

說明：

- 一、依據經濟部國際貿易局 105 年 2 月 18 日貿雙二字第 1057003144 號函辦理。
- 二、查伊朗總統魯哈尼(Hassan Rouhani)於本年 1 月 28 日訪問法國，洽商兩國經貿合作事項。法國與伊朗簽訂 30 餘項商業協議與合作備忘錄，總額達百億歐元，涵蓋汽車、航空、能源、健康照護及環保等多項產業。魯哈尼總統歡迎法商對伊朗能源、石油、天然氣、農業、科技、汽車、礦業、通訊業、交通，以及觀光旅遊業進行投資。
- 三、魯哈尼總統本次出訪歐洲，隨行伊朗企業家帶給法國之商業合約主要如下：
  - (一) 飛機採購合約：伊朗將向法國採購 118 架空中巴士，總值約 230 億歐元，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 巨無霸客機。據法國媒體報導，伊朗現有 100 座位以上之客機中，80%的飛行年限已超 20 年，預計未來 6 年伊朗將需要購買約 500 架新客機以汰換老舊飛機，以滿足未來拓展航班之需求。
  - (二) 石油採購合約：法國 Total 石油公司將向伊朗採購原油，平均一天 150,000 至 200,000 桶，合約近 150 億歐元，Total 並將運用伊朗政府資料庫評估伊朗石油蘊藏開採潛力。
  - (三) 汽車製造協議：法國標緻汽車(PSA Peugeot Citroen)與伊朗汽車製造商 Khodro 簽署協議，雙方將於伊朗成立合資企業，各占股權 50%，未來 5 年在伊朗投資 4 億歐元，生產標緻最新款汽車 Peugeot 208、2008 以及 301 車款，計畫自 2017 年中開始於伊朗年產 200,000 輛汽車，合作拓銷伊朗及其鄰國市場。伊朗曾為標緻汽車全球第 2 大市場，該公司過去於伊朗市場經營長達 50 年之久，後因經濟制裁被迫於 2002 年撤出伊朗市場，此次重回伊朗市場，對標緻汽車意義重大。

(四) 機場建設協議：巴黎機場(Aéroports de Paris)公司與 Bouygues 公司於 28 日簽署意向書，將協助伊朗建設德黑蘭 Khomeini 機場，目標至 2020 年可接納 3 千 4 百萬旅客人次(目前機場旅客人次為 650 萬人)。法商 Vinci 公司亦與伊朗機場公司簽署合作意向書，將協助伊朗 Mashhad 與 Isfahan 兩地機場建設航站。

(五) 其他協議：Alstom 公司與伊朗產業振興署(IDRO)簽約，將興建捷運及高鐵等交通建設；Suez Environnement 公司將在德黑蘭興建淨水處理廠；Sanofi 公司簽署健康產品合約；CMA CGM 公司將在伊朗發展船務與碼頭設施。

四、 據悉，自伊朗經濟制裁逐步解除後，法國企業無不引領期盼伊朗市場之龐大商機。伊朗市場人口 8 千 3 百萬人，歷經多年經濟制裁後，無論在基礎建設、交通、農業或醫療照護服務業等領域都亟待重建。惟法國銀行界因顧慮伊朗核武協議中有「即刻恢復(snapback)條款」，擔憂伊朗一旦違反協議將有立刻面臨各國制裁之風險，且法國 BNP 銀行甫於 2015 年 6 月因為違反美國對伊朗制裁，遭美國罰款 890 億美元鉅款，創傷未癒，故對於涉及伊朗交易之信貸尚在審慎評估。

五、 為恢復貿易界對伊朗經貿往來之信心與輸出入融資，伊朗中央銀行日前已與法國外貿信用保險集團(Coface)簽署協議，將為法國與伊朗雙邊貿易提供擔保。

六、 檢送相關媒體報導如附件，併請卓參。



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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