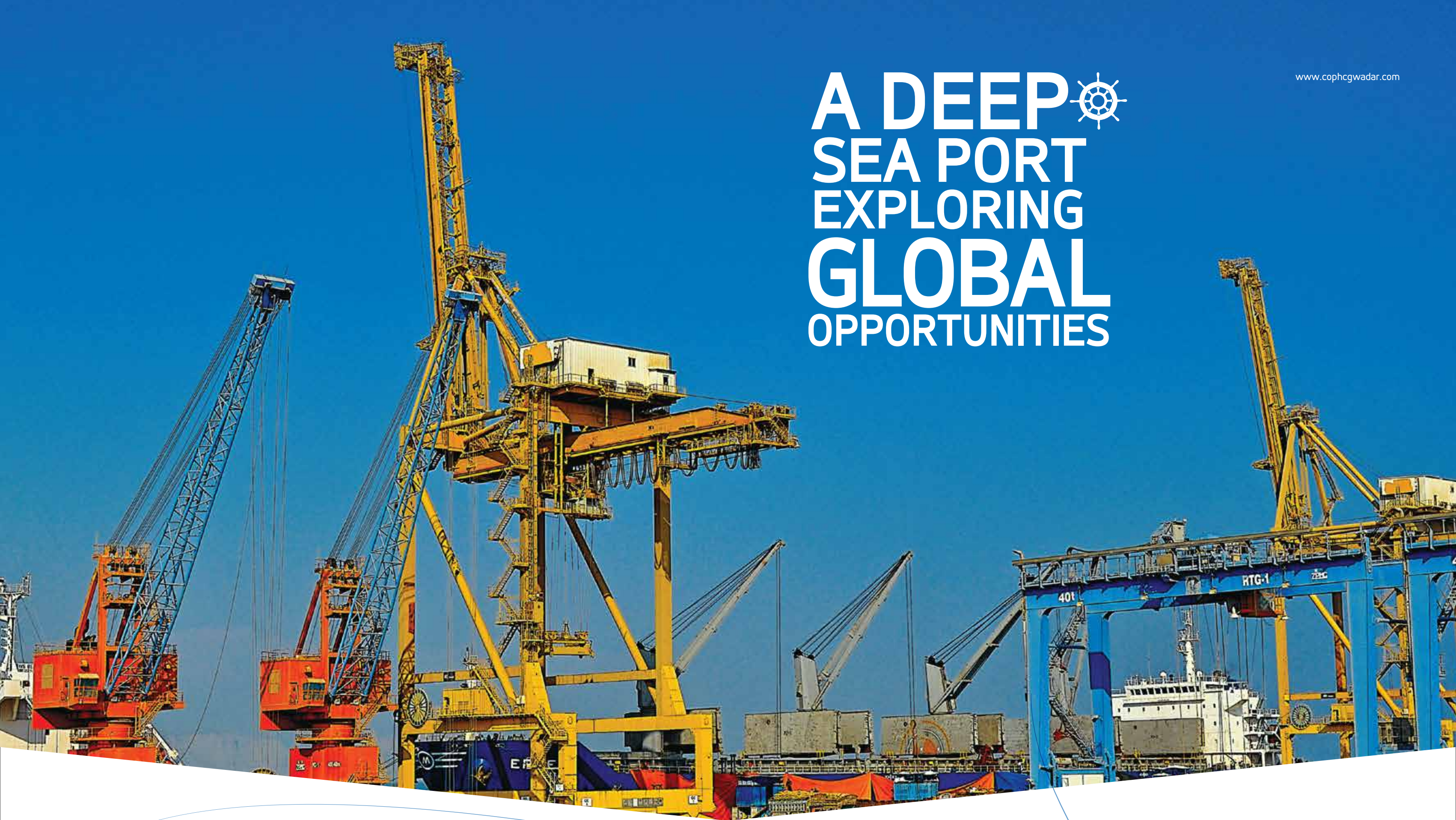


A DEEP SEA PORT EXPLORING GLOBAL OPPORTUNITIES



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China Overseas Ports Holding Company Pakistan (Pvt.) Ltd.

COPHC 

GWADAR PORT A BIRD'S EYE VIEW



Anchor

Anchor has always been associated with the sea. Since an anchor is what puts down roots deep into the sea to hold a ship in place, it has been associated with strength and stability. COPHC has selected anchor as a symbol to communicate a promise that no matter how stormy and rough situation is, we'll hold on and keep doing what we are supposed to.

Anchor is used when a ship wants to stop and is pulled up when it wants to start a new journey. Both actions symbolize different meanings. When anchor mental is dropped, it symbolizes steadfastness. We at COPHC has dropped the anchor on our value, our mission, our aim and our goal. The rising Anchor is a symbol of Hope. When a ship weighs, or raises its Anchor, it communicates that it is leaving its current port-of-call and is on its way to a new voyage, a new adventure. We at COPHC has raised our Anchor to venture forth into a new era of progress. We'll never deviate from our motto i.e. To Make Gwadar 'A Commercial Gateway to Economic Success'.



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Introduction

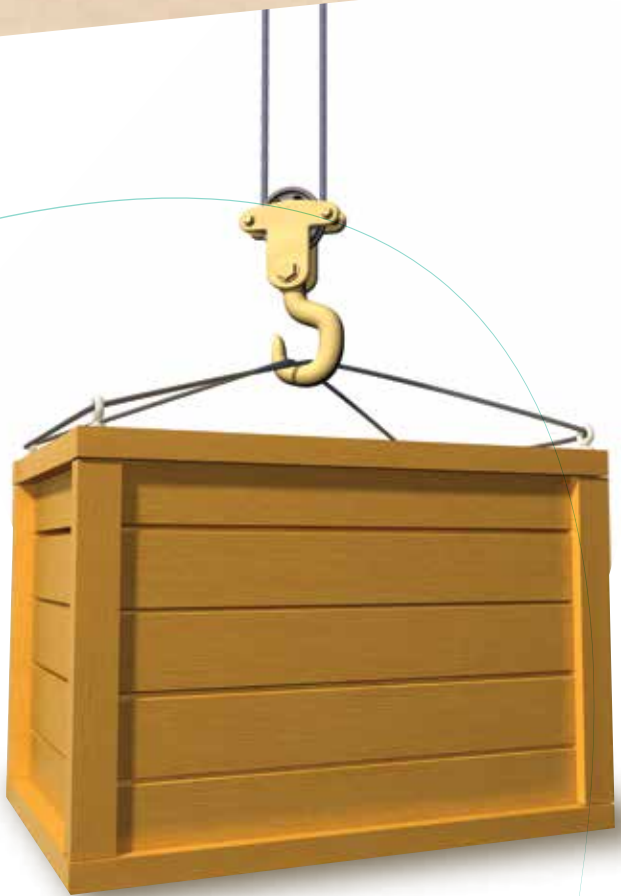
Pakistan’s economic performance has improved significantly in the recent years, reflecting a strong commitment and a series of serious efforts undertaken by the Government and people of Pakistan. The inception of Gwadar Deep-Sea Port is to further enable economic development of Pakistan over the next decades and beyond.

Gwadar has enormous potential from all angles & dimensions for any kind of business activity, whether known or emerging with ever developing technologies. Being a Deep Sea Port and because of its location it will be a gateway & hub of world businesses & trades and will cater for all types of international commercial activities generated from one business to another irrespective of quantity, quantum & magnitude.

COPHC Pakistan is a branch company of COPHC which is an emerging and fast growing company in Hong Kong. It has registered its Regional Office in Pakistan. China Overseas Ports Holding Company Limited, COPHC has proudly taken over the command of recently developed Gwadar Port and Gwadar Free Zone on May 16, 2013 for 40 years (as per the concession agreement). The objective of the company is to develop the region’s most strategically well located port into a hub of maritime trade in the whole region, including landlocked Central Asian Region (CAR), in general and of Pakistan in particular.

The COPHC has diversified interests in the field of Maritime & Logistics, and it consists of the following subsidiaries:

- GITL - Gwadar International Terminals Ltd**
- GMSL - Gwadar Marine Services Ltd and**
- GFZL - Gwadar Free Zone Ltd.**





Vision

Our vision is to become a leader in providing professional services for maritime industrial growth that outperforms best logistics practices across the globe.

Mission

To establish Gawadar as an exemplary Port through a concentrated globalized approach that aim to contribute value to customers by providing competitive service via modern and integrated techniques.



A FOUNDATION FOR THE FUTURE



Values

Our core values define the way we work at COPHC.

Commitment

We are committed to establish long term relationships with our customers by catering their needs in innovative and efficient way and by fulfilling our responsibilities with dedication, keeping in mind the ethical and environmental concerns.

Flexibility

Providing flexible logistics solutions by being focused on customers' specific needs is our core value as for us customer convenience comes first.

Quality

We are determined to provide best quality services to our customers. We ensure secure and timely handling of cargo and enable customers to track their shipments through the integrated communication network.

Integrity & Ethics

We demonstrate integrity, speak candidly and do what we say. We respect confidentiality of commercial enterprise and personal data. Our contracts and activities are clearly stated and delivered accordingly. We respect local and international ethics and ensure that we don't lack in any facet.

Prosperity

We at COPHC are committed to the successfulness of our business and of the economy as a whole. We are inclined to work for the economy and its prosperity with a belief that economic progress will result in company progress and not the other way round. Our commitment to nationwide prosperity is shared by all employees within the organization.



OFFERING EFFICIENT AND INNOVATIVE SOLUTIONS



Why Gwadar Port

Gwadar, THE DOOR OF WIND, has huge potential to be developed as a gateway to the economy of Pakistan. Its presence at the convergence of three most commercially important regions of the world, i.e. Oil Rich Middle East, Central Asia bestowed with natural resources and South Asia having potential for growth, makes it one of the well placed port for the development of global trade.

Strategic Position of Gwadar

On the shores of the Arabian Sea in the western province of Balochistan the Gwadar Port is strategically a well located port to ensure increasing trade in the region.

The Port is located at the mouth of the Persian Gulf, just outside the Straits of Hormuz, near the key shipping routes accommodating a flow of more than 17 million barrel oil per day and a large quantity of bulk, break-bulk and containerized cargo.

In the east, the port neighbors the emerging Indian and South East Asian economies. On land, the port springs the Pak-China Economic Corridor and has connectivity with all major markets of Pakistan which will be further extended to neighboring markets of China, Iran, Afghanistan, and other landlocked CAR's market in due course of time.



Gwadar for Pakistan & beyond

- Gateway for China-Pak Economic Corridor
- Strategically located near the State of Hormuz
- Potential Transshipment Hub for Mother Vessels
- Gateway to Transit Trade for landlocked Central Asian Republics (CARs) and Afghanistan
- Facilitator for development of mineral resources of Central Asian Republics, Afghanistan & Pakistan
- Economical Access to transport Oil & Gas to Western China from the oil rich Gulf Region
- Closest Seaport from Western China (Xinjiang 4,500 km from China's East Coast but just 2,395 km from Gwadar) supporting China's Exports to EU, US and Arabian Gulf Markets
- A well-deserved Alternate to the local Ports
- Shortest access channels with wide turning basin
- Supported by well-planned, Large Free Zone (924 hectares), and numbers of EPZs (Export Processing Zones) & Trading Zones
- Enormous potential for Tourism



CONNECTING NATIONS THROUGH GLOBAL MARITIME HUB

What Makes Us Different

Exclusive Free Zone Facility

The largest FREE ZONE area of more than 924 hectares available to accommodate Bonded Warehousing, Manufacturing, International Purchasing, Transit and Distribution, Transshipment, Commodity Display and Supporting Services (Business Office, Customs, Financial, Information, Hotel, restaurant, entertainment, medical etc..)

Tax Exemptions

A Tax Holiday for 20 years for all Federal, Provincial and Local taxes, duties and charges or levies are exempted which include:

- Corporate Income Tax.
- Income Tax on Interest Income on loans acquired.
- Sales Tax.
- Stamp Duties.
- Duties on ship bunker oils
- Import duties on all imports for 40 years (conditions apply)

Leaving Competition Behind

A Multifunctional Port

Designed for endurance and flexibility, The Gwadar Terminal is a multi-purpose platform capable to provide diversified Cargo handling (Bulk/Break-Bulk & Containerized) through its multi-purpose berths, RORO facility, and highly capacitive terminal structure giving us an opportunity to deal with all types of cargo in an appropriate manner.

Supportive Maritime Access

Shortest Access Channel (4.7 km.) among other terminals of Pakistan, which supports in minimizing Vessel Turnaround Time. Widest Turning Basin (590 meters/diameter) can accommodate turning of ships with large LOA.

Minimum waiting time

Priority/Immediate Berthing with minimum waiting time.

A Natural Deep Sea Port

A natural world class Deep-Sea-Port having deepest Berth of 14.5 meters capable to accommodate large vessels of up-to 70,000 DWT. (Planned expansion - Phase-II may go up-to 20 meters)

Wide Range of Logistics and Storage Solutions

Offering multiple Logistics services & Huge Storage Facility (28,669 sq-m) tailored to the individual needs of the customers.

Well Planned Industrial Area

Gwadar port is the biggest catalyst for providing initiative for industrial development. Immense potential for industrial investment in view of the opportunities offered through the establishment of a deep sea port.

Hinterland connectivity

The Makran Coastal Highway (N-20) has been completed, which is substantially reducing the distance between Karachi and Gwadar and has introduced Gwadar into the national mainstream.

Additionally, the following road networks are also presently under construction for establishing connectivity between the Gwadar Port and up-country due to be completed soon.

M-8: Gwadar-Turbat-Hoshab Road

N-85: Surab- Nag-Panjgur-Hoshab Road

N-25: Kalat - Quetta - Chaman Road



DELIVERING EXCELLENCE FOR YOUR SHIPMENT NEEDS

Port Facilities Nautical Information

S No	Item	Description
1	Approach Channel	
	Length (m)	4.7 km.
	Width (m)	206 m (outer channel)/155 m (inner channel)
	Depth (m)	14.5 m (outer channel)/13.8 m (inner channel)
2	Turning Basin	
	Diameter (m)	590 m
	Draft (m)	13.8 m
	Allowable LOA (m)	295 m
3	Tugs - available	Two
	Horsepower	2400 hp x 2
	Type	ASD Tugboats
4	Pilot / Pilot boat	Available
5	Depth Alongside Berth	14.5 meters
6	Quay Wall	602 meters
7	No. of Berths	Three Multi-purpose berth
8	RO-RO Facility	Available
9	Service Berth	One 100 meters
10	Maximum allowable Draft	12.5 meters
11	Maximum DWT allowed	Up-to 70,000 DWT

Cargo handling Equipment

Rail-Mounted Cranes (Portal Cranes) - Five (5)

- 2 x 40 ton - 40 meter outreach
- 2 x 16 ton - 33 meter outreach
- 1 x 10 ton - 33 meter outreach

RTGs - Two (2) - 40 ton lifting capacity

Mobile Cranes - Two (2) -10 ton lifting capacity

Refrigeration Container Sockets - 400 Plug-In points.

12 Fork lift trucks with rated lifting capacity of 5 tons.

Eight (8) Bagging Plants (Speed: 30 x 50 kg bags/ minute)

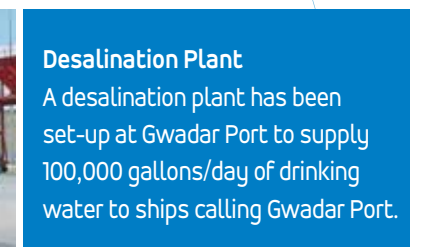
In addition, a large fleet of trucks, vehicles and other equipments are available to efficiently handle all types of cargo.

Storage

•Port Area	640,000 sq-m
•Container Stacking Area	48,278 sqm
•Reefer Cargo Space	(400 Plug-In points) 4,367sqm
•Empty Container Stacking Area	6,875 sqm
•Storage Yard	28,669 sqm
•Transit Shed	3,750 sqm
•Hazardous Cargo Storage Yard	1,800 sqm
•Future Development Area	120,210 sqm

General services

- Online Custom Clearance Facilities (WeBOC)
- Specialized/Tailor-made stevedoring services
- Bunker & Fresh Water Supplies (on request)
- Other information regarding Shipping Agents, Transportation etc. can be provided.



Desalination Plant

A desalination plant has been set-up at Gwadar Port to supply 100,000 gallons/day of drinking water to ships calling Gwadar Port.

A GREEN & SMART PORT CITY

Master Plans

- GWADAR CITY
- GWADAR PORT
- GWADAR FREE ZONE

GWADAR CITY

Gwadar is a planned free trade port city on the southwestern warm water Arabian Sea coastline of Pakistan in Balochistan province. A unique, attractive investment location of 120,000 hectares has become available for investors. The site has multiple accesses and is suitable for both industrial and residential developments.

TOTAL MASTER PLAN AREA	1200 SQ KM
Residential Area	172,130 Acre
Commercial/Recreational/ Amenities/ Industrial Area	122,737 Acres
Oil City	100,000 Acres

Gwadar Industrial Development Potential

Specific industries will leverage a Gwadar's specific set of comparative advantages

Competitive advantages	Industrial development opportunities
• Greenfield low land cost low development costs	• Land intensive industrial complexes e.g. steel mill. Low cost of port and industrial development
• Low labour cost	• Labour intensive sectors e.g. textiles
• Proximity to oil & gas resources	• Oil & Gas related processing and downstream industries e.g. petrochemicals
• Proximity to fast growing Gulf states	• Export industries that meet Gulf states import needs e.g. automotive, consumer goods
• Proximity to major shipping lanes	• Ship related industries e.g. ship repair
• Some agricultural resources incl coastline	• Food processing, fish processing
• some mineral resources	• Minerals processing e.g. building materials cement
• Short access channel, deep draft, short turnaround times	• Industries that require large Exim quantities and corresponding ship size e.g. oil refining
• Tax free status for new investments + incentives + port proximity	• Export oriented manufacturing



GATEWAY AND HUB OF WORLD BUSINESS TRADE



Gwadar Port

Gwadar port has great strategic value, enhancing Pakistan's importance in the whole region. It extended Pakistan's importance from Persian Gulf through the Indian Ocean to Southeast Asia and the Far East. It is close to the Strait of Hormuz, through which more than 13 million barrel oil per day passes. It is set to become a mega seaport which is expected to generate immense revenue and will create huge number of jobs.



THE LOGISTICS CENTRE - AT THE HEART OF OPERATIONS

Gwadar Free Zone

The state-of-the-art Free Zone Area will be built on reclaimed land in Northern Harbor (within the port area).

The new development covering 924 hectares with a permanent Tax and Duties exemptions would enable us to optimize transport flows.

For Gwadar Port to remain a viable alternative for transport-dependent industries, access to and from the Free Zone is being developed by the authorities.

Planning Period:

From 2014 to 2025, divided into three stages

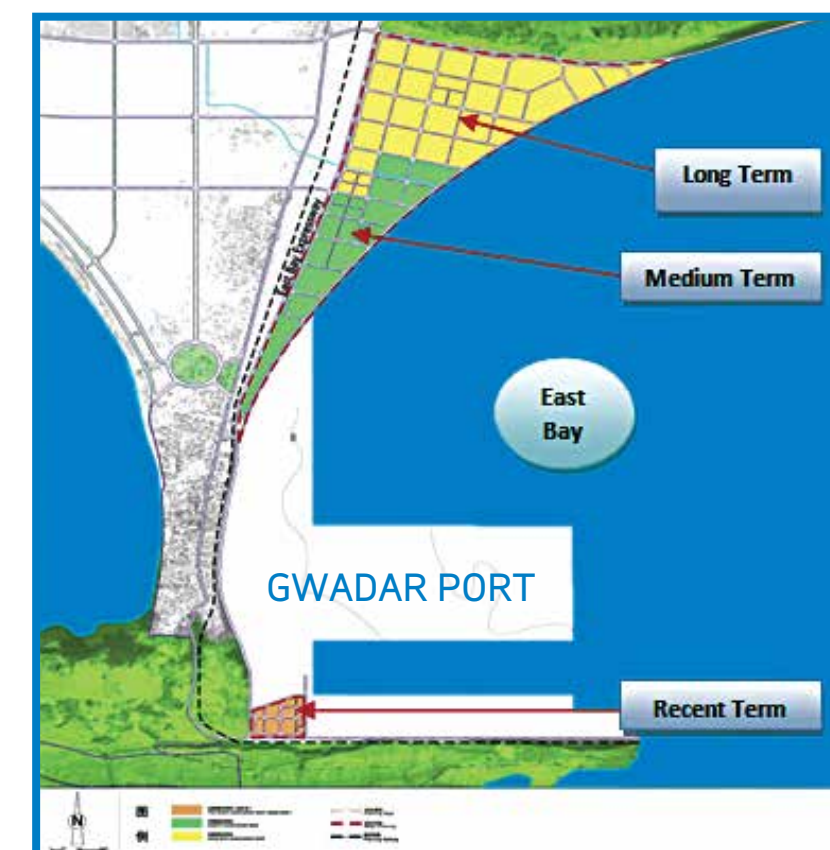
Recent-term: 2014-2016

Medium period: 2017-2020

Long term period: 2021-2025

Free Zone Businesses

- Container yards
- Bonded Warehousing
- Ambient/Temperature controlled/Refrigerated storage facilities
- International Purchasing, Transit & Distribution
- Packaging / Labeling
- Stuffing & De-Stuffing
- Trans-shipment
- Light end-assembly & re-assembly
- Imports & exports
- Value added exports
- Value addition to imports
- Supporting Services Business Offices (Customs, Financial, Information, Hotel, restaurant, entertainment, medical etc.
- Other related businesses



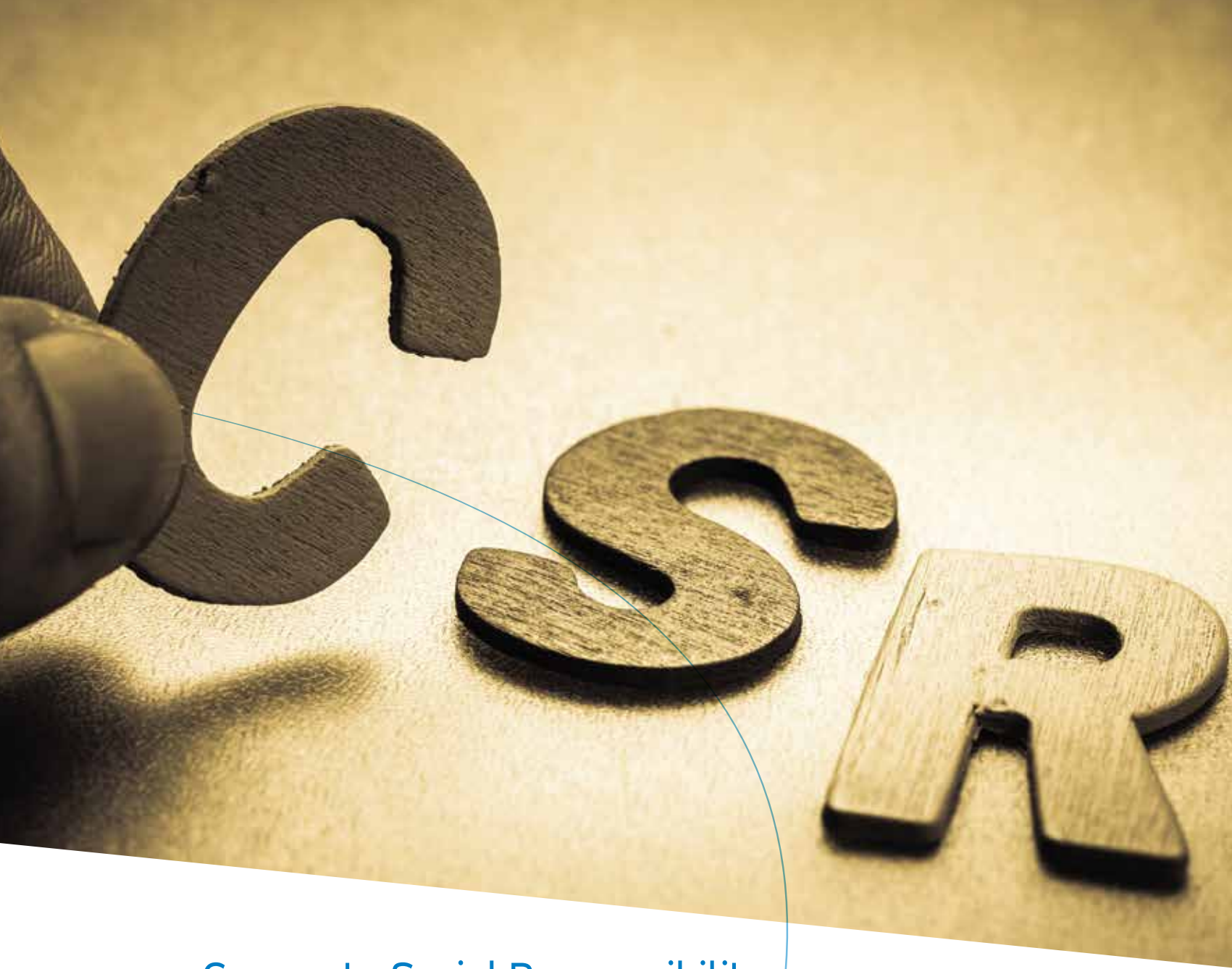
Supporting Infrastructure For Gwadar

With its Short-term Business plans, the Pak-China Govt. defines the necessary initiatives that can contribute to strengthening the Gwadar Port’s compétitivités.

S No	Project Name	Objective	Project Cost
1	Construction of East-Bay Expressway, Gwadar Port	Linking Gwadar Port with the main artery of national highway network and smooth logistic transportation of import, export and transit goods.	Rs. 11.000 billion (US \$ 103.774 million)
2	New Gwadar International Airport	A catalyst to the overall development of Gwadar/ To cater the local, regional & international demand for travelling & transportation of cargo.	Rs. 18.26 billion (US\$ 180 million)
3	300 MW Coal-based Power Plant at Gwadar	To ensure steadfast electricity supply to Gwadar, and districts along with the CPEC alignment	Rs. 67.630 billion (US \$ 638.02 million)
4	LNG Terminal & Pipeline	Pakistan's first LNG Terminal to peruse dream of Energy independence	(US \$ 3 billion)
5	Infrastructure Development for Free Zone & EPZs, Gwadar	Backup port industry for Gwadar Port ALLOCATED AREA: Gwadar port free zone: 2,280 acres GIEDA industrial zone: 3,000 acres EPZA export processing zone: 1,000 acres	Rs. 3.450 billion (US \$ 32.550 million)
6	Road Network Connectivity from Gwadar Port to Up Country	M-8: Gwadar-Turbat-Hoshab Road / 193.30 Km N-85: Surab- Nag-Panjgur-Hoshab Road / 448 Km N-25: Kalat - Quetta - Chaman Road/ 231 Km	Rs 13.032 Billions Rs 17.454 Billion Rs. 3.354 Billion
7	Necessary Facilities of Fresh Water Treatment, Water Supply and Distribution, Gwadar	Potable water supply and raw water disposal systems in Gwadar required for Deep Sea Port, its associated industry, and the city itself.	Rs. 8.025 billion (US \$ 76 million)

S No	Project Name	Objective	Project Cost
8	Dredging of Berthing Areas & Channels, Gwadar Port	To facilitate construction of additional terminals at Gwadar Port by its Operator and for smooth shipments to and from the existing berthing facilities this project is proposed for carrying out capital and maintenance dredging.	Rs. 2.800 billion (US \$ 26.416 million)
9	Construction of Breakwaters, Gwadar Port	To facilitate the construction of additional terminals at Gwadar Port by its Operator. State-of-the-art medical facility in the port city of Gwadar.	Rs. 13.000 billion (US \$ 122.645 million)
10	Hospital at Gwadar (Up-gradation of existing 50 bedded hospital, i.e. Phase-II of GDA Hospital to be named as China-Pakistan Friendship Hospital).	State-of-the-art vocational and technical training institute in the port city of Gwadar.	Rs. 4.600 billion (US \$ 43.40 million)
11	Pak-China Technical & Vocational Institute at Gwadar	State-of-the-art vocational and technical training institute in the port city of Gwadar.	Rs. 1.000 billion (US \$ 9.43 million) (US \$ 3 billion)





Corporate Social Responsibility

As global corporate citizens, we at COPHC apprehend our responsibilities towards the communities in which we operate. We respect humanity and work for raising the standards of living of the locals and lend them a helping hand whenever needed. We have contributed our support to various sectors of the country which includes, education, health, environment, employment opportunities, and development of overall Gwadar city's infrastructure.



School Busses Imported by COPHC for Donation



Gwadar City Master Plans

The city development Master Plan will help to transform Gwadar city into a new economic focal point for Balochistan, Pakistan and the region.

