

Industrial Park Development

Potential investors are typically faced with a wide range of industrial parks to choose from. In such a highly competitive environment, attracting a specific investment to your park can be challenging.

International investors' surveys have identified the following criteria for investment decisions:

- ✦ Attractive value chains within close proximity to customers and suppliers
- ✦ Customized services and infrastructure tailored to specific investor needs
- ✦ Commitment to ecological sustainability

To support you in attracting international investors, **ENIGA** offers a range of services designed to identify and enhance the unique strengths of your industrial park:

Value chains

- ✦ Identification of your park's unique advantages in supply and distribution networks
- ✦ In-depth analysis of value chains to identify gaps and growth opportunities
- ✦ Targeted identification of suitable investor profiles
- ✦ Promotion and presentation of attractive business models for potential investors

Service and infrastructure

- ✦ Park organization (outsourcing of service functions, park management vs. specialized service providers etc.)
- ✦ Definition of a tailored service portfolio, including clustering by area or service type (mandatory vs. optional)

- ✦ Streamlining of service management procedures and corresponding business processes

Ecological sustainability

- ✦ Set-up and monitoring of environmental and safety standards
- ✦ Technical support for implementing waste treatment and recycling systems
- ✦ Introduction of certified environmental and safety management system to demonstrate commitment (e.g. EMAS)

Selected references

- ✦ Strategic value chain analysis and development planning for a petrochemical site in China
- ✦ Successful implementation and certification of EMAS/OHSAS at an industrial park in Belarus
- ✦ Establishment of a Service Management company for a chemical site in Germany
- ✦ Definition and optimization of service portfolios and management processes at a German industrial park
- ✦ Technology development to reduce environmental impact of a fine chemical production in the MENA region
- ✦ Multiple technical due diligence projects for the sale of chemical and petrochemical sites

