

STeP IN | S. Tomé e Príncipe
L O N D O N | International Conference
OCTOBER 2015

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São Tomé e Príncipe

Democratic Republic of São Tomé e Príncipe is a beautiful tropical island nation located in the Gulf of Guinea, off the western equatorial coast of Sub-Saharan Africa. On this tropical paradise, warm, friendly and happy island people will welcome you.

You will encounter nice palm-fringed beaches, crystal-clear waters and barely-explored jungles. While you are here, you can delight on gourmet chocolate, sip some of the world's best coffee, savor fresh fruits and great seafood and get away from all things that resemble hustle and bustle.

The island environment, pleasant year round weather, lots of sunshine, adequate rainfall and great beaches all add up to a formula for relaxation and unwinding in the ever-busy Gulf of Guinea.

São Tomé e Príncipe is blessed with a great location, peace-loving people and a democracy that is functioning successfully for 25 years. The new Government with absolute majority in the Parliament guarantees political stability and is committed to promote business.

São Tomé e Príncipe is ready to serve the sub-region and thereby grow its economy.

São Tomé e Príncipe is ready for business!

SÃO TOMÉ E PRÍNCIPE | An introduction

Location, History, Understanding with Statistics, The Transformation Agenda.

REFORMS FOR ECONOMIC GROWTH - An overview

Past: Track Record of XVI Government. Achievements in Telecom & ICT.

Present: Capacity augmentation & reforms: Work in Progress.

Future: Planned projects; e-Governance, GIS, Agencies for Policy Implementation.

Investment Opportunities.

DRIVERS FOR TRANSFORMATION

Internal Drivers: National consensus backing transformation. Committed Government with absolute majority in the Parliament.

External Drivers: Growth in the Gulf of Guinea region. Rise of the African consumer.

NATIONAL ASSETS & ECONOMIC DEVELOPMENT

National Assets are core assets that will stay and create direct social impact in the short term.

Core industries: Tourism, Agriculture & Fisheries. Special thrust on Education.

TRANSFORMATIVE PROJECTS FOR GROWTH

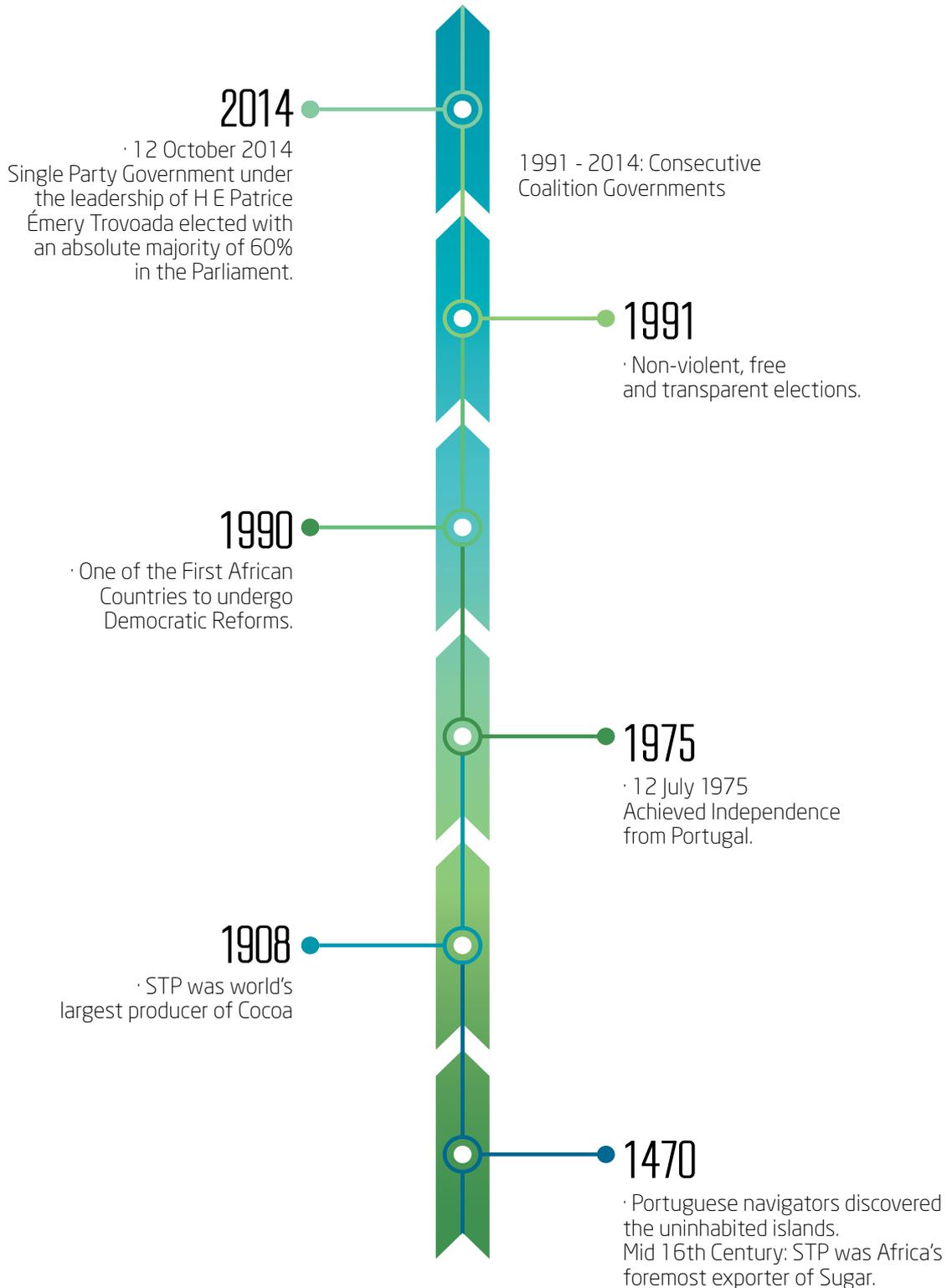
Drivers to make São Tomé – The Hub for the Gulf of Guinea.

Deep water port, International airport, New Frontier Parks.

BUSINESS OPPORTUNITIES IN THE HUB: Services for the sub-Region

Tank Farm, Bunkering, Shipyard, Sub-regional Airline, Aircraft MRO center, Logistics Hub, Financial Services Hub, Potential Hub for Healthcare.

A walk through HISTORY





FLIGHT DISTANCES FROM SÃO TOMÉ ISLAND

- ✈ LISBON 6 hours
- ✈ PARIS 7 hours
- ✈ LONDON 7h 40 minutes
- ✈ FRANKFURT 7 hours
- ✈ SÃO PAULO 8 hours
- ✈ DUBAI 8 hours



DIRECT SHIPPING TIMES

- Brasil SANTOS 9 DAYS 12H
- South Africa DURBAN 9 DAYS 01H
- Belgium ANTWERP 13 DAYS 03H
- USA NEW YORK 15 DAYS 06H
- United Arab Emirates DUBAI 20 DAYS 22H
- SINGAPORE 23 DAYS 07H
- China NINGBO 29 DAYS 17H

EXPORTS FROM THE SUB-REGION

CRUDE
over US\$ 160 billion

REFINED PETROLEUM
over US\$ 23 billion

GAS
over US\$ 20 billion

RUBBER
over US\$ 6 billion

COCOA
over US\$ 5 billion



IMPORTS TO THE SUB-REGION

TRANSPORT & CONSTRUCTION
over US\$ 9 billion

PACKAGED MEDICINES
over US\$ 1.3 billion

RAW SUGAR
over US\$ 1 billion

FROZEN FISHERIES
over US\$ 1.5 billion

ELECTRONICS
over US\$ 2 billion

POULTRY
over US\$ 1.5 billion

RICE
over US\$ 2.5 billion



Area

1001 sq. km

ECONOMY

GDP Total: (2014) US\$ 313.58 million

GDP Growth: (2014) 4.5%

GDP Per Capita: (2014) US\$ 1,672

Currency: ST Dobra. Pegged with Euro: 24,500 ST Dobra / Euro

DEMOGRAPHICS & LITERACY

Population: (2014) 187,602

65% Population: less than 25 years old.

Median age: Less than 20

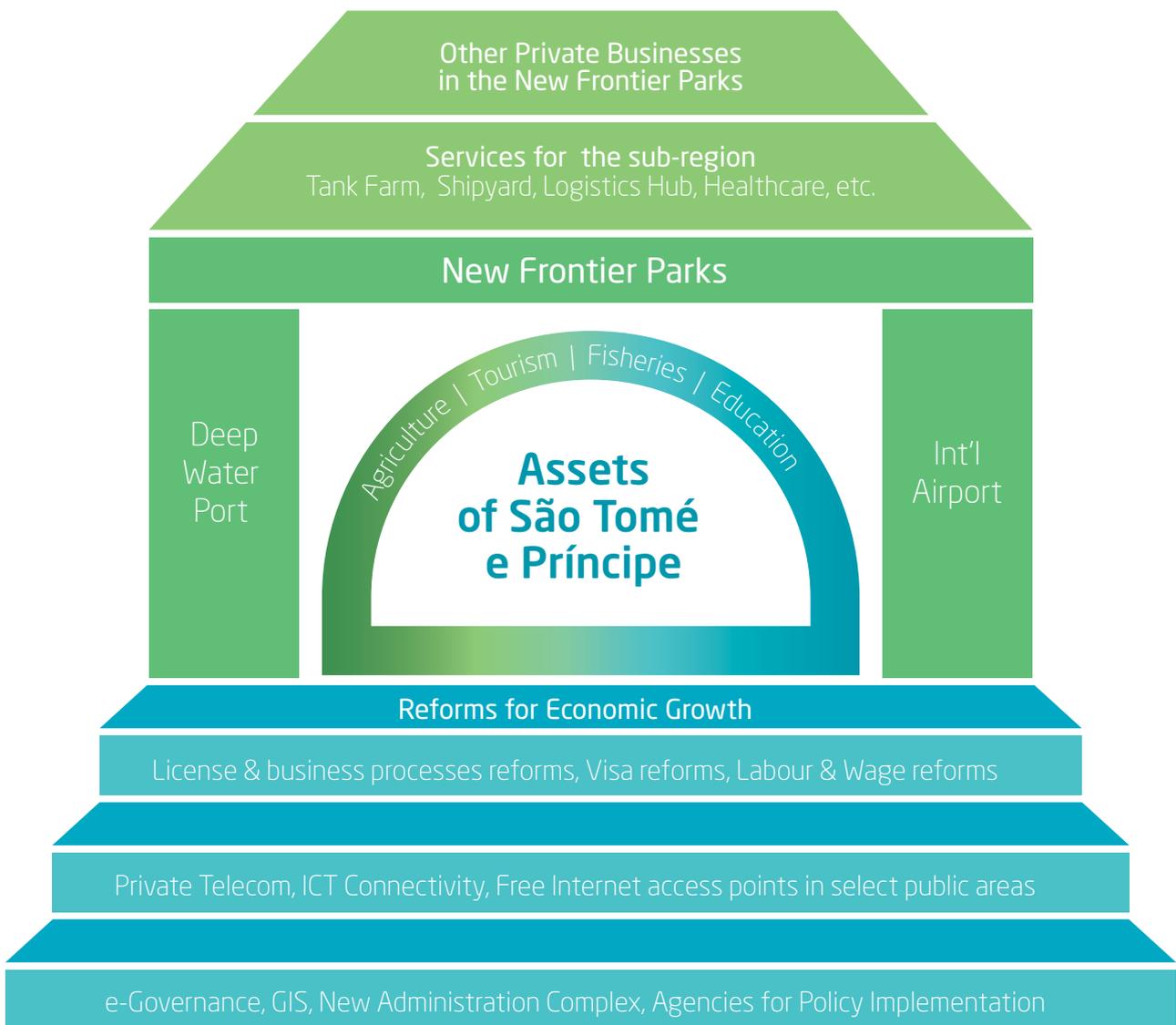
Literacy rate: Over 95%. Peace loving people.
Extremely low rates of crime

HIGH PUBLIC HEALTH FOCUS

Access to clean water & sanitation:

In the next 3 years over 95% of the population will be covered. Funds have been raised for upgrading facilities

Malaria Eradication: Zero new cases in 2014.



Developed with assistance and studies contributed by:



McKinsey&Company

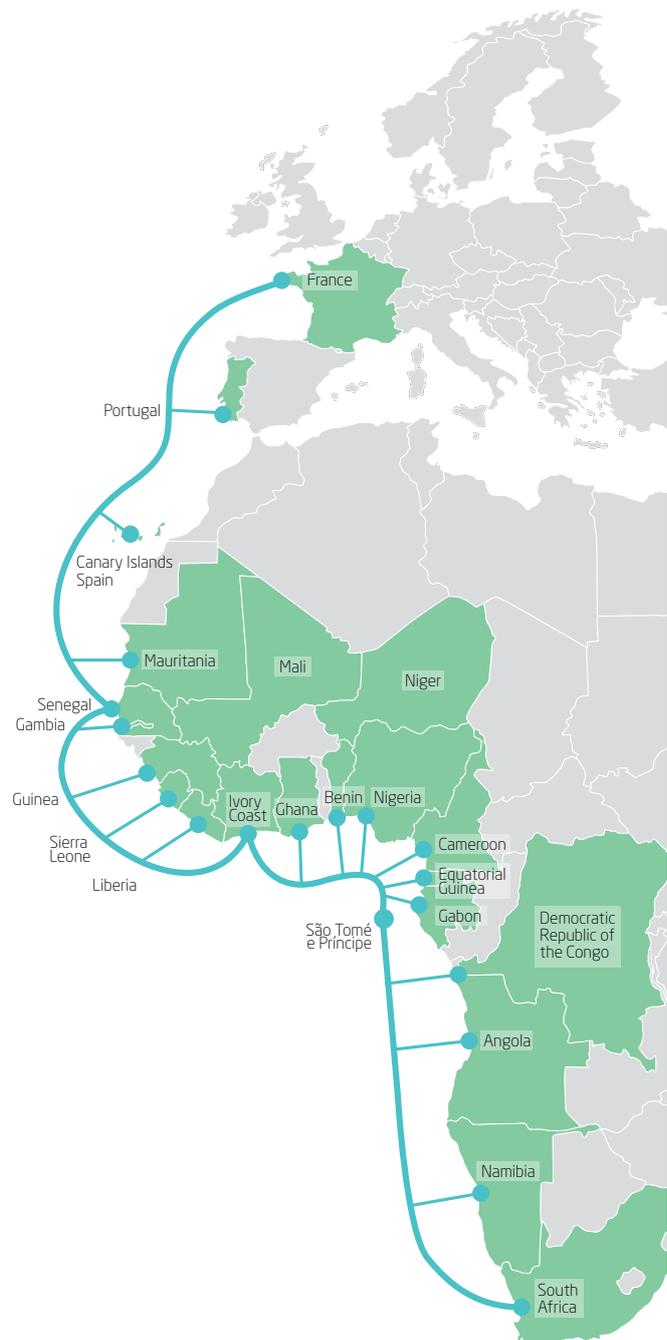
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Reforms for
Economic Growth

ACE SUBMARINE FIBER OPTIC CABLE SYSTEM

Key Features

- **17,000 kms** from France to South Africa.
- **Landing Station** - San Gabriel in São Tomé. Inaugurated on 03 October 2012.
- Government of São Tomé e Príncipe is one of the **18 partners** of the consortium that implemented this system.
- Potential throughput **capacity of 5.12 Tbps**.
- **Latest Fiber Optic Technology**, developed by Alcatel-Lucent with wavelength-division multiplexing (WDM) technology powers the subsea cable system.



Global Ratings of STP

Achieved during previous ADI led Government 2010 - 2012

Doing Business Report (2012):
Leader in sub-Saharan Africa
Ranked 4th Best Improvement in the world

Index of Economic Freedoms of Heritage Foundation (2012)
STP recorded largest improvement in business freedom

Transparency International (2012): Corruption Perception Index
STP Ranking rose from 100th in 2011 to 72th

UN World Tourism Organization's destination access simplification (2013)
STP: Top Rank

CNN (2014)
STP: One of Top 10 Dream Destinations

Doing Business Report Reflection of the Reforms on starting a new Business

YEAR	STEPS	DAYS	COST [% OF GNI PER CAPITA]	MINIMUM CAPITAL [% OF GNI P.C.]
2009	10	144	88,9	385,7
2015	3	4	17,5	0

BUSINESS REFORMS

- Guiche Unico das Empresas (GUI)
Single Window Business Registrations.

LICENSING REFORMS

- **91 Licenses** eliminated including all export, import and re-export licenses.
- **88 Sectoral Licenses** simplified and systematized in an Online Registry.
- Introduced **Silence-is-Consent Rule:**

Application for License is converted to a License if authority does not respond in 15 days.

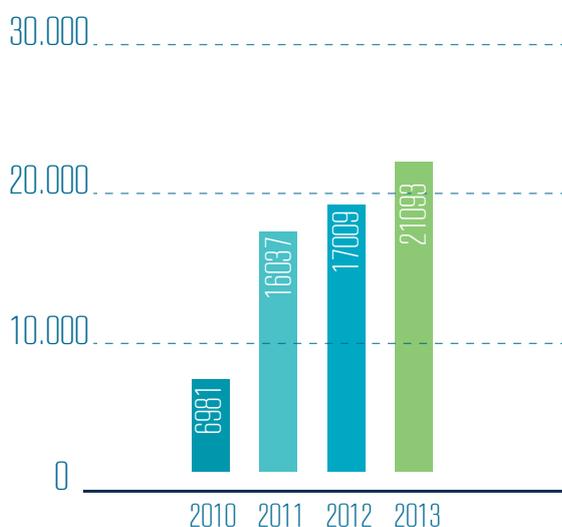
- No ex-ante inspection of Companies not requiring License.

Reforms ACCOMPLISHED

VISA REFORMS & TOURISM

- **E-Visa System** Introduced in July 2012
Reduction in processing time and visa related fees.
- Number of tourist arrivals in **2013 = 21,093**.
- **Average tourist stay = 7 days.**
- Average tourist spending **per day = US\$ 145.**

TOURIST ARRIVALS



OTHER REFORMS

- **Single Window for Foreign Trade** –
Significantly reduced costs for exporters and importers. Work ongoing and expected to be fully operational by end 2015.
- Construction Legislations Simplified.

RECOGNITION OF REFORMS

- 20% Bonus received from European Development Fund because of 100% realisation of the EDF agenda and completion of works on time during the previous Government led by ADI.
- In July 2015, the International Monetary Fund (IMF) approved a new 3-year program under the Extended Credit Facility (ECF) for São Tomé e Príncipe for the period 2015-2018.

POWER GENERATION

- **EMAE** – Empresa de Agua e Electricidade
The country has an independent **Regulatory Body for Power and Water**.
- **Independent Power Producers (IPP)** are permitted to set up and generate power in the country.
- Government will execute long term guaranteed **Power Purchase Agreements (PPA)** with IPPs at attractive tariffs.
- Government will promote clean and renewable energy.
- Locals are encouraged to own and operate **micro & pico hydro power plants** of less than **500 kW capacity**.

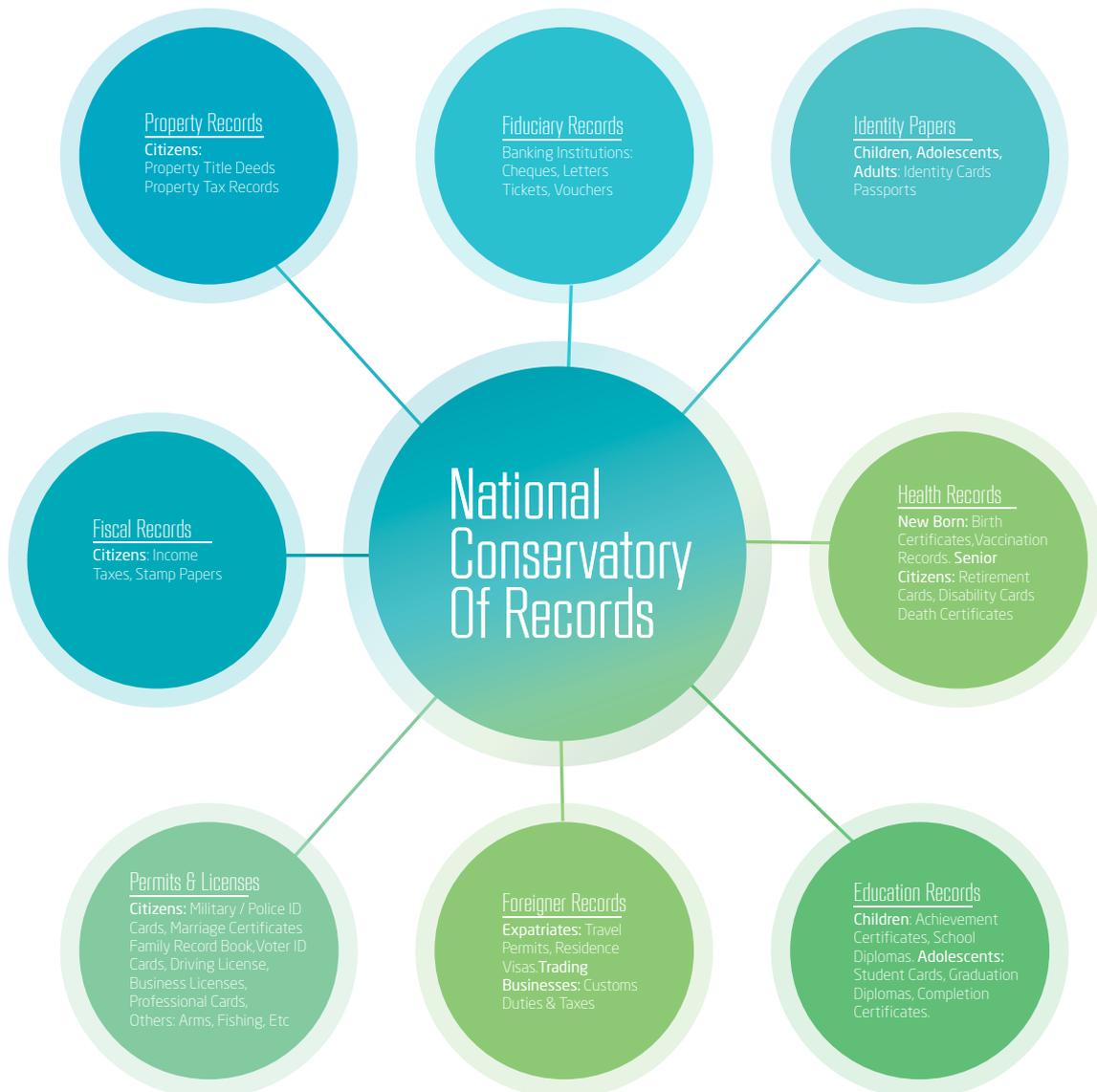
POWER TRANSMISSION AND DISTRIBUTION

- **National Grid** upgraded with international assistance and reaches over 70% of the population.



Planned E-Governance INITIATIVE

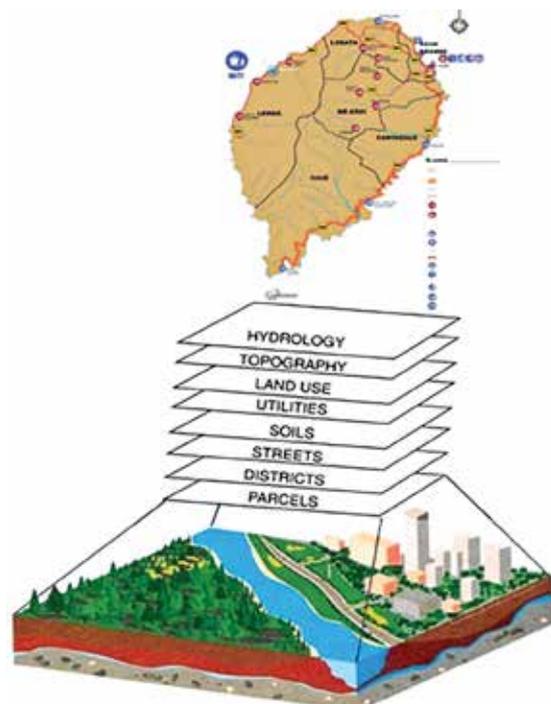
Relevance of the National Conservatory of Records during the Lifetime of a Citizen



STP GIS AND CARTOGRAPHY

Key Features & Benefits

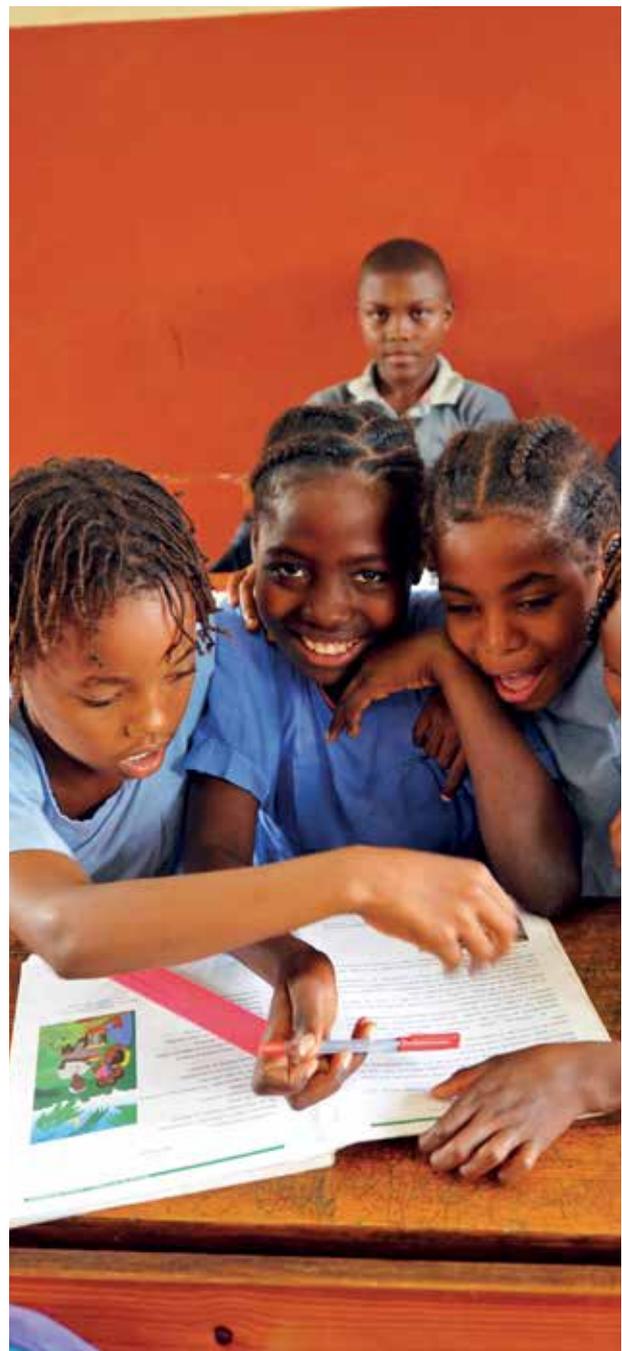
- Aerial photography survey with 10 cm resolution and production of multi-layered ortho-photo maps.
- 3D Photogrammetric mapping of the entire country (1:5000 scale) and of major towns (1:1000 scale). LiDAR survey: Detailed and accurate Digital Terrain Model (DTM) and Digital Surface Model (DSM).
- Urban & Rural Planning. Development and maintenance of nationwide infrastructure and utilities (Transportation, roads, electricity, telecom, water management, supply lines and more).
- Precise engineering design, water resources management, ecological planning, and natural hazards and disaster management.
- Environmental planning, parks, trees, water bodies and land reserves. Planning of construction and building projects.
- Land ownership and land registration system. Property and local taxation system. Reliable census.



AGOSTINHO NETO EDUCATION VILLAGE

Educate and qualify youth in São Tomé. Contribute to Gulf of Guinea regional development.

- A 1,600 hectare colonial property is allocated to the Agostinho Neto Education Village.
- **Courses:** Maritime Studies. Industry Requirements - Oil & gas, mining, agriculture & hospitality, Public administration & governance.
- **Incentives:** Complete tax and duty exemptions for all investments in the education sector.



- Government will set up the following special bodies to guide and enable implementation of its policies.

- The regulatory bodies will be financed through budgetary contributions for 3 years and will become self-financed after that.

- Employment will be based on competency from a global talent pool and not based on nationality.

International Co-Operation Agency (ICA)

- Agency to liaise with International development partners and donor organizations.

- All development finance and aid will be coordinated and channeled through ICA.

Public Works and Development Authority (PWDA)

- All activities requiring public works in São Tomé e Príncipe will be coordinated by PWDA.

Brand, Image & Communications Management Council (BICMC)

- Council is tasked with marketing and promotion of the country on the international platform.

- All advertisements, campaigns and movies productions in the country will liaise with BICMC.

Investments Promotion Authority (IPA)

- IPA is tasked with promoting the country and attracting inward investments.

- **ONE STP** is the arm of IPA that will handhold and support investors to do business in New Frontier Parks.

São Tomé e Príncipe Environment Authority (STPEA)

- São Tomé e Príncipe is an island country and environment conservation is critical for development. All activities requiring environment clearance in São Tomé e Príncipe will be coordinated by STPEA.

Investment OPPORTUNITIES

HYDRO POWER GENERATION

São Tomé has potential for 30 MW

LARGER THAN 500 KW INSTALLED CAPACITY

- Government offers investors guaranteed power purchase agreements (PPAs) at attractive tariffs.
- Commits to decommission a MW of Diesel based generator for every MW of hydro power that comes online.

SMALLER THAN 500 KW INSTALLED CAPACITY

- Local ownership is promoted using micro / pico hydro power generation technologies.
- Government with assistance from international development partners will set up an investment fund to finance projects at attractive interest rates.





SOLAR FARMS & ROOF-TOP SOLAR POWER GENERATION

- Concessions are available for solar farms and for roof top solar power generation on all Public Buildings with guaranteed PPAs at attractive tariffs.

DATA CENTER OPERATIONS

- ACE Submarine Fibre Optic Cable System provides significant bandwidth in excess of the needs for the country.
- A reliable data center can serve future needs of the businesses in the country and also serve the sub-region.

Investment OPPORTUNITIES

NATIONAL REAL ESTATE INVESTMENT FUND

Fund Focus: Real Estate Development Opportunities in São Tomé including but not limited to Office spaces, Residential Units, Industrial Warehouses, Hotels & Resorts and Entertainment Spaces.

Fund Life: 5 + 1 Year

Fund - I Size : US\$ 80 million

Commitments:

Government:

- **Cash:** US\$ 5 million
- **Real Estate:** Buildings and Properties in central São Tomé city for refurbishment and sale / lease. Value - US\$ 20 million
- **Land:** Leasehold land in central São Tomé city and New Frontier Park – I. Value - US\$ 15 million
- **Private Investor :** US\$ 40 million
- **Fund Structure:** Standard 2 / 20 structure



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DRIVERS FOR
TRANSFORMATION

THE PRESENT GOVERNMENT IS FORMED BY THE ADI PARTY.

- The Party:
 - Formed Government in 2014 with an Absolute Majority Mandate.
 - Won on the platform of National Transformation Agenda.
 - Tripled its seats in the Parliament within 8 years.
- People want development. DELIVERED. NOW.
- There is National Consensus!
- Tough reforms are being enacted. Absolute majority ensures political stability.
- Capacity Building and Reforms are being executed at speeds never seen before.
- A Committed Government leads the nation today.
- Key Objectives for the Government include
 - Poverty reduction.
 - Employment generation.
 - Promotion of Local Entrepreneurship.

PARLIAMENTARY ELECTIONS RESULTS

2006

11 SEATS

20% ADI

OF 55 SEATS

OTHERS

2010

26 SEATS

47% ADI

OF 55 SEATS

OTHERS

2014

33 SEATS

60% ADI

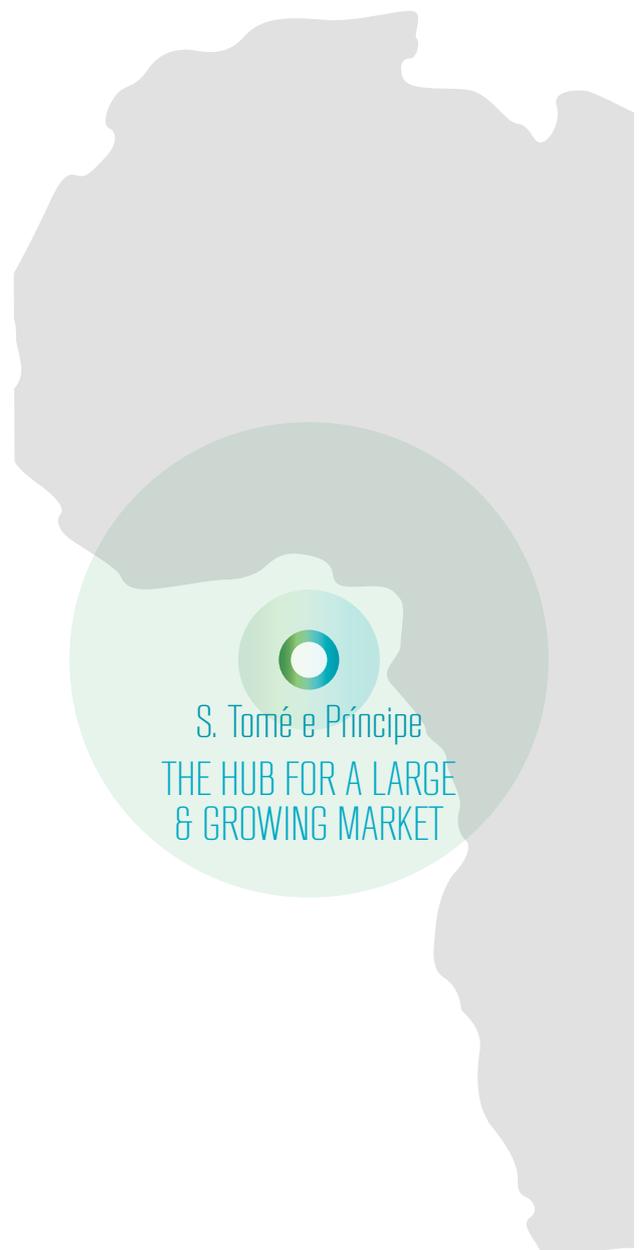
OF 55 SEATS

OTHERS

THE SUB-REGION

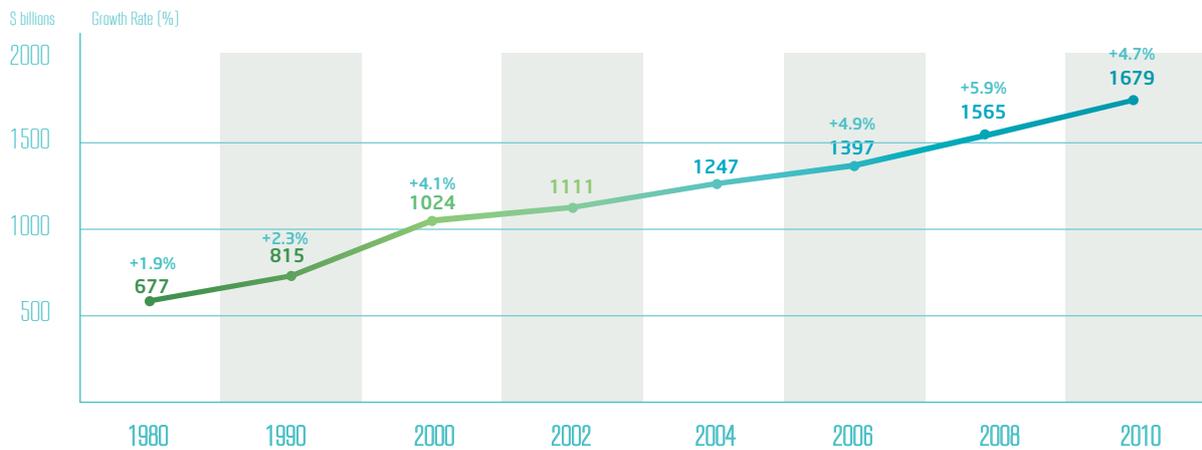
Less than 2 hours flying distance from São Tomé there are

- Over 350 million consumers.
- Over US\$ 750 billion GDP.
- Over US\$ 275 million growth in household consumption between 2000 – 2008.
- Over 600 million hectares ready for Agriculture.
- Significant producers of commodities including Oil & Gas, Iron Ore, Copper, Gold, Cocoa & Timber.
- Significant importers of food products, electronics, construction materials and machinery.



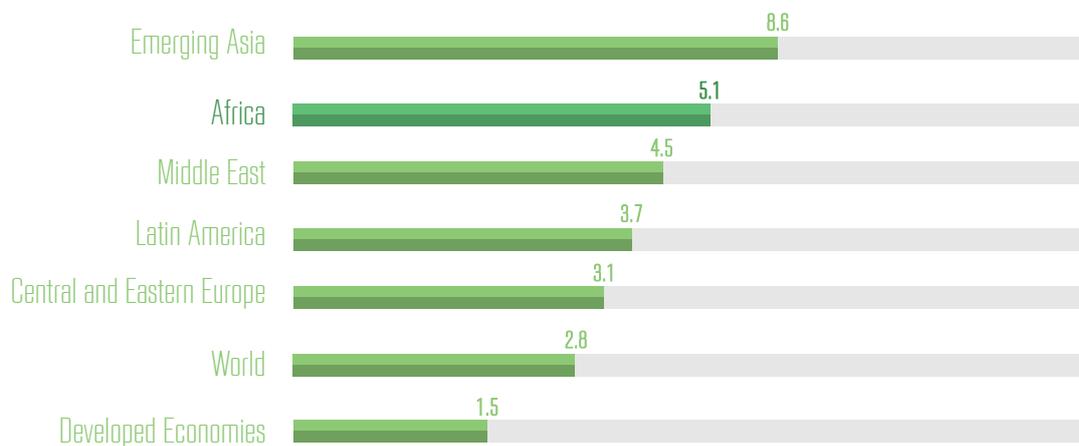
External Drivers THE CONTINENT

REAL GDP IN AFRICA



AVERAGE ANNUAL GROWTH RATE

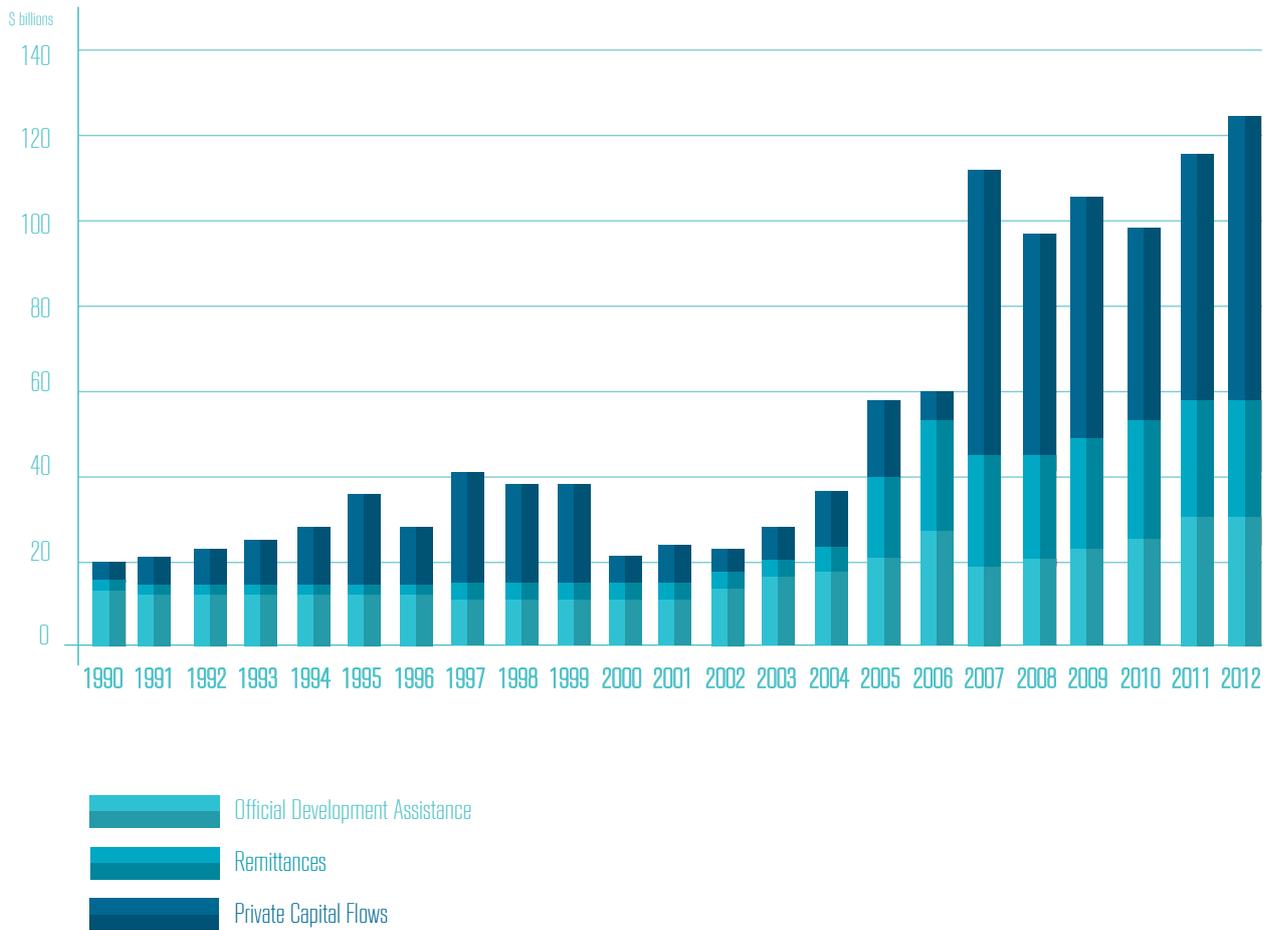
Real GDP 2000-10 - %



Source: Global Insight; McKinsey Global Institute Analysis

FINANCIAL FLOWS RECEIVED

Dramatic Foreign Investment
Growth since 2007

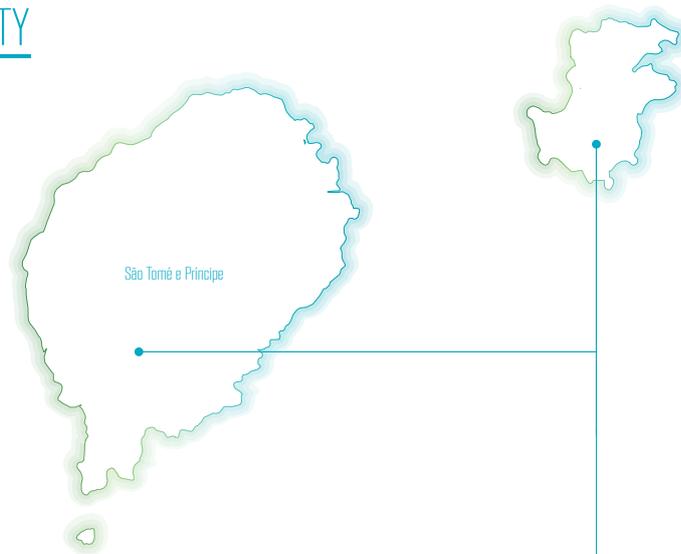


Source: IMF, World Bank

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NATIONAL
ASSETS & ECONOMIC
DEVELOPMENT

NATURAL BEAUTY



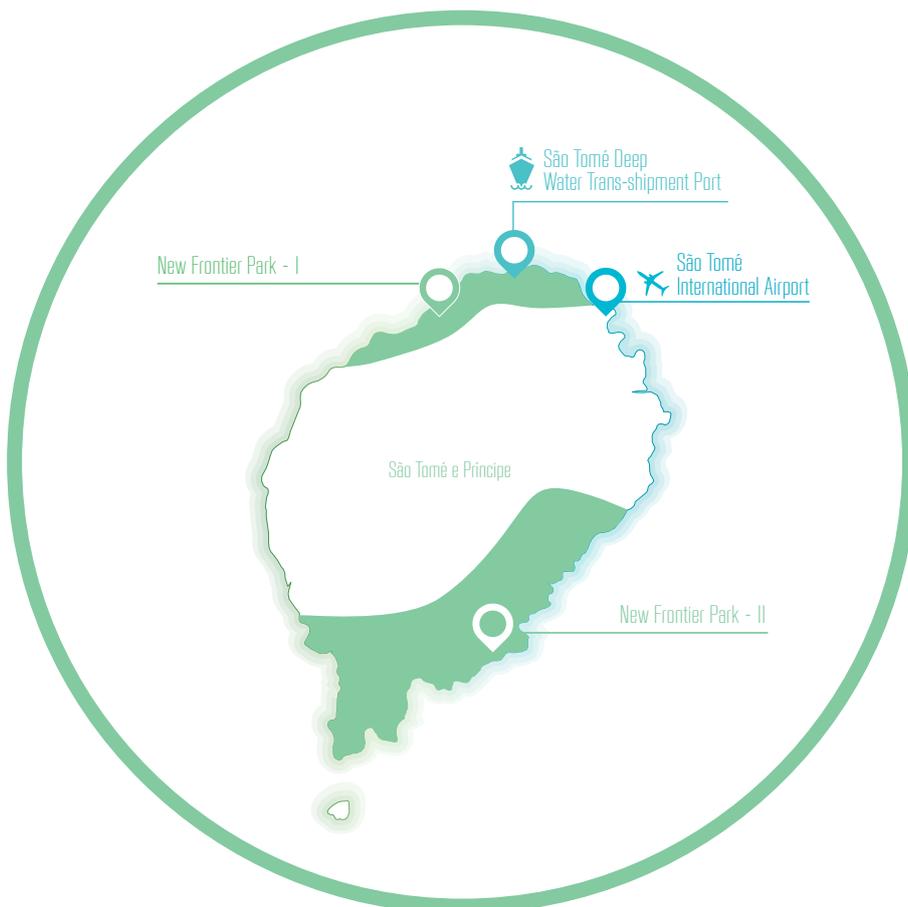
- Turtle Sanctuary
- Passage of Humpback Whales
- Coral Reef
- Wrecks along the Coast
- Abundant Marine Wealth



- Many Great Tropical Sandy Beaches
- Natural Beauty
- Ornithological Paradise
- Latitude Zero
- Colonial Heritage
- World Biosphere Reserves



TOURISM TWO CATEGORIES



LONG STAY TOURISM

- Facilities developed primarily in New Frontier Park - II.
- Facilities and promotions developed for Tourists who typically vacation for a week with family or friends.
- Themes for development include EcoTourism, agriTourism and redevelopment of colonial Roças a water park and animal park.

SHORT STAY TOURISM

- Facilities developed primarily in New Frontier Park - I.
- Facilities and promotions developed for Tourists who typically extend business trips or seek weekend getaways.
- These include star Hotels and activities for Entertainment such as Night clubs, shopping malls, casino, spa, bars & restaurants.

A DESTINATION FOR SHORT HOLIDAYS

São Tomé is an ideal getaway for a quick and short holiday in the sub-region. Typical tourists would be:

- Business Visitors & Convention Attendees
- Expatriate workers in the sub-region
- Shopping Tourists & Themed Party-Goers
- Health Tourists & Relaxation Seekers

The New Frontier Park - I in Northern **São Tomé** will have dedicated zones

for development of facilities to promote such tourism.

Facilities such as

- Bars & Restaurants
- Shopping Malls
- Night Clubs and Casino
- Spa & Wellness Center

Will be developed with participation from the private sector.



A DESTINATION FOR ECOTOURISM

São Tomé is endowed with rare natural assets such as:

- Nesting sites for sea turtles
- Endemic birds in dense virgin rainforests
- Scenic coral reefs
- Migration routes for humpback whales

The islands are a special vacation destination and responsible EcoTourism will be promoted. Vacation activities include:

- Diving, Ocean Fishing & Water Sports
- Trekking, Hiking, Rock climbing & Bird Watching

Investors are invited to develop
A Luxury EcoTourism Resort

- Designed, developed & operated for the Environmentally Friendly!
- Furnished with all natural furnishings & products
- Made with materials available in São Tomé



Tourism LONG STAY

A DESTINATION FOR AGRITOURISM

Agriculture is a core activity for the inhabitants of the island. Mild tropical climate, adequate rainfall and rich volcanic soil act as drivers for this sector.

The sector will be complemented by AgriTourism promoted by the Government. Vacationers can experience:

- Farm Visits, Fruit Picking & Animal Feeding
- Horticultural Delights & Cocoa Plantation Tours

Investors are invited to develop **A Luxury Cocoa Plantation Resort & Spa**. Patrons can:

- Discover Cocoa like never before
- Create their own chocolates
- Relax with Cocoa Massages & Wellness Therapies



RE-DEVELOPMENT OF COLONIAL ROÇAS

Conservation of Historical Structures
Development of History Tourism

- Colonial Roças (Plantations) and their grand charming structures offer a glimpse into the fascinating history of this islands.

- Government is offering **4 Roças** to private investors for redevelopment into boutique hotels.

- Government will create a program to relocate people presently living on these properties.



Roça Água Izé



Roça Boa Entrada



Roça Bela Vista



Roça Uba Budo

Tourism LONG STAY

A DESTINATION FOR ENTERTAINMENT

Sub region needs entertainment getaways.
Middle class household incomes are rising
and the population is predominantly young.

Nearest water park and animal park from
West Africa is presently 6 hours flight away.

Investors are invited to develop
entertainment venues & activities
such as:

- A Water Park
- An Animal Park



COCOA PLANTATION AGRICULTURE

- World's Finest Cocoa grows in São Tomé.
- Ideal Growth Environment: Soil & Climate.
- Historically called "Chocolate Islands".
- Finest quality Genetic Variant.

KEY SUCCESS FACTORS

- Very High Quality Finest Cocoa
- Naturally Limited Plantation Area
- Hence Limited Supply
- And Rarity Premium

INVESTMENT OPPORTUNITY

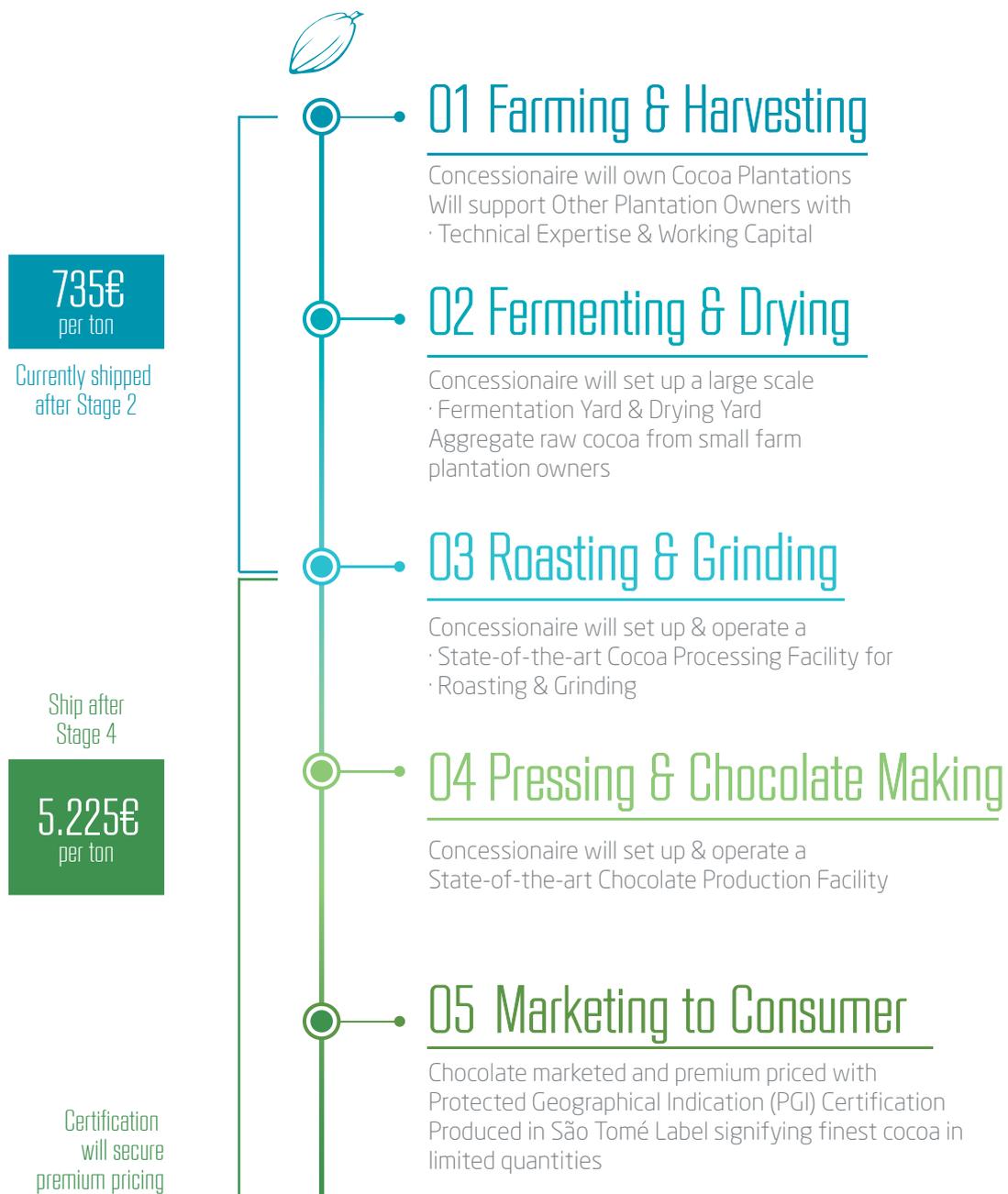
Government will offer long term concessions to a sizeable plantation acreage at favorable terms. The Concessionaire can

Set up & operate:

- A Raw Cocoa Procurement Center
- Fermentation Yard & Drying Yard
- Cocoa Processing Center for Cocoa beans, pulp and husk
- Chocolate Factory: Cocoa Pulp & Husk Processing & Export Center
- Supply of technical expertise and working capital to smaller plantation owners and aggregate cocoa output
- Export PGI (Protected Geographical Indication) Certified value-added Chocolate products
- Partner with Government: Promote PGI Certified Chocolate on G2G platforms
- Develop premium Cocoa tourism



Value Chain and Business Model



PLANTATION ENVIRONMENT IN SÃO TOMÉ IS WELL SUITED FOR WHITE PEPPER PRODUCTION

Current global consumption of white pepper is estimated at 393,000 tons, of which 238,000 tons are consumed in non-producing countries.

Global consumption growth is forecast at 2 – 3 % per annum.

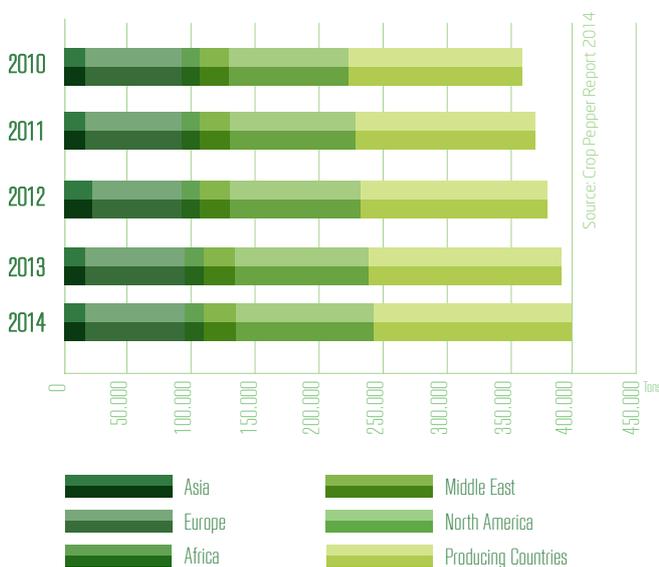
White pepper is a premium commodity and conditions in São Tomé are suitable for its production.

Government is keen to promote Agriculture and Agribusinesses. Investors can seek very attractive terms for investments.

KEY SUCCESS FACTORS

- Fine soil & tropical climate
- Cheap and easily trainable labor
- MINIMUM WAGE - LESS THAN US\$ 70 PER MONTH.**

GLOBAL PEPPER CONSUMPTION





Agri-business Invest- ment OPPORTUNITY

NATIONAL AGRI-BUSINESS PARK

The Operating model for the Park is as follows:

- Government will offer 1000 Hectares on long term lease for farming and production of staples consumed in the country and sub-region.
- Government will offer fiscal benefits: Tax Incentives, Import / Export Duty Waiver and others
- Investment Commitments sought: US\$ 6 million
- Direct Employment targets sought: 1,200

INVESTORS MUST SET UP AND OPERATE

A food processing facilities to create value added products.

The National Institute for Agri-business Technology Training for training people in

- Grains, Vegetables & Fruits Farming Best Practices
- Farm Produce Processing
- Poultry & Pig Farming
- Farm Equipment operations & maintenance
- Water resource management, Pest Control & Organic Farming

FISHERIES

São Tomé e Príncipe has vast sea territory spanning over 160,000 km².

A comprehensive survey of fisheries resources is required.

Biodiversity surveys indicate São Tomé e Príncipe’s fishes include 185 species from 67 families.

Significant ones are:

Large pelagic species: swordfish, tuna.

Cephalopods: cuttlefish, octopus

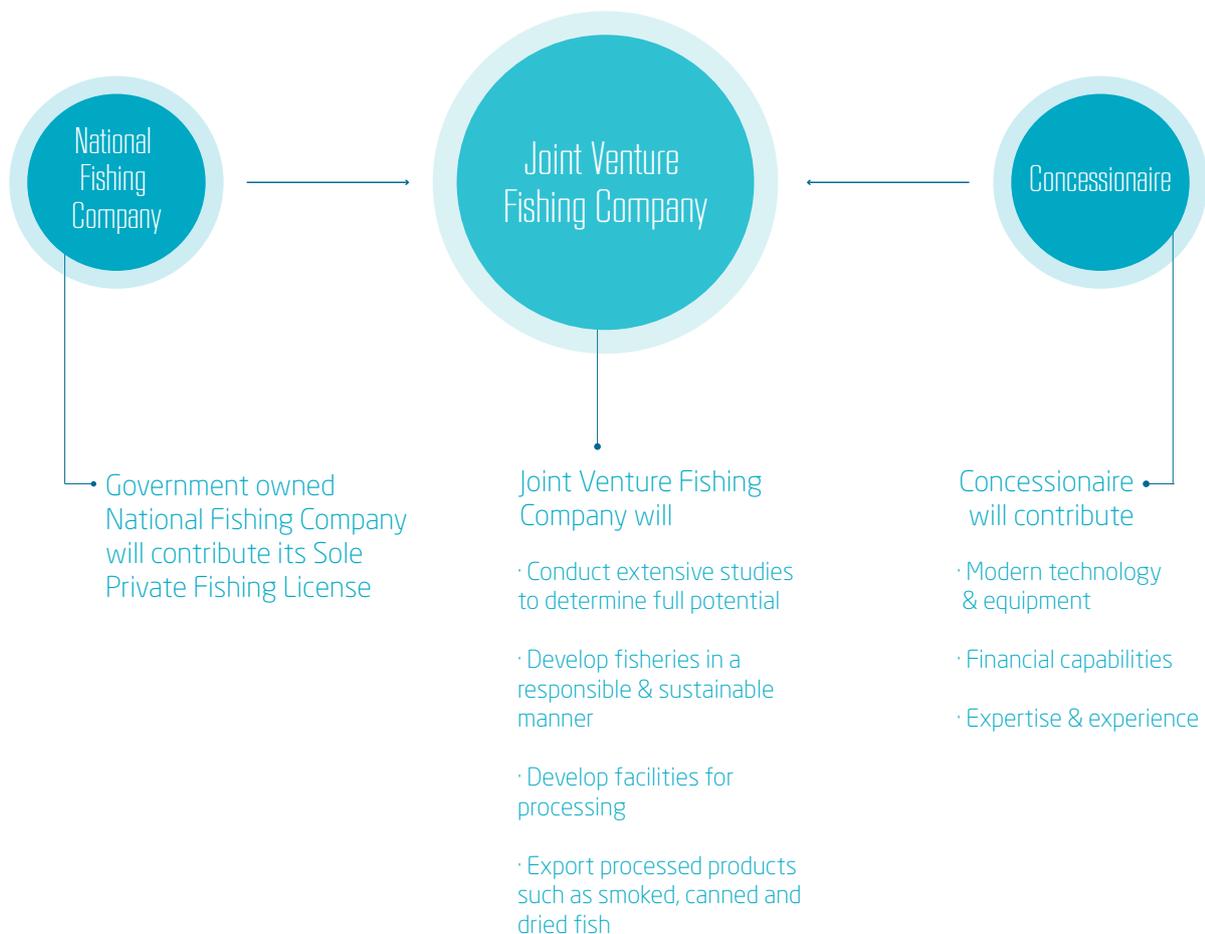
Crustaceans: shrimp, lobster and more.

As per studies in 1998 (DIPA)

Resource Group	Potential Tonnes
Large Pelagics	17.000
Coast Pelagics	4.000
Demersals	2.000
Cephalopods	6.000
TOTAL	29.000



FISHERIES: Business Model



All private fishing licenses will be consolidated and a single license awarded to the National Fishing Company.
All G-to-G and G-to-EU fishing agreements will remain as is.

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TRANSFORMATIVE
PROJECTS
FOR GROWTH

Maritime SCENARIO

MARITIME SCENARIO IN THE SUB REGION

Rapidly growing consumer demand resulting in high maritime activity in the sub-region.

Costs continue to inflate because of structural inadequacies in supply-side infrastructure that shows inadequate signs of improvement.

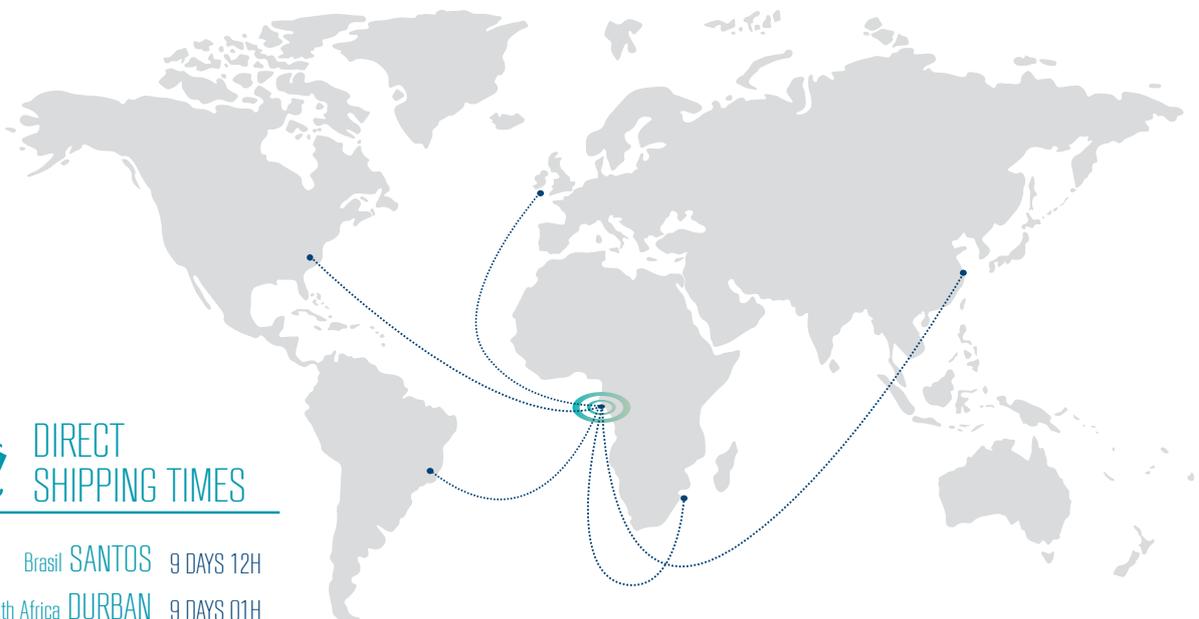
São Tomé – Ideal location in deep waters of the Gulf of Guinea. Territorial waters is pirate-free.

Stable Government and small population with a service-oriented mindset best suited to serve the needs of the sub-region.



DIRECT SHIPPING TIMES

Brasil	SANTOS	9 DAYS 12H
South Africa	DURBAN	9 DAYS 01H
Belgium	ANTWERP	13 DAYS 03H
USA	NEW YORK	15 DAYS 06H
United Arab Emirates	DUBAI	20 DAYS 22H
	SINGAPORE	23 DAYS 07H
China	NINGBO	29 DAYS 17H



Need for a TRANS-SHIPMENT HUB

A CASE FOR TRANS-SHIPMENT HUB FOR WEST AFRICA

Major Shipping Lines use trans-shipments hubs in Morocco & Spain **90% of trans-shipment**

Number of **ports** in the sub-region: **61**

Very small ports: **28**

Small ports: **22**

Medium size ports: **11**

All these ports have draft of 11 - 12 meters or less and require regular expensive dredging.

Number of shipping lines that called in West Africa: 59 (2011)

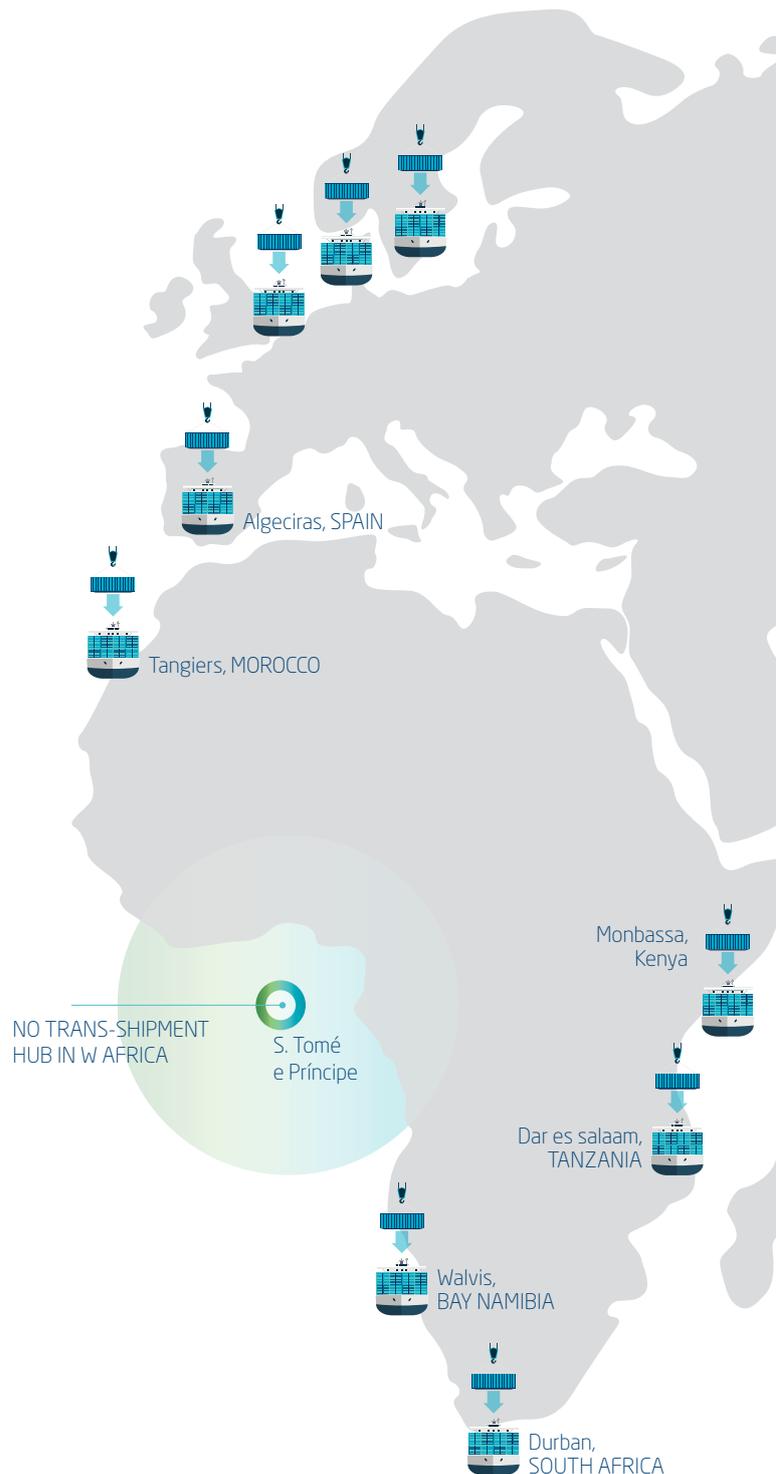
Of these 20 lines moved 3.3 million TEUs (60% of total)

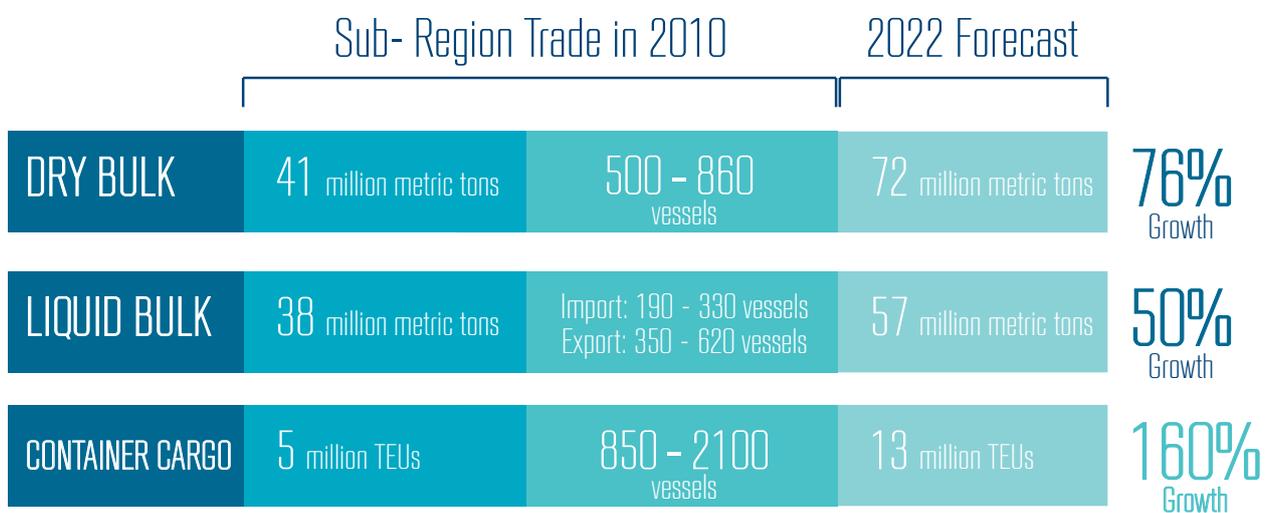
KEY BENEFITS OF TRANS-SHIPMENT OPERATIONS IN SÃO TOMÉ:

- Cost benefits: **US\$ 24 - US\$ 53 per TEU.**
- Time benefits: **Upto 70%**



TRANS-SHIPMENT PORT





Sources

Drewry; IMF World Economic Outlook Database; International Trade Center; Review of Maritime Transport 2011 (UNCTAD); Monitor Deloitte analysis

KEY OBSERVATIONS

- 160% Growth forecast in Containerized Trade in the sub-region.
- 2000 - 4000 vessels called at various Ports in the sub-region in 2010.
- Cost & Time benefits from Supply-Side Consolidation and Dedicated Distribution using a Hub-Spoke Model.
- High quality shipyards for shipbuilding and ship repair - absolutely necessary for Maritime Industry of this size.

DEEP WATER TRANS-SHIPMENT PORT

A TRANS-SHIPMENT PORT
in the Deep Waters of São Tomé

- **Location:** Fernão Dias
in Northern São Tomé
- **Container terminal**
Two berths & Container Yard
- **Planned Construction**
Completion Year: 2018

AVAILABLE OPPORTUNITIES FOR PARTICIPATION

- Port Investment: Equity and Debt
- Sub-concessions for various Port
- Operations

FORECAST VOLUMES (TEU)

2009	775,000
2020	900,000
2021	1,600,000
2022	1,900,000

Natural draft - Water depth	16 meters
Quay Length	1,100 meters
Container Yard	60 Hectares
Quay Gantry Cranes	12
Stacking Gantry Cranes	25
Operations Commencement Date	2019
Concession Duration	49 years

AVIATION SCENARIO IN THE SUB REGION

CONSTRAINTS IN THE SUB REGION

The sub-region suffers from:

- Limited airport and airline infrastructure limiting market growth.
- Inadequate trained manpower and training infrastructure.
- High costs of operations.
- Slow growth of air cargo.
- Absence of MRO facilities. Operators send aircraft to Europe for maintenance or do not perform adequate maintenance.
- Inefficiencies lead to poor customer experience.

There is urgent need for a cost-effective & efficient Aviation Hub in Western Africa



SÃO TOMÉ INTERNATIONAL AIRPORT

THE AIRPORT & TRANSIT TERMINAL

Airport upgrade and Transit Terminal development will be undertaken

- World-class Transit Terminal with focus on passenger comfort.
- Duty free shopping, restaurants, & a transit hotel.
- Airport Upgrade & Safety Standards Modernization to ICAO Standards.
- Ground-handling and catering facilities upgrades.

- Hangars & crew facilities upgrade.
- Development & management of a Helipad.

Development Time: 18 months

Available Opportunities for Participation:

- Airport Investment: Equity and Debt.
- Sub-concessions for various airport operations.



NEW FRONTIER PARKS

CHANGING THE WAY BUSINESSES DELIVER VALUE IN THE GULF OF GUINEA

Two New Parks established:

New Frontier Park - I :

- Activity oriented economic zone for Business, Trade and Industries.
- Located in North São Tomé between the International Airport and the city of Esprainha.

New Frontier Park - II :

- Calm environment zone hosting agri & eco Tourism and renewable energy generation.
- Located in South São Tomé between Água Zé and São Miguel.

Designated “**Special Zones for Economic Activity**” with simplified requirements and policies for business.

New Frontier Parks will raise stakes in competitiveness and modernization and will serve market requirements.

Park Management: New Frontier Parks Council (NFPC) – an independent organization.

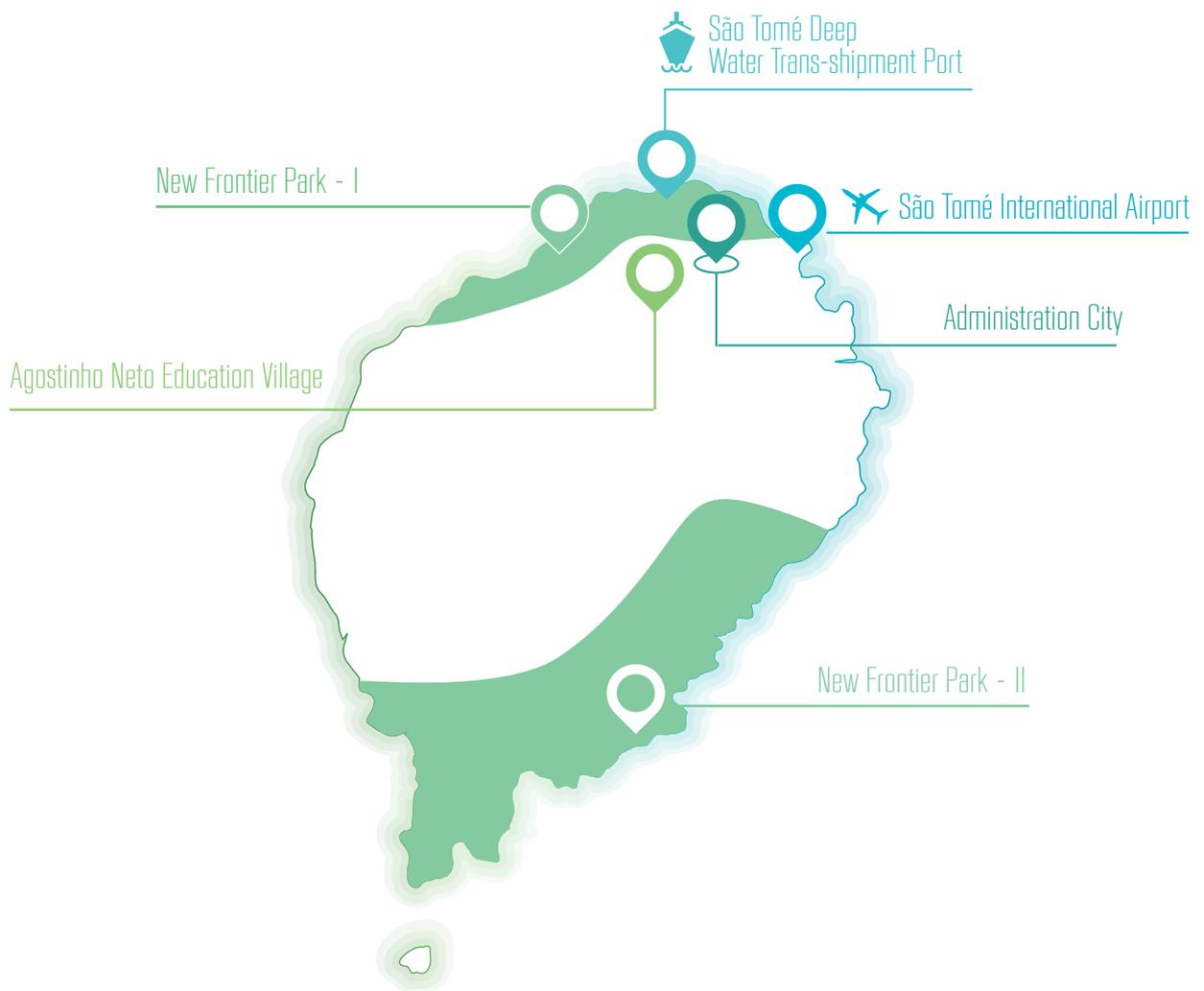
ONE STP – The arm of Investments Promotion Authority (IPA). A one-stop facilitator serving all business needs for new and existing businesses.



The Future
of Business
Powered by New Frontier Parks

NEW FRONTIER PARKS

NEW FRONTIER PARKS



POLICIES FOR BUSINESSES A BRIEF OVERVIEW

- › 100% Foreign Ownership of Business.
- › 100% Repatriation of Capital and Profits. Full Capital Conversion
- › Partial Tax Holidays & No Withholding Taxes.
- › OECD Compliant Simplified Tax Regulations.
- › Provisions to offset Currency Conversion Losses against Taxes across multiple fiscal years.
- › Fiscal benefits for imports of spares required for maritime and aviation sectors.
- › International Arbitration Chambers & Courts enforcing Anglo-Saxon (Common Law) legal system.
- › Reduced Reporting Obligations.
- › Other fiscal, labour and economic policies designed to be simple and business friendly.

POLICIES FOR INDIVIDUALS A BRIEF OVERVIEW

- › Beneficial Tax Regime – Low tax rates; Tax exemptions for certain types of income (Example: Dividends, Royalties, Interest, Capital Gains).
- › Tax exemptions for overseas income.
- › Residence Permits, Fiscal residence & Nationality options offered based on simple requirements.
- › Free Trade Accounts in Banks in the New Frontier Park for select currencies. Minimum restrictions on currency conversions except for requirements deemed mandatory for OECD compliance.
- › Reduced Reporting Obligations.
- › More policies aimed at attracting Highly Skilled Migrants (HSM) High Net-worth Individuals (HNI).

OPPORTUNITIES TO PARTNER WITH THE GOVERNMENT

Opportunities exist to participate in the development of NFP-I and NFP-II; either independently or in partnership with the Government. A list of Concessions available are:

- > Development & management of infrastructures such as Office blocks, Residential units, Industrial parks, Shopping and entertainment spaces.
- > Duty Free Shopping Market.
- > Stock Exchange for financial products.
- > Commodities Exchange Platform for trading oil, iron, gold, cocoa, coffee and other commodities produced in the sub-region.

> Family Offices & Wealth management offering services such as:

- > Company, Investment and Assets management.
- > Personnel and Special Situations management.

> Limited Banking Licenses to offer services such as:

- > Corporate Finance, Trade Finance, Currency Trading.
- > Investment Banking, Private Wealth Management, Asset Finance.

STeP IN | S. Tomé e Príncipe
L O N D O N | International Conference
OCTOBER 2015

BUSINESS
OPPORTUNITIES

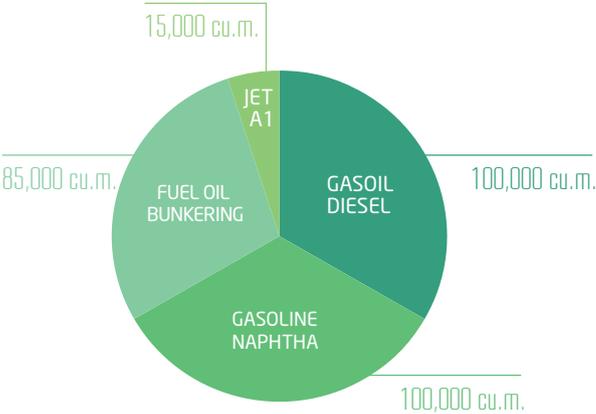
Tank Farm and BUNKERING TERMINAL

PETROLEUM PRODUCTS STORAGE TANK FARM & BUNKERING TERMINAL

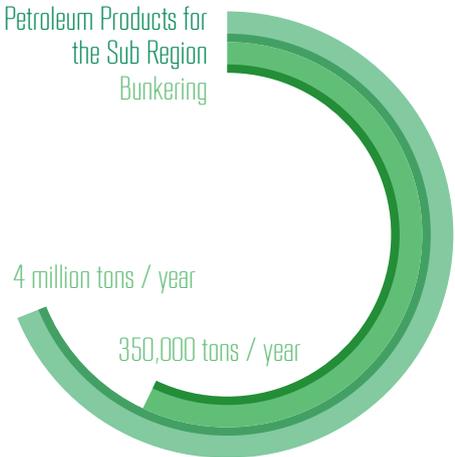
Location: Fernão Dias Deep Water Port Area in Northern São Tomé.

- > Terminal for handling and storage of petroleum products & bunker fuel.
- > Bunkering facilities for tankers / ships calling at São Tomé or crossing the region. Example: Navy, Liners that are looking for safe supply of high quality product in the region.
- > Maintenance of National Strategic Reserves for interested neighbouring countries and São Tomé.
- > Supply of blended products to interested neighbouring countries.
- > Supply to São Tomé e Príncipe.

Total Planned Storage Capacity: 300,000 cu.m.



Throughput Targets



VESSEL SERVICES SHIPYARD: SHIPBUILDING AND SHIP REPAIR

Shipyard for shipbuilding and ship repairs with modern installations and possibly the best in Africa

- › The Shipyard to have the capability to build and repair.
- › Metal flatboats equipped with generators to rent to countries.
- › Tugboats, supply and offshore vessels for the Oil and Gas Industry.
- › Patrol boats to combat piracy.
- › Catamarans for people transport.
- › Small fishing boats.



THE SUB-REGIONAL AIRLINE

Hub: São Tomé International Airport.

Operating Fleet:

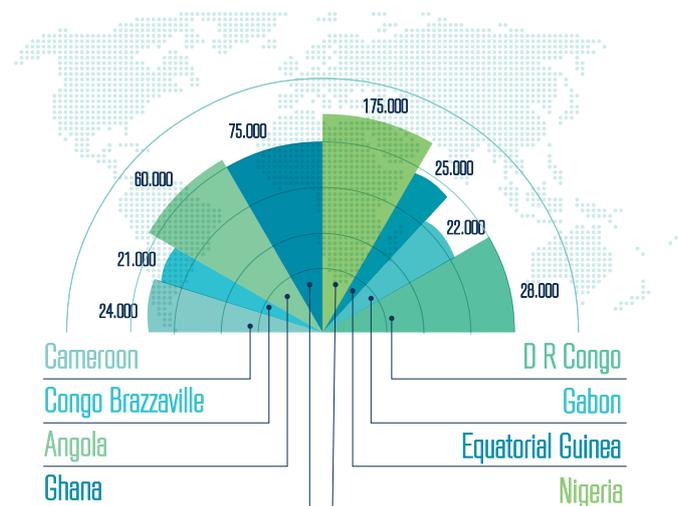
- 2 – Wide body aircraft: intercontinental routes.
- 4 – Narrow body aircraft: sub-regional routes.

Minimum rotations per week per city – 3.

Cities served in the sub-region: Abidjan, Accra, Abuja, Lagos, Port Harcourt, Malabo, Douala, Libreville, Brazzaville, Kinshasa, Luanda.

Intercontinental Cities: London, Amsterdam, Frankfurt, Lisbon, Sao Paulo.

2019 Forecast ST Transit Passengers / Country



	Forecast Passengers Transit @ STIA	Forecast Aircraft Movements
2017	270,000	4,190
2018	340,000	7,680
2019	430,000	8,800
2020	525,000	8,845
2021	660,000	9,621

AIRCRAFT MAINTENANCE, REPAIR AND OVERHAUL (MRO) SERVICES

West African airlines sending their aircrafts to Europe for several maintenance in a year results in:

- Loss of Fleet Time
- Potentially higher costs

A world class, price competitive MRO facility to be set up by an international player in this business.

AIR & SEA CARGO SERVICES

Air Cargo Services: Structural bottlenecks in maritime infrastructure in the sub-region presents opportunities for Air Cargo Services – particularly for perishables.

Air-to-Oil Rigs business: Air + Sea cargo continuity business for offshore platforms and oil rigs.



The Case for a dedicated DISTRIBUTION HUB

DEDICATED DISTRIBUTION

Benefits of re-organizing Brazil's Trade with the sub-Region using

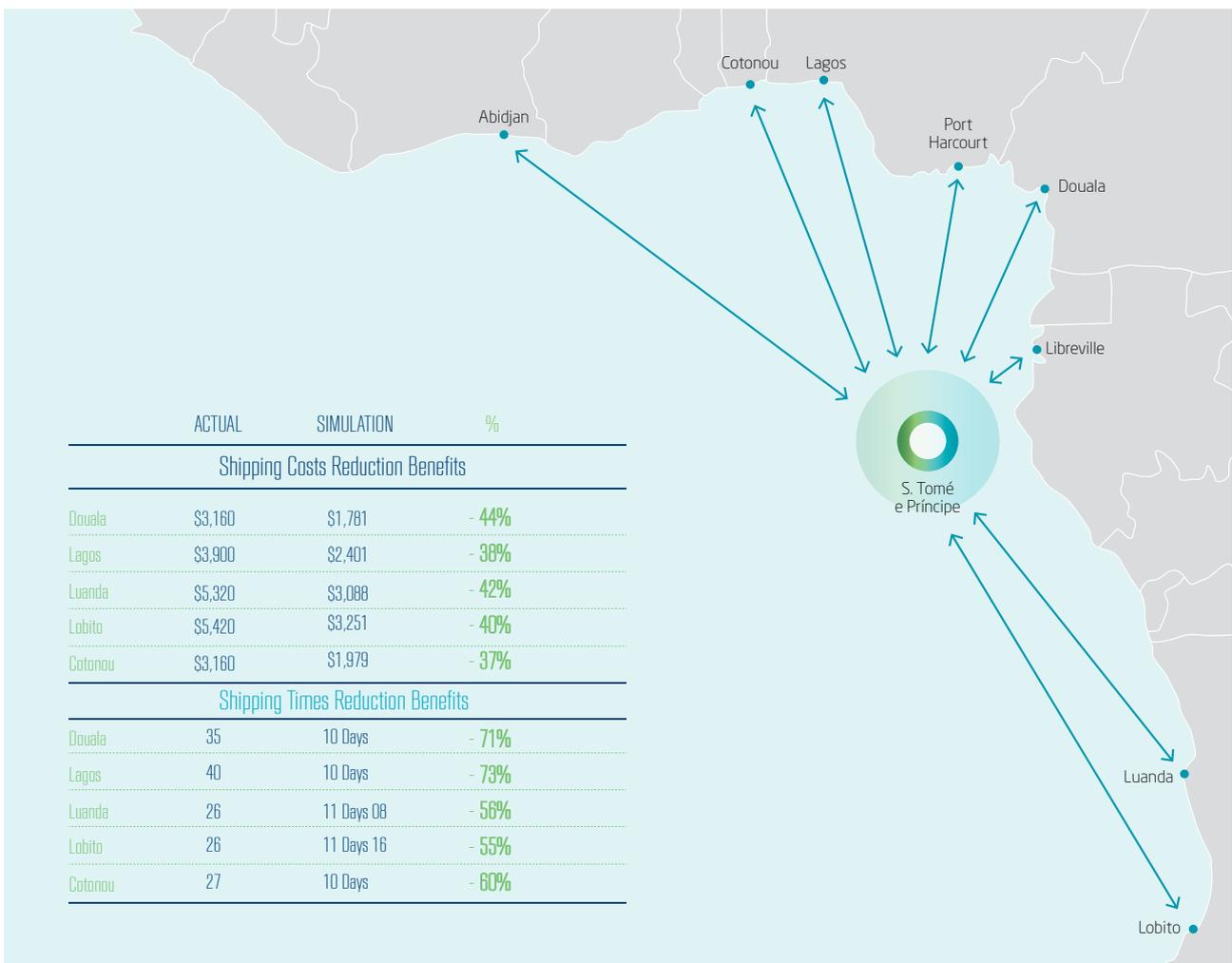
A Dedicated Distribution Hub in São Tomé

Route : Santos – São Tomé

Distance : ~3500 NM;

Shipping Time: ~7 to 8 days

Vessel Speed : ~20 Knots



Dedicated DISTRIBUTION CENTER

DISTRIBUTION CENTER

Location: Fernão Dias Deep Water Port Area in Northern São Tomé

Area: 200 Hectares

Industrial Park and Dedicated Zones with:

- Bonded Warehouses
- Refrigerated Warehouses
- Packaging Centers
- Business Center
- Courier and shipping agencies
- Customs and Inspection Facilities

BUSINESS MODEL

Concessions for BOT of Facilities
Facilities built by concessionaires available for term lease.

PRIVATE SECTOR PARTICIPATION

Opportunities available for interested private players to invest in and provide services such as:

- Freight forwarding & Courier services
- Cargo handling & cargo clearing services
- Packaging services
- Fire safety management services
- Inspection & Insurance services
- Other services



The HealthCare VILLAGE

HEALTHCARE VILLAGE

The HealthCare Village will be developed in São Tomé. The Village be a market-driven health and wellness center.

Well qualified physicians will have access to innovative processes and systems.

The Village will make patients' visit efficient and worthwhile.

SERVICES AT THE HEALTHCARE VILLAGE

Medical Air-Evac facilities for the sub-region.

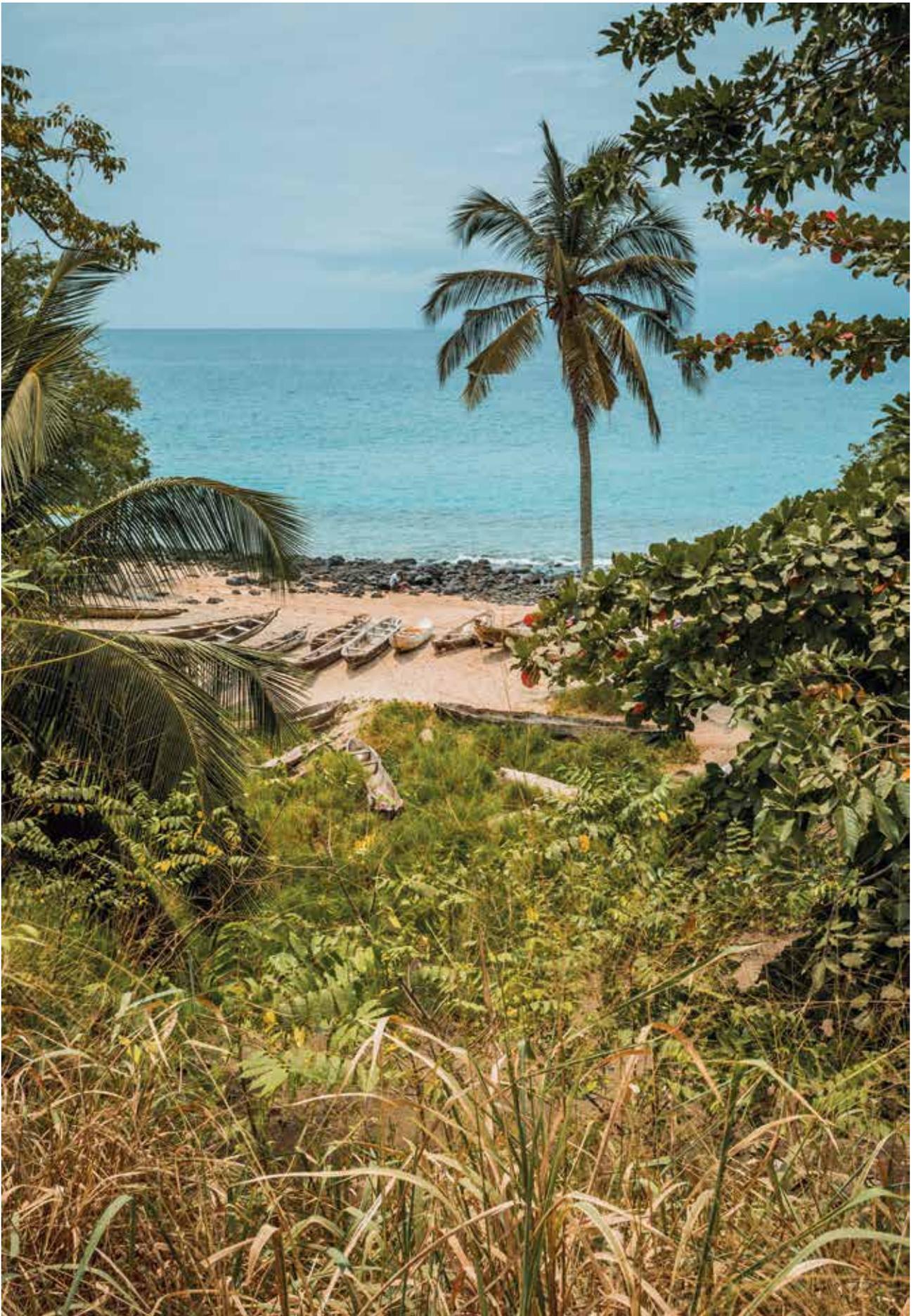
A world class Diagnostics Center.

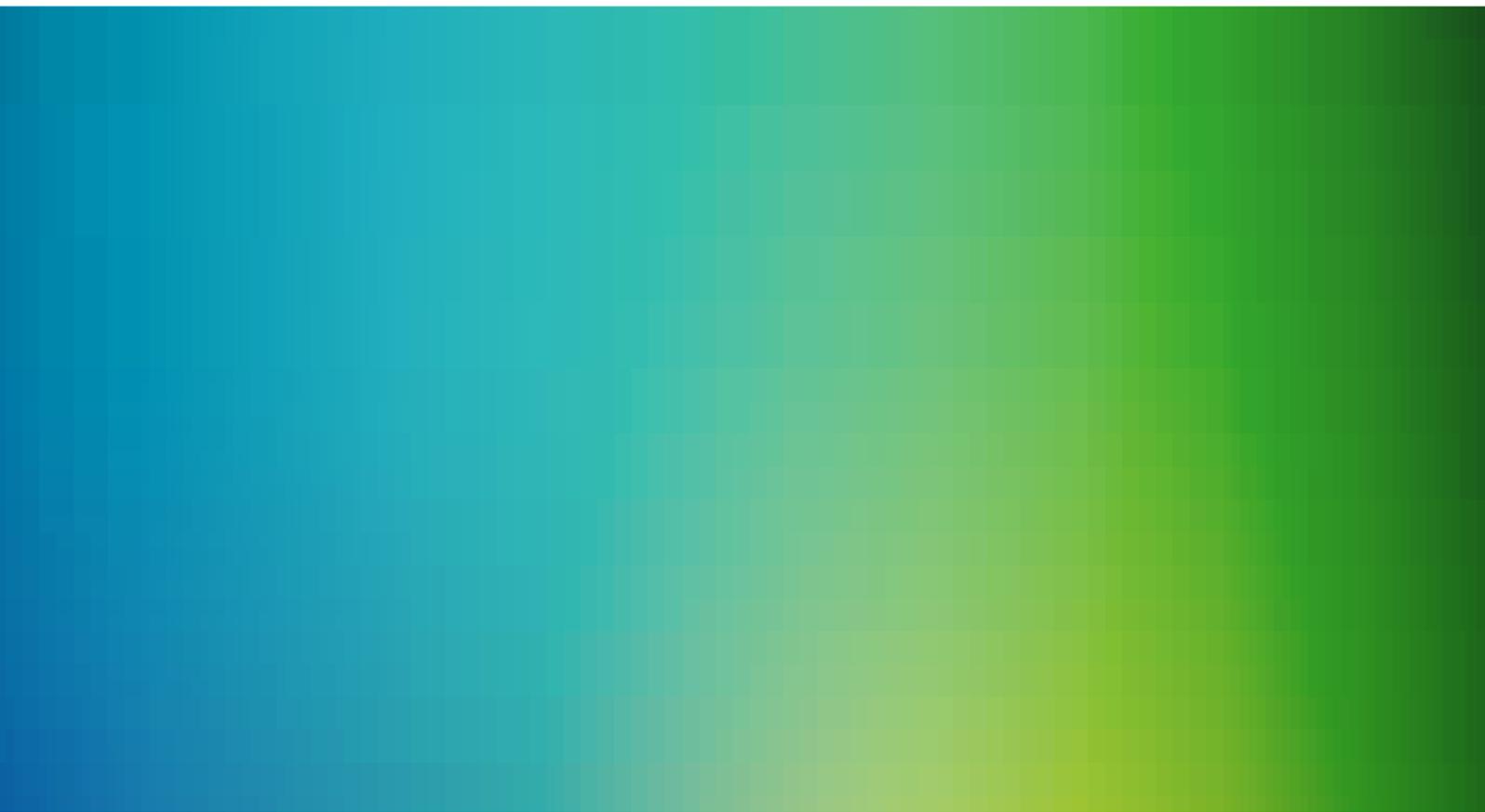
Treatment facilities evolved around the following Medical Centers of Excellence:

- Plastic Surgery
- Rehabilitation and physiotherapy
- Anti Retro Viral Treatments Center
- Oncology
- Palliative Care

An Emergency and Trauma Care Center.







Platinum Sponsor



Gold Sponsors



Silver Sponsor



Endorsements



Knowledge Partner

