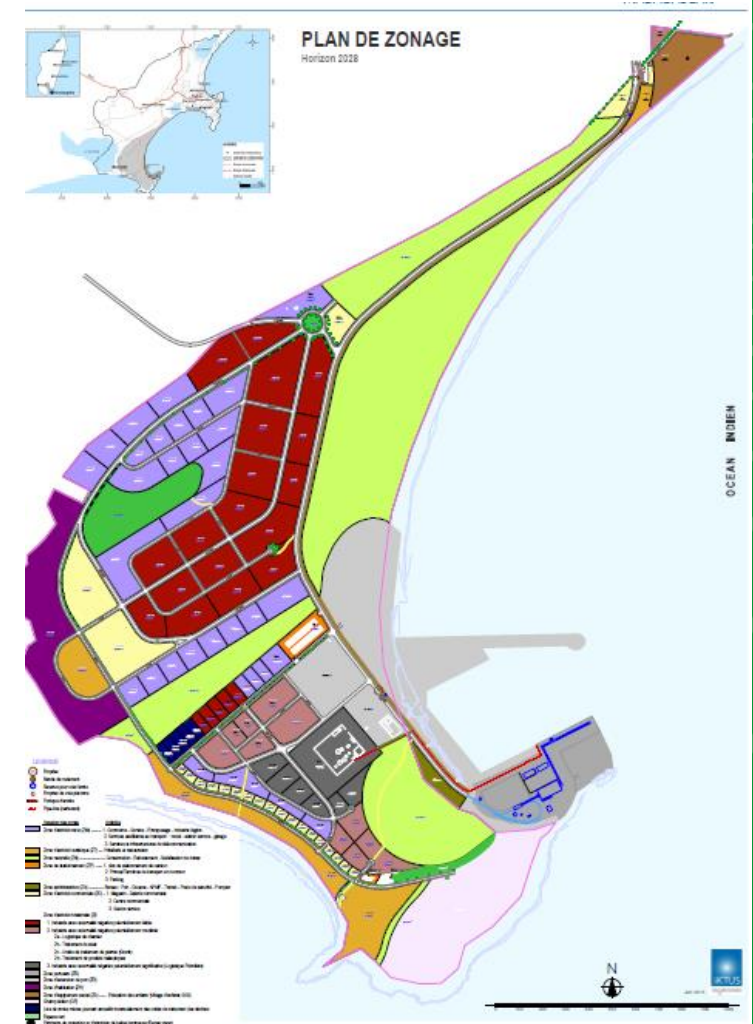
- Investment area available for 440 Ha
- Secured land near the airport
- Industrial zone for all types of activities

## Tariff:

- Attractive tariff : **1,1 USD/m<sup>2</sup>/year**

## Main advantages

- Attractive price on water and electricity supply
- Proximity to a deep-water port and air-sea logistics platform
- Availability of a pilot zone for investors wishing to relocate their activities in Madagascar



# Activities accepted at Ehoala Park

## Business services



- Office
- Services
- Financial
- Insurances
- ...

## Commercial services



- Craft Market
- Trade
- Residency
- ...

## Port services & Vessel services



- Containers storage
- Shipping Agency
- ...

## Logistics services



- Storage
- Pre and Post manufacturing
- Supply chain
- ...

## Industry



- Production plants
- IT
- Various
- ...

## Passengers services



- Accomodation
- Hotel
- Transport
- ...

# Green Energy

8 MW – Solar plant

12 MW - Wind turbines



**8 MW solar plant**  
(Operational janv 2023)



**12 MW wind turbine**  
(Operational Dec 2023)

# How to express interest to Ehoala Park

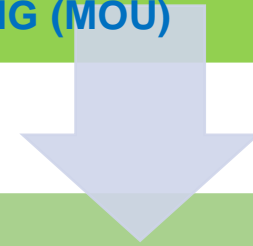


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## SHORT LISTING:

- Express of interest
- Submission Business Model
- Review through the selection criteria

SIGNATURE MEMORANDUM OF UNDERSTANDING (MOU)



## CONTRACTING:

- Preliminary Project Summary (APS)
- Preliminary Project Detailed (APD)
- Submission Business Plan

CONTRAT SIGNATURE



**CONSTRUCTION AND OPERATION**



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Thank you for your attention !