

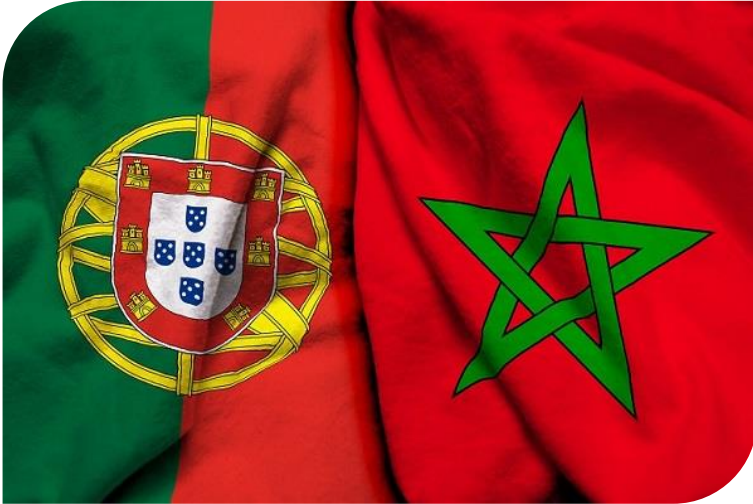
# MOROCCO NOW

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Lisbon, 2<sup>nd</sup> October 2024



# MOROCCO - PORTUGAL: a long lasting partnership that holds sustainable opportunities



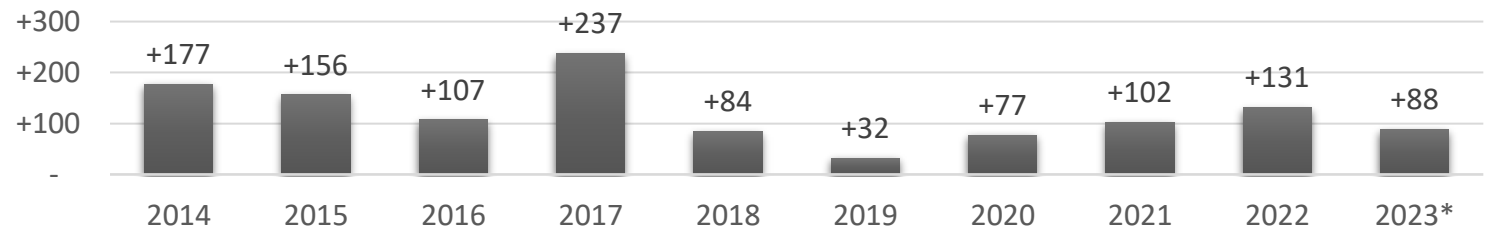
## Stock of FDI in Morocco

1.5 billion in MAD in 2022

**+ 200 Portugues companies**  
in Morocco since 2017

- Portugal is Morocco's **11th** customer and **9th** supplier in the world (2023)
- Foreign direct investments (FDI) from Portugal to Morocco amounted to **122.5 million dirhams in 2020 (10.1 MDH in 2019)**.
- Morocco and Portugal signed, on **May 20, 2023** in Lisbon, **12 agreements** covering different strategic areas, with the aim of strengthening their bilateral cooperation.

## Portuguese Investments in Morocco in millions of MAD





## **Your world class hub for sustainable investment and trade**

Stable Environment

World class infrastructures and Ecosystems

Swift Access to a 2,5 bn Consumer Market

Young, Diverse and Motivated Human Capital

Leader in Energy Transition

Execution Driven

# A Stable Country with a Vision

A stable political, economic, and social environment driven by the commitment to build an open, diverse and equitable society

- Stability rooted in history and in continuous reforms in favor of a more egalitarian and democratic society

- Sizeable investments in the service of sustainable and inclusive development : Education, Health, Transportation and Renewable Energy Infrastructures

- Solid macro-economic fundamentals : Inflation < 2% from 2009 to 2021

- Long time commitment to trade openness and foreign investment : 50 non double taxation agreements, no restrictions on capital and profit repatriation for non-residents





TANGER MED PORT,  
**#1 TRANSSHIPMENT PLATFORM IN THE  
MEDITERRANEAN AND AFRICA**

**#19**

19<sup>th</sup> of 500  
containers port

**#4**

4<sup>th</sup> of 405  
port efficiency

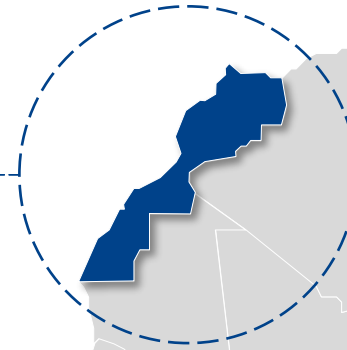
**9M**

9 million containers  
per year

Source : UNCTAD, Lloyd's list 2021

# A World Class Hub

Infrastructures built to the highest international standards



- **1<sup>st</sup> High speed train in Africa**  
Tangier-Casablanca
- **18 International airports**  
130 destinations
- **1800 Km of highways**

# A World Class Hub

Innovative ecosystems in cutting-edge sectors



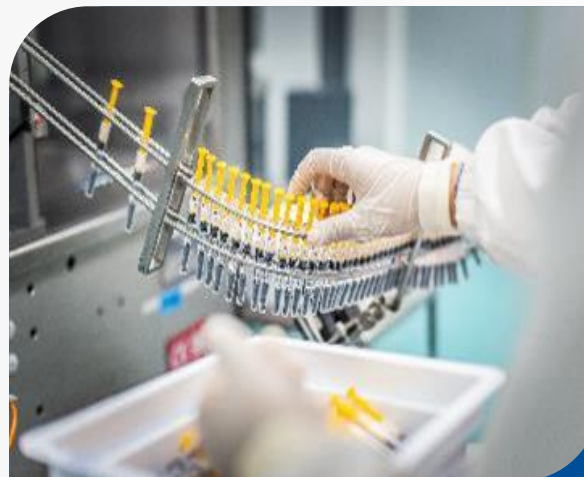
## **#1** passenger car producer in Africa

2 global manufacturers,  
260 tier 1 and 2  
subcontractors,  
integration in the EV value  
chain



## **#1** industrial aerospace hub in Africa

manufacturing parts and sub-  
assemblies for aircrafts and  
engines for OEMs including  
Airbus and Boeing



## **#2** pharmaceutical producer in Africa,

Classified as a European Zone  
by World Health Organization

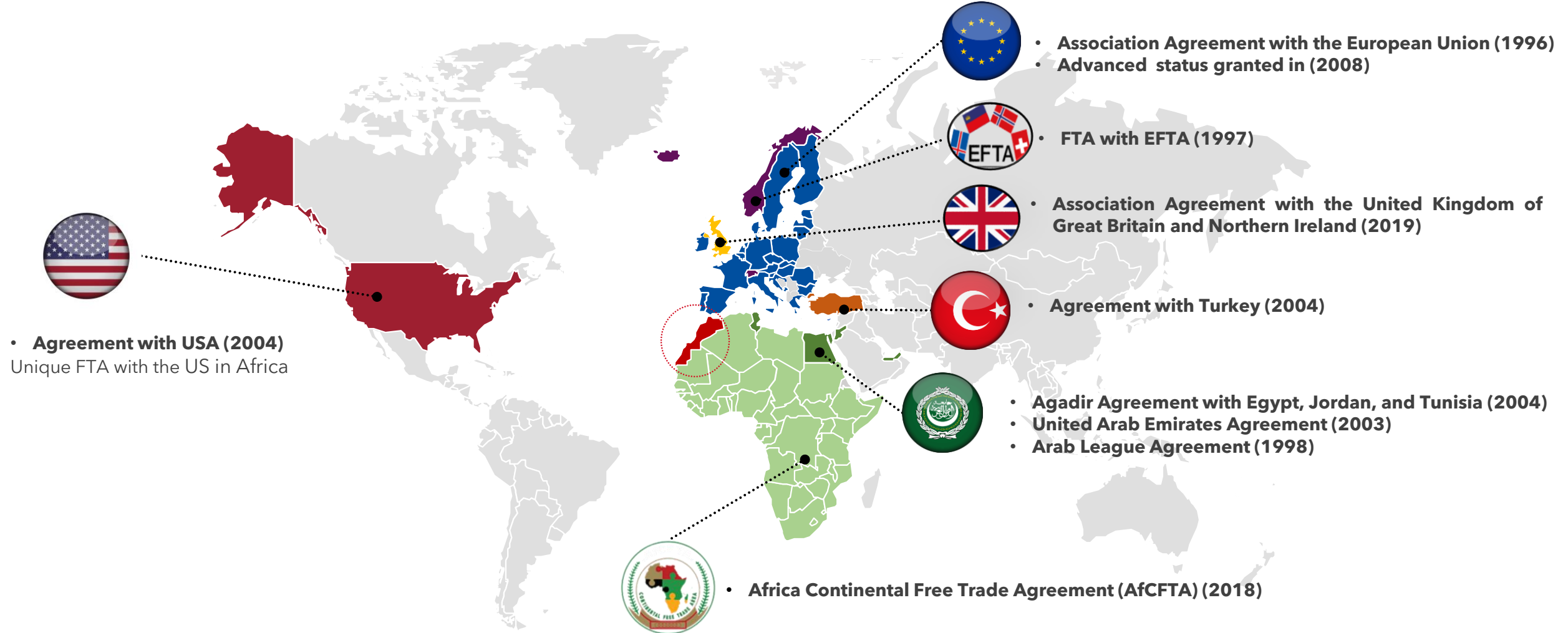


## **Leading BPO platform**

with growing design and  
engineering capabilities

# Swift Access to a 2,5 Billion Consumer Market

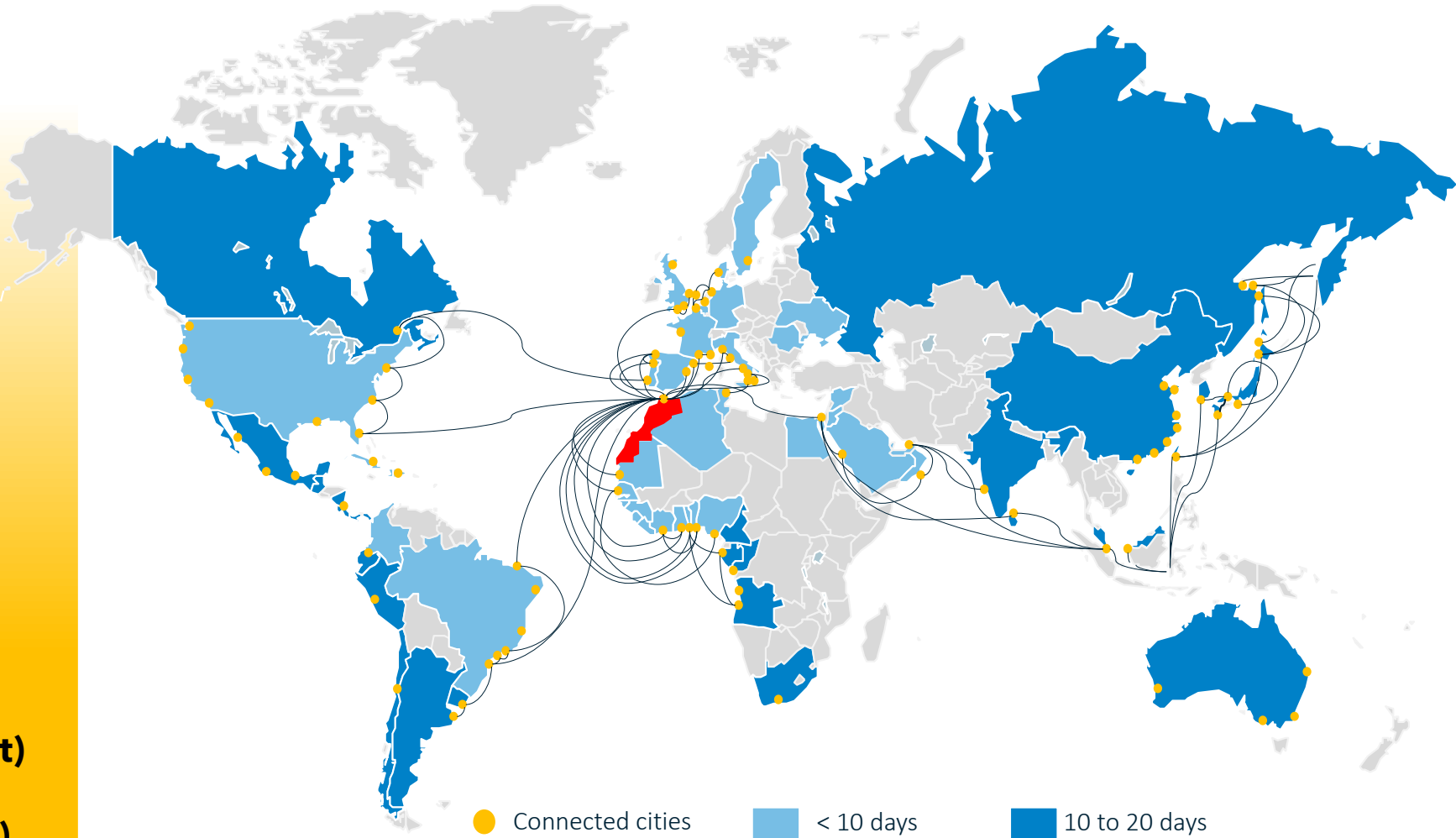
Free Trade Agreements with nearly 100 countries offering duty-free access to a market of 2,5 billion consumers



# Swift Access to a 2,5 Billion Consumer Market

TANGIER MED PORT IS CONNECTED TO **+180 PORTS** IN **+70 COUNTRIES**

- 700k** Trucks annual capacity
- < 24h** To Spain (road)
- < 48h** To France (road)
- < 72h** To Germany (road)
- 3** Days to Rotterdam (boat)
- 10** Days to the US (boat)
- 20** Days to China (boat)



# Young Diverse and Motivated Human Capital

A young, skilled, committed, enthusiastic and competitive talent pool

**29**

Median age (US :  
38.5, EU : 44)

**180 K**

University  
graduates / year

**19 K**

Engineering  
graduates / year

**55 K**

Technicians / year

**42 %**

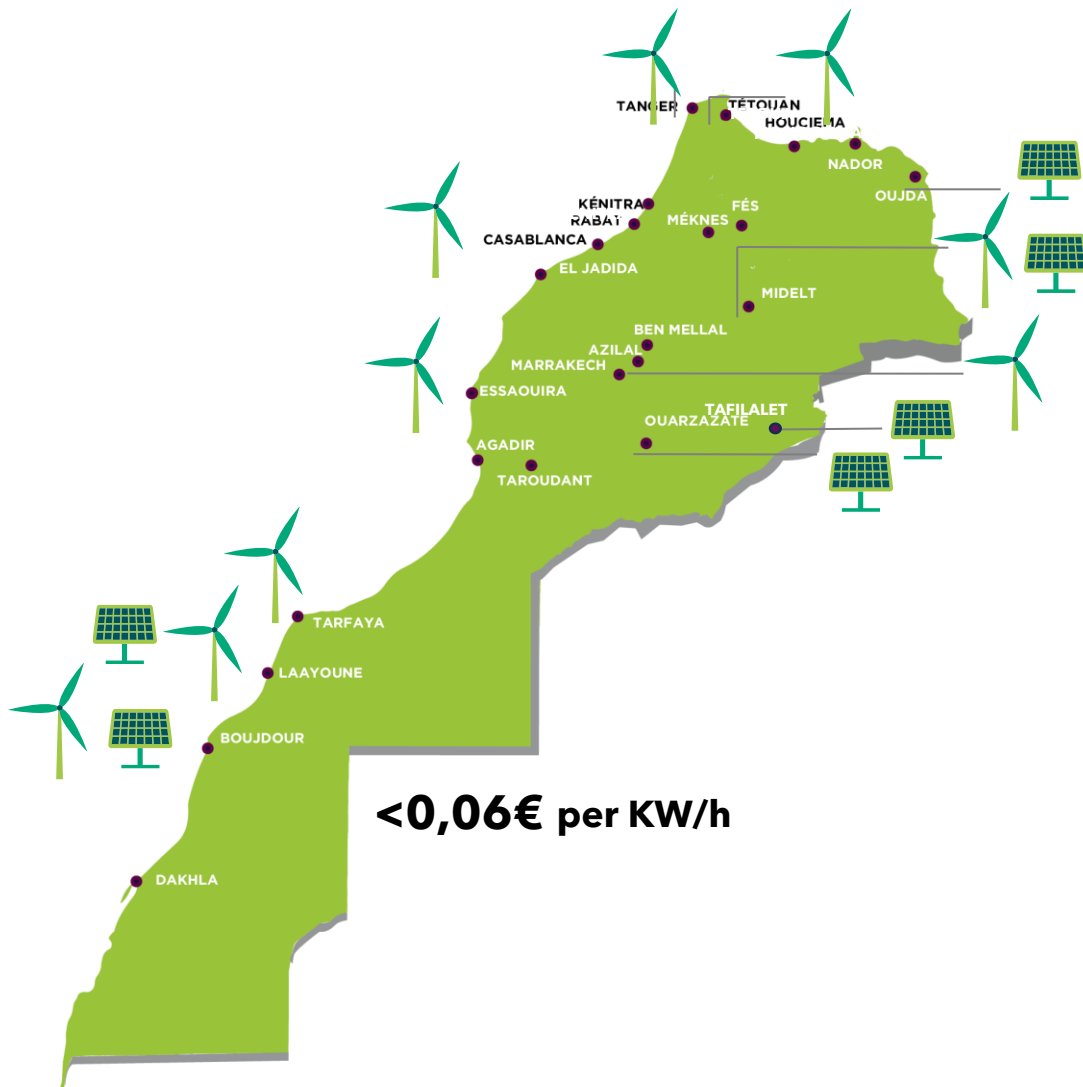
Women engineers

**“ The can-do attitude, the education, the willingness and the enthusiasm of Moroccans will mean that Morocco continues to grow significantly ”**

*Gideon Jewel, President, Global Just-in-Time Operations, Lear Corporation*

# Leader in Energy Transition

Supporting industrial decarbonization with competitive renewable energy



**38%**

**Production capacity from renewable sources in 2023**

**52%**

**Forecast target for 2030**

**4,500<sub>MW</sub>**

**Renewable capacity in 2023**

**40,000<sub>GW</sub>**

**Estimated technical solar potential**

**6,000<sub>GW</sub>**

**Estimated technical wind potential**

# Execution Driven

Investment friendly environment



## A New Investment Charter (2022)

- Incentives of up to 30% CAPEX for projects exceeding \$5m in investment or creating more than 150 jobs
- A tailor-made government support package for strategic projects with capital expenditures above \$200 m, aligned with Morocco's priorities.



## Special Economic Zones to facilitate installation and operations

- One-stop shop and accelerated procedure : 2 weeks for a building permit
- 5 years corporate tax exemption (followed by 20%)
- Commercial operations in the investor's currency of choice
- Exemption from VAT and customs duties
- Dedicated training institutes and recruitment support

## MAIN MECHANISM

### *ELIGIBILITY CRITERIA*

- ▶ **50 million dirhams (5 M€)**  
minimum investment amount



**OR**

- ▶ **A minimum of 50 jobs created**

- ▶ **≥ 150 jobs**  
Number of stable jobs created

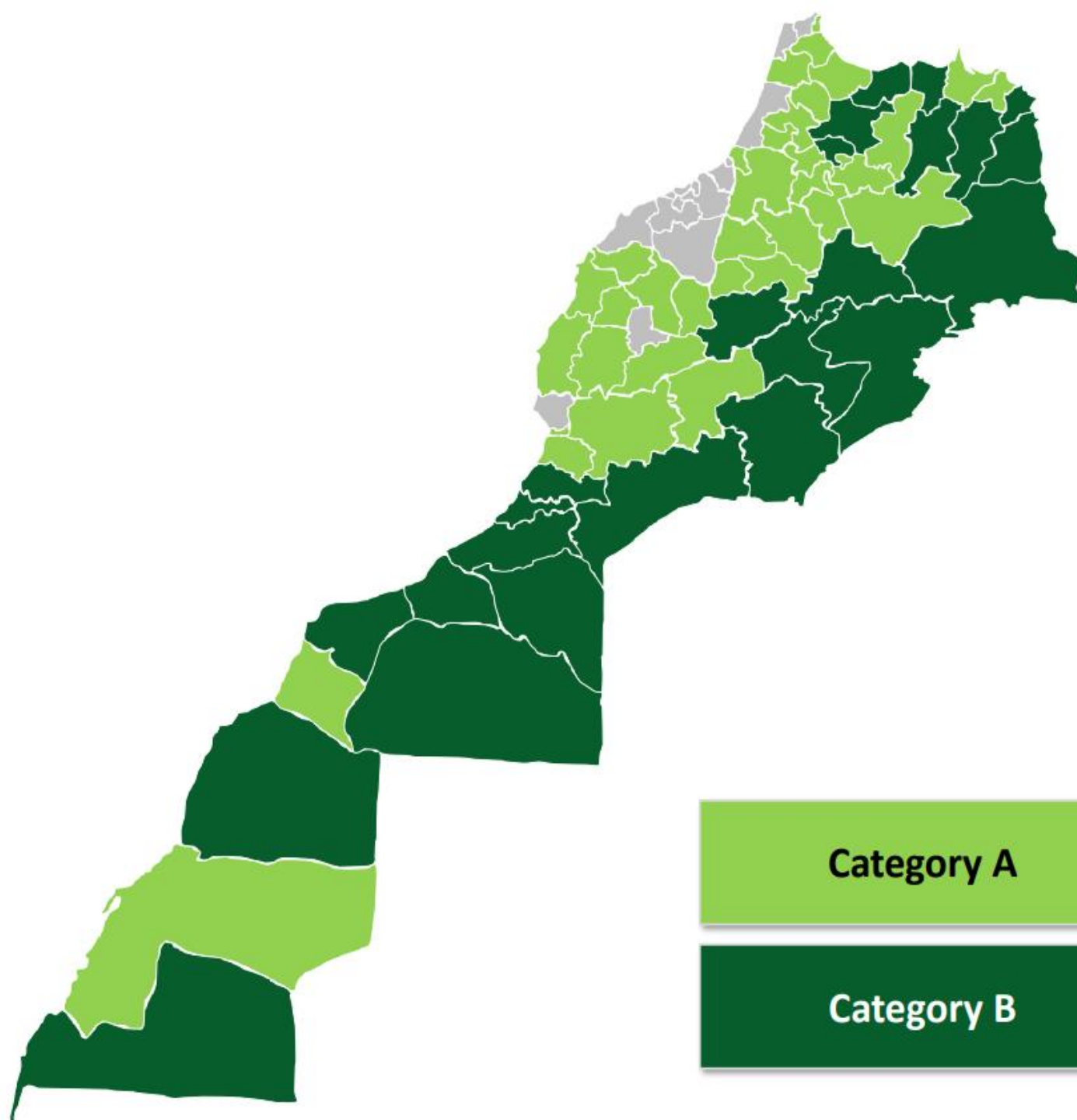
## 5 Common Bonuses

*Incentives for investments in line with the Royal High Directions, the New Development Model objectives and the government program*

 <b>Ratio employment/CAPEX</b>	> 1 and ≤ 1,5	5%
	> 1,5 and ≤ 3	7%
	> 3	10%
 <b>Gender ratio in employment</b> <i>(Women's payroll &gt; 30%)</i>		3%
 <b>Rising and up-market businesses</b>		3%
 <b>Sustainable development</b>		3%
 <b>Local integration</b>		3%

# TERRITORIAL BONUSES

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**Category A**

**10%**

**Category B**

**15%**

# SECTORIAL BONUSES

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- **Leisure and Tourism**
- **Industry**
- **Digital**
- **Transport & Logistics**
- **Culture industry**
- **Aquaculture**
- **Renewable Energies**
- **Waste processing and recovery**

**5%**

# STRATEGIC PROJECT

## *Eligibility criteria*

Project in the defense  
industry sector

**OR**

Project with an investment amount of at least  
**≥ 2 Billion MAD** and meets one of the following  
criteria:

Play an effective part in ensuring water, energy, food or health security  
in Morocco

Have a significant impact on the number of direct or indirect jobs to be  
created

Have a significant impact on the economic influence and strategic  
positioning of Morocco at the regional, continental or international  
level

Have spillover effects on the development of sector-based ecosystems  
and activities

Contribute significantly to the development and appropriation of  
cutting-edge technologies

