

说明：

一、依据经济部国际贸易局 105 年 2 月 18 日贸双二字第 1057003144 号函办理。

二、查伊朗总统鲁哈尼(Hassan Rouhani)于本年 1 月 28 日访问法国，洽商两国经贸合作事项。法国与伊朗签订 30 余项商业协议与合作备忘录，总额达百亿欧元，涵盖汽车、航空、能源、健康照护及环保等多项产业。鲁哈尼总统欢迎法商对伊朗能源、石油、天然气、农业、科技、汽车、矿业、通讯业、交通，以及观光旅游业进行投资。

三、鲁哈尼总统本次出访欧洲，随行伊朗企业家带给法国之商业合约主要如下：

(一) 飞机采购合约：伊朗将向法国采购 118 架空中巴士，总值约 230 亿欧元，包含 21 架 A320 ceo family、24 架 A320 neo family、27 架 A330 ceo family、18 架 A330neo、16 架 A350-100 以及 12 架 A380 巨无霸客机。据法国媒体报导，伊朗现有 100 座位以上之客机中，80%的飞行年限已超 20 年，预计未来 6 年伊朗将需要购买约 500 架新客机以汰换老旧飞机，以满足未来拓展航班之需求。

(二) 石油采购合约：法国 Total 石油公司将向伊朗采购原油，平均一天 150,000 至 200,000 桶，合约近 150 亿欧元，Total 并将运用伊朗政府数据库评估伊朗石油蕴藏开采潜力。

(三) 汽车制造协议：法国标致汽车(PSA Peugeot Citroen)与伊朗汽车制造商 Khodro 签署协议，双方将于伊朗成立合资企业，各占股权 50%，未来 5 年在伊朗投资 4 亿欧元，生产标致最新款汽车 Peugeot 208、2008 以及 301 车款，计划自 2017 年中开始于伊朗年产 200,000 辆汽车，合作拓销伊朗及其邻国市场。伊朗曾为标致汽车全球第 2 大市场，该公司过去于伊朗市场经营长达 50 年之久，后因经济制裁被迫于 2002 年撤出伊朗市场，此次重回伊朗市场，对标致汽车意义重大。

(四) 机场建设协议：巴黎机场(Aéroports de Paris)公司与 Bouygues 公司于 28 日签署意向书，将协助伊朗建设德黑兰 Khomeini 机场，目标至 2020 年可接纳 3 千 4 百万旅客人次(目前机场旅客人次为 650 万人)。法商 Vinci 公司亦与伊朗机场公司签署合作意向书，将协助伊朗 Mashhad 与 Isfahan 两地机场建设航站楼。

(五) 其他协议：Alstom 公司与伊朗产业振兴署(IDRO)签约，将兴建捷运及高铁等交通建设；Suez Environnement 公司将在德黑兰兴建净水处理厂；Sanofi 公司签署健康产品合约；CMA CGM 公司将在伊朗发展船务与码头设施。

四、 据悉，自伊朗经济制裁逐步解除后，法国企业无不引领期盼伊朗市场之庞大商机。伊朗市场人口 8 千 3 百万人，历经多年经济制裁后，无论在基础建设、交通、农业或医疗照护服务业等领域都亟待重建。惟法国银行界因顾虑伊朗核武协议中有「即刻恢复(snapback)条款」，担忧伊朗一旦违反协议将有立刻面临各国制裁之风险，且法国 BNP 银行甫于 2015 年 6 月因为违反美国对伊朗制裁，遭美国罚款 890 亿美元巨款，创伤未愈，故对于涉及伊朗交易之信贷尚在审慎评估。

五、 为恢复贸易界对伊朗经贸往来之信心与输出入融资，伊朗中央银行日前已与法国外贸信用保险集团(Coface)签署协议，将为法国与伊朗双边贸易提供担保。

六、 检送相关媒体报导如附件，并请卓参。



Photo: Charles Platiau/AFP

## French companies jump to sign deals with Iran

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**Iran's President Hassan Rouhani and his French counterpart Francois Hollande hailed a "new relationship" between their countries on Thursday as the leader of the Islamic Republic visited Paris to seal a host of post-sanctions deals.**

- **Femen welcome Rouhani with mock hanging on Paris bridge** (28 Jan 16)
- **Hollande to welcome Iran's Rouhani but not for lunch** (27 Jan 16)  
A commitment for Tehran to buy 118 Airbus aircraft was the most eye-catching of the deals that also included agreements for carmaker Peugeot to return to Iran and for Total to buy Iranian crude oil.

"A new era in our relationship starts today," Hollande said at a press conference with Rouhani.

The Iranian president called earlier for both countries to take advantage of the "positive atmosphere" following the lifting of sanctions over the Islamic Republic's nuclear programme.

"Let us forget the resentment," Rouhani said. "We are ready to turn the page" and establish a "new relationship", he said.

French Prime Minister Manuel Valls said Iran "can count on France".

Rouhani was welcomed to Paris with military honours and national anthems before addressing business leaders.

Deals agreed Thursday included a \$25 billion (€22 billion) accord under which Iran will purchase 73 long-haul and 45 medium-haul Airbus passenger planes to update its ageing fleet.

The countries signed a memorandum of understanding because the aircraft deal cannot be finalized until sanctions are fully lifted.

"The sky has brightened for Iranian passengers, and Airbus is pleased to welcome the return of Iran to the international civil aviation community," said the boss of the European aircraft maker, Fabrice Bregier.

Carmaker Peugeot said it will return to the Iranian market in a five-year deal worth €400 million (\$436 million).

Peugeot will produce 200,000 vehicles a year in a joint venture with local manufacturer Iran Khodro, according to a statement.

The French carmaker was forced to pull out of Iran in 2012 as sanctions began to bite.

In another bonanza for France, oil giant Total agreed to take between 150,000 and 200,000 barrels of Iranian crude a day.

Also, Aeroports de Paris and Bouygues SA agreed to help build a new terminal in Tehran, with Vinvi SA signing to help renovate two Iranian airports.

Other companies to sign deals with Iran on Thursday included container line CMA CGM SA, pharmaceutical company Sanofi, and Suez Environnement Co.

### **Human rights reminder**

While the French state rolled out the red carpet for Rouhani, hundreds of people held a demonstration in Paris protesting against Iran's human rights record.

Speakers noted that around 2,000 people have been executed in Iran since Rouhani came to power three years ago.

Maryam Radjavi, president of the National Council of Resistance of Iran (CNRI), condemned Rouhani's "facade of moderation" and said he was "implicated in all the atrocities of this regime and as a result should be brought to justice for crimes against humanity".

Hollande himself said he had reminded Rouhani that France was "committed to human rights".

Rouhani's talks with Hollande also touched on Iran's role in Syria, where Tehran is backing President Bashar al-Assad in a war that has killed 260,000 people.

With talks on the conflict due to begin in Geneva hanging in the balance, Hollande called for them to start as soon as possible.

"We urgently need to put in place humanitarian measures and negotiate a political transition. It is possible," Hollande said.

Earlier, Rouhani referred to Iran's bitter feud with regional rival Saudi Arabia, telling an audience in Paris that "some countries had wanted to use terrorism for their own means".

"But this is a hand grenade with the pin removed," he said.

Rouhani had begun his European visit in Italy, where he sealed deals for steel and pipelines worth between €15 and 17 billion and visited Pope Francis at the Vatican.

Rouhani, a 67-year-old former academic and diplomat who is seen as a pragmatist, was elected on a pledge to end sanctions and improve relations with the West.

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