

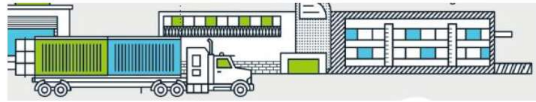


**eI**CONSORCI  
barcelona


What do we understand by a  
Free Zone in 2018

- Free Trade Zones
- Foreign Trade Zones
- Export Processing Zones
- Free Zones
- Economic Development Zones
- Special Economic Zones
- Industrial Parks
- Techno parks

Increase of Competitiveness	Atracion of FDI	High skilled Labour	Technology transfer
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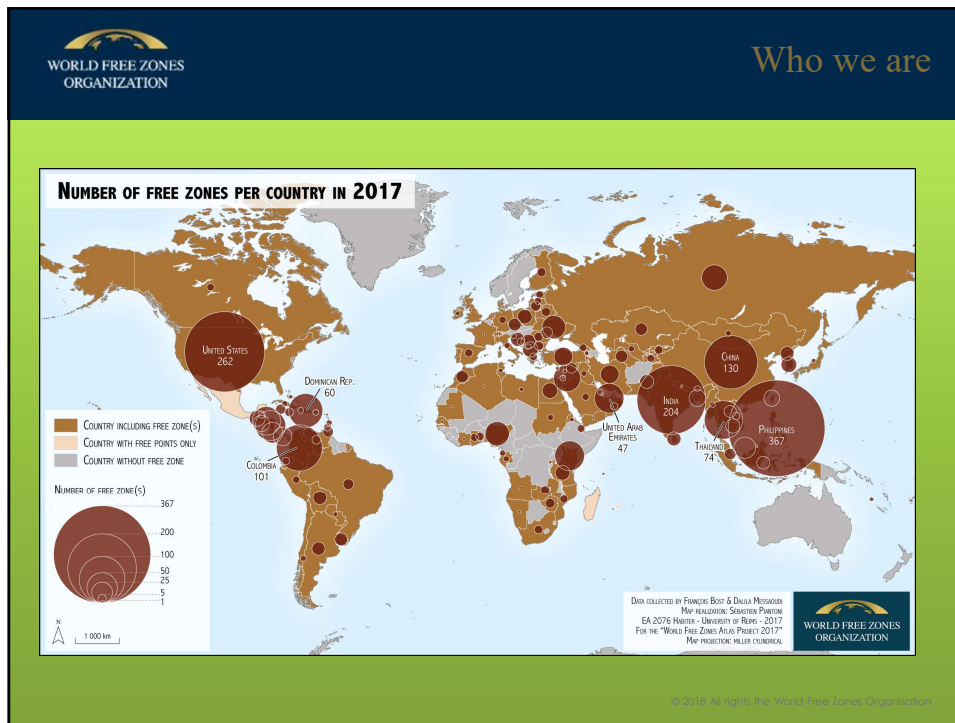
No matter what is the name given to them,  
they all accomplish the same objectives

 WORLD FREE ZONES ORGANIZATION

Who we are

- ✦ The World Free Zones Organization (“World FZO”) is a non-profit entity operating as an association for all free zones around the world and their communities.
- ✦ Established in Geneva, Switzerland and headquartered in the Dubai Airport Free Zone in United Arab Emirates.
- ✦ Launched on 19<sup>th</sup> May 2014 in Dubai.

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**Objectives**

WORLD FREE ZONES ORGANIZATION

- ✦ To bring together free zones; regional, national, sub-national and local free zone associations, consultants and advisors to free zones, free zone users, interested governmental organizations, and international trade related organizations, for the purpose of sharing of knowledge, networking, business development and education
- ✦ To gather, create, expand and disseminate the knowledge of, and about, free zones internationally
- ✦ To advocate before international organizations and governments on behalf of free zones and the collective interests of their members, and foster public awareness of free zones
- ✦ To provide valuable services to Members, Partners and Observers through physical and electronic services and resources

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## Our Board

 <b>Dr. Mohammed Alzarooni</b> <i>Chairperson</i> Dubai Airport Free Zone	 <b>Martin Gustavo Ibarra</b> <i>Vice-Chairperson</i> Araujo Ibarra Asociados Colombia	 <b>Lizandro Ganuza</b> <i>Board Director</i> Bahia Blanca Free Zone Argentina	 <b>Dragan Kostic</b> <i>Board Director</i> Pilot Free Zone Serbia
 <b>Julie Brown</b> <i>Board Director</i> Georgia Foreign Trade Zone USA	 <b>Shanon Fura</b> <i>Board Director</i> NAFTZ	 <b>Mehdi Tazi Riffi</b> <i>Board Director</i> Tanger Med Group Morocco	
 <b>Jose Tomas Contreras</b> <i>Board Director</i> PIZA Free Zone Dominican Republic	 <b>Nasser Al Madani</b> <i>Board Director</i> Dubai Airport Free Zone UAE	 <b>Li Zhaoji</b> <i>Board Director</i> Shanghai Pilot Free Zone	
 <b>Juan Pablo Rivera</b> <i>Board Director</i> Bogota Free Trade Zone Colombia	 <b>Blanca Sorique Borrell</b> <i>Board Director</i> El Consorci Barcelona Free Zone	 <b>Emeka Ene</b> <i>Board Director</i> Empower Free Zone Nigeria	

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## Membership

**Membership is open to:**

- All nations of the United Nations.
- Individual and entities (public and private) which prove interest in the promotion and development of free zones.
- Multilateral organizations.

<i>(a) Voting Members</i>	<i>(b) Associate Members</i>	<i>(c) Partners and Observers</i>
Governmentally recognized free zones and/or free zone associations (local, subnational, national and regional)	Individual or corporate users of free zones, and consultants and advisors who work with, work in, or advise free zones.	Non-government organizations involved in the area of international trade and government/quasi-government authorities in trade or customs

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## MEMBERSHIP – COUNTRIES PRESENT

WORLD FREE ZONES ORGANIZATION

**In recent past more new countries joined World FZO taking our tally to 120 Countries**

Afghanistan	Canada	Guatemala	Malaysia	Russia	Uganda
Algeria	Chad	Haiti	Maldives	Saudi Arabia	Ukraine
Angola	Czech	Honduras	Mali	Serbia	United Kingdom
Argentina	Chile	Hungary	Mongolia	Sierra Leone	Uruguay
Armenia	China	India	Mauritius	Singapore	Uzbekistan
Aruba	Colombia	Indonesia	Mauritania	Somalia	USA
Azerbaijan	Costa Rica	Iran	Mexico	South Africa	Vietnam
Bahamas	Croatia	Ireland	Moldova	South Korea	Venezuela
Bahrain	Curacao	Italy	Morocco	Spain	
Bangladesh	Djibouti	Ivory Coast	Mozambique	Sri Lanka	
Belarus	Dominican Republic	Jamaica	Myanmar	Sudan	
Belgium	Ecuador	Jordan	Nepal	Swaziland	
Belize	El Salvador	Kazakhstan	Netherlands	Switzerland	
Bolivia	Egypt	Kenya	Nicaragua	Taiwan	
Bosnia and Herzegovina	Estonia	Kyrgyzstan	Nigeria	Tajikistan	
Botswana	Ethiopia	Kuwait	Oman	Togo	
Brazil	France	Latvia	Pakistan	Tunisia	
Bulgaria	Gabon	Lebanon	Panama	Turkey	
Burkina Faso	Georgia	Liberia	Paraguay	UAE	
Burundi	Ghana	Lithuania	Peru		
	Greece	Luxembourg	Philippines		
		Macedonia	Poland		

285  
Voting

+

133  
Associate

+

89  
Partners/  
Observers

=

507  
Applications

from

120  
Countries



## Our Partners – International Bodies



UNIDO



UNITED NATIONS  
UNCTAD



WORLD CUSTOMS ORGANIZATION  
ORGANISATION MONDIALE DES DOUANES



WORLD TRADE ORGANIZATION



International  
Trade  
Centre



THE WORLD BANK


And many more..

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WORLD FREE ZONES ORGANIZATION

# Our Services



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WORLD FREE ZONES ORGANIZATION

## Range of Services

 <u>Knowledge</u>	 <u>Network</u>	 <u>Support</u>
 World FZO Observatory	 B2B	 Future Ready Free Zones
 FZ Pedia	 Market Place	 Certifications & Awards
 World FZO Open University	 FZ Outlook Events	 Innovation

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Knowledge – World FZO Observatory



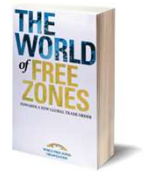
## World FZO Observatory

A dedicated research center for World FZO members that seeks to collect and analyze original data on global free zones. The Observatory publishes a quarterly Bulletin with trade, FDI and industry developments and statistics as they relate to free zones. The Observatory is also in the process of mapping out the world's free zones in an Atlas that will include comparative data on each.


### Research Publications




### World FZO 1<sup>st</sup> Book



### FZ-Monitor



### Incentive Map



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Knowledge – World FZO Observatory



## World FZO Observatory

### Newsletter



### Videos





### Bulletin



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Knowledge – World FZO Observatory



## Knowledge



World FZO Observatory

### Incentives map

This interactive map would allow an identification of the hotspots around the world in terms of incentives.

We are already producing some of the data about these incentives and are working on creating an interactive portal for the same.




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Knowledge – World FZO Observatory



## Knowledge



World FZO Observatory

Data from 20 countries for last 5 year's

### Incentives Map



Year : [ 2015 ]

Country : [ USA ]

State : [ All ]

Industry : [ All ]

Activity : [ All ]

Free Zone : [ All ]

- Louisiana Enterprise Zone
- Michigan Neighborhood Enterprise Zone
- Virginia Enterprise Zone
- Virginia Technology Zone
- Wisconsin Enterprise Zone

From: 7 of 966 deals

**Vadata (USA)** November 2015

Sector: Information Technology & Telecom (ITT)

Function: Data Center

Project Details:

Vadata, which operates data centers and provides cloud computing services, will invest \$200m to build a data center at the Warrenton Training Center in Warrenton, Virginia. The company will create 51 new jobs paying an average annual wage of \$85,000. The project will be completed by 2018.

Incentive (USD)	Capex (USD)	Incentive % Capex	New Jobs	Safe Jobs	Inc / job (USD)
\$ 2.7 m	\$ 200 m	0.013 %	51	0	\$ 52941.176

Incentive Programs: Virginia Technology Zone Program

Incentive Objectives: Capital Investment, Regional/Local Development, Employment/People



Incentive Types:





Export deals to Excel


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Knowledge – World FZO Observatory


**Knowledge**


World FZO Observatory


Free Zone Profile


Benchmarking


Benchmark With Weights

### FZ-Monitor

Free Zone Monitor will help you to measure, benchmark and rank free zones according to their attractiveness as potential investment location. By analyzing a wide selection of location factors, to compare and evaluate the competitiveness of both free zones as well as the respective countries in which these free zones are located.

#### Free Zone Profile Report


Country Ranking	
<b>Availability of Utilities</b>	
Number of Procedures to Obtain Electricity Connection	6
Time to Obtain Electricity Connection	83
Cost to Obtain Electricity Connection	31.2
<b>Quality of Workforce</b>	
Labour Flexibility	82.7
Flexibility	2.86
Efficient Use of Talent	4.85
Quantity of Education	5.34
Quality of Education	4.1
On-the-Job Training	4.14

Free Zone Ranking	
<b>Incentives</b>	
Repatriation of Profits	100
Repatriation of Capital	100
Exemption from Import Duties	100
Exemption from Export Duties	100



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Knowledge – World FZO Observatory

### EXAMPLE SCREENSHOTS: Benchmark Free Zones


#### Benchmarking Report

Country Level	Parque Industrial Zabo		Zonamexico	
	Score	Absolute	Score	Absolute
<b>General Competitiveness</b>				
Best Country for Doing Business	10.00	87	100.00	51
Ease of Doing Business	10.00	93	100.00	92
Global Competitiveness Index	10.00	3.9	100.00	4.1
Overall Economic Freedom	10.00	61	100.00	68.8
<b>Free Zone Level</b>				
<b>Free Zones of the Future</b>				
Green Zone Certificate	100.00	0	100.00	0
Hazardous Waste Collection	100.00	0	100.00	0
IL0's OHSMS Certificate	10.00	0	100.00	1
ISO Certificate	10.00	2	100.00	3
Recycling Services	100.00	1	100.00	1
Renewable Energy	10.00	0	100.00	65
Secure Zone Certificate	100.00	0	100.00	0
<b>Incentives</b>				
Exemption from Export Duties	100.00	100	100.00	N/A
Exemption from Import Duties	100.00	100	100.00	N/A
Repatriation of Capital	100.00	100	100.00	N/A
Repatriation of Profits	100.00	100	100.00	N/A
		100.00	100.00	
		58.00	100.00	
Rank		2	1	


#### FZ-Monitor




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WORLD FREE ZONES ORGANIZATION



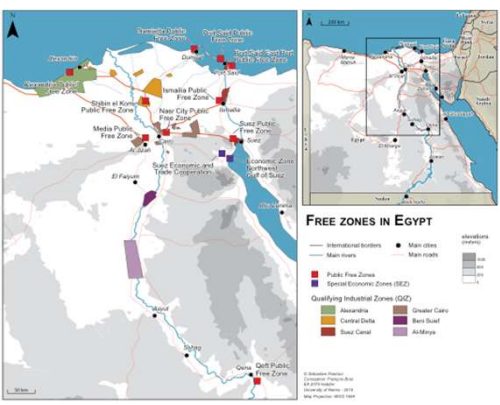
Knowledge – World FZO Observatory



## Free Zone Atlas

World wide coverage of free zone locations displayed on an interactive map with information about each of these free zones and contact information.


This will become an interactive visual business directory of free zones around the world.




**FREE ZONES IN EGYPT**

- International borders
- Main roads
- Main cities
- Main roads
- Public Free Zones
- Special Economic Zones (SEZ)
- Qualifying Industrial Zones (QIZ)
- Aswan
- Canal Delta
- Suez Canal
- Greater Cairo
- Beni-Suef
- Al-Minya


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WORLD FREE ZONES ORGANIZATION




Knowledge – FZ Pedia



## FZ Pedia

The FZ Pedia is the World FZO's open resource for research, expert insight and analysis on free zones and special economic zones globally.

This online library is available to members, associate members and partners and all content is peer-reviewed by the international academic and business community.



World FZO Home  
FZ-Pedia Main Page  
Glossary  
Recent changes  
Random page  
Help

Free Zones Directory

- Asia
- Europe
- Latin America

Free Zone Impact

- Cultural
- Ecological
- Economic
- Ethical
- Legal
- Political
- Social
- Technological

Free Zone Operations

- Administration
- Customs
- Environment

Page
Discussion

### Main Page

The FZ pedia is the World FZO's World FZO's open resource for research, expert insight and analysis is peer-reviewed by the international academic and business community.

**Background** [edit]

The World Free Zones Organization (World FZO) was launched in Dubai, UAE, in May 2014, by its 14 UAE, and Ruler of Dubai. Registered in Geneva and headquartered in Dubai, the World FZO is the cr

**Featured Article**

[World Free Zones Organization](#)

The World Free Zones Organization (World FZO) was launched in Dubai, UAE, in May 2014, by its 14 the UAE, and Ruler of Dubai. Registered in Geneva and headquartered in Dubai, the World FZO is th

[Read More...](#)

**Recent Articles**

- Policy
- Incentives
- Legal Framework
- Institutional
- Governance

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Knowledge – World FZO Open University

## World FZO Open University

The World FZO's Open University is the center for research and executive education for free zones and ancillary industry professionals. In collaboration with the World FZO's key strategic partners, the Open University will deliver executive trainings based on best practices.

Members who access the World FZO Open University will have exclusive reports, case studies, tools kits, expert advice and online seminars.

### Ask the expert section

Mehdi Tazi  
Importance of a Free Zone Strategy

Daniel Griswold  
Future Plans for Continued Growth in Free Zones

Isidoro Hodara  
Attracting & Retaining Tenants

#### Future Topics:

- Investor attraction
- Business development
- Targeting and lead generation to attract investors for your free zone
- Aftercare: keeping current investors happy
- Marketing strategies
- Organizational structure and management of your free zone
- Organizing site visits within your free zone
- Trade and customs
- Innovation and your free zone
- Moving up the value chain: attracting high end investors
- Environmental challenges of your free zone
- Financial analysis for free zone professionals
- Master planning for free zones
- Stakeholder management for free zones
- Incentives offered by free zones
- Business intelligence and tools for free zone staff
- Writing investor project proposals
- PPPs and free zones

### 6 Workshops till December

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Network – FZ Marketplace

## FZ-Marketplace

The World FZO marketplace, will host a variety of offers from our associate members, showcasing some of the world's most powerful free-zone specific applications, products, solutions and services, all designed to help member free-zone thrive, globalize and maximize its potential.

### INTRODUCING THE WORLD FZO MARKETPLACE

Showcase your products and services to the international free zone community

WWW.FZMARKETPLACE.COM

**REACH MORE CUSTOMERS**  
Access a diverse audience of free zones and their associates to boost your more sales.

**EASY AND FREE LISTINGS**  
World FZO members can list all their products in free zones and worldwide for free.

**SUPPORT & SUCCESS**  
Let us do the heavy lifting and help support you to become even more successful.

**GROW YOUR BUSINESS**  
Partnering with the World FZO, the largest and fastest growing organization advocating on behalf of the international free zone community, connects you to more than 1,000 free zones across 100+ countries, including over one hundred thousand committed businesses and affiliated organizations.

The World FZO Marketplace puts your products and services in the spotlight, making them directly accessible to FZOs and their tenants.


**START SELLING TODAY**

- 1 Visit [fzmarketplace.com](http://fzmarketplace.com) to register and begin listing your products and services
- 2 Your offerings will then be showcased to our community of free zones and their tenants
- 3 Buyers can either purchase your products directly or send you an enquiry for further information
- 4 The World FZO Marketplace manages the entire process so you can focus on growing your business

☎ +971 4 204 9473
🌐 [www.fzmarketplace.com](http://www.fzmarketplace.com)

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 31 Free Zone Outlook Events

A selection of online webinars and offline meetings are scheduled across the year giving our members access to share experience and knowledge with fellow industry experts.



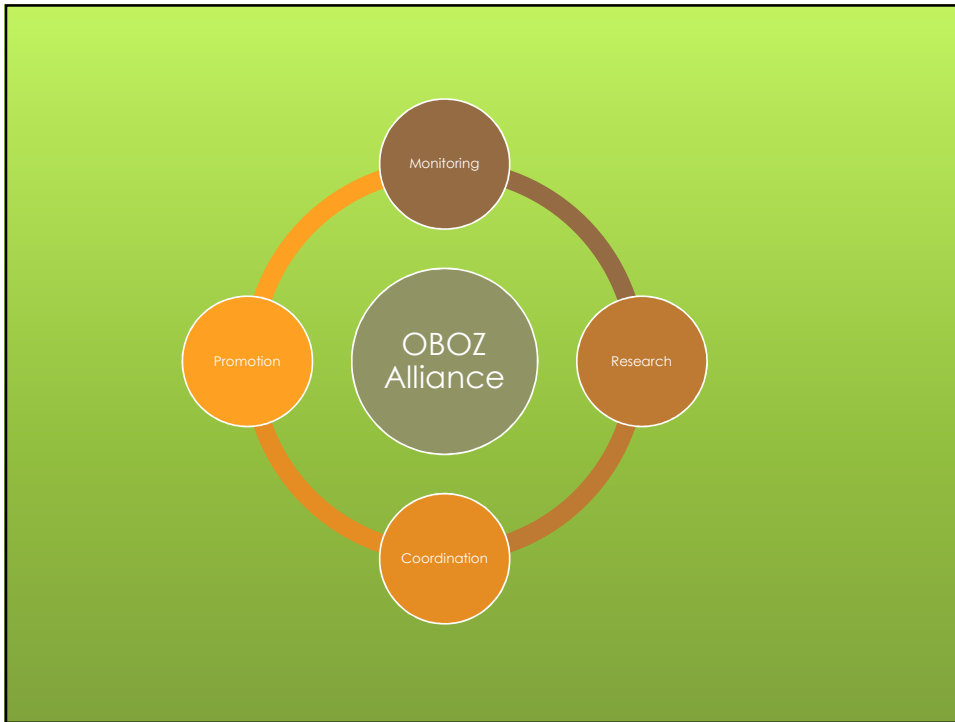
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# Free Zone of the Future

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**ONE BELT ONE  
ZONE ALLIANCE  
(OBOZA)**



The cover features the logo of the World Free Zones Organization in the top left corner, which includes a globe icon and the text "WORLD FREE ZONES ORGANIZATION". The main title, "5<sup>th</sup> Annual International Conference and Exhibition", is centered in a gold-colored horizontal band. At the bottom right, there is a small copyright notice: "© 2018 All rights the World Free Zones Organisation".



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