

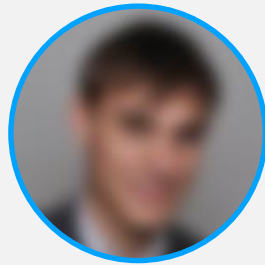


Session 3: International Contributions to the Transformation of Industrial Parks



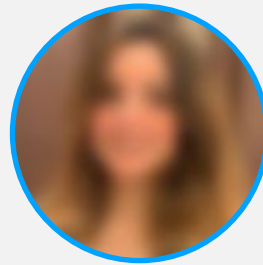
Sameh Hammad

GIZ Egypt, Session Moderator



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GIZ Rwanda



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Said Charna

Union for the Mediterranean (UfM)



Mohamed Al Kammah

Elsowedy Industrial Development



Implemented by:





BUILDING INTEGRATED INDUSTRIAL CITIES



Our Agenda

- Introduction About Elsewedy Electric and Elsewedy Industrial Development
 - Application of SIA in our projects
 - Project Journey and GAP Analysis
 - Roadmap
 - Designing & Implementing SIA Concept in Tanzania
- 

About Elsewedy Electric

FACTS & FIGURES AT A GLANCE

17,000 EMPLOYEES

31 PRODUCTION FACILITIES

A GLOBAL DIVERSIFIED COMPANY

48

OFFICES

110

COUNTRIES AROUND THE WORLD

www.elsewedyelectric.com

9 PROJECTS.. 27 MILLION SQM

OUR PROJECTS

INDUSTRIA
ASHER

**الأولى**
alOula
لتنمية المناطق الصناعية
Industrial Parks Development

INDUSTRIA
SADAT

INDUSTRIA
ALAMEIN



INDUSTRIA
SOKHNA

EIC
Elsewedy Industrial City



27

MILLION SQM LANDBANK

The largest industrial land portfolio in Egypt.



6

OPERATIONAL INDUSTRIAL CITIES

New cities under developmet in Egypt & Africa.



9

FULLY-FLEDGED SUSTAINABLE PROJECTS

A decade and a half of manufacturing experience.



360

KEY SERVICE OFFERINGS

Holistic industrial solutions
masterplanning & consultancy
infrastructure.

Construction management.

Engineering and design.

Logistics development.

Ware house management.

Coordination with governmental
authorities. Commercial space.

24/7 customer support.



∞

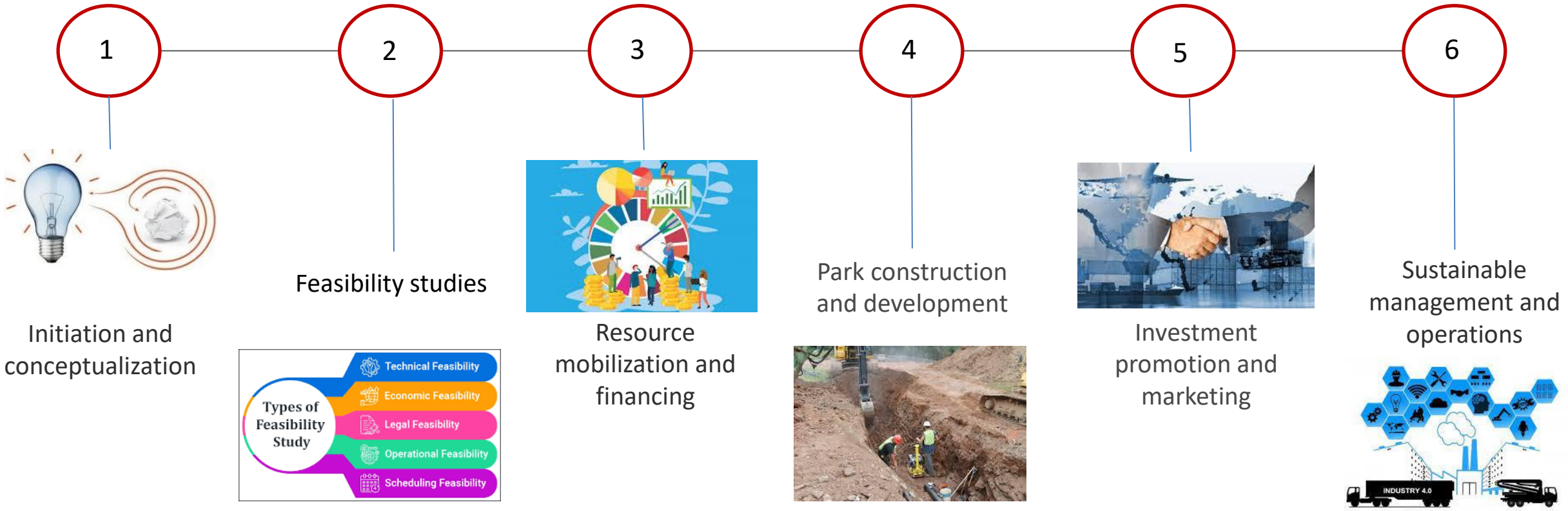
HANDS-ON LEARNING OPPORTUNITIES

Elsewedy Technical Academy (STA)

Elsewedy University of Technology (SUT)



OUR DEVELOPMENT PROCESS





SID Journey towards adoption of SIA concept in our Industrial Parks

- In 2021 SID signed an agreement with PMSE/GIZ.
- SID started a pilot project to transform one of our selected parks into sustainable industrial area.



APPLICATION OF SUSTAINABLE INDUSTRIAL AREAS (SIA) IN OUR PARKS

Transforming Asher IP into a Sustainable Industrial Area through using the SIA Guidelines



Social

Management

Operating
SIA in
Asher IP

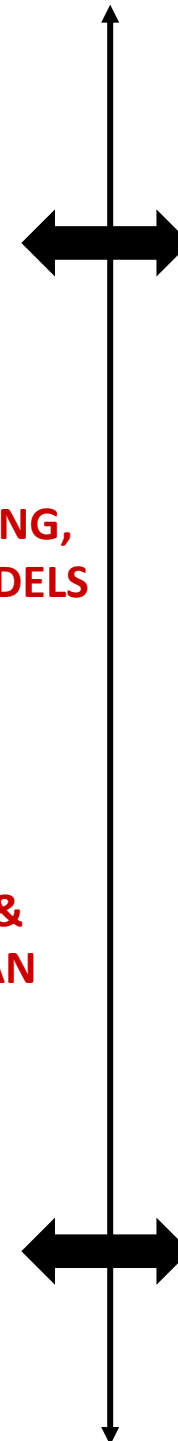
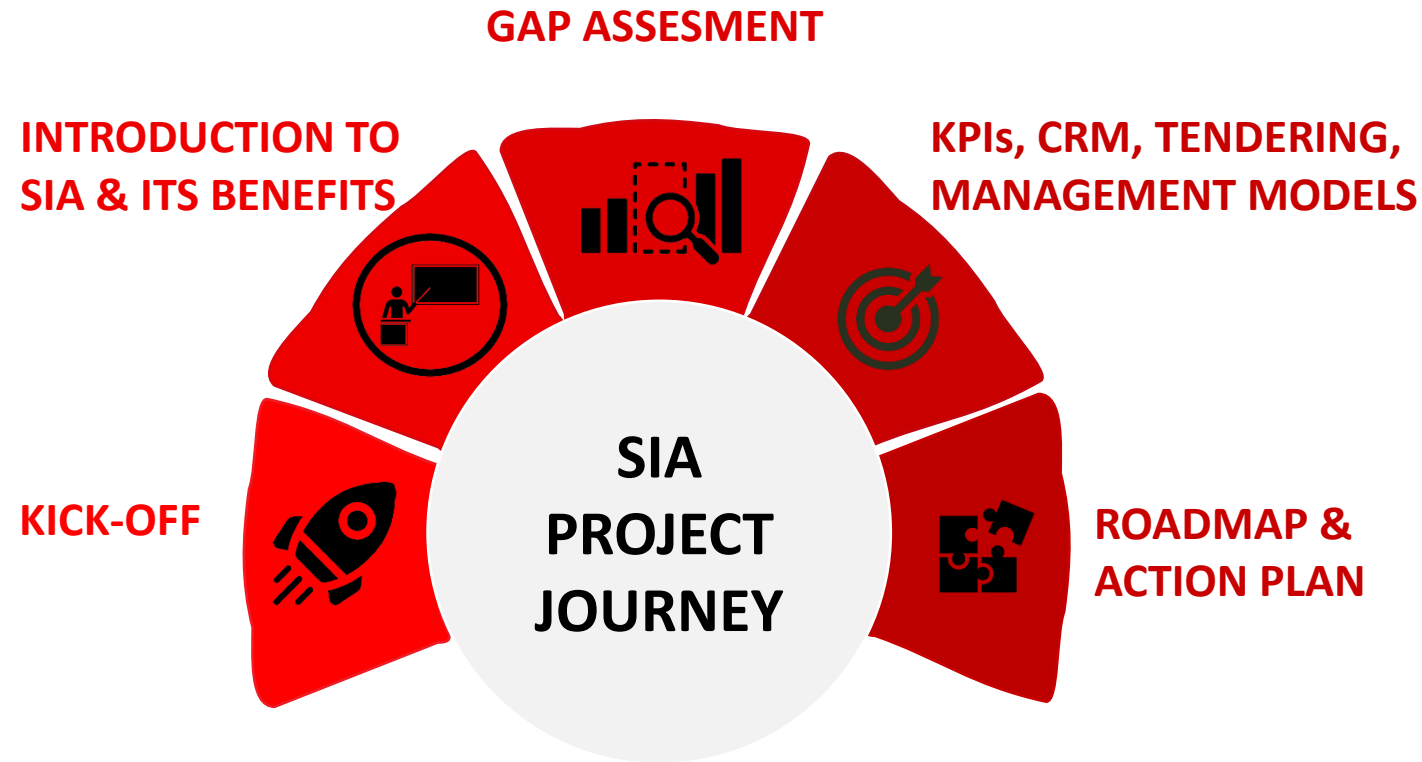
Climate
Change

Resource
Efficiency

INDUSTRIA
ASHER

GIZ SIA PROJECT JOURNEY with SID

ELSEWEDY GAP ASSESMENT



✓ Park Management Performance

- Services
- Monitoring & Risk Management
- Planning & Zoning

✓ Environmental Performance

- Energy & Water Efficiency
- Waste & Material Use
- Climate Change

✓ Social Performance

- Social Management System
- Social Infrastructure
- Local Community Outreach

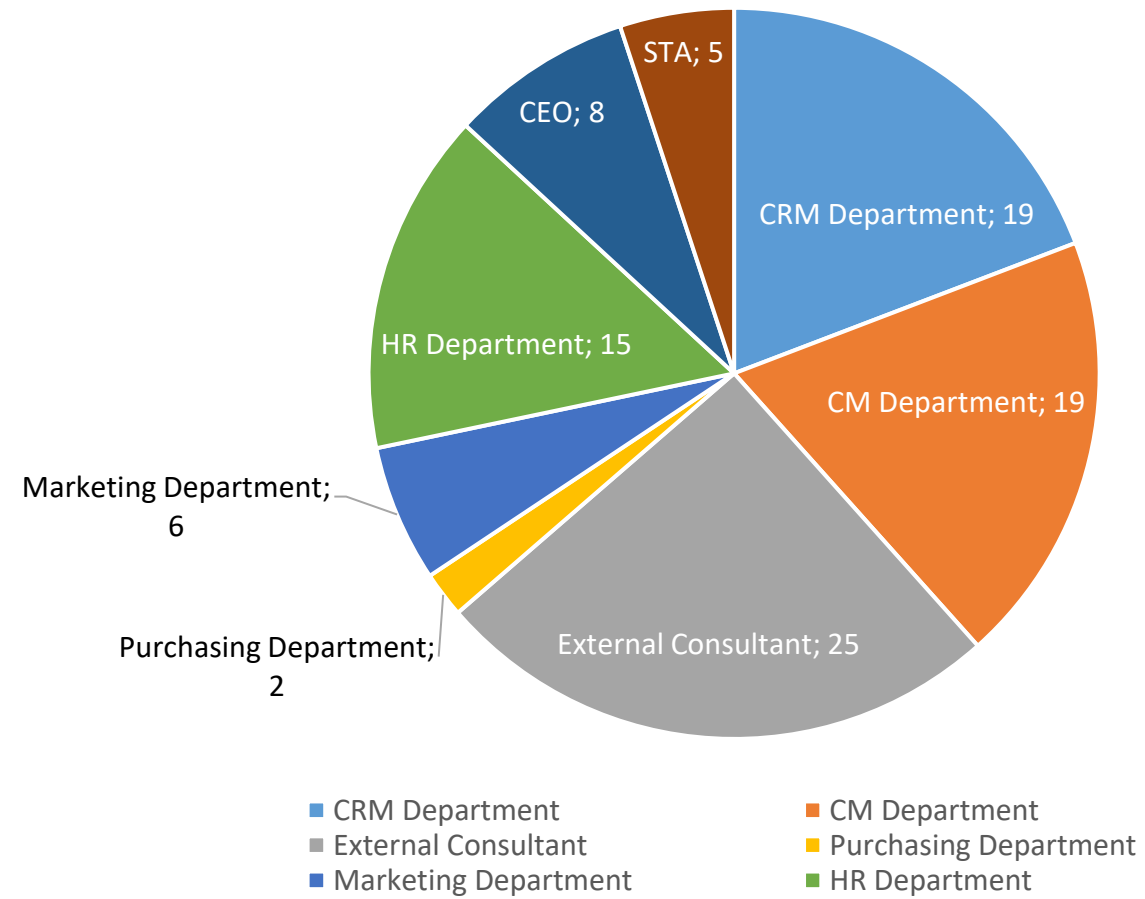
✓ Economic Performance

- Employment Creation
- Local Business & SME's Promotion
- Economic Value Creation

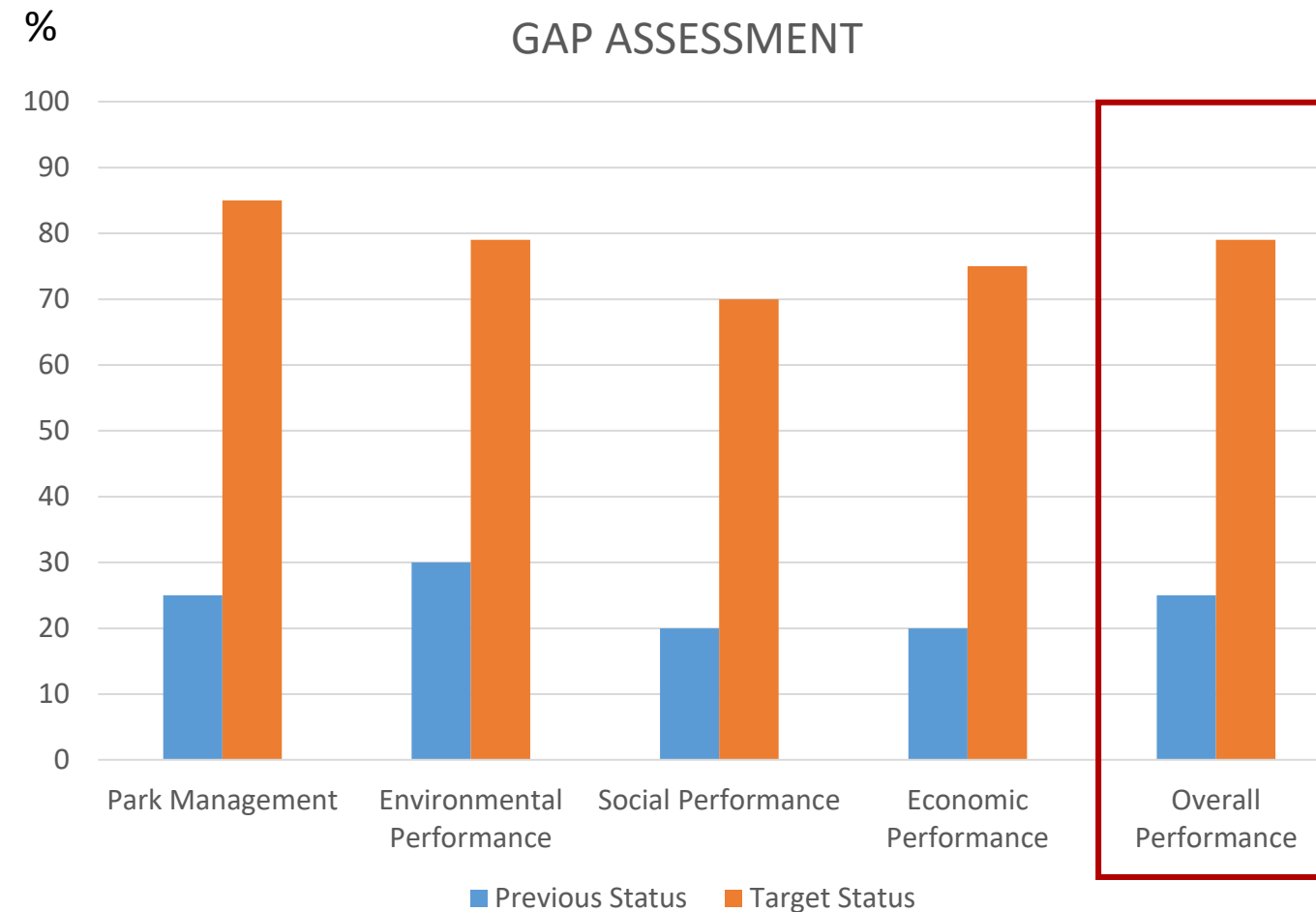
ROAD MAP – 5 YEARS



ACTION PLAN RESPONSIBILITY DISTRIBUTIONS



GAP ANALYSIS RESULTS



- SID has achieved 60% of its target performance in 5 Years.
- SID has replicated the SIA model to some of our industrial parks.
- SID has adopted the SIA concept in the designing phase of Elsewedy Industrial Park in Tanzania

TANZANIA

FULLY INTEGRATED INDUSTRIAL PARK

IN TANZANIA

LAND AREA 2.2 MILLION SQM

SITE LOCATION ANALYSIS

SID Conducted a PESTEL Analysis at the Country Level of Tanzania



SITE LOCATION ANALYSIS

- Tanzania Investment Center “TIC” had offered us 4 different locations options.
- SID has developed scoring sheet using the UNIDO Guidelines to compare between these 4 options based on specific criteria such as:
 - Proximity to high ways, seaports, dry ports, airports.
 - Site proximity to the housing settlements.
 - Land resettlement.
 - The government development plan for each site such as utilities and infrastructure.
 - Investment Incentives scheme for each location.

SITE LOCATION ANALYSIS

And this is a snapshot to our comparison analysis:

CRITERIA	WEIGHT	LEVEL OF TRUST %	SCORE
1- Proximity : The location of each site and its closeness to the nearest city, seaport, dryport, airport, railways, and housing settlements.	12		4
2- Jobs/ Hubs: Site proximity to the housing settlements and nearest cities, which can generate job opportunities for the industrial park. This also includes the population density of each location/city.	5		3
3- Commercial Terms : The standard known average price of land per m ² (rent/sell/long lease) as per TIC & LAND Authority to end-investors\developper. <u>(1US \$ = 2300 TZ SHELLINGS)</u>	18		8
4- Current Site Condition: Roads accessibility to site, the topography of the land, and the situation of exisiting utilities\infrastructure leading to site (if available).	15		3
5- Development Plan : The government development plan for each site and the utilities/infrastructure plans and readiness schedule.			5
6- Marketing & Sales Efforts: The tools that will facilitate the marketing and sales efforts for promoting the industrial park such as the trade agreements and incentives, as well as the locations that are more attractive for foreign investors to establish and easily promote their factories.			3
7- Country Development Plan: Tanzania's future IP benefiting projects near or around each site such as seaports, railways, dryports, airports, and highways.			5
8- Resettlements (land conflicts from original owners): Any land conflicts between the governement and existing owners (if available) rather than the developer (original owners , landlords, tribes, etc.)			2
9- Natural Resources/ Raw Materials Allocation : Location of country existing resources near/around each site and the variety of resources that will lead to different industrial clustring.			5

Designing SIA in EIC MASTER PLAN

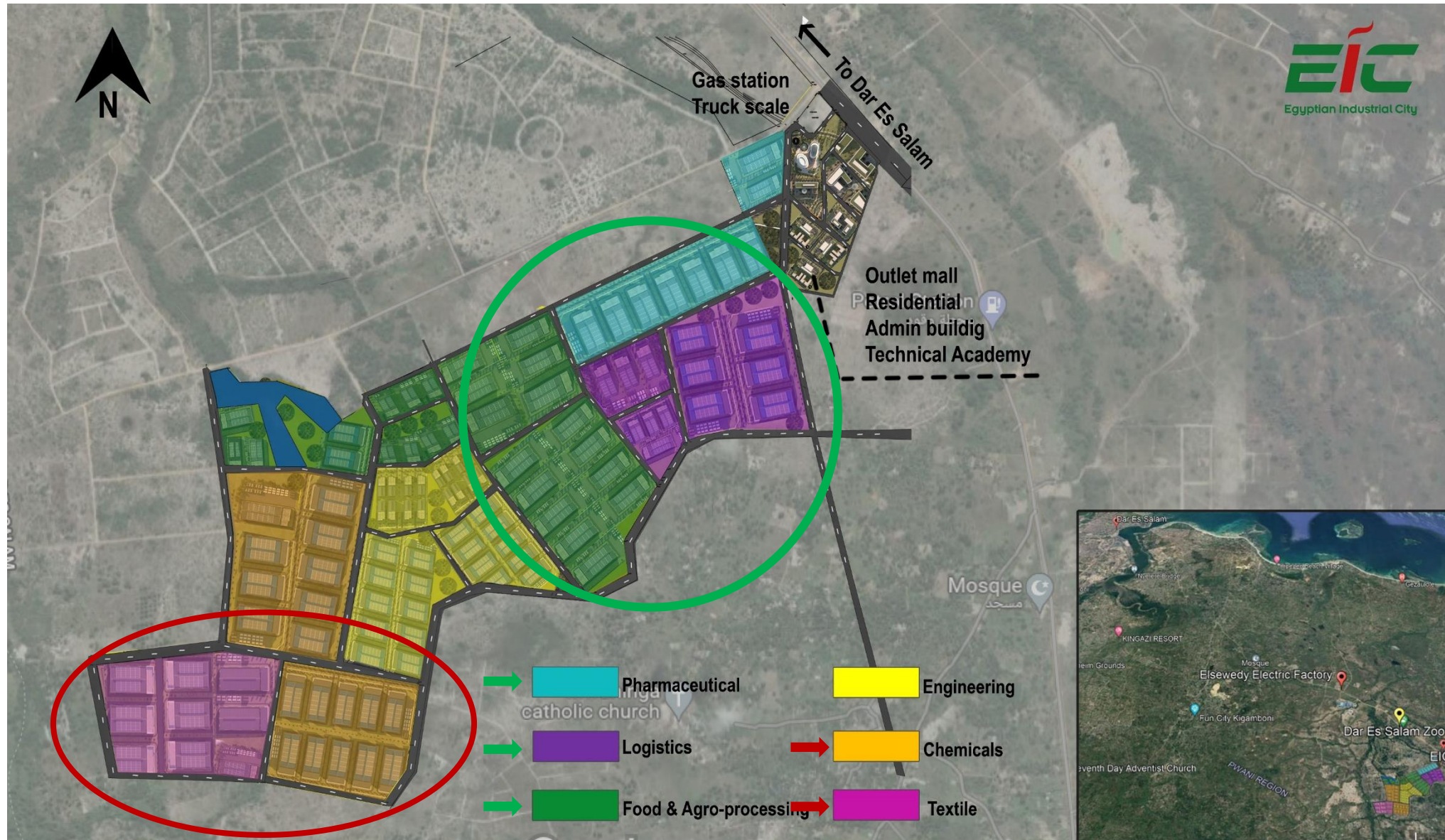


Economic Consideration

After consulting the Tanzanian government and identifying the government incentives schemes and the priority sectors, SID in our MP design has focused on 4 sectors:

- Food Processing
- Pharmaceutical
- Automotive
- Building Material

DESIGNING SIA IN EIC MASTER PLAN



Environmental Consideration

In our master plan we have segregated between clean industry and other polluted industries through our zoning and buffer techniques.

DESIGNING SIA IN EIC MASTER PLAN



Social Consideration

- SID chose the sectors that are high labor intensive in order to contribute to reducing the high un-employability rates in Tanzania.
- EIC master plan includes a labor residential area, educational academy "STA", retail and commercial areas.

Designing SIA in EIC MASTER PLAN



Management Consideration

A community center is designed to include the management and administration function of the park to support investors with all services.

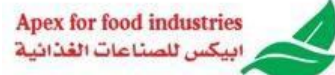


FULLY INTERGRATED INDUSTRIAL CITIES



SID presents the best fitfull model for each IP location. If the location is at rural areas we present the fully integrated industrial city solutions such as our model in Sokhna 360 and Tanzania.

OUR CLIENTS





 **19107**

 www.elsewedydevelopment.com