

# CDG Group

Your Partner  
for Growth



CDG

# CDG Group

## Your Partner for Growth

As a leading multi-sector group operating throughout the country, the CDG Group creates and manages real development solutions and catalyzes collective efforts around value-creating projects.

Established in 1959, the Caisse de Dépôt et de Gestion (CDG) plays a major role in the Moroccan economy and positions itself as an essential ally for your establishment in Morocco.

As a historical player in the Kingdom's development, CDG actively participates in major initiatives related to regionalization, energy and technological transition, as well as the development of strategic sectors that drive growth and social progress.



Saving, Provident & Pensions	Territorial Development	Tourism	Investment	Banking and Finance
Savings mobilization	Engineering & Delegated Project Management	Asset & Property Management	Funds & Investment Companies	Banking
Pensions	Development	Destinations & Brands Management	Support and investment Programs	Financing Companies
Solidarity & Allocations	Promotional Real Estate	Sports & Events		
Insurance	Rental Properties	Management & Assistance		
	Facility Management & Third-party Management			
	Green Value and Sustainable Development			



The mission of CDG is to create long-term value within the framework of its dual mandate: to secure and enhance the savings of depositors (profit-oriented mandate) while supporting the national development strategy through projects that create positive externalities (development-oriented mandate).



**355,46**

**Billion dhs**

Consolidated Balance Sheet at the end of 2023 (equal to 25% of GDP)



**205.000**

Number of jobs created (via the Group's projects) Over the past 10 years



**670.000 m<sup>2</sup>**

**Business rental parks**

Over the past 10 years



**2.600 ha**

**Developed areas**



**16**

**Industrial zones and agropoles**

Over the past 10 years

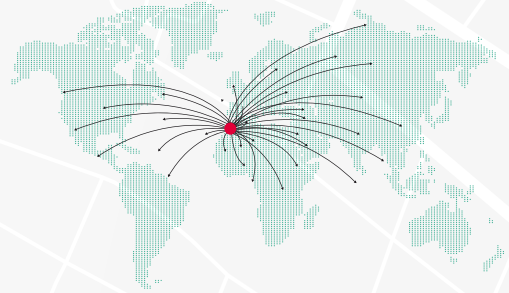
# Morocco

## A Strategic Hub for Investors



Ideally located at the crossroads of Europe, Africa, and the Middle East, Morocco is your strategic partner for growth.

With its modern infrastructure and economic and political stability, Morocco stands out as a prime destination for international investors.



**14** Km  
away from  
Europe

**1<sup>st</sup>**

Most Attractive  
Country  
in Africa for  
Renewable  
Energies

**+1 million**  
Students in Higher  
Education

**3 hours**  
flight from  
major European  
capitals

**+400** Public and  
Private Universities  
and Schools

**150.000**  
Graduates annually,  
Including

**25.000**  
Engineers



## A Business-Friendly Environment

**Free Trade Agreements** with the United States, the European Union, and the United Arab Emirates, providing direct access to major global markets.

**Free Zones:** Strategically located, offer an attractive fiscal and regulatory framework for companies.

**Advanced Infrastructure:** Modern business parks and logistics platforms connected to the world.

**Extensive highway network.**

**Advanced railway infrastructure.**

## High-Potential Sectors

Automotive Industry

Aerospace

High-Tech

16   
International Airports

38   
Ports including 13 dedicated to international trade

1<sup>st</sup>   
High-Speed Train in Africa

2<sup>nd</sup>   
Largest producer of wind and solar-generated electricity in Africa





Integrated offer for industrials



# Industrial Customer Pathway



1

- Key account in industrial sectors
- Flexible offer of Products and Services
- Serviced and Equipped Buildings and Land Lots
- Technical, Financial and Administrative Support

2

- Investment Funds & Programs
- Financial Support

3

- Industrial Engineering
- Environment and Sustainability Engineering



**inee**  
GROUPE CDG

**PERIS**services  
GROUPE CDG



4

- Energy Efficiency Support
- Decarbonization
- Renewable energies

5

- Facility & Property Management

6

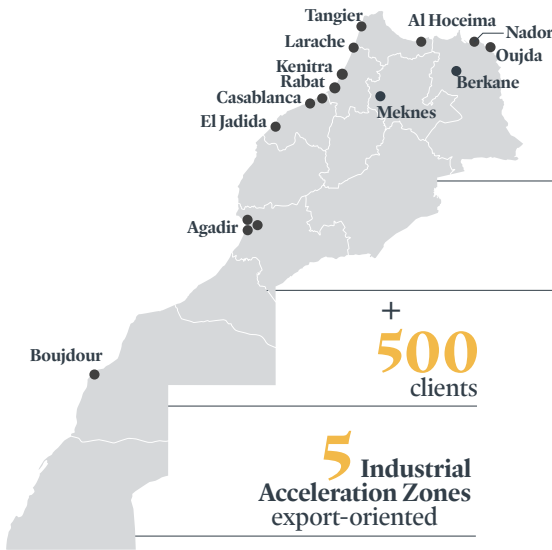
- Education & Training
- Innovation & Entrepreneurship Center

## Integrated offer for industrials Presentation of MEDZ

16 

**zones across  
Morocco**

Industry, Logistics, Commerce,  
Tertiary, and Service



2.600  
hectares

15 Billion dhs  
in investments

30 Billion dhs  
generated investments

+  
60.000  
jobs created

+  
500  
clients

5 Industrial  
Acceleration Zones  
export-oriented

MEDZ is a key player in the design, development and management of next-generation business zones.

MEDZ addresses the needs of both small and medium-sized enterprises (SMEs) as well as large national and international companies by guiding them towards:

- **Sector-specific parks** (automotive, aerospace and space, agribusiness, chemicals, petrochemicals & metallurgy, fisheries, etc.).
- **All-purpose parks** with a multisectoral focus.



A flexible range of products and services designed to support investors at each stage of their project implementation



## Products



### **Serviced and Equipped Land Lots**

carried out in line with international standards



### **Industrial and Logistics Buildings**

turnkey solutions (for sale or lease)



### **Modular Office Spaces**

For lease

## Services within the Zones



### **Proximity Services**

prospective infrastructure such as restaurants, business centers, hotels, gas stations, etc.



### **Facility and Property Management**

of zones



### **Infrastructure and Support for Research and Training**

located in industrial zones of the Office of Vocational Training and Job Promotion (OFPPT) and specialized institutes

## Integrated offer for industrials

### MEDZ' value offering



#### ● Technical Advisory

Turnkey construction services through 4 modes of intervention:

- Project Management Assistance (PMA);
- Delegated Project Management (DPM);
- General Contractor (GC);
- Real Estate Development.



#### Financial Advisory ●

Simplified connections with financial partners, providing tailored solutions such as :

- Private Equity (CDG Invest), grants (AMDIE, ministries, regions);
- Personalized banking solutions;
- Other customized financial arrangements (banks and real estate companies).



#### ● Administrative Support

**Coordinating role:** simplified interactions with administrations, regional representatives, and Government agencies (CRI, Urban Agency, municipalities, AMDIE, ANAPEC, OFPPT, etc.).

**Linking role for investors in Industrial Acceleration Zones:**

Personalized assistance to simplify administrative procedures throughout the various stages of business setting.

#### One-stop-shop in the Industrial Acceleration Zones :

On-site structure gathering representatives from Municipality, Customs Office, Regional Investment Center branch, ANAPEC,... for the purpose of simplifying administrative procedures.





## Integrated offer for industrials CDG Invest's financial support



### Financial Advisory

As a key player in Private Equity in Morocco, CDG Invest's mission is to finance and support businesses at every stage of their development.

Investment Vehicle	Investment Fields	Stage of intervention	Duration of the Investment
	Industrial investment fund focused on exports or aimed at substituting imports	<b>Start-up and Business development services</b>	<b>5</b> years
	General investment fund focused on investments for business development	<b>Venture Capital Expansion Capital</b>	<b>5</b> years
	Program to support global-scale startups with ties to Morocco and Africa	<b>Seed and A Series</b>	<b>5 to 7</b> years
	Program designed to support and finance experienced entrepreneurs (industrial sectors and services)	<b>Seed capital fund &amp; start-up</b>	<b>5 to 7</b> years



**Integrated offer for industrials**  
**Novec Services Technical Support**

Novec provides a full range of engineering processes, from feasibility studies to support in the implementation and operation.

**Industrial Engineering:**

Novec is involved in the creation, extension, or redevelopment of industrial buildings through:

**Construction engineering services:**

- 1) Carrying out studies to determine the project's feasibility (technical, budgetary, and planning features);
- 2) Providing support and consultancy during the procurement phase for project implementation.

**Technical assistance and Project Management** to support customers during the development phase of their project.



**Environment and Sustainable Development engineering:**

Novec provides assistance in identifying, measuring, preventing, and partially correcting the negative impact of environmental damage, and in proposing feasibility studies :

- Environmental and social impact studies;
- Carbon footprint assessment;
- Solid waste management;
- Environmental auditing and monitoring.



**80<sup>km</sup>**  
**High speed rails (HSR)**



**+100**  
**Bridges**



**500<sup>km</sup>**  
**Highways**



**290**  
**Dams**



**2,8** Millions of m<sup>2</sup>  
**Built**

## Integrated offer for industrials

### INEE's technical support in energy efficiency

**Innovative Energy & Efficiency (INEE)** materializes the CDG Group's commitments to energy transition and embodies excellence in the energy services sector.

It provides integrated solutions dedicated to energy efficiency, renewable energy, and decarbonization.

#### Fields of Intervention



Energy  
Efficiency



Renewable  
Energies



Decarbonization

#### Modes of Intervention

Implementation of energy efficiency measures in the framework of an Energy Performance Contract (EPC), aimed at reducing energy costs and industrial companies' carbon footprint.

Development of energy sales projects through Power Purchase Agreements (PPAs), in order to secure a competitive supply of clean energy for the industry.





**Integrated offer for industrials**

**INEE's technical support in energy efficiency**

**Integrated On-site OFFER**

**On-site photovoltaic power plant for industrial own consumption**

Installation of photovoltaic power stations adapted to meet the needs of industrial infrastructures, such as: roofing systems, parking canopies, or ground installations.

**Energy optimization of existing infrastructures**

Carrying out energy audits and optimizing energy consumption systems (lighting, heating, ventilation, and air conditioning).

**Integrated Off-site OFFER**

**Photovoltaic power system for existing offshore zones**

A solution to supply existing zones with off-site photovoltaic power plants, producing locally or in proximity generated renewable energy. This makes it possible to create decarbonized offshore zones.

**Solar power station and energy-efficient buildings for future zones**

An integrated solution which includes the installation of off-site photovoltaic power plants locally or adjacent, as well as the participation in the creation of highly energy-efficient buildings.

**Added value for industrial players**



Renewable sources of energy



High-energy efficiency buildings



Reduction of carbon footprint



Long-term competitiveness



Access to environmental labels and certifications



## Integrated offer for industrials Xperis Services Technical Support

Xperis Services is an expert in Facility & Property Management, aiming to maintain well-functioning industrial zones.  
Its integrated offer has been organized based on the principle of a single point of contact with regard to service management.



9

**industrial  
activity zones**  
across the entire Moroccan  
territory



**2700**  
clients

**A central  
intervention  
field:  
Facility  
Management**

Xperis Services acts as an infrastructure expert/manager in Facility Management and provides an extensive range of services, including:

- Multi-technical maintenance (Electricity and backups, Management of fire safety, temperature regulation, industrial fluids maintenance (water, gas...));
- Secondary construction work (painting, carpentry, ...);
- Cleaning and maintenance of all building types;
- Security and access control.





Integrated offer for offshoring

# Offshoring Customer Pathway



EWANE  
GROUP CO.

- One-stop Shop
- Ready-to-use office spaces
- Facility & Property Management

1

CDG INVEST

- Investment Funds & Programs
- Financial Support

2



- Education & Training
- Innovation & Entrepreneurship Center

4



- Facility & Property Management

3



# Integrated offer for offshoring

## Presentation of EWANE



EWANE is a key player in the professional rental real estate market in Morocco.

- Strategic partner of the Moroccan Government in the offshoring field's development
- Operating under an investment agreement signed with the government in 2006



≈ 1 million m<sup>2</sup>  
total real estate portfolio

+ 15 years of expertise

+ 200 successful projects

+ 400 millions € invested



+ 420.000 m<sup>2</sup>  
of world-class office spaces and services developed

An ecosystem organized around 5 priority sectors

CRM

**Customer Relationship Management**  
Activities related to customer relationship management, particularly through contact centers.

ITO

**Information Technology Outsourcing**  
Outsourcing related to information technology professions (application development, infrastructure management, etc.).

BPO

**Business Process Outsourcing**  
Outsourcing of non-strategic processes/businesses.

ESO

**Engineering Service Outsourcing**  
Outsourcing related to engineering and R&D activities (industrial engineering, etc.).

KPO

**Knowledge Process Outsourcing**  
Outsourcing of strategic activities requiring specialized knowledge and expertise (sector data analysis, etc.).



+ 150 companies already established



≈ 70.000 direct jobs

# Integrated offer for offshoring

## Presentation of EWANE



### Products:

- **Ready-to-use office spaces** within integrated industrial platforms (P2I) dedicated to outsourcing.

### Services dedicated to offshoring parks:

- **Proximity Services:** Workspaces with amenities (business center, banks, dining, childcare) integrated to provide an attractive work environment.
- **Property & Facility Management:** Oversight of real estate performance and maintenance.



Leader in professional rental real estate dedicated to outsourcing in Morocco, with a network of 4 business parks across the kingdom.



The largest park in North Africa

The Technology Hub

City of knowledge, Land of success

A newly integrated region into the outsourcing field

**300.000 m<sup>2</sup>**  
+**45.000**  
direct jobs

**75.000 m<sup>2</sup>**  
+**10.000**  
direct jobs

**30.000 m<sup>2</sup>**  
+**3.500**  
direct jobs

**7.500 m<sup>2</sup>**  
+**300**  
direct jobs

+**120**  
companies

+**30**  
companies

**6**  
companies

**4**  
companies

**Ecosystem**  
ITO, ESO, BPO, CRM,  
KPO

**Ecosystem**  
ITO, CRM, BPO, ESO

**Ecosystem**  
ITO, CRM, BPO, ESO

**Ecosystem**  
BPO, ITO, CRM

# Integrated offer for offshoring

## EWANE's value offering



### ● Decision-making support:

#### **A qualified talent pool:**

- 8 languages spoken
- +1 million students in higher education
- 25.000 engineers graduating per year

#### **Advisory on site selection for setting up:**

- Attractive and tailored incentive packages (tax incentives, training grants, employment grants, improved business climate, etc.).

EWANE stands out with its comprehensive and integrated approach, managing all project stages from initial planning to operational implementation.

### ● Administrative and financial support:

#### **Financial support:**

Connecting with financial partners for equity financing solutions (CDG Invest) and personalized banking service offerings.

#### **Administrative support:**

Easy access to:

- Tax experts, fiduciaries, and the Regional Investment Center for the creation of subsidiaries;
- Institutional partners to secure preferential tax agreements;
- Universities and engineering schools, as well as training and recruitment firms.

### ● Advisory & Growth Support :

## A one-stop shop

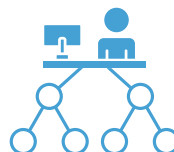
Bringing together key state services to facilitate procedures for investors: Regional Investment Center (CRI), Municipality, ANAPEC (Recruitment agency), and OFPPT (Training).

#### **Establishment support:**

- Office space proposals
- Design and space optimization

#### **Growth support:**

- Competitive intelligence
- International workshops and events
- Networking





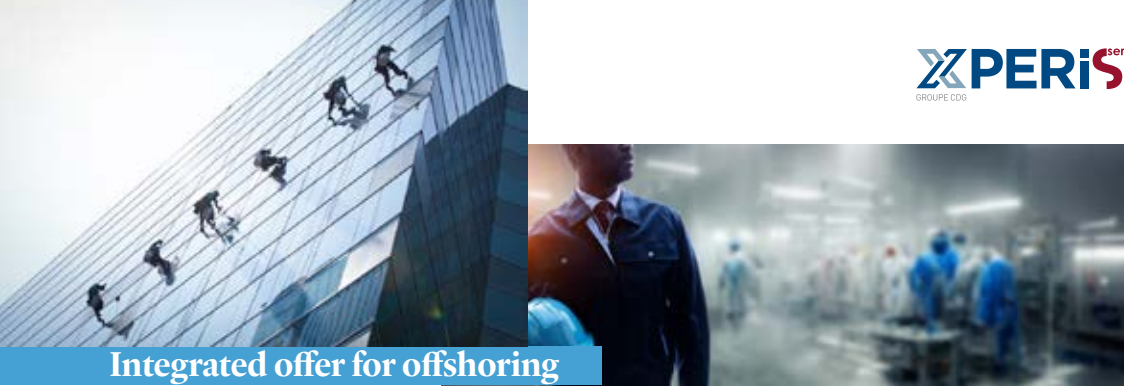
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<b>212</b> Founders	Program to support global-scale startups with ties to Morocco and Africa	<b>Seed and A Series</b>	<b>5 to 7</b> years
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## Integrated offer for offshoring Xperis Services Technical Support

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**400.000** m<sup>2</sup>  
of office space  
in offshoring zones



**4**  
zones offshoring  
managed  
across the entire  
Moroccan territory

A central  
intervention  
field:  
**Facility  
Management**

Xperis Services acts as an infrastructure expert/manager in Facility Management and provides an extensive range of services, including:

- **Multi-technical maintenance** (Electricity and backups, Management of fire safety, temperature regulation, industrial fluids maintenance (water, gas...));
- **Secondary construction work** (painting, carpentry, ...);
- **Cleaning and maintenance of all building types, 4D treatment operations;**
- **Security and access control.**









The International University of Rabat (UIR) is the first private university created within a public-private partnership in Morocco and is recognized by the Moroccan government.

## International University of Rabat (UIR)

### UIR key figures:

#### Students and Education



**8.300**  
Students



**9.000**  
Graduates  
since 2011



**+262**  
international  
partnerships in  
57 countries



**+14.900**  
participants  
in Executive  
Education  
since 2010

**+2.000**  
Publications  
in international  
journals  
with editorial  
committee



**3.410**  
Outbound  
students  
Mobility

**928**  
Inbound  
students  
Mobility

#### Research and Innovation

**6** research  
laboratories/centers

**4** internationally  
accredited laboratories

**5** research chairs,  
including two UNESCO chairs

**610** patents, including  
108 internationally

**1<sup>st</sup>** university in terms  
of patent filings in Morocco

#### International Accreditations & Rankings

Top 100 of Business Schools in the World





## UIR's Initial Education Programs structured around 5 colleges:

A multidisciplinary teaching & research university



- School of Architecture
- Higher School of Energy Engineering
- School of Aerospace & Automotive Engineering
- Higher School of Computer Science and Digital Technology



- Sciences Po Rabat
- Rabat Law School
- IIHECS Africa Communication & Media
- Center for Languages, Academic & Soft Skills



- International Faculty of Medicine
- International Faculty of Dentistry
- University Dental Clinic
- High School of Paramedical Studies Sciences

### In progress

- School of Biomedical Engineering



Rabat Business School



Top 100 of Business Schools in the World



- Doctoral Study Program in Human, Social and Management Sciences
- Doctoral Study Program in Sciences, Technology and Engineering
- Doctoral Study Program in Life and Health Sciences



## UIR Executive Education:



To effectively meet the needs of businesses, UIR Executive Education offers high-value-added customized training programs, and specialized skill development programs through a personalized, and interactive approach:

- **Degree-awarding**, Certification Programs & short courses : Such as Executive Masters and Professional Bachelor's degrees...
- **Consulting Services**: Supporting public and private institutions in their strategic and operational projects.
- **Specialized Programs**: Tailored skill development projects aimed at enhancing professional integration. These "talent creation" programs target young people in various fields (hospitality services, digital and IT professions, etc.).



## Research - Innovation

### Labs/Centers, Innovation & Entrepreneurship

#### 6 Laboratories/Centers

Laboratory of Technologies, Information and Communication (TIC Lab)

Laboratory of Renewable Energy and materials (LERMA)

Laboratory of Business and Economy (BEAR Lab)

Center for Global Studies (SHS)

Center for Research in Health in Sciences (CRéSS)

Urban Innovation & Heritage Lab (UIHL)



**Research Institutes (IRT)**

#### Center for Innovation and Entrepreneurship

UIR Innovation Gateway

TTO:  
IP Services

Clinic for  
industry

Incubator/  
Accelerator



Toward the creation of regional  
Centre for Incubation and Entrepreneurship



## Integrated education & training offer for industry & offshoring UIR value offering

UIR combines a wide-range portfolio of training programs, both standard and tailored options to fit industrial & outsourcing needs.

UIR also supports industrial & outsourcing professionals through a variety of innovation & high-tech programs.



### Initial & Executive Education

#### Programs designed to build a qualified talent pool:

- aeronautic & automotive industry
- 3D modelization
- Machining
- Waste water treatment
- Raw water management
- Supply chain management
- Lean Management
- Building Information Modeling(BIM)
- Quality Health Safety Environnement (QHSE)
- Project management (PMO)
- Etc.....



### Industrial Clinic

#### Prototyping & innovative solutions design:

Thanks to a 2000 m2 technology platform fully dedicated to prototyping & innovative solutions design from initial proof of concept to beta products



### Technology Transfer Services & Innovation /Entrepreneurship Space

#### Technology Transfer Center:

- Patent filing
- Trademark registration

#### Innovation / Entrepreneurship Space :

- Support for project owners (soft & hard skills)
- Business incubation platform
- Bootcamp/hackathon sessions
- 4.0 industry training/bootcamp sessions



### IT Jobintech Program

#### Customized training program for building « job-ready » talent pipeline:

- Web fullstack
- Cybersecurity
- Data analysis
- IT network infrastructure security

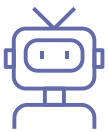


## UIR's Innovation and Entrepreneurship Center (IEC)

UIR's Innovation and Entrepreneurship Center is dedicated to the protection and promotion of R&D, as well as encouraging the transfer of technology in the industrial sector.

IEC acts as the university's one-stop-shop for industry-oriented services.

A versatile, transdisciplinary technological platform dedicated to developing prototypes, studies, and testing benches for industrial players, particularly through :



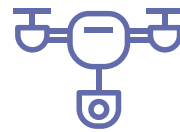
### **Technology Transfer Services (TTS):**

Promoting the commercialization of research outcomes and innovations, and their introduction into the market through the optimization of intellectual property portfolios.



### **Industrial Clinical Services:**

Implementing projects to address the specific needs of industries and territories by providing solutions to industrial challenges and developing products and pilot pre-industrialization lines.



### **Innovation/ Entrepreneurship Space:**

Innovative incubation platform dedicated to the emergence of ideas and the support of project holders, with a unique thematic pre-incubation offer that meets the specific needs of industrial players.





## “JobInTech” IT Program

A specialized IT program



**200**  
young  
talents

Innovative educational system, conducted in bootcamp during 4 to 6 months



Training curriculum : Cyber Security, Infrastructure Security, Web Development, Data Analysis



Program dedicated to workplace integration with the participation of job providers

### Value proposition of «Job ready» for companies

- Build “job-ready” talent pipelines by connecting high-potential digital opportunities with the available talent pool in the region.
- Address the issue of training costs for juniors currently borne by the Company, which places significant pressure on intermediate talents.
- Improve the resource pyramid (Experts-Confirmed-Intermediate-Junior) by feeding reinforcing its base.



## Awards & Recognition



**FT** MASTERS IN  
MANAGEMENT  
2023 RANKING

Ranked #32



Cti Accreditation & label EUR-ACE

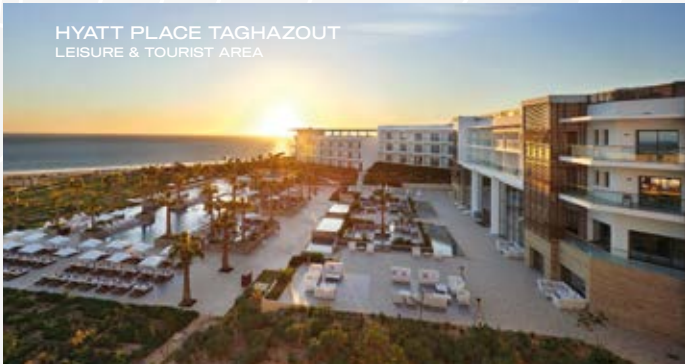


Ranked N1 in Morocco



# CDG Group Flagship projects

HYATT PLACE TAGHAZOUT  
LEISURE & TOURIST AREA



TECHNOPOLIS  
OFFSHORE ZONE



INTERNATIONAL  
UNIVERSITY OF RABAT  
(UIR)  
UNIVERSITY



CASANEARSHORE  
OFFSHORE ZONE



TANGER MED  
LOGISTICAL AND INDUSTRIAL  
PLATFORM



CASA ANFA  
URBAN AND FINANCIAL CENTER



ATLANTIC FREE ZONE  
OFFSHORE ZONE



SOCIÉTÉ DE DÉVELOPPEMENT  
SAÏDIA (SDS)  
URBAN & TOURIST AREA

