



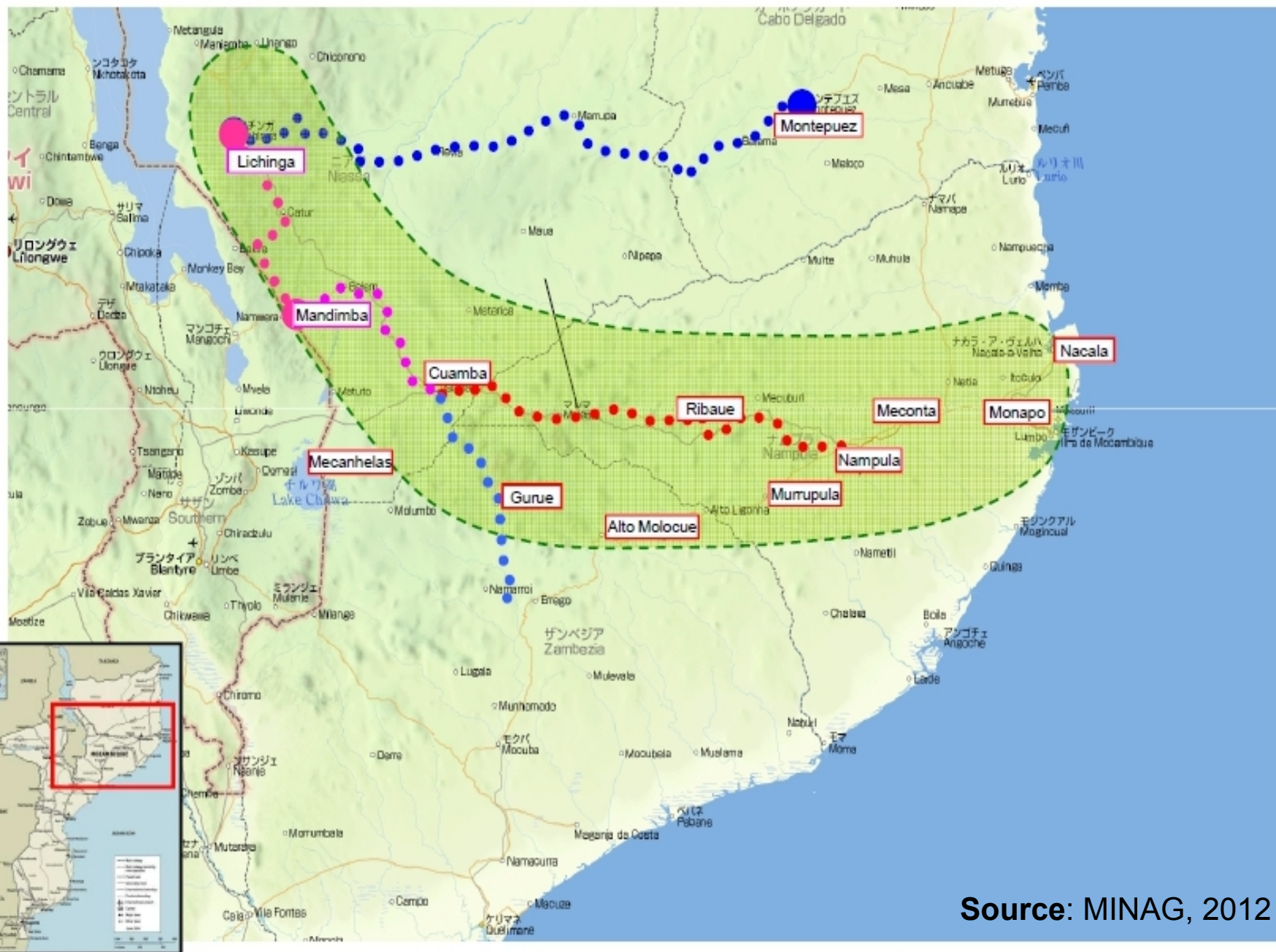
UNIÃO NACIONAL DE CAMPONESES (UNAC)

Rua Valentim Siti N° 39 R/C - Tel. (258-21) 30 67 37 - Fax: (258-21) 30 67 38 - Cel: +258 82 3001875 C.P. 1016
E-mail: unacexecutiva@tvcabo.co.mz - www.unac.org.mz Maputo - Moçambique

Development Model Of Nacala Corridor: Implications of Agribusiness, Extractives and Infrastructure Projects to Food Sovereignty and Social Development

07th December, 2015

Tokyo

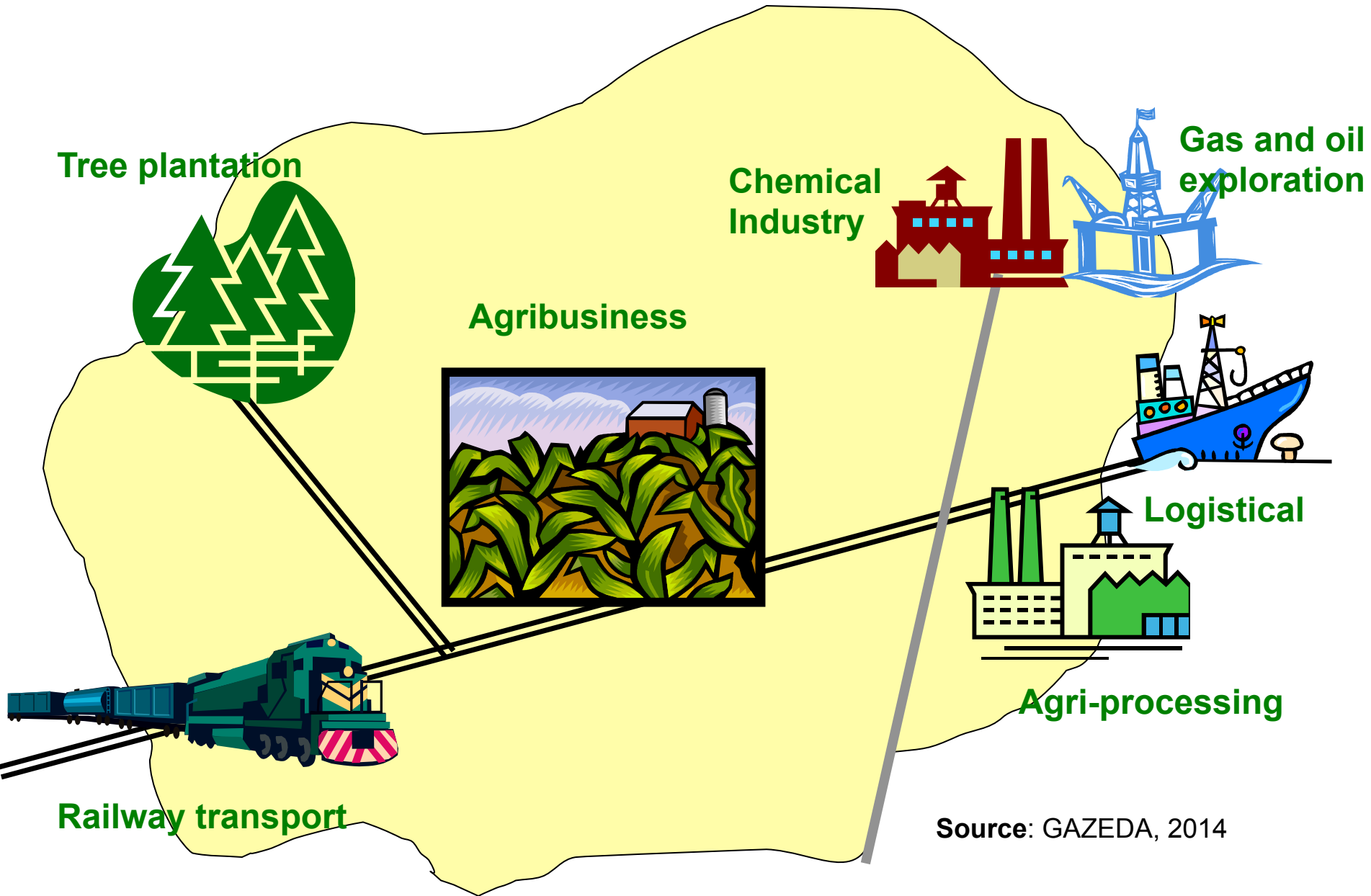


Source: MINAG, 2012

Economic and Social Data

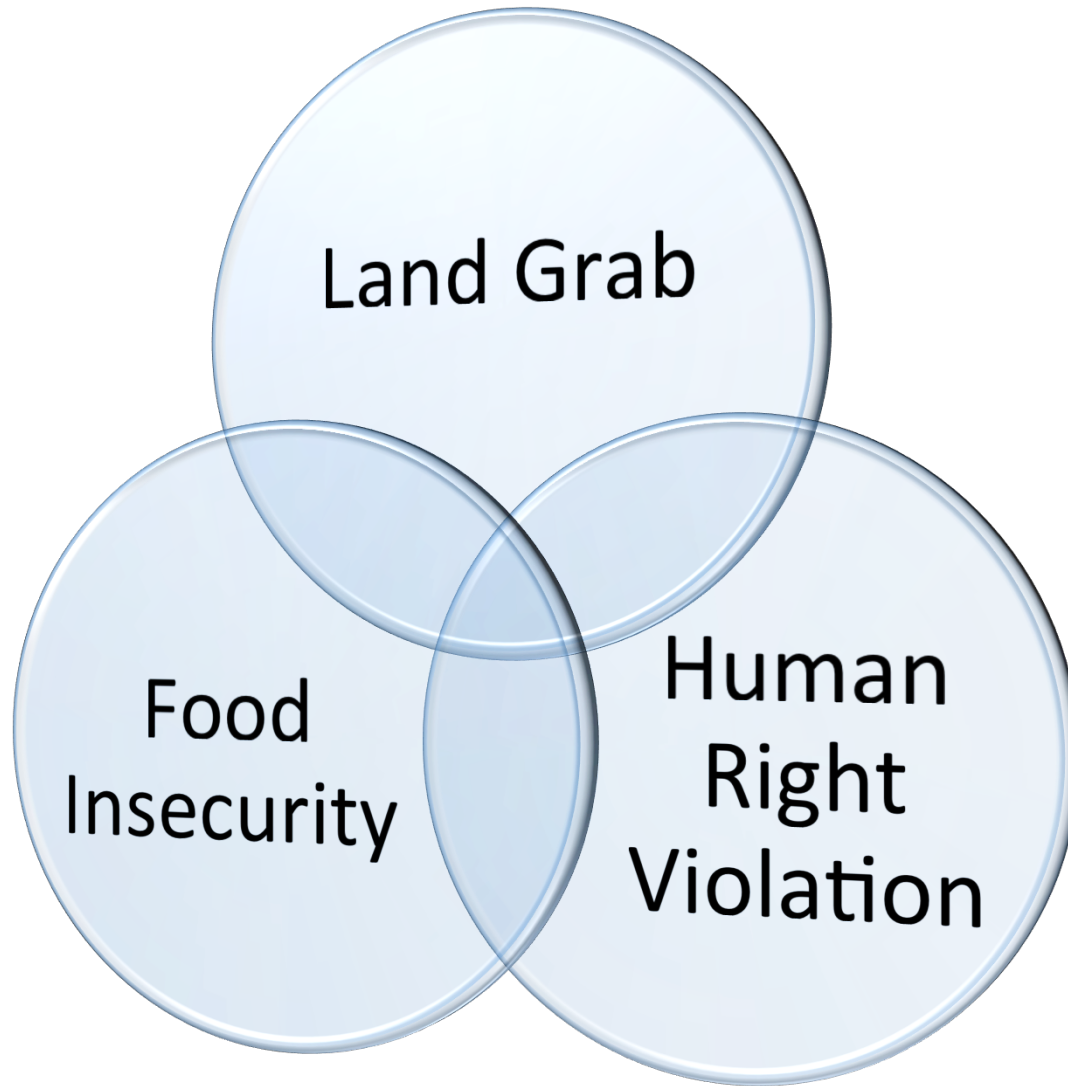
- Is estimated to have approximately a population of 4.5 million, and 51,6% is active population and 40,4% is unemployed.
- Agriculture is the main economic activities, with represent almost 40% of the GDP of the region;
- The main crops are maize, cassava, vegetables and beans. Other crops for market are cotton, Tabaco, sesame and cash nuts;
- Family agriculture employs 81% of people in the Nacala Corridor, are produce more than 90% of food.
- The provinces of Nampula, Niassa and Cabo Delgado contribute to almost 25% of the national GDP;

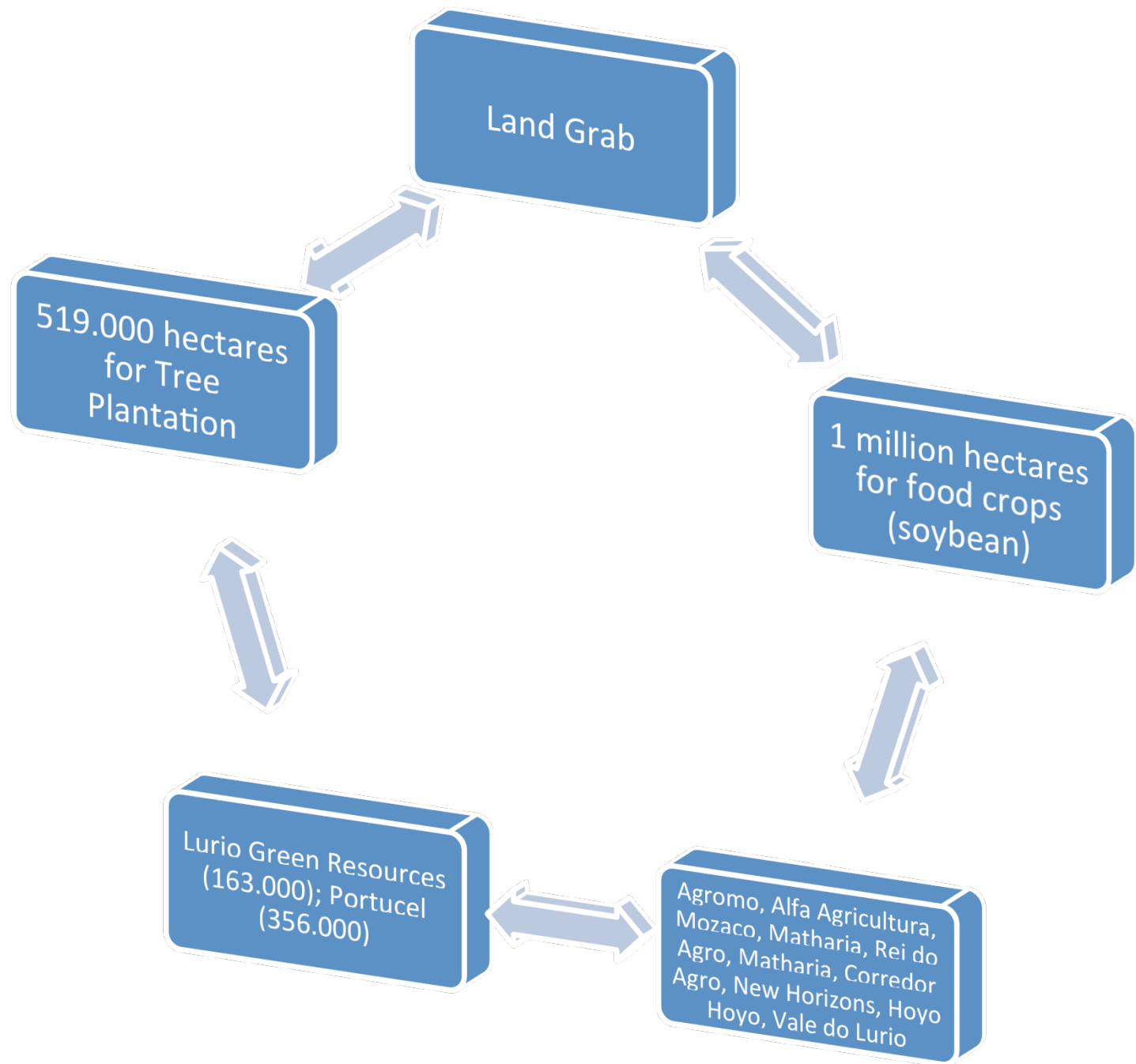
DEVELOPMENT MODEL FOR NACALA CORRIDOR



Source: GAZEDA, 2014

Impact of the Current Development Model of Nacala Corridor





Abandoned Community because of the advance of tree plantation in Nacala Corridor



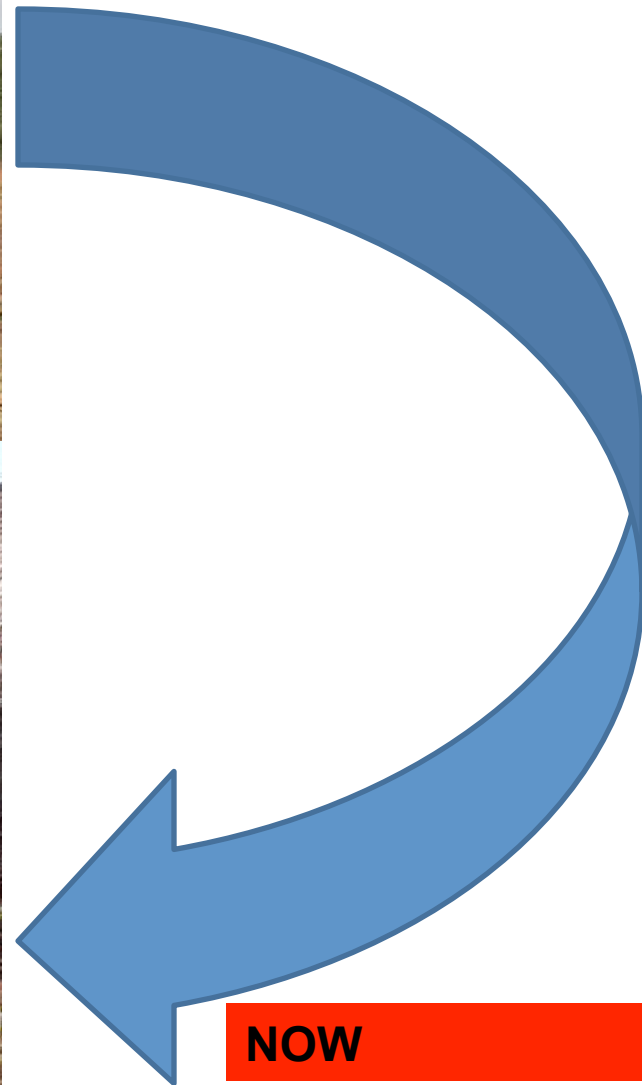
SEE WHAT HAPPEN IN MANICA PROVINCE.



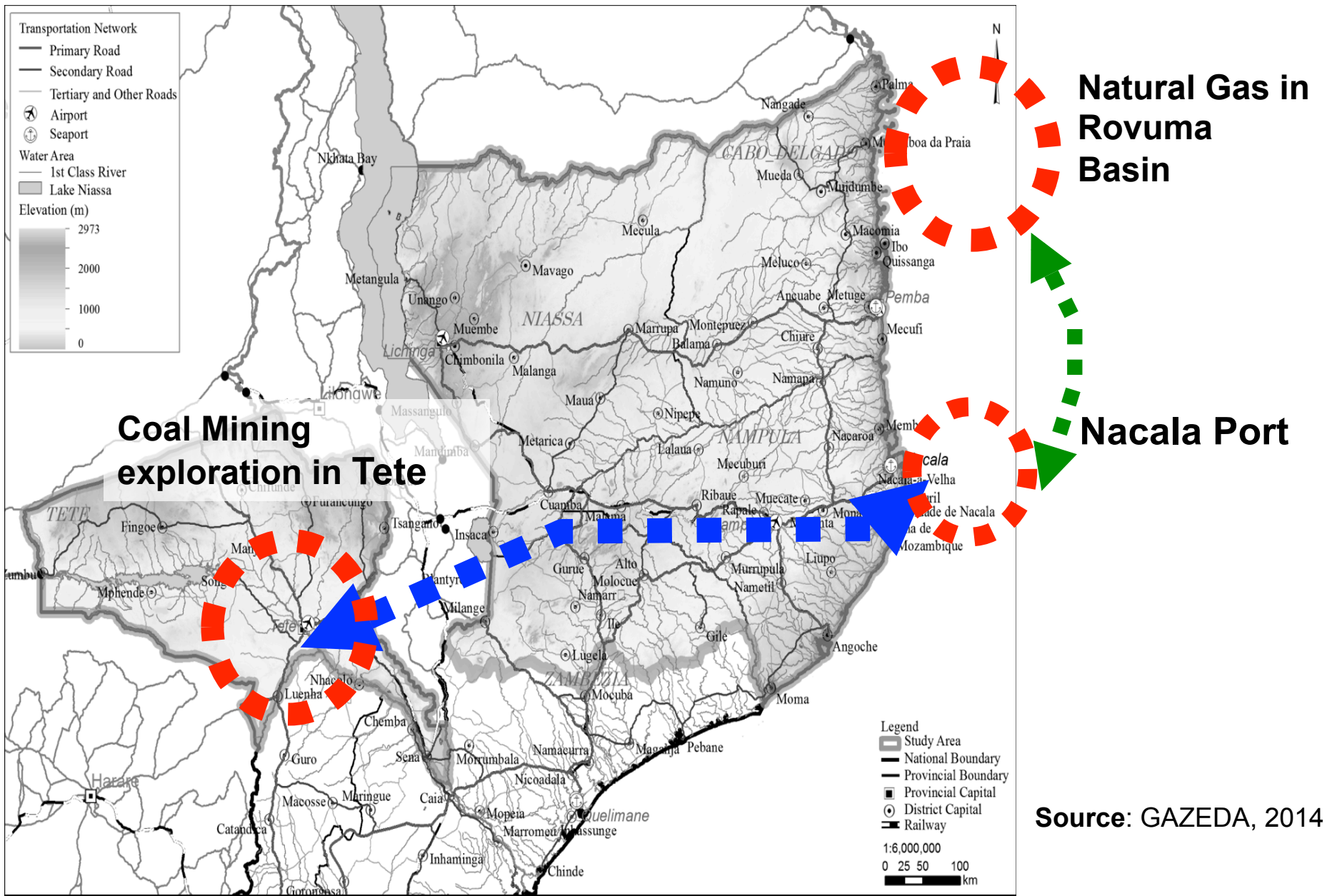
BEFORE



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LINK BETWEEN COAL, GAS AND LOGISTIC



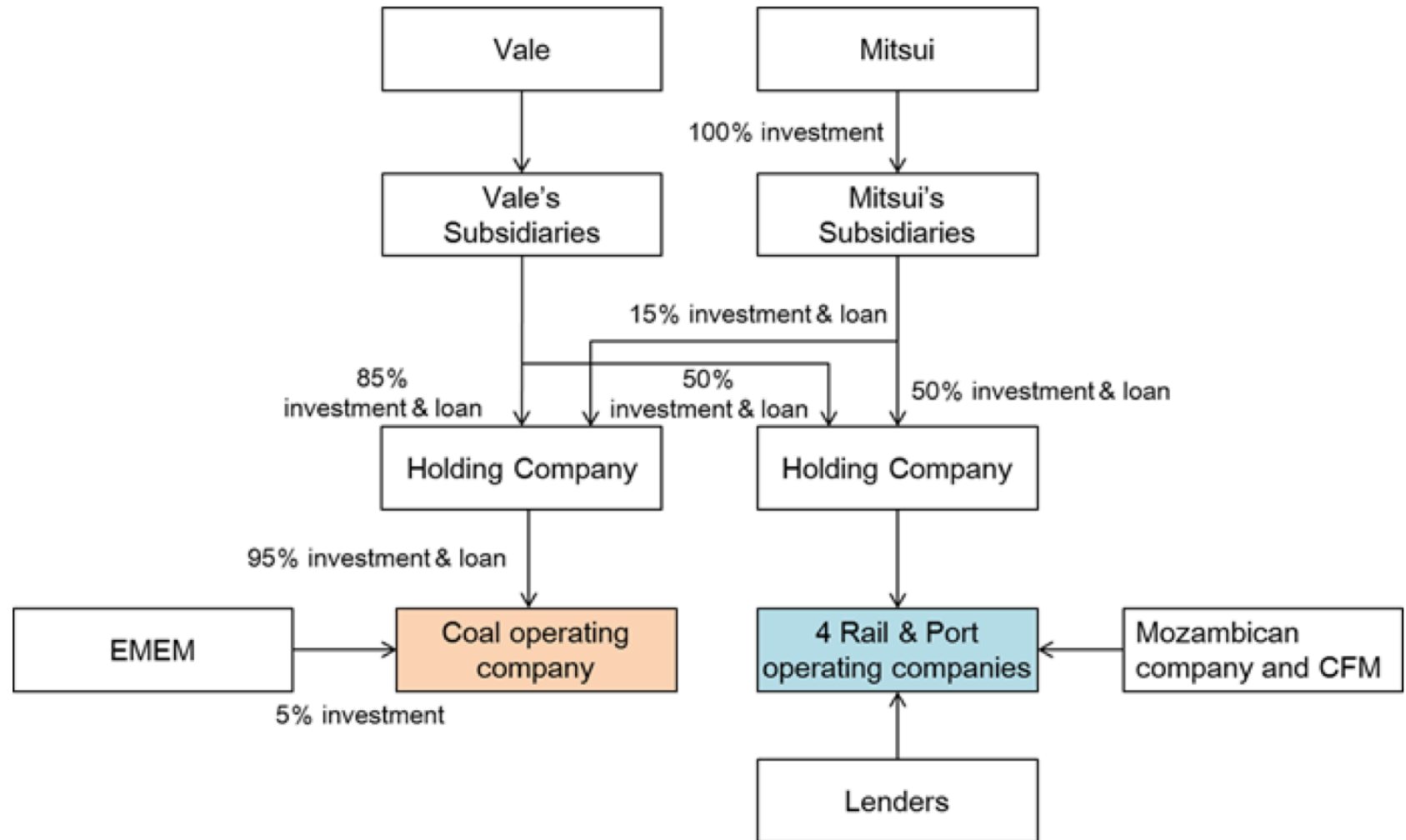
Mitsui to participate in Coal and Rail & Port Infrastructure Business in Mozambique

Dec. 9, 2014

Mitsui & Co., Ltd. ("Mitsui", Head Office: Tokyo, President & CEO: Masami Iijima), has agreed with Vale S.A. ("Vale") to participate in the Moatize coal mine project ("Moatize project") and the Nacala Corridor rail & port infrastructure project ("Nacala project"), which Vale has been operating and developing in Mozambique.

Mitsui will own a 15% equity interest in Vale's wholly-owned investment subsidiary that holds a 95% equity interest in the Moatize project, and own a 50% equity interest in Vale's investment subsidiaries that have been promoting the Nacala project. Mitsui's upfront payment amount for investment and loans is USD 450 million for the mine and USD 313 million for the infrastructure. The amount for the mine will be adjusted based on the future actual performance results of the Moatize project, so the final payment amounts could vary based on the conditions of the contracts.

Investment structure



http://www.mitsui.com/jp/en/release/2014/1204957_6473.html

1. Promotion of an integrated business model of mineral resources and infrastructure development

- **Engagement in coal mine operations with high competitiveness and infrastructure operations with stable revenue**

Investment & Loans by Mitsui	Initial Amount of Investment & Loans	Development cost to be borne	Remarks
Coal Mine	US\$450 million	US\$190 million	With Price adjustment clause
Infrastructure	US\$313 million	—	Project Finance to be arranged

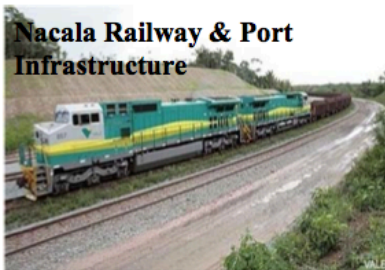
- **Creating added value by linking businesses**

Exerting Mitsui's comprehensive business engineering capabilities with its strengths in mineral resources and machinery & infrastructure businesses

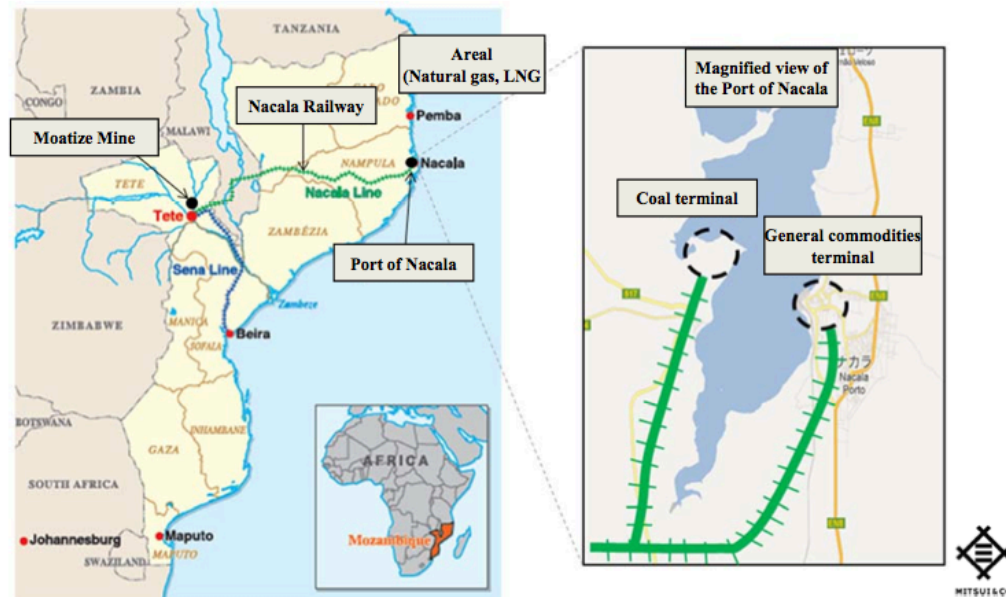
Moatize Mine



Nacala Railway & Port Infrastructure



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Mitsui (2014 Dec.) "Mitsui's Participation in Coal, Railway and Port Business in Mozambique" http://www.mitsui.com/jp/en/release/2014/___icsFiles/afieldfile/2014/12/24/en_141209__caravel_ppt_1.pdf

2. Participation in one of the most competitive operating coal mines in the world

<Moatize Mine >

- **Huge coal Reserves**

- 690 million tons in total of metallurgical and thermal coal reserves; mine life over 30 years (possibility of greater amount of reserves)

- **Highly competitive**

- Its coal seams are located relatively near the surface, enabling a large-scale open-cut operation (cost-competitiveness).
- Metallurgical coal from this project is premium hard coking coal. Thermal coal is high calorific value generating premium grade coal (price-competitiveness).

- **Brown-field project**

- Started production in 2011; with the production to reach 22million tons by 2017.

<Strategic Significance for Mitsui >

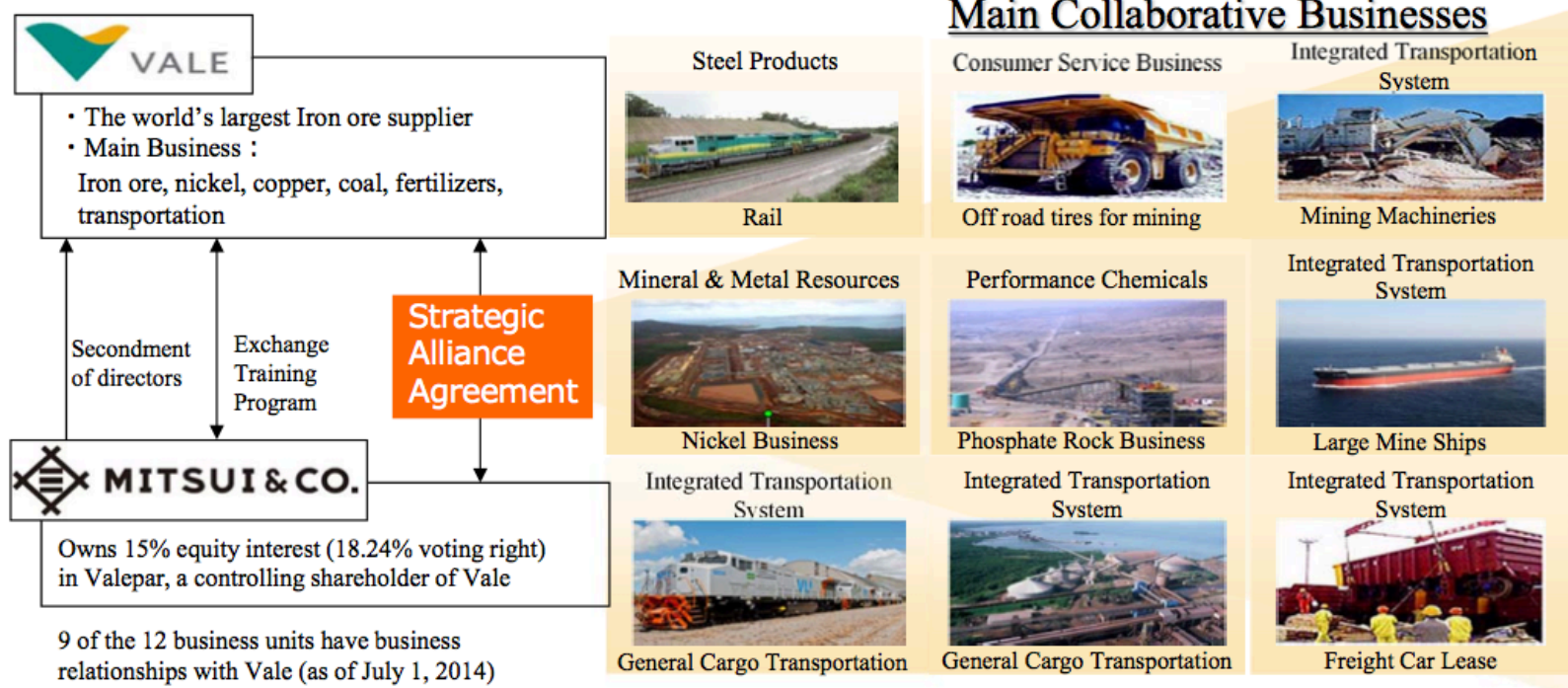
- **Diversification of supply sources**

- Secure a new supply source in addition to the existing Australian assets, to ensure and strengthen stable supply.

- **Reinforcement of the earning base for coal business operations and acquisition of an excellent resource asset, from a long-term perspective**

- The first large-scale acquisition of a mine concession since 2004, which allows the diversification of our supply sources and enhancement of the earning base for the coal business.
- Today, investment in mineral resources concessions calls for stringent selection of projects. Our policy is to continue securing access to prime projects strategically.

6. Multi-tiered business development with Vale, Mitsui's strategic partner



- **Excellent Partner: The world's largest iron ore supplier and leading railway operator**
 - **Mitsui owns 15% equity interest in and designates directors to Valepar, a controlling shareholder of Vale**
 - **Conclusion of a strategic alliance agreement: Cooperating with Vale in various business areas, including iron ore, nickel, phosphate rock, general cargo transportation**
- ⇒ **Jointly strive to maximize the asset value of the coal mine and infrastructure project business**

Human Right Violations by coal mining of Vale in Tete



Moatize, January 10th, 2012



Moatize, 23th December, 2013



Atingidas e Atingidos pela Vale lançam documento político sobre o V Encontro Internacional, em Minas Gerais



International Articulation of People Affected by Vale is a movement of people, communities and workers affected by Vale from Brasil, Chile, Peru, Argentina, Mozambique, Canada and Indonesia created in 2010.

(https://adecru.files.wordpress.com/2015/08/img_0061.jpg)

Encontro reuniu atingidas e atingidos de diferentes partes do mundo

Entre os dias 13 e 15 de agosto deste ano, mais de 100 mulheres e homens do Brasil, Moçambique, Peru, Colômbia, Suíça, Canadá e Argentina estiveram reunidos no V Encontro Internacional das Atingidas e Atingidos pela Vale. Foi uma oportunidade para debater as experiências acumuladas, assim como para traçar estratégias no enfrentamento das violações cometidas pela mineradora Vale por todo o mundo.

Additional information on Other Japanese Companies

- Mitsui & Co., Ltd (*Mitsui Bussan*), shares the exploitation rights of natural gas field with ANADARKO in Cabo Delgado Province
http://www.mitsui.com/jp/ja/business/challenge/1199552_1589.html
- The Nippon Steel & Sumitomo Metal holds the exploitation rights of the Revuboe Coal Mines in Moatize District, Tete Province (
http://www.nssmc.com/en/news/20130404_100_01.pdf)

Japan's Mitsubishi buys 20% stake in Olam

Financial Times | 27 August 2015

<http://www.ft.com/intl/fastft/383541/japans-mitsubishi-takes-20-stake-olam>

- Japan's Mitsubishi Corporation has bought a 20 per cent stake in global-agribusiness Olam through two transactions as the companies launch a strategic partnership.

Singapore-listed Olam sold 332.73m new shares — the equivalent of 12 per cent of the enlarged issue — to Mitsubishi for S\$915m, the company said in a statement, David Sheppard writes in London.

In a separate transaction Mitsubishi has bought the equivalent of further 8 per cent from the co-founding family of the company, the chief executive of Olam told the Financial Times.

"We think this will be a significant transaction that will allow both companies to take a bigger share of the Japanese market," Olam chief executive Sunny Verghese said in a telephone interview.

"This deal allows us to raise capital and supports our strategic growth plan."

Singapore's sovereign wealth fund Temasek Holding retains a majority stakeholding of 51.4 per cent in Olam. While it has sold no shares, its position has been diluted from 58.4 per cent by the issuance of

Sup with the devil

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54



*Mozambican smallholders thought they could do a deal with agribusiness. **Hazel Healy** reports on how transnational OLAM treated its so-called partners.*

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We are not amused. The Mozambican farmers association had a theme tune, matching yellow T shirts and land rights, but it wasn't enough to make a powerful Asian transnational honour its promises. *Hazel Healy*

Chabuca is no stranger to hardship or loss. He survived the death of his first wife, and four of his own offspring, and now raises five orphaned grandchildren. But when **OLAM**, the Singapore listed agribusiness firm with Indian origins, broke its promises to smallholders, the resulting conflict nearly finished him off.

The company had persuaded the rice growers organization to part with land, promising irrigation in return. The result: crop-failure and deep feelings of betrayal.

New Internationalist Magazine
<http://newint.org/features/web-exclusive/2013/05/23/olam-land-grabs-francis-assisi-mozambique/>

Mozambique's small farmers fear Brazilian-style agriculture

Programme to increase crop output by bringing in large-scale agribusinesses is displacing traditional farming populations

Amos Zacarias Nampula, Mozambique, for IPS, part of the Guardian development network

Wednesday 1 January 2014 13.00 GMT

The district of Malema, 230km from the city of Nampula, is also experiencing turbulent times. Major agribusiness companies such as Japan's Nitori Holding Company operate in the area. Nitori was granted a concession to grow cotton on 20,000 hectares of land, and the people who live there will be resettled elsewhere.

Another of the companies is Agromoz (Agribusiness de Moçambique SA), a joint venture between Brazil, Mozambique and Portugal, which is producing soy on 10,000 hectares.

<http://www.theguardian.com/global-development/2014/jan/01/mozambique-small-farmers-fear-brazilian-style-agriculture>



THERE IS NO POSSIBLE COEXISTENCE BETWEEN THOSE TO MODEL.



OBRIGADO!



UNIÃO NACIONAL DE CAMPONESES (UNAC)

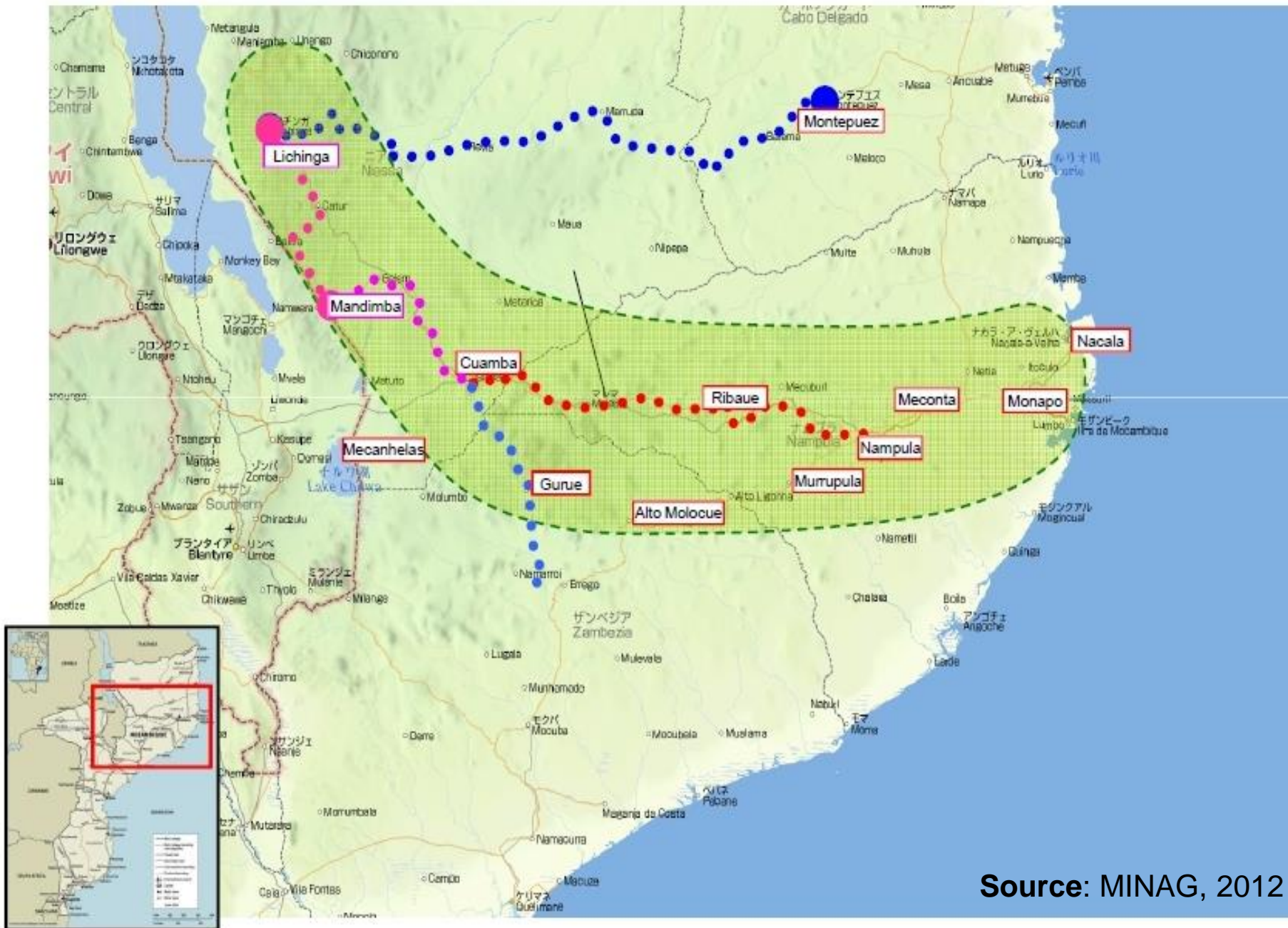
Rua Valentim Siti N° 39 R/C - Tel. (258-21) 30 67 37 - Fax: (258-21) 30 67 38 -Cel: +258 82 3001875 C.P. 1016
E-mail: unacexecutiva@tvcabo.co.mz - www.unac.org.mz Maputo - Moçambique

【アフリカ農民組織からの問題提起】
**回廊開発による土地収奪と小農・食料主権～アグリビジネス・鉱物資源開
発・インフラ整備**

全国農民連合(UNAC)
ヴィセンテ・アドリアーノ

【日本語仮訳】

2015年12月7日
東京

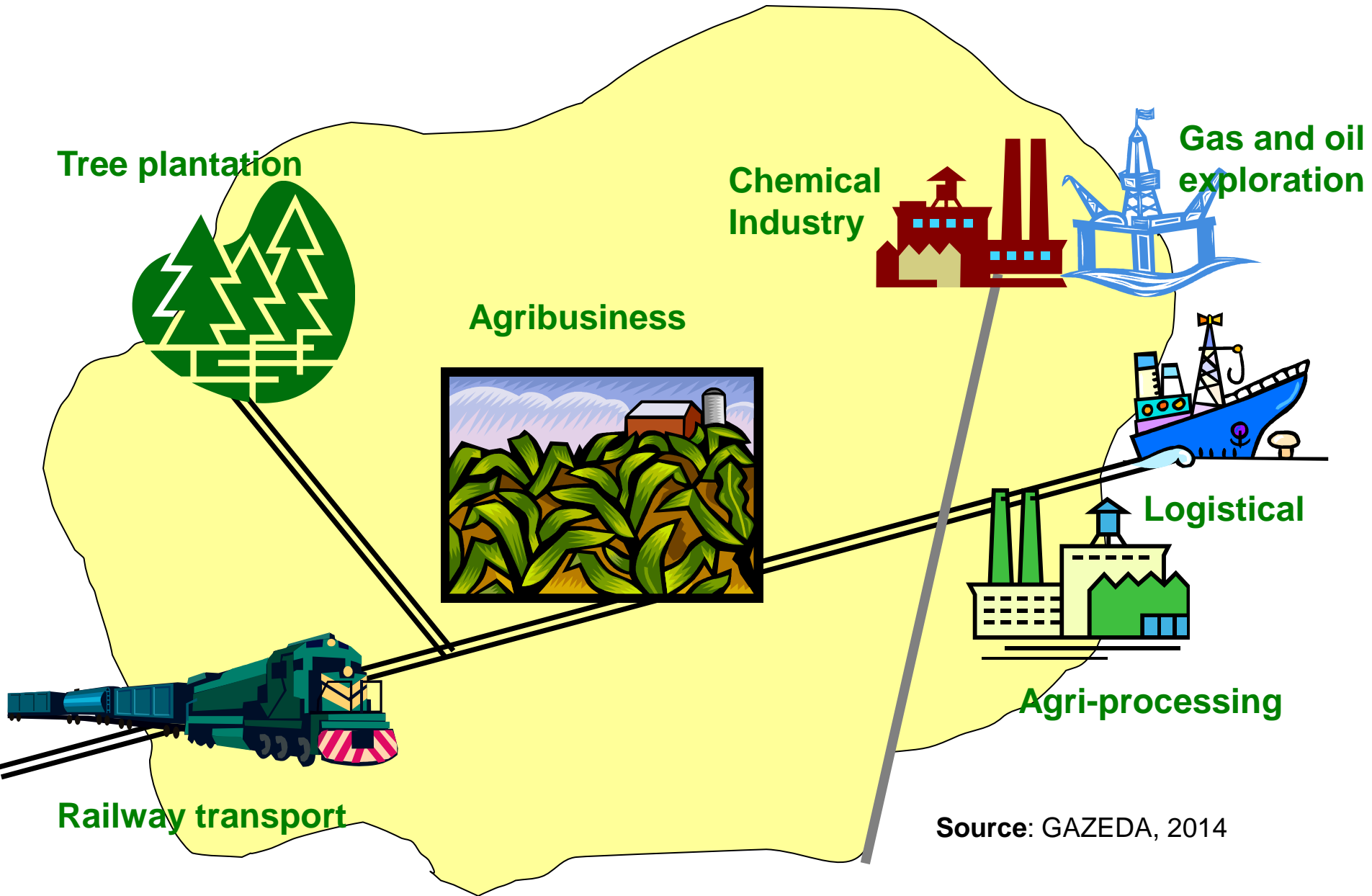


Source: MINAG, 2012

経済・社会データ

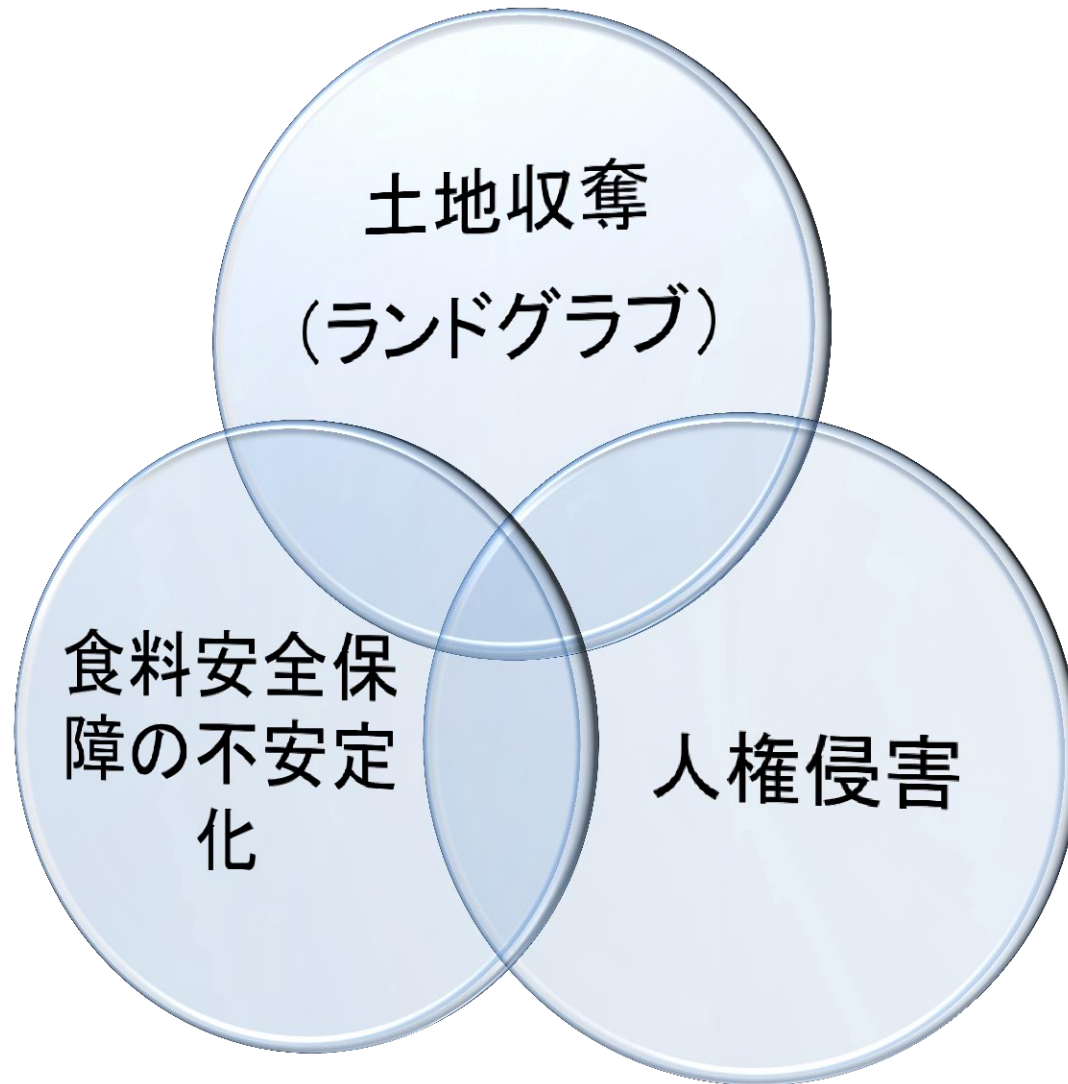
- この地域には、約450万人の住民が暮らす。
- 農業は主要な経済活動であり、この地域のGDPの約40%を占めている。
- 主要な作物は、トウモロコシ、キャッサバ、野菜に豆類である。他の換金作物としては、綿花、タバコ、ゴマ、カシューナッツがある。
- ナカラ回廊添い地域では、家族農業が人口の81%の雇用を提供し、地域で食べられる食料の90%を提供している。
- 北部3州（ナンプーラ州、ニアサ州、カーボデルガード州）は、国全体のGDPの25%に貢献している。

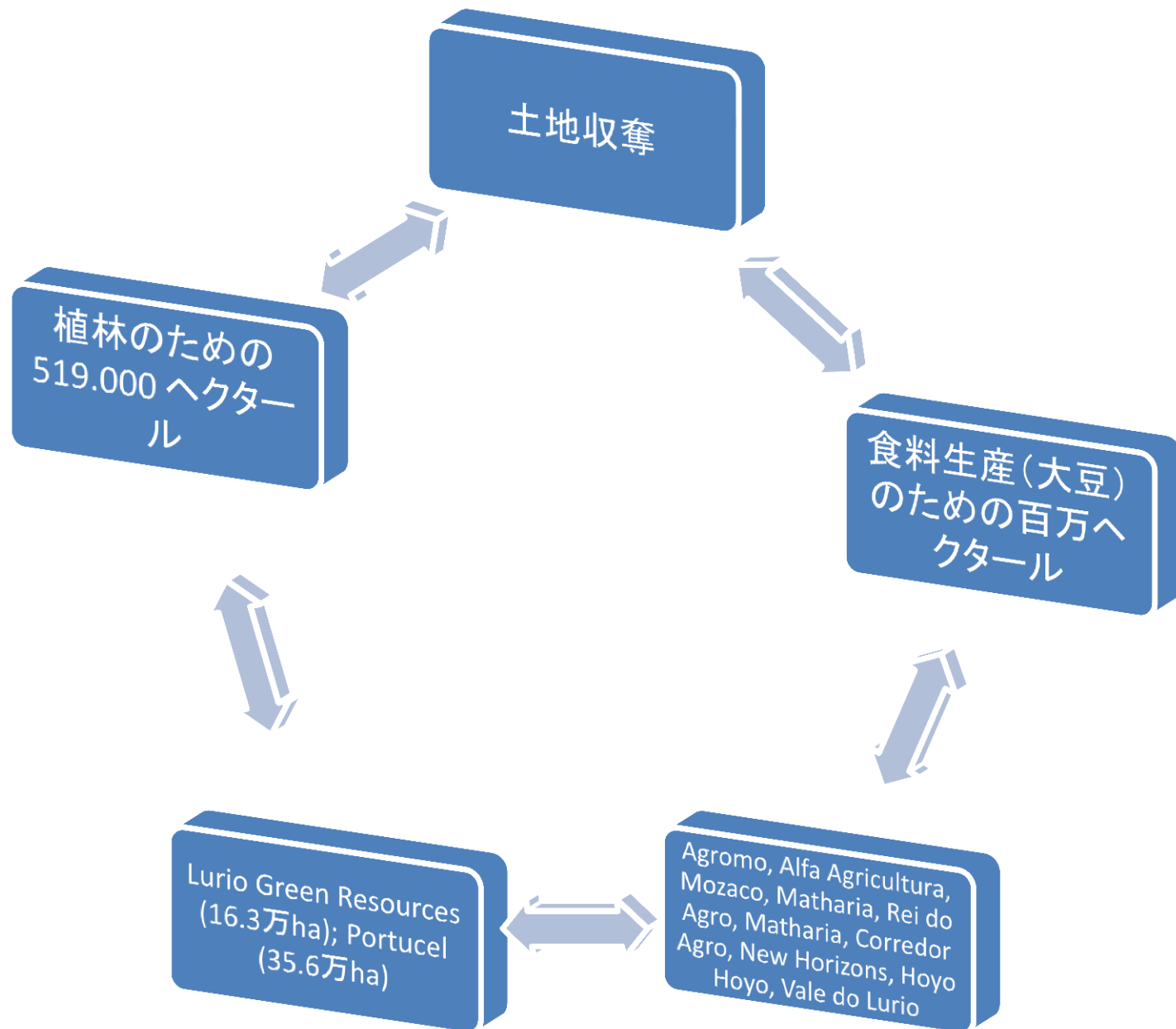
ナカラ回廊のための開発モデル



Source: GAZEDA, 2014

現在のナカラ回廊開発モデルによる影響





ナカラ回廊での植林事業の進出によって放棄されたコミュニティの様子



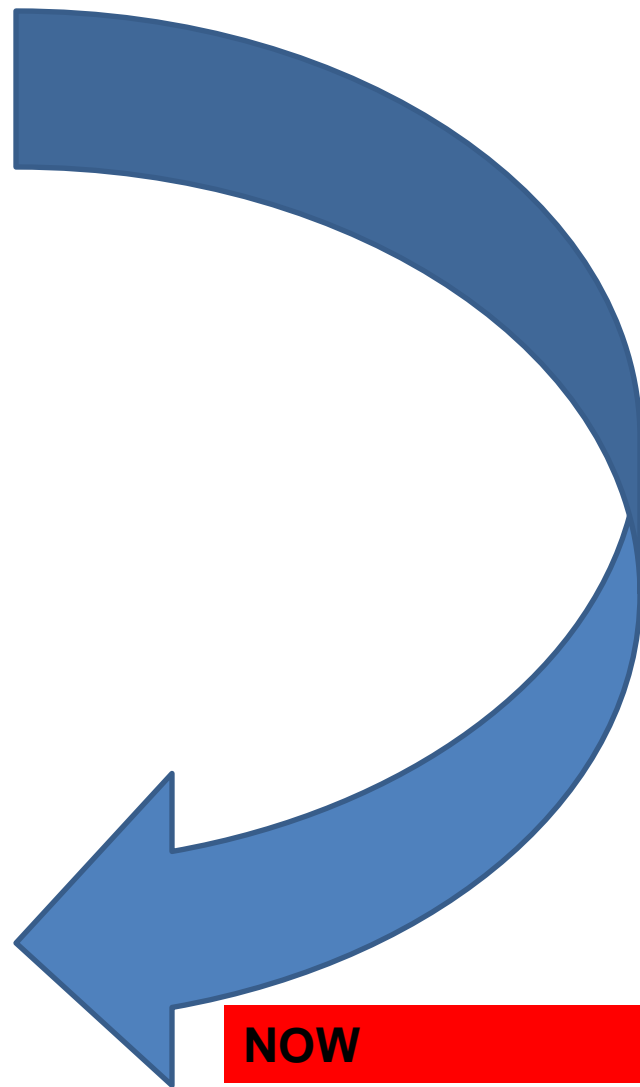
例えば、マニカ州で起きた現象



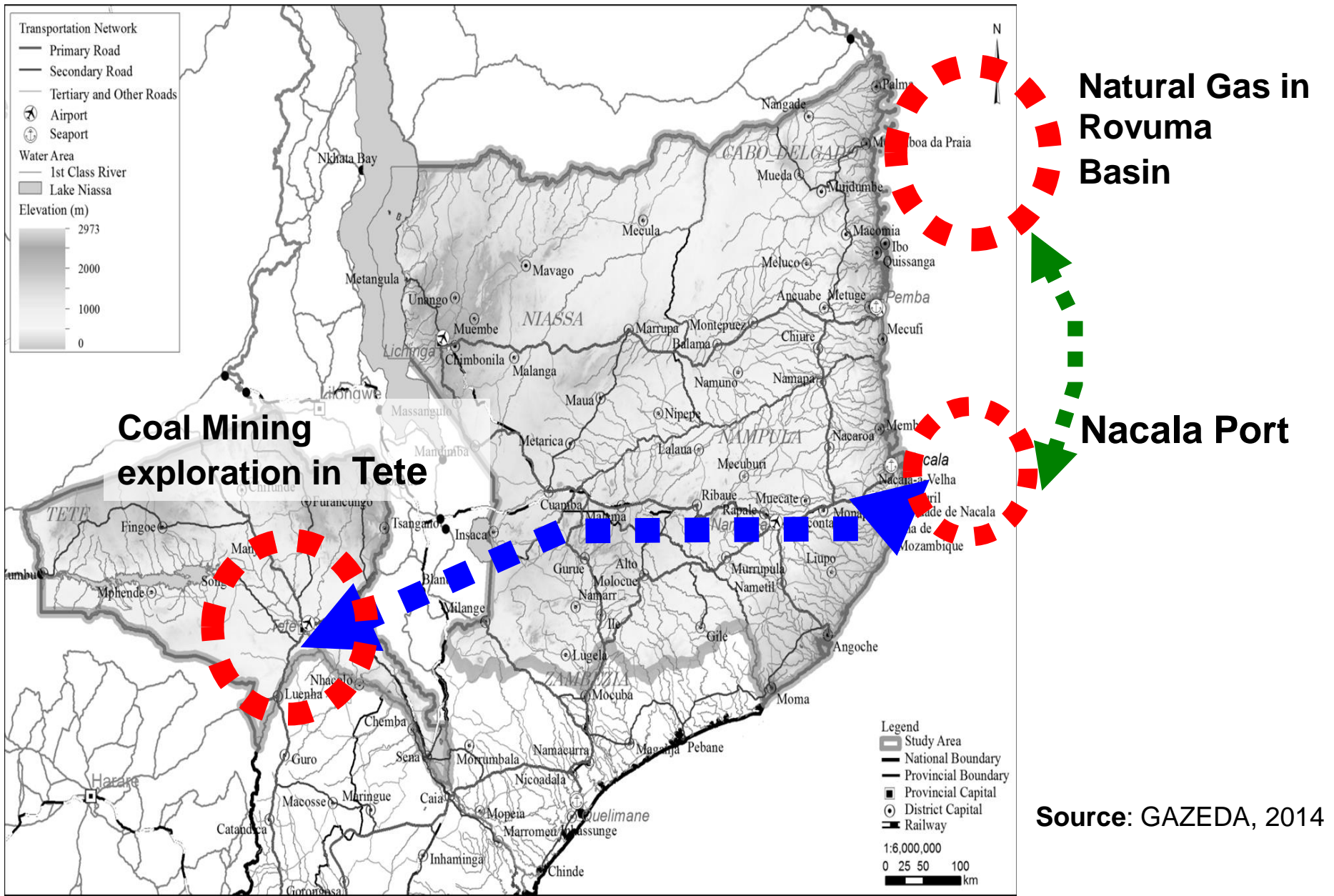
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石炭、天然ガス、物流網の関係性



モザンビークにおける炭鉱及び鉄道・港湾インフラ事業への出資参画について

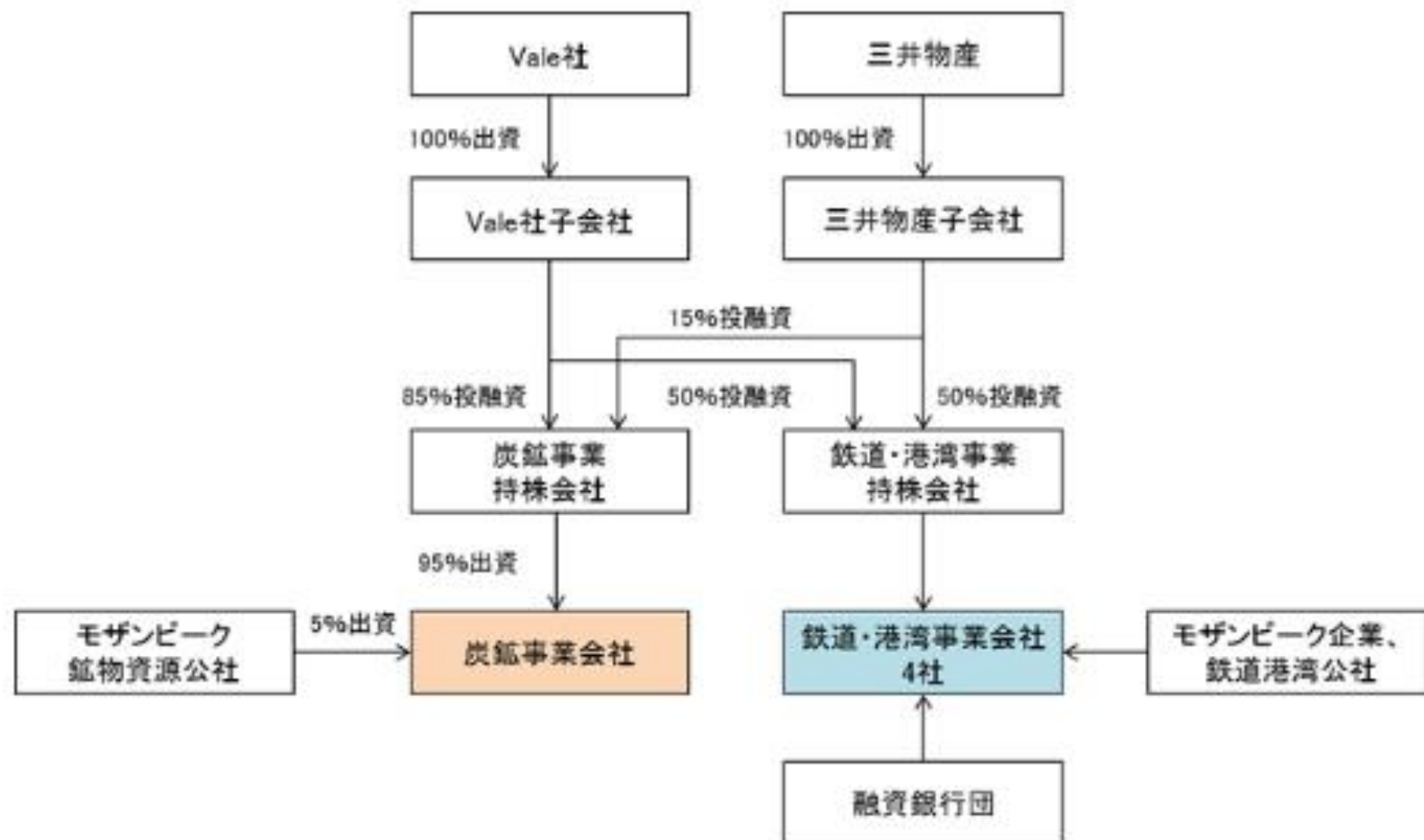
2014年12月9日

三井物産株式会社（本社：東京都千代田区、社長：飯島彰己、以下「三井物産」）は、総合資源会社であるVale S.A.（以下「Vale社」）がモザンビーク共和国で開発中のモアティーズ炭鉱（以下「本炭鉱」）、及びナカラ回廊鉄道・港湾インフラ事業（以下「本インフラ事業」）に出資参画することで同社と合意し、関連契約を締結しました。

三井物産は、本炭鉱の95%権益を保有するVale社子会社の15%持分、及び本インフラ事業を推進するVale社子会社の50%持分を取得します。三井物産の初期投融資額は本炭鉱が450百万米ドル（540億円）、本インフラ事業が313百万米ドル（376億円）です。尚、本炭鉱への投融資金額は、今後の操業実績に応じて調整されるため、最終的な投融資金額は契約条件に基づき増減する可能性があります。また、三井物産の両事業の持分取得は、現地政府を含む関連許可の取得等の条件充足をもって実行を予定しています。

三井物産 2014年12月9日プレスリリース
http://www.mitsui.com/jp/ja/release/2014/1205643_6497.html

投資ストラクチャー



1. 資源開発とインフラ整備の一体開発モデルの推進

● 競争力のある優良炭鉱と安定収益の見込めるインフラ事業

当社投融資	初期投融資額	開発費用負担	備考
炭鉱	450百万米ドル	約190百万米ドル	価格調整条項あり
インフラ事業	313百万米ドル	—	プロファイ組成予定

● 事業の連携による付加価値創出

- 金属資源および機械・インフラをはじめ、全社の総合力を発揮



2. 世界有数の競争力ある炭鉱への参画

＜モアティーズ炭鉱 特徴＞

● 大規模な埋蔵量

- 原料炭・一般炭合計で6.9億トン、鉱命は30年超（埋蔵量のアップサイド有り）

● 高い競争力

- 炭層が地表近くに位置し、露天掘りによる大量生産が可能（コスト競争力）
- 原料炭は良質なコークスの原料となる希少性の高い強粘結炭、一般炭も高熱量の高品位炭（価格競争力）

● 生産中鉱区（ブラウンフィールド案件）

- 2011年生産開始、2017年には22百万トン/年に到達予定

＜当社参画の意義＞

● 供給ソースの多角化

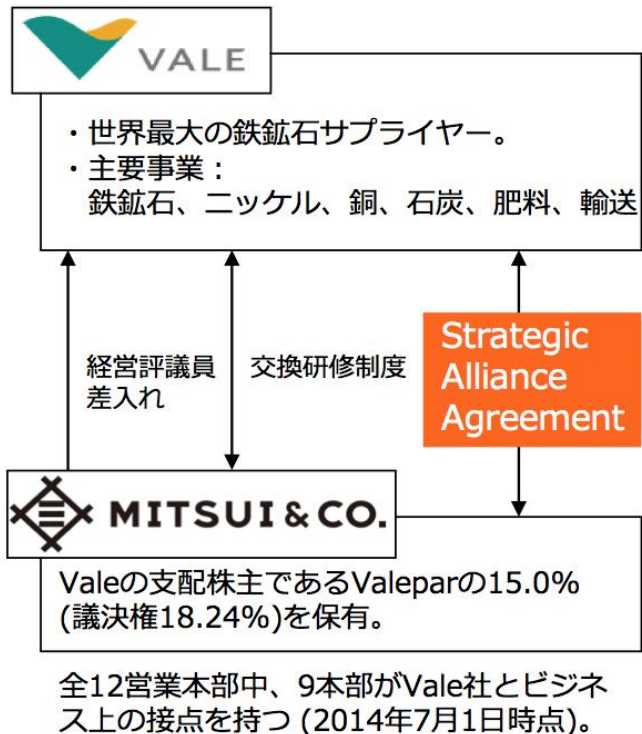
- 既存豪州資産に加えて新たな供給ソースを保有することで更なる安定供給の確保と強化を図る

● 長期的視野に立った優良な資源資産の獲得・石炭事業の収益基盤の強化

- 当社にとっては、2004年以来の新規大規模石炭権益取得
- 資源権益投資は「最厳選」の時代に突入。希少優良案件へのアクセスは引き続き戦略的に確保していく方針



6. 戦略的パートナーであるVale社との重層的取り組み



主要協業事業

鉄鋼製品



鉄道用レール

コンシューマーサービス事業



鉱山車両用タイヤ

機械・輸送システム



鉱山機器

金属資源



ニッケル事業

機能化学品



リン鉱石事業

機械・輸送システム



大型鉱石船

機械・輸送システム



一般貨物輸送

機械・輸送システム



一般貨物輸送

機械・輸送システム



鉄道車輛リース

- **優良パートナー：世界最大の鉄鉱石サプライヤー・世界有数の鉄道オペレーター**
- **当社はValeの支配株主であるValeparの15.0%を保有し、経営評議員を差入**
- **戦略的提携契約締結：鉄鉱石を始め、ニッケル、リン鉱石、一般貨物輸送事業など幅広く協業中**

⇒ **本炭鉱及びインフラ事業の価値最大化を共に目指す**

テテ州におけるヴァレの石炭開発による人権侵害の現状



Moatize, January 10th, 2012



Moatize, 23th December, 2013



ブラジル・ミナスジェライス州で開催された 第5回「ヴァレ社による被害男女国際集会」

Atingidas e Atingidos pela Vale lançam documento político sobre o V Encontro Internacional, em Minas Gerais



***International Articulation of
People Affected by Vale***

2010年にブラジル、チリ、ペルー、アルゼンチン、モザンビーク、カナダ、インドネシアのヴァレ社によって被害を受けた人びと・コミュニティ・労働者によって結成された運動

(https://adecru.files.wordpress.com/2015/08/img_0061.jpg)

Encontro reuniu atingidas e atingidos de diferentes partes do mundo

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ナカラ回廊開発に関わる 他の企業活動/日本企業

- 三井物産は、カーボデルガード州で天然ガス開発に関わるANADARKOに参加
http://www.mitsui.com/jp/ja/business/challenge/1199552_1589.html
- テテ州モアティゼ郡の炭鉱 (Revuboe Coal Mines) には、新日鉄住金も投資する
http://www.nssmc.com/en/news/20130404_100_01.pdf

三菱商事がOLAM社に20%出資

Financial Times | 27 August 2015

- 日本の三菱商事は、グローバル・アグリビジネス企業OLAM社に20%の出資を行い、戦略的パートナーシップを開始した。(中略)
- 「我々は、この重要な取引により、日本市場でより大きなシェアを獲得することができる」と、Olamの最高経営責任者Sunny Verghese は述べた。
- 「この取引により、我々は必要な資本を得て、戦略的成長プランを実施に移すことができる」(中略)
- 三菱商事は、Olam社の取締役会に最高2人の理事を指名する。(中略)
- 「この取引は、Olam社と三菱商事の長期的な戦略的パートナーシップのための強固なプラットフォームを設定するだろう」(中略)
- Verghese氏は、両社がアフリカ地域への進出を共に行って行くことを視野に入れていることも言及した。

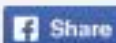
<http://www.ft.com/intl/fastft/383541/japans-mitsubishi-takes-20-stake-olam>

Sup with the devil

WEB EXCLUSIVE



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OLAM社による
モザンビークで
の土地収奪に
関する記事

New Internationalist Magazine
<http://newint.org/features/web-exclusive/2013/05/23/olam-land-grabs-francis-assisi-mozambique/>

Mozambique's small farmers fear Brazilian-style agriculture

Programme to increase crop output by bringing in large-scale agribusinesses is displacing traditional farming populations

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Wednesday 1 January 2014 13.00 GMT

The district of Malema, 230km from the city of Nampula, is also experiencing turbulent times. Major agribusiness companies such as Japan's Nitori Holding Company operate in the area. Nitori was granted a concession to grow cotton on 20,000 hectares of land, and the people who live there will be resettled elsewhere.

Another of the companies is Agromoz (Agribusiness de Moçambique SA), a joint venture between Brazil, Mozambique and Portugal, which is producing soy on 10,000 hectares.

ガーディアンに掲載されたプロサバンナ事業、ニトリ社の土地取得、AgroMoz社の土地収奪に関する記事 <http://www.theguardian.com/global-development/2014/jan/01/mozambique-small-farmers-fear-brazilian-style-agriculture>



THERE IS NO POSSIBLE COEXISTENCE BETWEEN THOSE TO MODEL
二つのモデルの間に共存の可能性はない。.



OBRIGADO!