WHITE PAPER ON
GUANGZHOU FOREIGN
TRADE AND ECONOMY
2012

Bureau of Foreign Trade and Economic Cooperation of Guangzhou Municipality
White Paper on Guangzhou Foreign Trade and Economy 2012
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An Overall Review
Review and Outlook of Guangzhou’s Foreign Trade & Economy

I. An Overview of Economic Development of Guangzhou in 2011

Preliminary statistics show that the GDP of Guangzhou amount to RMB 1230.31 billion yuan, accounting for 1/38 of the GDP of China. General budget revenue originating from Guangzhou stands at RMB 397.8 billion yuan, accounting for 1/26 of the national aggregate. In 2011, Guangzhou registered an export-and-import volume of US$ 116.17 billion, representing 1/31 of the national total. Paid-in foreign capital reached US$ 4.27 billion, accounting for 1/27 of the national aggregate. As things stand today, 224 out of Fortune 500 companies have had investment in Guangzhou, making Guangzhou the third largest city in terms of the number of settled Fortune 500 companies, second only to Beijing and Shanghai.

In the GDP of Guangzhou, the added value registered by the first, second and tertiary industries amounts to RMB 20.31 billion yuan, RMB 453.25 billion yuan and RMB 756.75 billion yuan respectively, up by 3.1 percent, 11.5 percent and 11 percent. The ration of the three types of industries against the regional economy has been adjusted from 1.8: 37.2: 61.0 to 1.7: 36.8: 61.5. Modern services, such as finance, insurance, commercial exhibition, modern logistics and cultural tourism are developing with a robust momentum. 60.7 percent of economic growth is contributed by service industries, with the overall industrial
structure taking on the prominent feature of a services economy. A host of manufacturing sectors, including automobile, shipbuilding and major equipment have developed and expanded further. The gross output value of all enterprises above designated size has reached RMB 1580.68 billion yuan, increasing by 12.9 percent. The development of high-tech industries has speeded up, with the gross output value of all high-tech enterprises above designated size amounting to RMB 635.319 billion yuan, up by 15.9 percent and accounting for 40.2 percent of the gross output value of all enterprises above designated size (an increase of 1.7 percentage points). Privately-funded enterprises are developing in a sound manner. In 2011, the private economy registered an added value of RMB 479.45 billion yuan, up by 12 percent and accounting for 39 percent of the GDP of Guangzhou (an increase of 0.7 percentage point). Fixed asset investment stands at RMB 341.36 billion yuan, an increase of 10 percent. The economy is blessed with a tremendous driving force for continuous development.

In 2011, the per-capita disposable income of urban residents in Guangzhou reached RMB 34,438 yuan, an increase of 12.3 percent. Per-capita net income of rural residents amounted to RMB 14,700 yuan (an estimate number), up by 16 percent. Starting from 2008, the growth of rural per-capita net income has surpassed that of urban per-capita disposable income for four consecutive years. The ratio between urban and rural net income has been narrowed from 2.42:1 to 2.34:1.

The passenger throughput of the new Baiyun International Airport has reached 45.045 million, an increase of 9.9 percent year on year basis. The cargo handling capacity of ports has amounted to 447.633 million tons, up by 5.3 percent. The container handling capacity of ports stood at 14.401 million TEU, up by 13.4 percent. The freight volume amounted to 647.225 million tons, an increase of 12.8 percent. The turnover volume of freight traffic reached 282.14 billion tons-km, an increase of 15.1 percent. By 2010, 105 international airlines have been opened, coupled with 507 domestic airlines, making up a huge airline
network that covers 183 cities of the five continents. Guangzhou has established airline links with 31 countries and regions and with 59 foreign cities. In recent years, Guangzhou has speeded up its pace of constructing inter-city rail lines, highways and high-speed public traffic routes. The role of Guangzhou South Railway Station as a transportation hub has been increasingly highlighted, while a modern transport system covering land, sea and air has basically taken shape.

II. Basic Facts of Guangzhou's Foreign Trade and Economic Cooperation in 2011

Cargo Trade

In 2011, the export-import value of Guangzhou amounted to US$ 116.172 billion, up by 11.95 percent. The export value reached US$ 56.473 billion, a year-on-year increase of 16.73 percent. The import value stood at US$ 59.698 billion, up by 7.78 percent. Guangzhou registered a foreign trade deficit of US$ 3.225 billion.

In 2011, the export volume of general trade reached US$ 24.693 billion, representing a year-on-year increase of 21.89 percent and accounting for 43.72 percent of the overall export value. The export volume of processing trade amounted to US$ 28.930 billion, up by 11.42 percent and making up 51.23 percent of the overall export volume. The volumes of trade with five major trading partners have registered significant increase. Export to emerging markets has maintained a robust growth momentum. The export volume to ASEAN countries stood at US$ 4.804 billion, an increase of 19.3 percent. The export value to Latin America amounted to US$ 3.778 billion, up by 33.71 percent. Export to Russia was valued at US$ 692 million, an increase of 37.99 percent. Export to the Middle East was measured at US$ 2.696 billion, up by 35.92 percent. In addition, the export to South Korea and the Peng-Jin-Ma bonded zone of Taiwan has registered remarkable increase by 40.09 percent and 160 percent respectively.
Chart of Guangzhou’s Foreign Trade Markets in 2011

<table>
<thead>
<tr>
<th>Name</th>
<th>Export</th>
<th>Year-on-Year Comparison</th>
<th>Import</th>
<th>Year-on-Year Comparison</th>
</tr>
</thead>
<tbody>
<tr>
<td>European Union</td>
<td>88.37</td>
<td>12.33 percent</td>
<td>82.84</td>
<td>−2.58 percent</td>
</tr>
<tr>
<td>Japan</td>
<td>29.17</td>
<td>4.25 percent</td>
<td>115.63</td>
<td>3.64 percent</td>
</tr>
<tr>
<td>Hong Kong, China</td>
<td>134.23</td>
<td>7.03 percent</td>
<td>9.18</td>
<td>8.61 percent</td>
</tr>
<tr>
<td>America</td>
<td>100.06</td>
<td>9.06 percent</td>
<td>45.92</td>
<td>5.30 percent</td>
</tr>
<tr>
<td>ASEAN</td>
<td>48.04</td>
<td>19.30 percent</td>
<td>80.47</td>
<td>0.82 percent</td>
</tr>
</tbody>
</table>

In 2011, the export of machinery and electronic products reached US $29.578 billion, up by 12.03 percent and accounting for 52.38 percent of the total export volume. The export of high-tech products is valued at US $10.580 billion, an increase of 6.84 percent and making up 18.73 percent of the total export volume.

Service Trade

In 2011, Guangzhou’s international balance of payment in service trade amounted to US $23.959 billion, a year-on-year increase of 45.36 percent and accounting for 19.95 percent of the total added value of service industries. Guangzhou’s services industries have been further brought in line with the international standards. The foreign trade volume of service accounted for 20.62 percent of cargo trade, signifying a coordinated development between service trade and cargo trade.

In regard to the categories of services industries, commercial services in the category of “the Other” make up the largest chunk (including transit trade and trade commission, operational lease service, legal consultancy, accounting, management consultancy and public relation services), accounting for 50.99 percent of the total service trade volume and up by 15 percentage points compared with that of 2010. Transport-related service accounted for 16.77 percent, tourism for 12.37 percent, construction, furnishing and project contracting service for
8.58 percent, payments of royalties of proprietary rights for 6.98 percent and computer-related service and information service for 2.38 percent.

**Service Outsourcing**

In 2011, Guangzhou registered US$ 3.46 billion worth of service outsourcing contracts, up by 88.5 percent. US$ 2.02 billion worth of service outsourcing has been carried out, up by 69.3 percent. Offshore contracts were valued at US$ 1.963 billion, representing a year-on-year increase of 83.25 percent. US$ 1.449 billion worth of offshore contracts has been implemented, up by 89.86 percent. Guangzhou is now home to 625 registered service outsourcing companies that are recognized by the Ministry of Commerce, involving 220,000 employees.

Among the value of offshore contracts implemented in 2011, Software and information technology services (ITO) accounted for 29.75 percent, (software technology services making for 19.09 percent and industrial application software research for 3.27 percent), and business process outsourcing (BPO) for 31.59 percent (database service of corporate business operation making up 11.99 percent and corporate supply-chain management service for 4.68 percent).

Knowledge process outsourcing has recorded a fast pace of growth, while industrial designs and technological services have become a new growth engine, accounting for 38.63 percent of the total outsourcing services and providing a driving force for the transformation and upgrading of the manufacturing in Guangzhou.

About 80 percent of the offshore contracts implemented involved Asian and European markets. Among the four outsourcing markets, Hong Kong accounted for 50.7 percent of all offshore contract implemented, followed by the UK (11.44 percent), the USA (5.99 percent) and Japan (4.89 percent). The pace has been quickened of extending outsourcing business into emerging markets in Latin America, Africa and Australia. The value of offshore contract implemented has exceeded US$ 10 million in fourteen countries and regions.

**Foreign Direct Investment**

A total of 1,134 foreign-invested enterprises were approved and established in Guangzhou in 2011, up by 15.71 percent year on year, which involved a contractual investment volume of US$ 6.747 billion, a year-on-year increase of
35.66 percent. The volume of paid-in capital stood at US$ 4.27 billion, up by 7.33 percent year on year. By the end of 2011, investors from 125 countries and regions have conducted investment in Guangzhou, with a paid-in capital volume of over US$ 50 billion.

197 projects that involve an investment value of over US$ 10 million were approved in 2011, a year-on-year increase of 20.86 percent. These approved projects involved a contractual investment value of US$ 5.943 billion, up by 43.99 percent year on year and accounting for 88.07 percent of the total contractual investment value of Guangzhou. Among them, 115 projects involved an investment volume of over US$ 30 million or above (65 of them are newly approved while 50 of them involve an increase of investment value), with a cumulative contractual value of US$ 5.157 billion and accounting for 76.43 percent of the total contractual investment value of the city.

Fortune 500 companies established fifteen new projects in Guangzhou in 2011, which cumulatively involved a contractual investment value of US$ 163 million. 24 projects established by Fortune 500 companies have seen an increase of investment value in 2011, which cumulatively amounted to US$ 416 million. By the end of December of 2011, Guangzhou has been home to 598 projects set up by 224 of Fortune 500 companies, with a cumulative investment volume of US$ 35 billion.

A total of 960 service-related investment projects were approved and established in 2011, a year-on-year increase of 22.76 percent and involving a contractual investment value of US$ 4.174 billion (up by 26.39 percent year on year). The amount of paid-in capital reached 2.395 billion, a year-on-year increase of 12.24 percent. The number of projects, the contractual investment value and paid-in capital of the service industries accounted for 84.66 percent, 61.86 percent and 56.1 percent of the total volumes in their respective categories.

**Foreign Economic Cooperation**

In 2011, a total of 103 outbound-invested projects were approved, a year-on-year increase of 5.1 percent. The total contractual investment volume amounted to US$ 427 million, representing a year-on-year decrease of 16.56 percent. The contractual investment value by Chinese companies reached US$ 401 million, a
year-on-year decrease of 18 percent. The contractual volume of newly-signed overseas contracting projects and international labor service contracts stood at US$ 439 million, a year-on-year increase of 13.67 percent. Among them, contracts involving US$ 248 million have been implemented, up by 14.55 percent year on year. A total 8,795 labor service providers were dispatched, up by 31.56 percent year on year. By the end of 2011, a total 11,790 labor service providers have been abroad, a year-on-year increase of 31.44 percent. The outbound investment projects involve 35 countries and regions. Investment in Hong Kong, Macao and other traditional markets has remained stable but experienced a slight decrease by six percentage points. In the meantime, efforts to explore such emerging markets as ASEAN countries, Africa, Latin America, Taiwan and the DPRK have yielded significant results. Overseas investment projects in Asia (excluding Hong Kong, Macao and Taiwan) have reached 23, Europe 5, Africa 11, Latin America 3, North America 15 and Australia one.

III. Development Priorities in 2012
i. To Improve the Comprehensive Efficiency of Foreign Trade
Focus will be placed on helping key brand enterprises strengthen their research and development of core technologies and forge their own international brands. Initiatives will be taken to shape incubation base of independent international brands. It is of great importance to speed up the introduction of new technologies and encourage enterprises to innovate through introducing, digesting and absorbing foreign advanced technologies. The strategy of market diversification will be implemented to greater depth by strengthening the platforms of exhibition services, E-commerce and information services. Brand enterprises will be organized to participate in overseas renowned exhibitions and expositions. Effort will be exerted to perfect overseas trade-facilitating networks. Unreasonable restraints on import will be effectively cleared away to improve import facilitation. Domestic enterprises are encouraged to expand their import channels by tapping into the Canton Fair, important domestic and international exhibitions and procurement activities. Initiatives will be taken to promote the upgrading and transformation of processing trade. Tremendous support will be rendered to
enterprises with a promising prospect and immense potential so that these enterprises can play an exemplary role and inject impetus into Guangzhou’s economic development.

ii. To Improve the Capacity of Foreign Investment Utilization

Effort will be made to press ahead with such promotion activities as “New Guangzhou, New Opportunities” in major cities both at home and abroad, with a focus placed on signing key projects, putting them into construction and producing good results as early as possible. Importance will be attached to following the development of 50 of Fortune 500 companies and to formulating investment promotion plans tailored to their respective needs. Effort will be intensified to introduce investment for strategic leading industries, with an overarching objective of attracting a host of key projects that cover nine advantageous industries and six strategic emerging industries. Great attention will be paid to attracting headquarters institutions and R&D centers. Effort will be exerted to expand the areas and means of foreign capital utilization. The catalog of key areas and industries for foreign investment will be formulated, while the areas of foreign investment will be enlarged. One-on-one investment promotion will be carried out towards key prospective enterprises. Vigorous effort will be exerted to develop intermediary institutions of investment promotion so that investment promotion activities will be carried out in a way that meets the rules of the market.

iii. To Implement the Strategy of “Going Global”

Plans will be formulated for international business operation. Classified guidance and support will be provided to Guangzhou enterprises engaging in multinational operation for their orderly development. External investment by indigenous companies will be promoted. Indigenous companies will be encouraged to establish overseas production bases, R&D centers and international sales networks for developing overseas resources and energy. Initiatives will be taken to enhance the capacity in overseas project contracting and labor services. Focus will be placed on advancing the undertaking of overseas infrastructural projects and on improving the capacity of promoting the export of technologies and equipments through project contracting. The export markets of labor services will be further
explored.

iv. To Develop Service Trade and Service Outsourcing

Enterprises specializing in service trade will be organized to explore international markets by tapping into various service-trade-related exhibitions, overseas service-trade support networks and promotion platforms. Focus will be placed on expanding the mainstay enterprises in service trade. Priority will be given to cultivating and developing such sectors as cultural export, bio-medicine, technology trade and software export, with an overarching objective of developing a host of renowned service trade brands. Efforts will be made to promote the construction service outsourcing model city. Initiative will be taken to developing such new sectors of service outsourcing as foreign-invested R&D centers, telecommunication, automobile research, ship design and industrial design.
Key Industries
Auto Industry

I. The Current Development
Through strategic cooperation with transnational companies, Guangzhou has witnessed noticeable increase in the competitiveness of its automobile industry, and become an important base for automotive production at home as well as one of twelve national bases for auto and auto parts export. In 2011, the gross value of industrial output of large-scale auto manufacturers of the city reached RMB 306.632 billion yuan, accounting for 19.4 percent of that of the city. Production of automobiles rose to 1.5023 million units, an increase of 10.6 percent year-on-year. Meanwhile, the exports of automobiles and parts recorded US$ 1.743 billion while the import reached US$ 3.116 billion, including 0.248 million imported high-end automobiles, up by 55 percent. The progress has consolidated the status of automobile manufacturing as the first pillar industry in Guangzhou. Over 600 automobile and parts enterprises providing products such as automotive machinery, electronics, glass and tires show its industrial radiation and leading role.

In order to develop new energy automobiles in an overall way, Guangzhou has invested much in supporting facilities development, standards formulation and service enterprises and taken initiatives in developing new energy automobiles through experiencing. After the application of electric buses in 2010, when the Guangzhou Asian Games was held, new breakthrough has been achieved in the development of new energy automobile of the city; Guangzhou Automobile Group (GAC) Bus Co., Ltd. has produced 150 new energy automobiles, including 124
hybrid electric ones and 26 electric ones, thereby making it China’s fourth largest producers in the field; 40 hybrid electric and incremental new energy automobiles developed and produced by GAC have been put into use; Guangqi Toyota has manufactured 1,563 hybrid electric vehicles of Camry, of which 910 have been sold, with the production and sale taking up 31 percent and 28 percent respectively, in the national market for new energy automobiles; Honda has undertaken the development of electric automobiles. Moreover, more than 20 enterprises manufacturing key parts and supportive facilities for new energy automobiles have been established, whose service covers fields such as small electric vehicles, power batteries, intelligent charger, motor rotor and automobile energy conservation and storage.

The public service project of Guangzhou has included technical support, testing and certification, international exchange, information service and talent training, and has constantly increased service projects and updated devices and facilities. Furthermore, the city has cooperated with automobile enterprises in diagnostic research, development of new energy automobiles, technological parameter testing, development of laboratory equipment and promotion of e-commercial platform, so as to provide enterprises with a variety of specialized service widely recognized in the field at home and abroad.

In 2011, the 9th Guangzhou Automobile Exhibition themed with “Green Science, Harmonious Future” was held. Centering around “High Taste, Internationalization and Integration”, the Exhibition covered as wide as 180,000 square meters, an increase of 12.5 percent year-on-year. Of this number, 130,000 was for whole vehicles, up by 23.8 percent, while 30,000 square meters for parts, automobile products and outdoor exhibition, and 20,000 square meters for media and other purposes. 96 exhibitors displayed 900 automobiles in the Exhibition Area for whole vehicles while there were 618 exhibitors for parts and automobile products, and all the numbers were larger than that of the previous one. Additionally, the Exhibition recorded 552,000 visitors, promoting the number to a record high.
II. National Base for Automobile and Parts Exports

The national base for automobile and parts exports in Guangzhou consists of three major automobile areas - the eastern, southern and northern automobile industry clusters, and covers a planned area of 130 square kilometers. In September 2007, Guangzhou was awarded the honorary title of “State Auto and Auto Parts Export Base” by the Ministry of Commerce and National Development and Reform Commission (NDRC), and Guangzhou Municipal Government designated Huadu District, Nansha Development Zone, Guangzhou Development Zone, Panyu District, Zengcheng County-level City and Conghua County-level City as “Guangzhou Sub-base of State Auto and Auto Parts Export Base”. In April 2011, Guangzhou passed the inspection and assessment of the Ministry of Commerce and NDRC and ranked top among the twelve national bases.

i. Eastern Automobile Industry Cluster

The cluster is composed of the Automobile Industry Base of Guangzhou Development District, Huangpu Auto Industry Park and Zengcheng Auto Industry Base. With emphasis on sedans and commercial vehicles, supported by the development of the production and trade of automobile spare parts as well as logistics, the area is expected to be equipped with specialized functional zones, such as whole vehicles and auto parts production zone, automobile research and development zone, automobile logistics zone, automobile testing zone and automobile exhibition zone.

With a planned area of 20 square kilometers, Guangzhou Development District Auto Industry Base boasts approximately 120 auto makers and auto parts makers, which have formed a supportive supply chain of parts for the three major Japanese automobile corporations-GAC Honda, Dongfeng Nissan, and Guangqi Toyota, and American and European auto manufacturers such as Volkswagen, Ford, General Motors, Opel, Mazda and Korean Hyundai.

Covering an area of about 2.8 square kilometers, Huangpu Auto Industry Park is now home to 9 auto makers and parts makers, like GAC Honda No.1 Plant and Dongfeng Honda Engine Plant.

Zengcheng Auto Industry Base is planned to cover 22 square kilometers, and there are now 76 auto makers and auto parts makers in the base. GAC Honda
No. 2 Plant boasts a production capacity of 120,000 sedans a year in its Phase I project and will be able to produce 240,000 in its Phase II project. At present, the project of 300,000 commercial vehicles of BAIC Group is under construction in this base.

ii. Southern Automobile Industry Cluster
The Southern Automobile Industry Cluster consists of Nansha Development Zone Auto Industry Base and Panyu Auto Industry Base. Led by Guangqi Toyota Automobile Co., Ltd., Nansha Development Zone Auto Industry Base attaches importance to the development and production of whole vehicles and auto parts and provides supporting service to relevant industries, such as automobile logistics and trade. Panyu Auto Industry Base gives priority to helping GAC auto industry bases to develop their own-brand passenger cars and power assembly products.

With an area of 22.5 square kilometers, Nansha Development Zone Auto Industry Base is home to 49 automakers and auto parts makers and supporting enterprises. Guangqi Toyota Engine Co., Ltd. (GTE) has a productive capacity of 700,000 engines every year while Guangqi Toyota Automobile Co., Ltd. is capable of manufacturing 400,000 sedans every year. China’s first automobile dock-Nansha Automobile Dock of Guangzhou Port - is also located here. Covering 420,000 square meters, the dock is equipped with yards of 370,000 square meters and 48 trailer unloading areas, which can hold 3,600 vehicles at a time. With a total annual handling capacity of 1 million vehicles, it is one of the largest and best specialized roll-on/roll-off automobile dock in China. Butttressed by a strategic port, the base is now undertaking the exports of whole vehicles.

Panyu Auto Industry Base covers about 5.8 square kilometers and has over 60 auto makers and parts makers. GAC Motor Phase I boasts an annual productive capacity of 100,000 vehicles and over 200,000 in Phase II while the engine factory has a annual productive capacity of 100,000 engines in Phase I and 250,000 in Phase II.

iii. Northern Automobile Industry Cluster
Northern Automobile Industry Cluster is made up of Huadu Auto Industry Base and Conghua Auto and Parts Industry Base. With Dongfeng Motor Corporation
Passenger Vehicle Company as the leading enterprise, Huadu Auto Industry Base lays emphasis on the development and production of parts and relevant service industries. Conghua Auto and Parts Industry Base focuses on the development of commercial vehicles, high-end heavy truck, tractor, radial tire, seat, air-conditioner, interior trim, stamping parts and lamp, and aims to become a modern industry base concentrating on the development and production of commercial vehicle, truck and parts. Huadu Auto Industry Base is 50 square meters in area and has completed relevant projects of over 130 automobile enterprises, including Dongfeng Motor Corporation Passenger Vehicle Company which has an annual productive capacity of 360,000 vehicles and 360,000 engines. In 2011, the construction of the factories in the Phase II came to an end, thereby achieving an annual productive capacity of over 600,000 vehicles. The majors in Guangzhou Automobile College of South China University of Technology include the production, trade, marketing and maintenance of automobile and there are 15,000 full-time students specializing in automobile, which provides rich human resources for the field of automobile. Conghua Auto and Parts Industry Base covers an area of 6.7 square kilometer. With the production of high-end heavy truck, tractor and light truck as the main line, GAC Hino Motors Co., Ltd. has an annual production capacity of 20,000 heavy trucks and 30,000 light ones in Phase I. The base is now home to 23 auto makers and parts makers.

III. Development Priorities
i. Projects for Prior Development
   (i) New Energy Automobiles
Efforts will be made to develop key parts and devices, such as blade electric vehicle (BEV, including solar cars), plug-in hybrid vehicle, fuel cell electric vehicle (FCEV), hydrogen vehicle, and others equipped with efficient energy storage device and DME, vehicle-oriented lithium ion battery and its management system, and drive motor for electric vehicle which includes AC asynchronous motor, switch reluctance and permanent magnet motor. In addition, motor
controller, motor drive system, control integration system, control system for electric vehicle, electric power steering system, energy feedback electric power control system, electric air conditioner, anode material for lithium ion battery, high density cathode material, diaphragm and electrolyte material, insulated bipolar transistor for vehicles, ING tank, efficient charging devices with high power, car charger, devices for fast battery replacement, intelligent charging management system, power battery and driving motor are also ranked on the list for prior development.

(ii) Technical Projects for Prior Development
The projects include the development of automotive technologies for environment protection, energy conservation and security, intelligent transportation management system development and application, the design and manufacturing of modern vehicles, special chassis for passenger vehicle and special-purpose vehicles, vehicle mold design and manufacturing.

(iii) The Catalogue of Encouraged Auto Industries
The catalogue will be as follows: The design and the development of systems for whole vehicles, engines and key parts, the automatic transmission production, the auto light weight technology of automobiles, the production of eco-friendly new materials, the precision forging of key auto parts, multi-stage molding and casting, the development and manufacturing of detecting systems for automobile testing and maintenance, the development and manufacturing of diesel engines for vehicle use, the development and manufacturing of urban low-floor buses, the development and manufacturing of fully unitized passenger cars, the development and manufacturing of passenger car chassis and key parts, the development and manufacturing of chassis especially for high-performance vehicles, the design and manufacturing of vehicle body molds, the development and manufacturing of hi-tech automobile electronics products, and the high performance anti-theft products.

ii. Major Investment Invitations
The promotion of automobile projects, especially the investment invitation of GAC Honda, Dongfeng Nissan, Guangqi Toyota, GAC Hino, GAC Changfeng, and GAC independent brands, will be strengthened in Japan, South Korea and West
Europe. Guangzhou will also introduce projects relevant to new energy automobile, expand the investment in production of passenger vehicles, and encourage the cooperation between automobile and auto parts manufacturers in Guangzhou and foreign ones. Moreover, the city will center around whole vehicle producers, accelerate the extension of the auto parts industrial chain, and promote the launch of more supportive enterprises so as to form an industrial cluster of automobile. The investment invitation of supportive service for automobile industry involves components such as automobile electric chip, control system, driving system, information system, sensing system, operating system, design system, key technologies for auto mold design and whole vehicle design, engine parts, chassis parts, auto body and accessories, general-purpose auto parts, functional auto parts that meet the requirements-security, environmental protection and energy conservation-of modern automobile production as well as products related to automotive chemical engineering.
Petrochemical Industry

In Guangzhou, the petrochemical industry has been established as one of three pillar industries. In 2011, the total value of petrochemical manufacturing output was RMB 248.928 billion yuan, up by 23.8 percent and taking up 15.7 percent of that of the city.

I. The Current Development

i. High Level of Openness

In recent years, the strategic cooperation between local petrochemical industry and multinational corporations proceeds without a hitch. Foreign capital mainly flows into lubricating oil manufacturing, product oil storage, rubber and tire production, fine chemicals and domestic chemicals engineering. In 2011, there were altogether 18 newly-approved foreign investment programs within the industry, involving US $ 0.29 billion as contractual foreign capital, and utilized foreign capital US $ 0.26 billion. Also, a massive array of Fortune top 500 and industrial giants have settled in Guangzhou, including P&G, Amway, Colgate, Exxon Mobil, Dow Chemical, DuPont, BP, Shell, BASF, Bayer, Total, Lonza, Nippon Oil, LG Chemical, etc.

ii. Increasingly Improved Industrial Chain

Focusing on oil refining, the manufacturing of ethylene, synthetic materials, coating, fine chemical products and rubber processing, the petrochemical industry in Guangzhou has forged a well-established industrial chain, which enjoys considerable industrial scale, strong international competitiveness as well
as a great range of product varieties. In 2011 alone, Guangzhou processed 12.010 million tons of petroleum, 2.011 million tons of gasoline, 4.293 million tons of diesel, 0.18 million cubic meters of coal gas, 0.204 million tons of ethylene, 0.086 million tons of benzene, 0.506 million tons of paint, 0.230 million tons of architectural coating, 0.967 million tons of plastic products, 0.015 million tons of synthetic rubber, 25.727 million cover tires and meridian tires. Located in Huangpu, the Guangzhou Branch of Sinopec Group (hereafter referred to as Sinopec Guangzhou) qualifies one of the largest modern petrochemical enterprises in South China. It mainly supplies over 60 sorts; gasoline, diesel, aviation kerosene, naphtha, mazut, solvent naphtha, liquefied gas, road asphalt, petroleum coke, sulfur, benzene, methylbenzene, dimethylbenzene, phenylethylene, butadiene, hexane oil and industrial gases. Additionally, its plastic product line covers polyethylene, polypropylene and polystyrene and includes more than 160 brands. South China Rubber & Tire Co. Ltd, the leading player in domestic radial tire export market and a global tire industry top 75 (ranking 40th), has an annual production capacity of 12 million tires, and its own brand Wanli enjoys high popularity in more than 90 countries worldwide. Moreover, it has been entitled as a State-level Enterprise Technology Center, a High Technology Enterprise and ratified as a National Testing Center by China National Accreditation Board for Laboratories (CNABL).

In terms of technology and talent support, Guangzhou is the home of a great many petrochemical managerial professionals and technicians, along with multitudinous petrochemical R&D institutes and educational institutions, for instance the School of Chemistry & Chemical Engineering at Sun Yat-sen University, School of Chemical & Energy Engineering at South China University of Technology and Lonza Fine Chemical Research Center.

iii. Centralized Industrial Layout

Geographically, Guangzhou’s petrochemical industry concentrates in three areas, namely the Petrochemical Engineering & Intensive Processing Base in Huangpu, the Advanced Materials and Fine Chemicals Industrial Base in Luogang and the Petrochemical Industrial Base at Nansha Seaport. Among the three, the base in Huangpu is known for the presences of Sinopec Guangzhou and other domestic
industrial champions; the one in Luogang is connected with a multitude of multinational petrochemical giants, such as Marubeni Corporation, Total Fina Elf, Bayer; the one at Nansha Seaport attracts multiple Fortune 500, including Nippon Oil and Lonza.

In the meanwhile, the petrochemical industry in Guangzhou has come to an edge in pricing. Guangzhou Chemical Exchange Center, South China Petrochemical Exchange Center, Guangzhou Plastic Exchange Center and other exchange markets have far-reaching influences across the nation. Not only are they able to offer flexible transactional patterns from spot transaction to forward transaction and render a series of industrial chain services which cover storage, logistics, transaction and information, thus creating efficient and convenient approaches to both purchase and sale, but also have they presented a nationally influential industrial index, namely Guangzhou Price.

II. Development Priorities

Basing on the principles of scale promoting, product refining and cost economizing, more efforts should be made to push industrial layout optimization and structural amelioration. Higher prioritized attention should be paid to developing key petrochemical industries, which is represented by oil refining and strengthening petrochemical products intensive processing industry. In addition, more emphasis should be given to the R&D of organic chemicals and their derivatives, fine chemicals, advanced material chemicals as well as domestic chemicals in order to further extend the modern petrochemical industry chain.

i. Reforming & Upgrading Guangzhou’s Petrochemical Industry Bases

As always, more environmental protection facilities should be put to use and the Oil Quality Upgrading Project should be carried out at a faster rate. Other than that, ethylene plant revamping is to be further boosted, and the Matching Construction of 13 Million Ton Schedule to be further perfected. The research and application of new catalysis technologies, core reaction and separation process coupling technologies and process system integration and optimization technologies will be the key points in the next phase. Also, the adjustment of product solutions, the developments of high-quality product oils and high-end chemicals
of all kinds bear critical importance.

ii. **Constructing Industrial Clusters for Fine Chemicals**

According to the principles of scale promoting, cost economizing, product upgrading and factory beautifying and relying on the Petrochemical Engineering and Intensive Processing Base in Huangpu, the Petrochemical Industrial Base at Nansha Seaport and the Advanced Materials and Fine Chemicals Base in Guangzhou Economic Zone, still more importance will be added to industries such as fine chemicals, domestic chemicals and the utilization of advanced materials and new resources. Besides, the constructions of C4 and propylene industrial chains and the development of fine chemicals and domestic chemicals will be fastened. Furthermore, a national rubber and tire manufacturing base will rise through relocation, and the percentage of high value-added, high-technology and low pollution fine chemicals will be elevated.

iii. **Forming Modernized Petrochemical Industrial System**

Under encouragements, a cluster of petrochemical headquarters will be introduced to take charge of research, marketing, investment and settlement. More strength will be put to push petrochemical technology upgrading, and to build the Xiaohu Island Chemical Engineering Park in Nansha along with the Refining and Integration Base in Huangpu into provincial petrochemical parks with standardized management. In the meantime, the intensive processing of petrochemical products will be reinforced for the sake of a modern petrochemical industry system which goes with other competitive industries such as automobile, industrial equipment, electronics, home appliances and textile manufacturing.
Electronic Information Manufacturing Industry

Electronic information manufacturing industry has become one of the three pillarindustries in Guangzhou (the other two are the automotive industry and the petrochemical industry). In 2011, the total output value of the electronic information manufacturing industry in Guangzhou reached RMB 202.475 billion yuan, an increase of 11.5 percent compared to that of the corresponding period last year, accounting for 12.8 percent of the total industrial output value of Guangzhou’ enterprises above designated size.

I. The Current Development
In recent years, with continuous improvement of industrial development policies, rapid development of industrial carrier construction and the increase of leading projects settled in Guangzhou, electronic information manufacturing industry in Guangzhou has been developing rapidly. The rapid development of many industries including flat panel display, integrated circuits, mobile communication, digital audio and video has created a number of leading domestic key enterprises and brands with international influence. Industrial innovative capability has further improved and the proportion of high-end industries has increased. The development of electronic information manufacturing industry in 2011 showed the following characteristics:

i. Key Industries Carriers Keep Constantly Improving
The government of Guangzhou actively promoted the construction of the national
digital home industrial bases including 200-mu Digital Home Research and Development Park in University City and 1,000-mu Digital Home and Business Park, as well as the Digital Home Manufacturing Park. Guangzhou strived to build a high-tech industrial cluster, based upon the Pearl River Delta, expanding nationwide and even worldwide, showing its industrial aggregative effect and driving effect, and now it became the main carrier of the strategic development of new industries and the new economic growth pole. Based on Guangzhou Development Zone, a flat panel display industrial base was built, forming a relatively complete industrial chain, with the LGD as the leader, subcontractors such as Radiant Opto-Electronics in the surrounding area and Skyworth as the terminal manufacturer. In Huadu district, focus was put on the construction of the industrial electronic stereo development base. This technology industrial park of the Stereo City of China is based upon Guoguang Stereo Industrial Base, covering an area of 1,500 mu, with an investment of RMB 5 billion yuan. A series of key carriers including Guangzhou Stereo Museum, Stereo City Experiencing and Trading Center, International Stereo Product Testing and Certification Center, Stereo Technology Research and Development Center, as well as Stereo E-Commerce Website, were built one after another, which won the recognition of the Chinese Government. As a result, Huadu was awarded the title of the Stereo City of China in 2011.

ii. Breakthrough in Introducing Key Projects

Centrin Data has set up the Centrin International Cloud Computing Center in Tianhe District of Guangzhou, to offer cloud computing services and financial information services. Centrin plays the leading role in the industrial chain, integrating leading and innovative enterprises of cloud computing and financial outsourcing services, aiming to stimulate the development of related industries in Guangzhou. The 4.5-generation OLED panel production line was proved by experts of Ministry of Industry and Information Technology of the People’s Republic of China and Provinicial Commission of Economy and Information Technology and was put into operation. The Headquarter of Skyworth in South China has decided on the location, which will attract new technologies and new industries of Skyworth to settle in Guangzhou. Many other key projects such as
Routon, Jia Si, Traicio, Chan Bo, have successively settled in Guangzhou.

iii. Improvement of Independent Innovative Capability
Focus was put on the improvement of the technical innovation and independent innovation of the new generation IT industries such as flat panel display, new-generation mobile communication, integrated circuit design, digital home and electronic stereo. Efforts were also made in promoting the industrialization of DiiVA, the development of 3D virtual surround sound audio-visual system, the research and development and industrialization of OLED, the next-generation display technology, and TD-LTE base station etc. A number of standards with independent intellectual property rights and industrialization prospects are developing rapidly. Some national and quasi-international standards with independent intellectual property rights such as DiiVA, DRA and AVS have settled in Guangzhou, and some chip design companies such as Synerchip, Biaocheng Tongsheng, Loongson, Nufront and On-Bright have aggregated in Guangzhou.

II. Development Priorities
i. To Speed up the Development of Key Parks
Focus will be put on the construction of Guangzhou Science City Information Industry Base. The introduction of flat panel display industries and integrated circuit industries should be accelerated and some complementary industries should be improved gradually. Emphasis will be attached to the development of large-size flat panel display manufacturing, wireless broadband access and broadband access network communication system equipment and integrated circuit manufacturing and packaging and testing technologies, aiming to build China’s major information technology innovation center and industrial base.

ii. To Promote Industrial Connotative Development
Efforts will be made to attract investment of electronic products industry chain, bring in specialized research institutes and technology centers with cutting-edge information technology, introduce high-end key projects such as flat panel display and integrated circuits and their innovative ability, promote international companies' level of technology diffusion, organize and implement major science
and technology of information industries, support enterprises to establish engineering centers and technology centers, develop a series of large-scale competitive high-tech leading enterprises with core technologies and independent intellectual property rights, establish the industrial chain, which is centered on leading enterprises with growing SME cluster and constantly improving complementary industries, and push the electronic product manufacturing industry towards the advanced and new-type development.

**iii. To Speed up the Construction of Public Technology Innovation Platform**

Based on leading enterprises, universities and research institutions, efforts will be made to establish some research and development platforms and public technical service platforms, set up and improve some engineering technology research centers, corporate technology centers, information network centers, push the establishment of some industrial technology innovative and strategic alliances, reinforce the research and development of high-end and cutting-edge technology in electronic product manufacturing, support Guangzhou’s enterprises which have taken part in the drafting and application of international standards, national standards and industrial standards in the form of projects, promote the integration and development of innovation chain and industrial chain.
Shipbuilding Industry

I. The Current Development
The competitiveness of Guangzhou shipbuilding industry has increased significantly in recent years. Shipbuilding and the construction of related industrial base have been increasingly fruitful, forming a coordinately developmenting layout of refined oil tankers, container ships, marine engineering ships and all kinds of spare parts, which is the driving force of the open economy development. In 2011, the industry registered a toatal industrial output value of RMB 33.8 billion yuan, up by 12 percent; completing 4.3 million tons of shipbuilding, an increase of 21 percent, increasing expanding its industry scale.

i. Exports are Increasing Steadily
In 2011, under the influence of the European debt crisis, the export of ships in Guangzhou was US$ 2.46 billion, up by 0.4 percent, with motor bulk carriers export accounted for US$ 1.04 billion, surged 17.9 percent; export of oil tankers under 10 million tons totaled US$ 570 million, an increase of 23.1 percent. There are 38 ship export enterprises with export business, 17 of which have an export volume exceeding US$ 10 million.

ii. Featured Products are in the International Leading Level
CSSC Guangzhou Longxue Shipbuilding Co., Ltd. independently research and built the largest oil tanker “Sinpu Ocean” in China with 308,000 DWT. It was also the first supertanker in Guangzhou. The 30,000 to 50,000 tons chemicals and product tanker series ships of Guangzhou Shipyard International have become the leaders of the world's handy-max liquefied cargo tankers. Wenchong
Shipbuilding’s handy container ships reached the international leading level, with a higher share in the international ship market. The 14000KW ocean salvage and other ocean engineering products by Huangpu Shipbuilding are up to international standard.

iii. Backbone Export Enterprises Continue to Grow and Develop

In 2011, the enterprises with exports over US $ 100 million included Guangzhou Longxue Shipbuilding (US $ 660 million), Guangzhou Shipyard International (US $ 550 million), Guangzhou Wenchong Shipyard (US $ 450 million) and Guangzhou Huangpu Shipbuilding (US $ 220 million).

iv. The Export Product Structure Continues to be Optimized

Great attention has been paid to the development to ship exports with high technology and high added value, which has already achieved significant results. In 2011, the number of ship export in Guangzhou reached 5,648. Motor bulk carriers, oil tankers and container ships are the main three types of exported ships. Among them, motor bulk carriers’ export reached US $ 1.04 billion, accounting for 42 percent; oil tankers valued at US $ 570 million, taking up 23.1 percent; container ships totaled US $ 450 million, representing 18.2 percent. The three together constituted 83.3 percent of the ship export. In addition, the multi-purpose motor ships, motor bulk carriers, tugs, cruise ships, entertainment or sports ships, ocean engineering ships, full-aluminum case catamarans, large trailing suction boats and dredgers, etc. has formed a diverse structure of Guangzhou ship export.

v. Possessing Strong Ship Design Capability

Guangzhou Shipyard International Company has established a state-level enterprise technical center with more than 600 people including more than 100 researchers and senior engineers. It has technical cooperation with Japan’s Ishikawajima-mill Heavy Industries, Ltd., Havens Steel Company and Tsinghua University, South China University of Technology, and Harbin Shipbuilding Institute to carry out research and development on ship performance, new processes, new technologies and new materials. Guangzhou Wenchong Shipyard and Guangzhou Longxue Shipbuilding set up state-level enterprise technical centers, while Guangzhou Huangpu Shipbuilding has set up a provincial
enterprise technology center.

**vi. Industrial Supporting System has been Improved Steadily**

Guangzhou Pearl River Delta region centered by Guangzhou has become a well-known international manufacturing center. Guangzhou has strong industrial foundation with important industries like automotive, petrochemical, electronics, iron and steel, shipbuilding and others. The electronic information manufacturing, steel manufacturing and processing and manufacturing provide supporting system for the rapid development of the ship industry. With the increasing capacity of the shipbuilding industry, a number of heavy casting and forging, diesel engines, deck machinery, marine power generation equipment, ship painting, steel and other supporting businesses are operating in Guangzhou. In marine electronics, communications and navigation, there are also key enterprises, such as Guangzhou Diesel Engine Factory Co., Ltd., Guangzhou Radio Group, Guangzhou Ocean Communication and Navigation Co., Ltd., and Guangzhou Weiping Marine Equipment Co., Ltd.

**II. National Ship Export Base**

Guangzhou is one of the three major shipbuilding bases in China and a marine economic development pilot region. In September, 2011, Guangzhou was granted the title of “National Ship Export Base” by the Ministry of Commerce and the Ministry of Industry and Information Technology. The National Ship Export Base is mainly composed of the four sections, namely the CSSC Guangzhou Longxue Shipbuilding Base, CSSC Guangzhou Dagang Ship Accessories Base, Guangzhou Shipyards International Industrial Park and the Huangpu Shipbuilding Industry Park, with a total planning area of 12 square kilometers. The *Shipbuilding Industry and Long-term Development Plan (2006-2015)* approved by the State Council designated the Pearl River estuary region centered on Guangzhou as one of the country’s three large modern shipbuilding bases. The *Pearl River Delta Region Reform and Development Plan (2008-2020)* approved by the State Council in December 2008 proposed to build a world-class shipbuilding base that can build, and repair ships.
i. CSSC Guangzhou Longxue Shipbuilding Base
Guangzhou Longxue Shipbuilding Base has a shoreline of 4.5 kilometers and extends 1.3 kilometers from the coast. Divided into the Civil Shipbuilding Zone, Ship Repairing Zone and Ocean Engineering Zone, the base boasts 4 berths with a total planning area of approximately 4.33 square kilometers. The focus will be put on the construction of large oil tankers, container ships, ore carriers, liquefied gas ships and special-purpose ships, on the repair and modifications of relevant large ships to develop the base into a world-class large-scale shipbuilding and ship repairing base. Two 300,000-ton shipbuilding dry docks will be built in the civilian shipbuilding area. The first phase construction goal is to have an annual output of 20 vessels and the annual shipbuilding capacity of 2.12 million tons, making Guangzhou’s single ship production capacity reach 300,000 tons. In the second phase, the shipbuilding capacity will reach 3 million tons. The ship repairing area focuses on repairing and modifying 7 to 30 tons of ships, with a goal of repairing about 140 ships a year and an output value of about RMB 1 billion yuan. The marine engineering area focuses on forming a capacity in special transport ships, ocean engineering ships and the construction and repairing ability of the platforms.

ii. CSSC Guangzhou Dagang Ship Accessories Base
The base is located at Dagang Town, Panyu District of Guangzhou, with a focus on the construction project of the CSSC Guangzhou Longxue Shipbuilding Base. Upon completion, it will become China’s largest manufacturing base of diesel engine supplies. Emphasis will be attached to the development of key auxiliary facilities like high-power and low-speed diesel engines, medium-speed diesel engine, engine crankshaft, marine auxiliary machine, marine compartments machinery, shaft and rudder system, pipeline systems and intermediate products, etc.

iii. Guangzhou Shipyard International Industrial Park
With two slipways of 60,000 tons, one slipway and one dock of 50,000 tons, the park is located at the factory of Guangzhou Shipyard International Co., Ltd. in Liwan District, Guangzhou. It is specialized in development and building of ships such as tankers, dry cargo ships, roll-off ships, and roll-roll passenger ships,
hydrofoil crafts, port machinery, large-scale steel structure and ship repairing. The industrial park has the capacity of manufacturing 18 ships with the tonnage ranging from 30,000 to 60,000-ton ships. It has laid emphasis on shipbuilding which takes tankers as the main business and cargo ships the complementary business. Meanwhile, great efforts are put to develop high value-added products such as roll-off ships and roll-roll passenger ships.

iv. Huangpu Shipbuilding Industrial Park
The park is mainly composed of Guangzhou Wen Chong Shipyard Co. Ltd. and CSSC Guangzhou Huangpu Shipbuilding Co., Ltd. Guangzhou Wen Chong Shipyard, located in Huangpu District of Guangzhou, possess the shoreline of one kilometer long, one ship repair dry dock of 150,000 tons, one shipbuilding dry dock of 75,000 tons, on shipbuilding dry dock of 25,000 tons, and one slipway of 25,000 tons. Its development priorities have been topped on the building of branch-line container ships, bulk cargo ships below 300,000 tons, large and medium size dredgers, special-purpose ships, high-performance ships and repairing ships of various types. Guangzhou Huangpu Shipbuilding Co., Ltd. situated atChangzhou Island, Huangpu District of Guangzhou, possesses one floating dock of 20,000 tons, one floating dock of 5,000 tons, and one ship repairing dry dock. It is an important base for building and repairing bulk cargo ships, Ocean engineering ships, professional rescue ships, aluminum high-speed crafts, semi-submersible ships, yachts, ocean engineering platforms, anti-smuggling yachts and patrol ships in the South China. It has the capacity to build ships of 30,000 tons, repair and modify over one hundred ships every year.

III. Development Priorities
i. Encouraged Shipbuilding Projects
Design, manufacturing and repair of ships and marine engineering equipment, design and manufacturing of low, medium and high speed shipping diesel engines, design and manufacturing of low and medium speed diesel engines crankshaft, design and manufacturing of marine diesel engine spare parts, design and manufacturing of mechanical ship cabins, deck machinery, design and manufacturing of marine communication systems and equipments, electronic
navigation equipments, marine radars, Gyro compass autopilots and sign and manufacturing of build-in public broadcasting system, design and manufacturing of fishing vessels and yacht, design of high-tech ships and marine engineering equipment.

ii. Investment Promotion Orientation
To strengthen project promotion in Northern Europe, Western Europe, Japan, Korea, Singapore, and Hong Kong. With a focus placed on soliciting investment projects by CSSC Guangzhou Longxue Shipbuilding Base, CSSC Guangzhou Dagagn Ship Accessories. Key products include the following: navigation systems, low-speed diesel engines, diesel engine crankshaft, power systems, rudder, shafts marine pipes, ship intermediate products (hatch covers, cabin units, etc.), marine electronics, instruments and meters, engine parts, ship deck machinery and offshore cranes, marine auxiliaries (cranes, steering engine, anchor hinge machine, etc.), marine machinery compartments, marine coating, and commonly-used spare parts.
Bio-pharmaceutical Industry

Guangzhou, the “National Medicine Export Base” and “National Bioindustry Base”, has created a bio-industry output exceeding RMB 120 billion yuan in 2011 with an increase of over 20 percent, among which, RMB 18.293 billion yuan is the high-tech output value created by the large scale medicine manufacturing enterprises with an increase of 14.3%, US$ 318 million is the value created by the exports of pharmaceutical products and medical devices and instruments increased by 23.9 percent, while the actual utilized foreign capital amounted to US$ 53.19 million, up by 52.63 percent.

I. The Current Development

i. The Scale of the Industry has Continued to Grow, with Steady Improvement and Development.

In 2011, among the annual total industrial output of the bio-industry, biomedical output accounted for approximately RMB 46.3 billion yuan, bio-manufacturing output about RMB 45.8 billion yuan, bio-agriculture output around RMB 12.5 billion yuan, and the marine life industry output about US$ 8.3 billion. The biomedical technology services industry has gained rapid development with a series of biomedical technology services companies expanding unceasingly. In 2011, the annual biomedical technology services revenue of Guangzhou was approximately RMB 7.1 billion yuan, gradually becoming the characteristics and new growth points of the city’s biomedical industry.
ii. The Enterprises has Sustained Strong Development and the International Markets has Continued to be Broadened.
In recent years, the biomedical backbone enterprises in the city continue to grow with the emergence of a number of leading and backbone enterprises in the biological field. Currently, there are six domestically listed companies in the city, eight new innovative enterprises within the province and municipality, and ten new innovative pilot enterprises within the province and municipality. Guangzhou Pharmaceutical Holdings Limited achieved industrial and commercial sales revenue of RMB 32.9 billion yuan, up by 20 percent. Guangzhou Kingmed Center for Clinical Lab. Co. Ltd. is the third largest third-party medical laboratory in China and the first Chinese clinical testing laboratory with College of American Pathologists (CAP) certification and ISO 15189 accreditation. The Guangzhou Institute of Pharmaceutical Industry became the first institute in South China to get accreditation by both International AAALAC and National GLP, which plays a leading role for the city’s bio-medicine service to expand its international markets.

iii. The Development Layout of “Two-center, Multi-area” has been Formed and the Core Cluster Effect has Began to Appear
The layout of “two-center, multi-area” of biomedicine industry in Guangzhou has been formed, basing on the “National Medicine Export Base” and “National Bioindustry Base”, forming the industrial incubation center with Guangzhou Science City at the core, the industrial innovating center focused on Guangzhou International Biological Island and the radiation areas to specialty industrial parks of all districts (cities at country level).

iv. The Construction of Base has been Steadily Advanced
There are currently more than 300 bio-pharmaceutical companies inside the Guangzhou Science City, with the 2011 annual bio-industrial output totaling RMB 80 billion yuan, accounting for 67 percent of the city’s biological output. Guangzhou International Biological Island has 30 signed high-end projects in the bio-industry field. The Baiyun District Biomedical Health Industry Base contains 96 bio-pharmaceutical enterprises, and 38 education research and medical institutions. The Panyu Biological Industry Base contains large scale enterprises
such as Guangzhou Pharmaceutical Holdings Limited, GKH Pharmaceutical (Hong Kong) Ltd., Guangzhou Pan Gao Shou Pharmaceutical Co., Ltd. and Guagnzhou Baidi Bio-Technology Co. Ltd., etc. The Conghua Biological Medicine Base contains a number of renowned pharmaceutical research institutes and manufacturing enterprises that have independent intellectual property rights and leading technology, such as the Guangzhou Pharmaceutical Holdings Kampo Natural Medicine Research & Development Center, Guangzhou Lifetech Pharmaceutical, Jiahe Pharmaceutical, Xiangqiang Pharmaceutical, and Avon Health Care Products.

v. The Innovative Platform has Continued to be Strengthened and the Innovation System has Gradually been Optimized

In recent years, more than 30 biomedical technology innovation platforms were established through a variety of ways in the city. Currently there are five national engineering research centers and over 50 provincial and municipal engineering and technology research and development centers, forming a comprehensive biotechnology research system, which has greatly enhanced the engineering research and industrial capacity. The construction and development of Modern Kampo, Baiyunshan Hehuang, Guangzhou Medical Engineering Institute, Guangzhou Institute of Biomedicine and Health Research Institute of Chinese Academy of Sciences, South China Center for Innovative Pharmaceuticals have achieved good results.

II. Development Priorities
i. To Strengthen Base Overall Planning, and to Expand Industrial Scale

The overall planning of the “National Medicine Export Base” and “National Bioindustry Base” will be strengthened. By 2015, the industrial output will reach RMB 150 billion yuan, there will be benchmark enterprises that can reach a sales income of RMB 15 billion yuan. By 2020, efforts will be made to achieve a total industry output of RMB 200 billion yuan, there will be leading enterprises with sales revenue of RMB 20 billion yuan, making Guangzhou the biomedical industry technology innovation center and the main industrial base in South China.
ii. To Enhance the Supporting Facilities of the Park to Drive the Development of Industrial Clusters

Efforts will be made to accelerate the construction of bio-industry and pharmaceutical export key parks to optimize investment incentives and supporting facilities to attract multinational pharmaceutical companies as well as domestic pharmaceutical companies of great strength to invest in the park to make the industry more specialized, featured and develop in clusters. Focus will be put on the investment promoting of the Guangzhou International Biological Island through the key fields of biological medicine, modern Chinese medicine and biological services to speed up the construction of the Guangzhou Biomedicine Healthy Industrial Base in Baiyun District, Guangzhou International Health Industrial City and Conghua Medicine Cosmetic Industry Base.

iii. To Enhance the Service Capability of the Platform to Build an Innovative System

Initiatives will be taken to optimize the development of an innovative system in the bio-pharmaceutical industry to build a technology and information platform, industry supporting platform, entrepreneurial service platform and international biotechnology business platform that will facilitate the development of the biomedical industry. The financial support system will be optimized to attract financial investment business into the park, and to explore and encourage the introduction of various domestic and international venture capital funds and entrepreneurial funds. The talents support system will also be optimized to introduce or cultivate biomedical talents through various channels, forms and on various levels.

iv. To Develop Multinational Leading Enterprises, and to Expand the International Market

Focus will be put on enhancing the development and expansion of Guangzhou local pharmaceutical enterprises led by the Guangzhou Pharmaceutical Holdings and cultivating one or two bio-pharmaceutical multinationals. Brand development strategies will be carried out, relying on Guangzhou Pharmaceutical brands to actively promote the development of renowned domestic brands like Baiyunshan, Chenliji, Wong Lo Kat, Jing Xiu Tang, ZhongYi, Pangaoshou, Ming Xing, Ho
Chai Kung, Cai Zhi Lin, Qixing, Guanghua and Jiangmin Franchisor. The geological advantages of being adjacent to Hong Kong and Macao and the CEPA framework will be fully made use of to enhance the multi-aspect cooperation with Hong Kong and Macao in the technology, talents and information of the pharmaceutical industry to accelerate the expansion into the Southeast Asian market, further expand Guangzhou biomedicine exports, and to promote the development of the biomedical industry.
Financial Industry

In 2011, to promote its financial sector, Guangzhou has vigorously implemented the “Double-hundred Scheme” in encouraging enterprises to get listed and has actively advanced the financial reform and innovation. Continuous achievements have been made in the construction of regional financial center. By the end of 2011, the balances of deposits and loans of the financial institutions in Guangzhou have reached RMB 2646.1 billion yuan and RMB 1773.2 billion yuan respectively, enabling Guangzhou to rank third among big cities in China in terms of capital strength.

I. The Current Development

i. Overall Strength Being in the Lead

In 2011, the transaction volumes of stock and futures in Guangzhou have amounted to RMB 3.82 trillion yuan and RMB 19.53 trillion yuan respectively. The premium income has reached RMB 39.723 billion yuan. By the end of 2011, 206 financial institutions with more than 3000 branches have been set up in Guangzhou, which allows the city to stand high in China’s ranking of financial institution varieties and distribution intensity. In 2011, the finance and insurance sector has contributed RMB 19.516 billion yuan to Guangzhou’s revenue. 16 financial institutions have been set up since 2011. There are now 30 financial legal entities in Guangzhou.

ii. The Capital Market Keeping Momentum

In 2011, 10 enterprises have gotten listed. Up to now, 81 enterprises have gotten
listed domestically or overseas and have raised RMB 125.1 billion yuan. About 100 enterprises in equity investment and equity investment management have been established with a total paid-in capital of over RMB 15 billion yuan. Guangzhou now also hosts the first Highway Logistics Exchange in China.

iii. The Construction of Function Zones Continuing

The Zhujiang New Town financial and commercial district has attracted the Guangdong Provincial Bureau of Securities Regulatory and 50 financial institutions, nearly 25 percent of the total in Guangzhou. Guangzhou international financial town is located in the Yuancun Village area and 18 institutions have expressed their wish to enter. It will be constructed as the new financial cluster zone of the city and the new landmark of the regional financial center. The Nansha new district has set up the initial development planning and will serve as the modern financial service zone, the leading zone in the Pearl River Delta to implement financial reform and innovation, the experimental zone of shipping finance, and the exemplary zone of pursuing financial cooperation with Hong Kong and Macao. Guangzhou financial innovative service zone has attracted nearly 20 equity investment enterprises and has established a comprehensive financial service mechanism which integrates credit, equity investment, insurance and guarantee specializing in the sector of science and technology.

iv. Opening-up and Cooperation Deepening

By the end of 2011, financial institutions from 18 countries and regions have set up 76 branches in Guangzhou, which enables Guangzhou to outnumber many other big cities in China. As the cooperation with Hong Kong deepens, Guangzhou Securities and Hang Seng Bank (China) Limited has been approved to jointly invest in and set up a securities consultation company. International financial cooperation has also been expanded and substantive achievements have been made in the strategic cooperation between Guangzhou Enterprises Mergers and Acquisitions Services and Deutsche Börse Group.
II. Development Priorities

i. To Implement Financial Reform and Innovation

By exploiting the solid foundation and advantages as the “millennium-old capital of commerce”, Guangzhou will accelerate the construction of the financial market covering various elements. Guangzhou Carbon Emission Exchange will be constructed in an innovative manner. Influence will be increased in the pricing and decision making of bulk stock such as precious metals and petroleum by expanding the spot market and by further exploring the market functionality with the introduction of e-commerce, e-payment and e-transaction. Social investment will be amplified by encouraging house transaction centers and property right transaction institutions to integrate and transfer old factory buildings and other housing resources.

ii. To Accelerate the Planning and Construction of Guangzhou International Financial Town

The planning and construction of Guangzhou International Financial Town will be advanced by improving the infrastructure facilities and comprehensive supporting facilities. It will be constructed as the first-class financial headquarters cluster in China and the new benchmark of the regional financial center construction. By strengthening investment attraction, it will attract more financial institutions to settle through various approaches including assets replacement.

iii. To Support the Development of Financial Institutions

Rapid development of the financial institutions in Guangzhou, especially the financial legal entities, will be fully fostered. The course will be accelerated to nurture 10 domestically influential institutions which outshine the others of the sector in overall strength. The financial reform will be deepened and the corporate governance structure will be improved to upgrade operation and management of financial institutions. Active effort will be exerted to foster specialized financial institutions including trust companies, non-banking financial companies, financial leasing companies, consumer finance companies and shipping finance companies, which will meet the diversified needs in line with the economic and social development of the city. Financial institutions will be encouraged to expand credit supply and raise the deposit-loan ratio so as to facilitate local economic
development and achieve mutual development with the real economy.

iv. To Sustain Impetus to the “Double-hundred Scheme”
Further effort will be made to discover potential enterprises for getting listed and to provide them with stronger support so as to form a sustainable flow of qualified listed companies. The associations of listed companies will be exploited to achieve resources and channels share. Listed enterprises will be encouraged to pursue remarkable leaps by capital operation such as cross-region and cross-ownership purchase and merger.

v. To Develop Financial Cultural Industry
Guangzhou will strive to construct bases for comprehensive financial research and personnel training, and the exchange platforms for finance services, including Guangdong Financial Museum and Central Banks Square. To promote the influence of Guangzhou as the regional financial center, effort will be exerted to explore to host financial expos and fairs, and specialized forums and conventions. Service exchange platform will be established for the financial institutions to communicate with enterprises and citizens.
Convention and Exhibition Industry

In 2011, the 20 major venues in Guangzhou have hosted 375 exhibitions, representing a slight year-on-year increase of 0.5 percent. Among them, 213 are of investment attraction theme, taking up 56.8 percent of the total and rising by 6.5 percent from the previous year. 7507 conventions have been held, which has seen a growth of 31.0 percent. The number of exhibitors and guest has surged by 10.6 percent to 12.6109 million person-times.

I. The Current Development
i. Solid Economic Foundation
Guangzhou has been enjoying rapid and influential economic development, which sets a solid foundation for pursuing win-win cooperation in the convention and exhibition industry. For more than 20 consecutive years, Guangzhou has sustained the title as the third economic city in China. The Forbes list of the Best Commercial Cities in Mainland China has reserved its first place for Guangzhou for two consecutive years. At present, the city is exerting its full effort to construct the national central city and the international business and commercial center. It will set a solid foundation for Guangzhou to promote the convention and exhibition industry as it presses ahead with its advanced manufacturing industries and the construction of the innovative modern industrial mechanism.

ii. Favorable Momentum
The convention and exhibition sector shows increasing importance in leading the service industries. Emerging service sectors such as software, telecommunications,
culture and art are exploiting the exhibition industry to expand their influence. Exhibitions are also giving impetus to the development of wholesale and retail trade, tourism, accommodation and catering and logistics. Guangzhou has been ranking third in China through the years in terms of sales volume of wholesale and retail trade. In 2011, stimulated by the prosperous exhibition industry, the sales volume of wholesale and retail trade has amounted to over RMB 2 trillion yuan; over RMB 100 billion yuan has been generated by the tourism industry; and the catering retail sales has topped RMB 59 billion yuan. The mode of exhibition industry facilitating other sectors, or “1 + N”, has endowed Guangzhou with an overall upgrading in social life and people’s living and has helped impress the world with its unique traditions, culture and cuisine, and tremendous development and achievements.

iii. Well-equipped Venues and Other Facilities
The conventional venues in Guangzhou cover an aggregate area of over 700,000 square meters. The China Import and Export Fair Complex, the biggest modernized exhibition venue in Asia, has its indoor exhibition halls as large as 338,000 square meters. Venues are rationally distributed and there are three major exhibition venue clusters in the city, namely the core Pazhou international convention and exhibition zone, Liuhua exhibition zone and the Baiyun New Town convention zone. The Guangzhou International Exhibition and Trade Center located in Panyu district, is another giant project which covers an area of 3.2 million square meters. The 50,000-square-meter convention and exhibition center, the core of the project, will be another highlight of the city’s exhibition industry.

iv. Increasingly High Level of Internationalization and Specialization
In the year of 2011, Guangzhou has hosted 75 international exhibitions, up by 8.70 percent from the previous year; the exhibiting area of these international shows has seen a year-on-year growth of 10.19 percent and reached 5,129.6 million square meters, accounting for 69.85 percent of the total. Nowadays, there are nearly 40 foreign invested enterprises dealing with the exhibition industry. The Guangzhou International Lighting Exhibition has been held for 16 consecutive years by Guangzhou Guangya Messe Frankfurt Co., Ltd. The 17th
event this year which covers an area of 220,000 square meters will be constructed as the world’s biggest lighting exhibition. In addition, China International Foodstuff (Guangzhou) Exposition (CIFE), one of the world’s top three food fairs, will be held in November 2012. It was jointly introduced by Worldex G. E. C. and the Exhibition Centre of Milan, Italy.

v. Increasingly Close Exchanges and Cooperation with Hong Kong, Macao and Taiwan

In recent years, Guangzhou has been enjoying ever closer exchanges and cooperation with Hong Kong, Macao and Taiwan on the exhibition industry. There has been more exhibitions jointly held by the organizations for the promotion of international trade in Guangzhou and their counterparts in the three regions, including the Guangdong (Guangzhou)-Taiwan Trade Fair held by the municipal government and Taipei World Trade Center in August 2011, the 50,000-square-meter Macao-Guangzhou Famous Products Fair launched by Bureau of Foreign Trade and Economic Cooperation of Guangzhou Municipality (BOFTEC) and Macao Trade and Investment Promotion Institute (IPIM) in January 2011, and the fourth consecutive Style Hong Kong Show in Guangzhou held by Guangzhou Council of China Council for the Promotion of International Trade and the Hong Kong Trade Development Council (HKTDC).

II. Development Priorities

i. To Construct the Specialized and Market-oriented Operational Mechanism

The comprehensiveness of the renowned China Import and Export Fair will be exploited to foster specialized exhibitions. In the light of the industrial and market advantages of the city and the surrounding areas, importance will be attached to the development of exhibition specializing in automobile, beauty and hairdressing, apparel, equipment manufacturing and hotel supplies. Effort will also be paid to promote exhibitions on emerging industries such as energies and resources, environmental protection, software, animation and cartoon, logistics and creative design. Therefore, the specialized exhibitions held in the city will serve as the wind vane of the development of relevant industries and the site for
exchanging and trading of the latest industrial technologies. At the same time, the development of the exhibition industry should conform to the supply and demand in the market. The market-oriented approaches will be applied in operating venues and holding exhibitions. Market will play a more active guiding role in integrating resources, nurturing exhibitors, upgrading brands, improving conditions and standardizing operation.

ii. To Extend Exchanges and Cooperation
Active effort will be made to introduce foreign leading enterprises and international organizations of the exhibition industry to set up regional headquarters and offices in Guangzhou, including companies providing professional convention service, venues management, and booth design and construction. Cooperation with Hong Kong, Macao and Taiwan will be intensified. Active contact with and participation in the international exhibitions held in the three regions will be implemented to attract the regional enterprises to come to Guangzhou to organize exhibitions or pursue cooperation. Large-scale international conventions will be introduced. To develop the city into a renowned destination for high-end international conventions, Guangzhou will energetically encourage foreign convention organizations and institutions to bring in high-level forums and conferences covering various sectors, and will strive for the settlement of the major conventions of global influence. Communications with the international convention and exhibition organizations such as the Global Association of the Exhibition Industry (UFI) will be strengthened; exchanges and cooperation with relevant countries and cities will be promoted; and famous international specialized exhibitions will be introduced along with their advanced technologies, personnel and management experience.

iii. To Nurture Large-scale and Famous Exhibitions and Leading Exhibition Enterprises
Each exhibition will be attached with its exclusive guideline so as to attract famous domestic and foreign exhibitions to be held in Guangzhou. Cooperation between the local exhibitions and the renowned ones abroad will be encouraged to improve the quality. By exerting strenuous effort, Guangzhou will strive to nurture 2 to 3 exhibitions of world level within 5 years, 4 to 5 exhibitions which rank high
among countries and regions in Asia, and 15 ones which stand at the forefront in China. Flexible and various organizing approaches will be taken to foster a batch of exhibition groups of international competitiveness. Leading enterprises will be encouraged to involve partners of similar or higher level within the industry and the companies of other industries by purchase, merger, alliance, equity participation and shareholding.

iv. To Boost the Diversification of Exhibition Themes
The cooperation with various industry associations of national level will be enhanced to endow Guangzhou with more opportunities of hosting exhibitions covering different industries and chambers of commerce. The famous exhibitions currently settled in the city will be expanded and strengthened, including the Guangzhou Fair, Guangzhou International Automobile Exhibition, Guangzhou Design Week and China (Guangzhou) International Machinery Equipment Manufacturing Expo. Proactive effort will also be exerted to attract globally renowned exhibitions of manufacturing industries such as electronic information, marine engineering and petroleum and chemical engineering. Exhibitions on modern service industries will also be fostered including logistics, financial service, information technologies, creative design, tourism and advertising. Breakthroughs will be made by introducing the exhibitions on professional industries such as energies and resources, new materials and biomedicine. In line with the huge consumer market in Guangzhou and the enormous products supplies generated in the Pearl River Delta, exhibitions of consumer goods will be expanded including textile and apparel, beauty and hairdressing, home appliances, hotel supplies, furniture and building materials, leather goods and gift and souvenir. Effort will also be made to foster exhibitions of other themes which are in line with the industrial restructuring of the city, compatible with the orientation of constructing the national central city, and in favor of the growth of the city’s capacity to cluster element for industrial development.

v. To Accelerate the Construction of Public Service Platform
The construction of the public service platform and the research institutions for the convention and exhibition industry will be speeded up to offer policy advisory
service for major decision making and to provide for the exhibition enterprises and exhibitors at home and abroad with supporting service such as public information. The exhibition industry association will be exploited and the formulation of the industrial standard and operation guidelines will be accelerated. The association will exert effort on information releasing, industrial training, advisory service and association journal publication. It will also strive to introduce and promote the healthy and orderly development of the exhibition industry by helping the authority coordinate exhibitions of a same theme held in the same period, and by organizing think tank of experts who will mastermind the development of the industry.

vi. To Enhance the Training and Introduction of Qualified Personnel

Efforts will be paid to develop multi-level and multi-channel vocational education, all-round training for relevant qualifications, and continuing education for in-service personnel. Cooperation with the international organizations and institutions in the industry will be boosted to attract the settlement of high-end personnel including exhibition planners, exhibition designers and senior project managers. The accreditation of relevant titles will be improved, including the test and appraisal mechanism, the evaluation mechanism for qualified personnel and the examination and assessment practice.
Logistics Industry

As a national center for road, rail, air, sea and river transport and information, Guangzhou enjoys a solid economic foundation, a strategic geographic position for the development of international and regional logistics and a comprehensive range of transport infrastructure.

I. The Current Development
i. Total logistics
In 2011, Guangzhou cargo traffic rose 12.82 percent to hit 647 million tons, including 454 million tons for road transport, 65 million tons for rail transport, 119 million tons for water transport, 907,600 tons for air transport, and 7,9688 million tons for pipeline transport. In the same year, Guangzhou recorded 677 million passenger trips, an increase of 8.2 percent year-on-year, including 511 million road trips, 105 million rail trips, 58 million air trips, and 2,8596 million water trips. At present, Guangzhou is home to more than 1,300 specialized trading markets for all types of commodities and 1,352 licensed international shipping agencies, making the city China’s largest commodity distribution center.

ii. Air logistics
In 2010, the Baiyun International Airport recorded 45.0445 million passengers, up by 9.92 percent year-on-year. In the same year, the airport handled 1.5235 million tons of cargo and mail, an increase of 4.76 percent year-on-year, making it China’s second largest airport by passenger and third largest by cargo and mail. As an aviation hub, the airport is served by carriers which provide regular service
to more than 120 domestic destinations and 90 international ones and is known as China’s third largest airport by flight.

iii. Seaport logistics

The Port of Guangzhou is equipped with 720 berths of different types (including 673 for productive purposes and 62 for ships with a gross deadweight tonnage of more than 10,000 tons). These berths have a total shoreline of 55,960 meters and a total annual handling capacity of 287 million tons of cargos, 7.4 million TEUs, 31.31 million passengers, and 330,000 roll-on/roll-off vehicles. In 2011, the Port of Guangzhou handled 448 million tons of cargos, up by 5.26 percent year-on-year, and 14.4 million TEUs, up by 13.37 percent, consolidating its status as China’s fourth largest and a world top 10 largest port by either cargo traffic or container throughput.

iv. Bonded logistics

Guangzhou currently has five special supervisory zones for bonded logistics, namely the Nansha Bonded Logistics Zone, the Guangzhou Baiyun Airport Integrated Logistics Zone, the Guangzhou Bonded Zone, the Guangzhou Export Processing Zone, and the Guangzhou Bonded Logistics Park, and more than 40 bonded logistics warehouses and supervised export warehouses. Thus, a comprehensive range of logistics infrastructure facilities with efficient functions is now in place in Guangzhou.

In 2011, Guangzhou bonded zones recorded cargo value of US$ 45.648 billion, up by 42.78 percent, and imports and exports of US$ 5.514 billion, up by 27.64 percent year-on-year. In the same year, the city’s bonded places registered imports and exports of US$ 3.305 billion, an increase of 40.72 percent year-on-year.

v. Third-party logistics

Guangzhou has become a bridgehead for global logistics giants to make inroads into the Chinese market. Leading logistics service providers, such as FedEx, Maersk, DHL, BAX Global, UPS, Nippon Express, Nippon Yusen and TNT, have all set up their regional operating headquarters in Guangzhou. At present, Guangzhou is home to 1,352 international shipping agencies, including 235 foreign-founded enterprises, and leads the nation in terms of the scale and
management standard of third-party logistics enterprises. Guangzhou Shipping, Nanyue Logistics, South Logistics, P. G. Logistics, and Yuzhu Logistics, are ranked among China’s top 50 logistics enterprises. Moreover, 43 logistics enterprises in Guangzhou have been certified by national authorities as Class A enterprises.

II. Development Priorities
Efforts will be made to promote air, seaport and bonded logistics, improve the planning and structure of regional road logistics and urban delivery logistics and enhance the coordinated development of rail and express logistics. Four major international hub-styled logistics parks and a significant number of regional and productive logistics parks will be built to develop a group of local major logistics enterprises with strategic brands and strong competitiveness. Focus will also be placed on the establishment of a modern logistics system that accentuate third-party logistics enterprises and an Asian logistics center which is based in the Pearl River Delta, covers all areas in South China, influences the whole world and serves as an essential part of the global logistics system.

Overall Targets: By constantly improving efficient and convenient integrated transport network, Guangzhou will strive to form a uniform, open, competitive and orderly logistics market by 2015. Initiatives will be taken to make substantial growth in the socialization, specialization and operating effectiveness of the logistics industry of the city, continuously expand the scale of industry and achieve annual increase of over 15 percent in the field.

i. Seaport and shipping
Priorities will be put on improving port service, increasing efficiency in handling cargo, and opening more shipping routes. Supported by the Nansha Port Zone, efforts will be made to attract large harbor-related industrial enterprises and world-level to operate here. There are also plans to build inland “dry ports”, expand the direct transportation based on the ports, strengthen functional cooperation and coordinative development with the ports in the Pearl River Delta, especially the ones on the west bank of the Pearl River, and enhance the leading role of hub ports in the Nansha Port Zone in concentration and expansion.
Development Targets: During the term of the 12th Five-Year Plan, Guangzhou will spend RMB 20 billion yuan on port development. With the funds, Guangzhou will build another 20 deepwater berths for containers and for the transport of coal, grains and petrochemicals, and expand the port’s total traffic capacity by 150 million tons, thereby achieving the targets of an annual total traffic capacity of more than 400 million tons, port handling capacity in excess of 500 million tons, and container throughput of 18 million TEUs.

ii. Airport-related economy
Efforts will be made to accelerate the establishment of “one core”, “two axis” and “four zones” in the airport-related economic zones and lay emphasis on the development of the five major industries, namely, integrated bonded logistics, modern manufacturing and processing, international procurement and trade, logistics headquarter and business, and logistics R&D and innovation. Initiatives will be taken to appeal to world-level enterprises and air-related industries with high added value to develop in air logistics zones, support the development of cargo airport beyond Guangzhou and attract more air cargo for concentration and distribution.

Development Targets: By 2015, an annual capacity to handle 55 million air passengers and 2.6 million tons of cargos and mails, and a consolidated status for the Baiyun Airport as a national gateway and integrated hub airport.

iii. Road logistics
Initiatives will be taken to accelerate the establishment of a freight transport network featured by high speed and an efficient and complete concentration and distribution system for freight transportation by road. Greater efforts will be made to achieve an overall pattern of freight stations by road, which is characterized by four hubs for foreign facilities, five ones for long-distance cargo transfer by road, ten intercity freight stations and several logistics delivery centers, and to enhance the capacity for collecting and distributing freight by road. More importance will be attached to developing leading road logistics enterprises and special ones centering on road transportation, warehouse and integration, promoting the transformation of traditional transportation enterprises to modern logistics ones, and fortify the integrated management of road freight station, thereby pushing
ahead the sound development of the industry.

iv. Bonded logistics
Efforts will be made on the establishment of bonded system for airport and seaport logistics and the development of the Baiyun Airport Integrated Bonded Zone. Capitalizing on the Nansha Bonded Port Zone and strategic policies, the city will build an international distribution and delivery center for a bulk commodities, industrial products and spare parts so as to improve the platform for electronic transactions, launch a center for bulk commodities trade and logistics and develop the Nansha Bonded Port Zone into a demonstration one in China. Moreover, oriented by a rational plan and a reasonable layout, Guangzhou will accelerate the establishment of bonded warehouses and supervised export warehouses so as to facilitate the expansion of seaports and airports into inland areas.

v. Third-party logistics
Efforts will be made to develop third-party logistics, encourage independent specialized logistics enterprises or cooperative ones with third-party logistics enterprises, and press ahead the logistics service of the whole society towards socialized and specialized third-party logistics in an overall way. In addition, initiatives will be taken to lead logistics enterprises in developing high-end logistics business on the basis of the adjustment of industrial structure, and encourage leading logistics enterprises to increase service with added value, expand their service range, enter logistics markets beyond Guangdong Province and abroad, and improve integrated logistics service. Meanwhile, efforts will also be made to urge diversified investors to enter logistics service market, attract famous logistics enterprises at home and abroad to launch operations and cooperation and set up their headquarters, operating and settlement centers in Guangzhou.
Service Outsourcing Industry

Appraised as “China Service Outsourcing Base City” in 2007 and “China Service Outsourcing Demonstration City” in 2009, Guangzhou has promoted the development of service outsourcing industry, achieved year-by-year increase in the size of the industry and the number of practitioners, optimized the structure and ranked top among the national demonstration cities through the implementation of various supportive policies. In 2011, its contracted amount of service outsourcing rose 88.5 percent to reach US $3.46 billion, including a offshore contracted value of US $1.963 billion, up by 83.25 percent, while the execution amount increased by 69.3 percent to hit US $2.02 billion, including a offshore execution value of US $1.449, an increase of 89.86 percent year-on-year.

I. The Current Development

i. Service Outsourcing Concentrating in High-end Areas

Covering IT service, data processing, call center, customer service, supply chain management, inspection and testing, biological research, industrial design and animation creation and production, Guangzhou service outsourcing industry has gradually developed into industry chains of international service outsourcing and appeared to flourish in high-end realms. In the field of financial back-office service, there has been rapid development in the background outsourcing of 16 international financial institutes like the Hong Kong and Shanghai Banking Corporation (HSBC), the Bank of East Asia (BEA) and Citibank. And in the
realm of telecommunication service, China Telecom IDC, Guangdong New Generation Data Center (GNGDC) and the South China Base of China Mobile concentrate on service operation, server trusteeship and network operation and management while Guangdong Planning and Designing Institute of Communications and Changxun Communications contribute to telecom design and operation maintenance. Moreover, major projects like Microsoft Outsourcing Design Center, Asian Context Cloud Computing Center, Pepsi Innovation Center, the South China Base of China Mobile and Guangzhou Super Computing Center are under implementation.

ii. Cooperation between Guangzhou and Hong Kong Deepening

Hong Kong has always been an important source of Guangzhou service outsourcing industry. It accounted for 50.7 percent of the offshore execution amount of Guangzhou in 2011 and serves as transit hub of Guangzhou's under taking international service outsourcing, such as outsourcing business from the UK and the US.

iii. Advancing the Cluster of International Service Outsourcing Industry

By far, there are 21 service outsourcing enterprises established by Fortune 500 companies like HSBC, Samsung, Ericsson, Mitsui O. S. K. Lines, Ltd. (MOL), NYK Logistics, Bank of America, American International Assurance Company (AIA) and Mars in Guangzhou, and many world-famous companies, such as AXA Financial, Inc., BEA, China International Capital Corporation Limited (CICC), Amway, Mars, Mead Johnson, PCCW Mobile HK Limited, Cathay Pacific Airways Ltd., and Hong Kong Air Cargo Terminals Limited (HACTL), have also opened similar ones in the city. Moreover, a group of major projects like China.com IT Service and South China Data Center of Centrin Data Systems have been carried out and well-known service outsourcing enterprises at home like iSoftStone (ISS), Vancelinfo Technologies, Inc (VIT), Hisoft Technology Intl Ltd. (HSFT) and China Soft International (CSI) have also made investment here.

iv. Having the Construction of Carrier for Development Optimized

Guangzhou accelerates industrial concentrated development by enhancing hard and soft supportive facilities with infrastructure, polices and capital and promoting
the establishment of demonstration zones for service outsourcing. Up to present, five such zones have been built, namely, Guangzhou Development District, Nansha Development Zone, Tianhe Software Park, Huanghuagang Science and Technology Park, and Panyu District Guangzhou Economic and Technological Development Zone has grown into a knowledge and technology-intensive and service outsourcing-oriented rendezvous for modern logistics, information service, scientific and technological development and service, product inspection and testing, cultural innovation, finance and insurance as well as intermediary service. Nansha Economic and Technological Development Zone highlights the progress in the outsourcing of applied research development in the field of industry which includes digital life, wireless communication, applied genetic research, nanometer and compound materials. Tianhe Software Park gives priority to the FOB software outsourcing while Huanghuagang Science and Technology Park is home to communication and service suppliers, network operators and technological developers that center around modern information service. Buttressed by the Incubation Base for Production, Education and Research of Digital Family and Digital TV, Tsinghua Science Park Guangzhou Innovation Base and Guangzhou Xingli Animation and Comic Industry Park, Panyu district gathers service outsourcing enterprises that accentuate software, industrial design, animation and online game design.

II. Development Priorities
i. To Enhance Investment Promotion and Attract Investment from Service Outsourcing Enterprises at Home and Abroad.
Guangzhou will capitalize on ChinaSourcing Business Conference (Guangzhou), an important platform for service outsourcing investment and trade cooperation, to appeal to service outsourcing enterprises at home and abroad and to increase the influence of service outsourcing industry. Efforts will be made to organize promotion and exchange activities targeting at major countries and regions in Europe and America, to actively undertake transnational outsourcing transfer and try to introduce investment from Top 100 international service outsourcing enterprises. Besides, such work as city and industry promotion will also be made
in order to attract outsourcing enterprises settling in Guangzhou with the help of the two platforms of “ChinaSourcing Business Conference (Guangzhou)” and “China International Software and Information Service Fair”.

ii. To Place Focus on Introducing Key Service Outsourcing Enterprises in Major Areas

Based on Guangzhou’s advantages in service outsourcing industry, focus will be put on introducing enterprises in such service outsourcing sectors as software development, bio-medical development, logistics and animation game. Vigorous efforts will be made to develop service outsourcing industry with potentials including financial service, industrial design, tourism, exhibition and commercial service. Meanwhile, it will take future into account and lay emphasis on strategic attraction for investment in the emerging service outsourcing industries, including intellectual property right and cloud service outsourcing.

iii. To Deepen Cooperation and Promote the Integration of Outsourcing Industry among Guangzhou, Hong Kong and Macao.

Priority will be given to the exchanges and cooperation between Guangzhou and Hong Kong in the fields like financial back-office service, customer service, call center, data center, telecom service, supply chain management, animation design and talent training. Cooperation between Guangzhou and Macao in service outsourcing will also be promoted. Efforts will be made to advance the construction of Nansha Demonstration Zone for Guangzhou-Hong Kong-Macao Cooperation, encourage service outsourcing enterprises of Hong Kong to settle in Guangzhou with the cooperative construction of Nansha Wisdom Island between Guangzhou and Hong Kong as the starting point.

iv. To Optimize Carrier and Build a Cluster Zone for Outsourcing Industry Development.

Initiatives will be taken to better infrastructure in service outsourcing demonstration zones like Tianhe Software Park and Huanghuagang Science and Technology Park, improve the environment for enterprise development, promote the entire level of public transportation, power supply, telecommunication facilities, office buildings, residential condition, policies and measures, and optimize environment for new business, development and residence. Emphasis
will be placed on the interface and exchange between Guangzhou and Singapore in software development, financial service, data processing, customer service, innovative design, biological R&D and logistics and on the cooperation between China and Singapore in “Knowledge City” outsourcing industry and knowledge-oriented projects.
Districts and County–level Cities
Yuexiu District

In 2011, Yuexiu District’s GDP reached RMB 186.43 billion yuan, with an increase of 9.5 percent over the previous year. The total export value surged 18.6 percent to USD 7.97 billion, and utilized foreign capital rose by 7.5 percent to USD 320 million.

I. Development Positioning
Centered on its primary task of “accelerating transformation and upgrading and building a well-off district”, Yuexiu will make vigorous efforts to implement its development strategy of “allowing culture to play a spearheading role, enhancing the headquarter-related economy, driving growth with innovation, making joint efforts, and sharing results”. The district will stay focused on the main theme of “adjusting structure and transforming mode”, strive to achieve “three substantial breakthroughs” (strategic infrastructure, the dominant strategic industry, and the strategic development platform), and press ahead with the planning and construction of “three functional zones” (the Beijing Road Guangfu-culture commerce, trade and tourism zone, the Yuexiu core industrial function enhancement zone, and the Lu Lake eco-function zone). In addition, Yuexiu will set out to develop seven core industries, including commerce and trade, banking, logistics services, business services, creative culture, information services, and public services. This is expected to have a stimulatory effect on the clustering of the modern service industry and the optimization of the layout of the industries, and enhance regional service functions.
II. Development Priorities

i. Commerce, Trade and Conventions & Exhibitions

Yuexiu District will focus on developing the exhibition and trading of trendy consumer goods, leisure shopping, and catering. The district will endeavor to expand the headquarter-related economy for its commerce and trade industry, strengthen the integration of culture with commerce and trade in development, and accentuate its position as “the core of the millennium-old capital of commerce”. Moreover, there are plans to steer the traditional specialized markets towards exhibition and trading, to raise industry headquarters and design centers to the highest level, and to further expand the influence of China Liuhua International Fashion Festival. In addition, proactive efforts will be made to expand general dealerships and general agencies for brand-name goods and to build clusters of trading enterprises with cross-region operations and integrated domestic and foreign trade. Furthermore, enterprises will be encouraged to pursue product and service innovation, intensify brand building, and boost market development and marketing capabilities by building “online malls” and expanding the scope of chain operations. Elements of culture, leisure and hands-on experiencing will be injected into the growth of the commerce and trade industry to enhance its influence and radiant effects. Besides, there are plans to build a gourmet food street and a shopping street featuring Guangfu culture, sustain the development of enterprises with “time-honored brands”, intensify business features, and fortify competitiveness in differentiation.

Moreover, strenuous efforts will be expended to fully tap the growth potential of the Liuhua area in hosting conventions and exhibitions. Focus will be put on developing small and medium-sized professional exhibitions, consumer goods exhibitions and roving exhibitions by capitalizing on Liuhua’s advantages as a converging point of commerce flows, material flows, pedestrian flows and information flows and by cashing in on the heavy concentration of hotels, restaurants, and high-end commercial and trading markets at Liuhua. High priority will be given to attract the world’s top 50 convention and exhibition service providers and leading convention and exhibition businesses to set up regional headquarters and offices. The emphasis will be placed on bringing in
professional convention service providers, international convention and exhibition organizations and institutions, and designers and builders of exhibition stands, thereby building a cluster of small and medium-sized regional professional conventions and exhibitions centered on the Liuhua Exhibition and Trading Center.

ii. Modern Logistics
Yuexiu District will give high priority to the development of third-party logistics and supply chain management, and will take steps to consolidate the functions of the logistics headquarter-related economy and advance the integration of commerce flows, material flows and information flows. In addition, traditional transportation enterprises will be encouraged to transform themselves into more competitive modern logistics enterprises, and efforts will be made to tap the radiant effects of Guangzhou Port Group, Guangzhou Ocean Shipping Co., Ltd. and other leading enterprises and to promote the clustering of supportive downstream and upstream service providers for the industrial chain. Moreover, significant endeavors will be used to develop logistics consulting and provide integrated supply chain solutions and logistics management services. Furthermore, enterprises will be guided to strengthen the standardized logistics technology and the development and application of logistics systems so as to establish an information service platform oriented toward the supply chain management as well as to create a logistics information management hub. Focus will put on introducing key logistics construction projects and leading logistics enterprises with radiant effects, and on attracting more investments from logistics conglomerates.

iii. Creative Culture
Yuexiu District will lend strong support to core cultural industries, such as press and publications, radio and television broadcasting, cultural performances, and copyrights services, so that they can strengthen and expand their operations. The district will also make proactive efforts to foster related industries such as cultural tourism, cultural recreation, and lease and auction of cultural products, and to intensify the marketing planning and brand promotion of the cultural industry. As a priority, Yuexiu will develop creative industries such as creative design,
animation and online games, and digital content, promote the settlement and convergence of businesses on the high end of the industrial chain, and gradually improve the creative industry chain centered on creative production, product making, media broadcasting, showcasing and experiencing of creative products, transactions and consumption. There are also plans to take full advantage of the superiority of the Huanghuagang Science Park and build technology innovation centers and public technology service platforms for animation and game design and industrial design in combination with the construction of the Creative Avenue. A landscaped belt of the creative industry featuring an integration of contemporary science and technology and advanced culture will also be built to attract investors from key industrial markets, such as Europe, North America, Japan, and the Republic of Korea.

iv. Information Service Industry
Yuexiu District will focus on developing industries such as computers, communications, software development, system integration, and key technologies and services for next-generation networks. The district will set out to attract a significant number of leading enterprises with proprietary innovative products and technology innovation capabilities. It will strive to build a national-class demonstration zone for intellectual property rights and press ahead with the upgrading of traditional industries and the construction of intelligent towns. There are also plans to accelerate the construction of information network infrastructure facilities and advance the integration of the telecommunications network, the cable television networks, and the computer network. Moreover, efforts will be made to expand the e-commerce and mobile commerce markets and to strive for breakthroughs in the construction of the infrastructure facilities for the Internet of Things and in its technology innovation and application. In addition, foreign-invested information service providers will be steered to the Huanghuagang Science Park. Furthermore, proactive efforts will be expended to develop the outsourcing of business processes and to foster industrial advantages in outsourcing business sectors such as software development, software testing, aviation and transportation, financial management, data processing, call centers, and software product support.
Haizhu District

In 2011, Haizhu District’s GDP reached RMB 87.212 billion yuan, with an increase of 12.2 percent over the previous year. The total export value leapt by 17.88 percent to USD 1.542 billion, and utilized foreign capital climbed by 12.65 percent to USD 146 million.

I. Development Positioning

Haizhu District will stay focused on transforming its mode of economic development, consolidate city development concepts of low-carbon economy, intelligent city, and well-off life, scientifically plan the Haizhu Eco-town, speed up the construction of the sprawling orchard wetland, and press ahead with the development and construction of Pazhou. Moreover, the district will set out to push forward “the three substantial breakthroughs” and promote transformation and upgrading through major platforms, high-priority projects, and ecological construction belts. Haizhu will embark upon a brand-new path of urbanization development, boost the district’s industrial competitiveness, the influence of its urban areas, cultural software, and the sense of happiness among residents across the board, and advance the establishment of the district as an international capital for exhibitions, the green heart of Guangzhou, a famed cultural district, and a well-off district.
II. Development Priorities

i. To Build Three Major Functional Zones for the Modern Service Industry

Haizhu District will press ahead with land reserve and development, strengthen the utilization of land in an intensive and conserving manner, optimize the spatial layout of urban areas, build development platforms at Pazhou, on the southern section of the new central axis, as well as at Bai’etan, and expand the accommodating capacity of the high-end industry for development in clusters. The district will also set out to accentuate the industrial functions centered on conventions, exhibitions and expositions, international commerce, science and technology innovation, information exchange, and tourism services. The construction of Pazhou International Commercial Convention and Exhibition Zone will be stepped as a priority. There are also plans to accentuate the functional positioning of administration, commerce and culture and press steadily ahead with the construction of Urban Administrative Service Central Zone on the southern section of the new central axis. Furthermore, the Bai’etan Waterfront Leisure and Commerce Zone will be optimized and enhanced in combination with the program of “replacing the secondary industry with the tertiary industry in downtown areas” and with the renovation of old workshops and urban areas.

ii. To Intensify the Stimulatory Effects of the Convention and Exhibition Industry as the Driving Engine of Economic Growth

Haizhu District will take advantage of the brand recognition of the Canton Fair to secure the development of upstream and downstream convention and exhibition businesses and related supportive industries in clusters. The district will endeavor to speed up the construction of venues for conventions and exhibitions, such as the Nanfeng International Convention and Exhibition Center and the Poly World Trade Inter Continental Hotel, and their supporting facilities, and will continue to improve the supporting services in the Pazhou area. In addition, there are plans to foster, introduce and support a number of brand-name convention and exhibition enterprises, to expand the scale of the convention and exhibition industry, and to enhance the standard of this particular industry. The radiant effects of the convention and exhibition industry will also be tapped in promoting
the development of the headquarter-related economy in clusters. Moreover, efforts will be made to facilitate Guangdong China Tobacco Group and other enterprises to set up headquarters in Haizhu and to follow up on the construction of the headquarter projects of South China Head Office of the Skyworth Group, Guangdong Power Grid, and Guangzhou Subway.

iii. To Consolidate and Expand the Science and Technology Innovation Industry

Haizhu District will set out to enhance its incentive mechanisms for science and technology innovation and stimulate the growth of its top four science and technology service industries, including the R&D outsourcing service industry, testing and accreditation industry, science and technology intermediary service industry, and the science and technology convention and exhibition industry. The district will give full play to the radiant effects of the Haizhu Testing and Accreditation Industry Alliance, optimize the resources of Haizhu District Science and Technology Industry Base in “one park and three zones”, build development platforms for high-tech enterprises, and nurture the emerging industries of electronic information and biopharmaceuticals. Moreover, the construction of the Zhujiang International Intellectual Industrial Park and other projects will be stepped up, and support will be lent to the development of Kingmed Diagnostics Center and other enterprises. Furthermore, constant efforts will be made to enhance the industry support policy and to steer the development of advertising planning, fashion design and other forms of business in clusters.

iv. To Optimize the Commerce and Trade Service Industry

Haizhu District will forge ahead with the construction of the Fuli Haizhu Square, Guanghao Commercial Port and other projects, and strive to expand the influence of Jiangnanxi Business District. There are also plans to accelerate the construction of Science Trading Park at the Guangzhou T. I. T. International Textile Town, Grandbuy Seaport and other projects and to foster a new high-end shopping district. In addition, Haizhu will speed up the construction of Guangzhou Joint Trading Park and other projects, and build a clustering zone for the modern commerce and trade circulation service industry centered on bulk goods trading, thereby completing the transition from a traditional market to a modern exhibition
and trading market. Moreover, efforts will be made to develop commercial service industries such as accounting, law, consulting, information, intellectual property rights, and credit management, attract renowned commercial organizations, and raise the level of professionalism, thereby building a commercial service system centered on renowned domestic and foreign commercial service brands and supplemented by special service providers.
Liwan District

In 2011, Liwan District’s GDP reached RMB 69.219 billion yuan, with an increase of 10.5 percent over the previous year. The total export value held steady from the previous year at USD 1.828 billion, and utilized foreign capital rose by 8.18 percent to USD 180 million.

I. Development Positioning
Liwan aims at building a cultured, low-carbon, intelligent and well-off district by remaining focused on its development positioning as a demonstration zone for the “Central Adjustment” strategy, the core zone for the Guangzhou and Foshan metropolitan area, a cluster of modern service industries, and a showcase zone for Lingnan culture.

II. Development Priorities
i. To Enhance the Trade and Commerce Circulation Industry
Liwan District will speed up the transformation and upgrading of its traditional commerce and trade circulation industry, and further promote the transformation of the shopping facilities along Shangxiajiu Road, Kangwang Road, Zhongshan Road VII, and Zhongshan Road VIII into a block-shaped network. The district also plans to foster indigenous innovation and time-honored brands and accelerate the clustering of a number of renowned international brands and emerging fashion brands that dominate the consumer market. Efforts will also be made to develop new forms of commerce, and encourage non-shop sale, online sale, direct sale,
discount shops, mail orders, and television shopping, as well as personalized services and other new forms of business. Strong endeavors will be used to increase the breadth and depth of the chain operations of the emerging service industries, such as automobile consumption, tourism consumption, entertainment and fitness, intermediary services, lease, computer software, education and trading, and commodity rental. Efforts will also be increased to bring in international brands, renowned domestic brands, and flagship boutiques.

ii. To Develop the Special Headquarter-related Economy

There are plans to attract a greater number of domestic and foreign enterprises to set up regional headquarters, R&D headquarters and marketing headquarters in Liwan District, and to foster the growth of the special headquarter-related economy in clusters in the Bai’etan economic zone, Kangwang Road, Zhongshan Road VII, and Zhongshan Road VIII. Focused on pillar enterprises such as Guangzhou Pharmaceuticals Corporation, Sinopharm Medicine Holding Guangzhou Co., Ltd., and Da Sen Lin Pharmaceuticals, efforts will be made to attract pharmaceutical and medical instrument chains and brand-name enterprises, thereby building a base for medical company headquarters. On the base of Liwan as the “meeting room” of Lingnan culture and taking advantages of its solid foundation of the creative industry, a base will be built for the headquarters of enterprises in the cultural industry and the creative industry. Taking advantage of the thriving commerce and trade industry in Liwan and the omnipresence of specialized markets in the district, a base will be constructed for the headquarters of enterprises in the commerce and trade circulation industry. Making full use of Liwan’s geographic advantages as “the heart of the Guangzhou and Foshan metropolitan area”, proactive efforts will be made to develop the productive service industry oriented to the Pearl River Delta Region and to build a base for the headquarters of R&D, design and logistics enterprises.

iii. To Expand the Professional Service Industry

High priority will be given to the development of professional service industries such as legal service, accounting, auditing, appraisal, advertising, real estate brokerage, and engineering supervision. The development of new professional service industries such as management consulting, marketing planning, and
creative design will also be accelerated. General professional service industries such as auction, agency, brokerage, and job placement will be moderately developed. Moreover, industry associations, trade associations, and other professional service organizations focused on self-discipline will be developed in a standardized manner.

iv. To Develop the Culture and Leisure Tourism Industry

Liwan District will take full advantage of and consolidate its historical and cultural resources to vigorously develop its tour routes for Lingnan culture, special Xiguan customs, and enchanting landscapes. The district will also fully utilize and consolidate the elements of the natural ecosystem, such as rivers, water, flowers and islands, and make vigorous efforts to introduce and cultivate renowned domestic and foreign enterprises engaged in the leisure tourism industry, thereby strengthening and expanding the leisure service brand. In addition, specialized commercial markets for jade, curios, paintings and calligraphic works, and fashion accessories will be renovated and upgraded, and there are also plans to build an international commerce, trade and tourism zone with integrated specialty shopping facilities, specialty leisure services, traditional Lingnan culture, and other elements of metropolitan fashion.

v. To Strengthen the Creative Industry

Support will be lent to the development of Xinyi International Club, 1850Creative Culture Park, 922 Hongxin Creative Park, Original Element Creative Fashion Design Industrial Park, Guangzhou Design Port, Guangzhou and Foshan Digital Creative Park, and other parks for the creative industry. Vigorous efforts will be made to develop creative advertising planning and design, creative network software information, creative architectural fashion design, and creative cultural publications and production of films and television programs. In addition, proactive efforts will be made to introduce and foster a number of renowned masters, brands and enterprises capable of indigenous innovation, and to meticulously build Liwan Waterfront Creative Industry Belt on the western golden shore of the Pearl River in Guangzhou.

vi. To Expand New Industry

Taking advantage of the construction of Guangzhou Production Base of Guangdong
China Tobacco, efforts will be made to enhance the standard of its scientific research, equipment, technology, material logistics and management and to develop the tobacco product industry in clusters. Capitalizing on the efforts to promote the listing of Guangdong Plastics Exchange, the growth of emerging strategic industries, such as the Internet of Things, will be stimulated. In addition, vigorous efforts will be made to develop the optoelectronics industry and the flat panel display industry. Furthermore, Liwan District will spare no efforts to build a base for new high-tech industries on Datansha Island; the base will primarily serve the optoelectronics industry and also accommodate relatively complete industrial clusters such as LED and LCD industries.
Tianhe District

In 2011, Tianhe District’s GDP reached RMB 213.873 billion yuan, with an increase of 12 percent over previous year. The total export value jumped by 19.96 percent to USD 2.814 billion, and utilized foreign capital increased by 8.3 percent to USD 465 million.

I. Development Positioning
Tianhe District aims to establish itself as the center of Guangzhou as an international metropolis. Focused on “one district” (Tianhe Central Business District), “two towns” (Tianhe Intelligent Town and Guangzhou International Financial Town), and “three belts” (the Fire Dragon and Phoenix Eco-leisure Belt, the Pearl River Left Bank Humanistic Landscape Belt, and the Tianhe Road Golden Commerce Belt), Tianhe District will pursue growth on the strength of mega platforms, mega projects, and mega industries, and strive to stimulate the high-end growth of its industries, press ahead with the construction of a pro-business and highly livable urban district, and build an intelligent and well-off district that contains a large concentration of corporate headquarters.

II. Development Priorities
i. Key Industries
   (i) Financial Service Industry
In line with the preferential policies enacted by provincial, municipal and district authorities, Tianhe will speed up the development and construction of Guangzhou International Financial Town (the Yuancun area) on the basis of Zhujiang New
Town Financial Business District, and will make vigorous efforts to attract domestic and foreign financial institutions to set up national or regional headquarters or branches in Tianhe. Proactive efforts will be made to have the People’s Bank of China, China Banking Regulatory Commission, China Securities Regulatory Commission and China Insurance Regulatory Commission set up offices in the International Financial Town. In addition, there are plans to push forward the construction of a management hub of the regional financial center and a base of corporate headquarters, to proactively steer financial institutions to develop in clusters, meticulously building Guangzhou International Financial Town featuring a comprehensive range of functions, high levels of operating efficiency, and extensive influence, and to accelerate the construction of a regional financial center in Guangzhou.

(ii) Information Service Industry

Tianhe District will strive to build four competitive clusters of industries in Tianhe Intelligent Town for integrated system services, value-added information communication services, creative digital content, and software service outsourcing by guiding and supporting these industries as priority, optimizing the allocation of resources and intensifying business promotion and cultivation. These initiatives will be centered on next-generation information technologies. Vigorous efforts will also be made to build five clusters of the emerging industries, including financial innovation services, e-commerce, cloud computing, the Internet of Things, and geographic information systems.

(iii) Modern Commerce and Trade Service Industry

Tianhe District will set out to bring in large-scale modern commerce and trade service chains, large-scale commercial retailers, modern logistics operators, general dealers (agents) of internationally renowned brands, and other key enterprises. In addition, Tianhe will vigorously promote new forms of business, such as chain operations, specialized shops, warehouse-style supermarkets, and e-commerce and steer the modern commerce and trade industry to develop at a larger scale at the high end of the industry and through brand building and information networking. The existing advantages of brands and geographic location will be tapped in the efforts to enhance the clustering force, influence and radiant effects of the Tianhe Golden Commercial Belt; at the same time, efforts will be
intensified to build the new commercial zone in the eastern part of the district, thereby creating the effects of “synchronization of two zones”. Moreover, Tianhe District will be built into a landmark zone showcasing Guangzhou’s status in modern commerce and the city’s international profile and into a high-end central concentration of commerce with considerable international influence, a center for consumers to get a taste of fashion trends, and a center for the release of industry information and for the formation of prices.

(iv) Professional Service Industry

Tianhe District will set out to introduce renowned domestic and foreign professional service providers by seizing the opportunities opened up by the lowering of the threshold for foreign capital to enter the intermediary service industry. There are also plans to foster and buttress local professional service providers with abilities to undertake international business. Moreover, vigorous efforts will be made to develop professional service industries such as legal services, accounting, auditing, appraisal, consulting, and talent services, in order to effectively satisfy the needs of local corporate headquarters and financial enterprises, as well as the needs of manufacturing industry in the Pearl River Delta Region.

ii. Development Carriers

(i) Guangzhou Tianhe Central Business District

Located in the heart of Guangzhou, Tianhe Central Business District is among China’s top three CBDs approved by the State Council. Covering an area of approximately 20 square kilometers, Tianhe CBD recorded GDP of RMB 150.3 billion yuan in 2011, accounting for one eighth of that of Guangzhou and averaging RMB 12 billion yuan per square kilometers. At present, the Tianhe CBD is home to 144 financial institutions, more than 260 corporate headquarters, and over 60 Fortune 500 companies. A total of 105 high-end commercial buildings are currently in service in this district, with a combined gross building area exceeding 9 million square meters.

(ii) Guangzhou International Financial Town

Guangzhou International Financial Town is an integral part of Tianhe CBD and the core and symbol of Guangzhou’s efforts to build a regional financial center. Located to the east of Zhujiang New Town (in the Yuancun area), the Financial
Town has a total planning area of 7.5 square kilometers and consists of eastern and western financial core zones with a combined gross building area of 4.81 million square meters, among which 750,000 square meters with a gross building area of 4.25 million square meters are for financial office buildings. So far, more than 20 financial regulatory agencies and financial headquarters have announced plans to establish a presence in the Financial Town.

Tianhe CBD and Guangzhou International Financial Town will focus on the objective of building Tianhe into a base for corporate headquarters, an international center for commerce and trade, and the core zone of regional financial center. Tianhe CBD has set its sights on Fortune 500 companies, China’s top 500 enterprises and industry leaders, and will strive to bring in both high-end projects in financial service, modern commerce and trade, and professional service industry and corporate headquarters which lead the industrial transformation and upgrading in the Pearl River Delta.

(iii) Tianhe Intelligent Town

The Tianhe Intelligent Town has a total planning area of 63 square kilometers, including 17 square kilometers of usable land and 7 square kilometers of land for the renovation of old towns, villages and workshops. The town’s core zone—Gaotang New Zone of Tianhe Software Park— is located in northeast part of Tianhe District, with a planning area of 12.25 square kilometers; it is a software and information service industry community with integrated functions for R&D, accommodation, education, commerce, and leisure. Efforts will be made to build a cluster of leading enterprises in system integration services, value-added information communication services, creative digital content, software service outsourcing, and e-commerce, so as to attract internationally renowned software enterprises, enterprises in the communication sector which are connected to China Mobile South China Base, large and medium-sized creative digital content providers, and other related enterprises. Gaotang New Zone has a total planning land area of 8,875 mu (equivalent to 592 hectares) reserved for industries and related supporting facilities; its planned building area is approximately 7 million square meters.
Baiyun District

In 2011, Baiyun District’s GDP reached RMB 105.87 billion yuan, with an increase of 12 percent over the previous year. The total export value leapt by 24.42 percent to USD 2.598 billion, and utilized foreign capital increased by 7.21 percent to USD 150 million.

I. Development Positioning

Baiyun District will remain focused on Guangzhou’s strategic requirement of establishing itself as a central city of the nation, an international center for commerce and trade, and a globally renowned cultural city; the district is dedicated to its core task of “accelerating transformation and upgrading and building a well-off district”, and is devoted to the overall objective of “building a district with a thriving airport economy, creating ecologically benign urban rural areas, and constructing a peaceful and harmonious district.” Baiyun District aims at becoming a major component of Guangzhou’s central districts, a municipal-level public sub-center and a metrological ecological functional zone, an important transportation hub in the Asia-Pacific Region, a major gateway of the Pearl River Delta to the world, a base for industries around the airport, and a base for the modern service industry.

II. Development Priorities

i. To Accelerate the Formation of a Dominant Strategic Industry

First, the development of the commerce, trade, convention and exhibition
industries will be accelerated. New forms of business, such as chain operations, franchising and online merchandising, will be consolidated and expanded, corporate headquarters will be proactively introduced, and the spatial layout of commercial outlets will be optimized, in order to create two metropolitan-class commercial centers at Baiyun New Town and Airport New Town and eight regional-class commercial centers; moreover, all efforts will be made to ensure that the added value of modern service industry develops at an average annual rate higher than that of GDP of the same area during the same period. Second, strong efforts will be made to develop modern logistics industry, facilitate the transformation and upgrading of the traditional logistics industry, accelerate the development of modern logistics zones such as Experimental Zone for the Cooperation of the Circulation Services Industries of Guangdong, Hong Kong and Macau (Taiwan), and build a modern logistics industry system. Third, the biopharmaceutical health industry will be consolidated and expanded. With Guangzhou International Health Industry Town as the core, a high-standard biopharmaceutical R&D and production base will be built, and vigorous efforts will be made to press ahead with the construction of innovation platforms such as Baiyun Base of the Guangzhou Pharmaceutical Holdings Biopharmaceutical Town, thereby enhancing the technological innovativeness and regional competitiveness of the biopharmaceutical sector. Fourth, proactive efforts will be made to develop the equipment manufacturing industry. There are plans to accelerate the construction of a manufacturing base for the power transmission and distribution industry of the Baiyun electric intelligent power grid and to build a cluster of manufacturing industries for locomotives and alternative-energy equipment. Moreover, all efforts will be made to ensure that the total output value of the equipment manufacturing industry in the district will reach RMB 40 billion yuan by the end of the 12th Five-Year Plan period. Fifth, the energy-saving, alternative energy and new material industries will be fully developed. Efforts will be made to speed up the commencement of the construction of Guangzhou Energy-saving and Alternative Energy (Baiyun) Industrial Base and Guangzhou Alternative-energy Bus Industrial Base; moreover, active support will be given to Baiyun Chemical New Material Industrial Base Project.
ii. To Speed up the Construction of Strategic Development Platforms

First, vigorous efforts will be made to advance and facilitate the construction of municipal-level strategic development platforms, such as Guangzhou International Health Industry Town, Baiyun New Town area, and the Airport Economic Zone. Strong endeavors will be used to push forward the construction of the Baiyun Base of Guangzhou Pharmaceutical Holdings Biopharmaceutical Town, the Foreign Experts' Village of Guangzhou International Science and Technology Cooperation Demonstration Base, and other projects, and proactive efforts will be made to build clusters of biopharmaceutical and health industries. With a focus on modern service industry, the development and construction of Baiyun New Town area will be advanced in accordance with high standards, and a new urban center of Guangzhou will be built. In addition, there are plans to quicken the development of the Airport Economic Zone and complete the fencing of Baiyun Airport Integrated Bonded Zone (the South Zone); moreover, proactive efforts will be made to advance the development and construction of Guangzhou Aviation Industry Town and Baiyun Airport Supporting Commerce and Trade Service Zone.

Second, efforts will be increased to speed up the development of district-level strategic development platforms, such as the Guangzhou Innovation Base for Private Technology Enterprises, Nanhu National Holiday Resort, and the Baiyun Creative Industry Clustering Zone. Intensive efforts will be made to advance the construction of the Guangzhou Innovation Base for Private Technology Enterprises in order to create clusters of emerging strategic industries and high-tech industries. Focused on the leisure and holiday industry, efforts will be made to speed up the in-depth development of Nanhu National Holiday Resort, and in line with the policy on the renovation of old towns, villages and workshops, proactive efforts will be made to push forward the construction of Guangzhou Baiyun Creative Industry Clustering Zone and to build the Guangzhou Creative Industry Demonstration Zone. Third, the development and construction of other key zones will be actively advanced. Focus will be put on accelerating the construction of the golden industrial belt along the northern extension line of the Guangzhou central axis and the urban renewal and renovation of areas surrounding the Baiyun Lake and the western and northern extension zones of Baiyun New Town.
iii. To Accelerate the Enhancement of the District’s Innovation Capabilities

Proactive efforts will be made to introduce advanced institutions of scientific research and education and national key laboratories so as to strengthen the construction of public technical service platforms. Efforts will also be made to advance the series of projects for the 863 Industrialization Promotion Center, to build business incubators of various themes, and to improve the district’s high-tech entrepreneurial service platforms. There are also plans to deepen international scientific and technological cooperation, build the Guangdong-CIS International Science and Technology Cooperation Alliance into China’s most important platform for scientific and technological cooperation with the CIS region, and attract more international scientific and technological cooperation projects. Moreover, enterprises will be guided and encouraged to increase indigenous innovation; they will also receive support in establishing and improving technology R&D mechanisms. Furthermore, proactive efforts will be made to advance the construction of an “Intelligent Baiyun” and to accelerate the enhancement of the standard of information technology in the district. Stronger efforts will also be made to recruit new-generation scientific and technical personnel among overseas Chinese and other innovative talents and to foster existing local talents, thereby providing intellectual support for the enhancement of the district’s innovation capabilities.
Huangpu District

In 2011, Huangpu District’s GDP reached RMB 61.422 billion yuan, with an increase of 9.0 percent over the previous year. The total export value hit USD 1.485 billion, and utilized foreign capital rose by 7.75 percent to USD 59.09 million.

I. Development Positioning

Huangpu District will stay focused on “one overall objective” (speeding up the construction of pro-business and highly livable modern riverside district with an integrated port and town), properly apply the “two major development concepts” (aligned development and staggered dislocation development), and thoroughly implement the “three major development strategies” (the industrial development strategy of “placing equal emphasis on the secondary and tertiary industries and giving priority to the tertiary industry”; the social development strategy of “transitional community urbanization and urban community modernization”; and the cultural development strategy of “accentuating features and stimulating through brands”). The district will also steadfastly press ahead with “four transitions and upgradings” (transformation and upgrading of economic development, urban development, social construction, and cultural construction), and build a strategic functional zone for the port economy, an integrated service-oriented urban district, and a clustering area for historical and cultural tourism, thereby gradually forming a spatial layout for the industries characterized by “the secondary industry in the north and the tertiary industry in the south, one island
and three zones” and transforming Huangpu into a pro-business and highly livable modern riverside district with an integrated port and town.

II. Development Priorities
i. Eight Dominant Strategic Industries
   (i) Commerce and Trade Circulation
   Efforts will be made to promote the upgrading and renovation of wholesale markets, accelerate the construction of bulk commodity trading centers and e-commerce platforms, build two or three specialized markets with turnovers of more than RMB 10 billion yuan, and create a number of commodity distribution bases with comprehensive functions and strong radiant effects. Moreover, vigorous efforts will be made to introduce and develop third- and fourth-party logistics, and support will be given to logistics enterprises so that they can build logistics, commerce and trade information platforms on the basis of their storage and transportation advantages, thereby achieving integrated growth of commerce and trade services.
   (ii) Shipping Services
   Focus will be placed on optimizing the port functions, strengthening the linkage and cooperation with port enterprises, advancing the construction of shipping transaction markets, cruise terminals and other key functional zones, and consolidating and enhancing downstream shipping service industries, such as stevedoring, warehousing and transportation. Priority will be given to the development of midstream shipping service industries such as ship trading and crew training. Proactive efforts will be made to develop high-end shipping service industries such as shipping finance and shipping insurance.
   (iii) Cultural Tourism
   Supporting facilities will be improved for cultural tourism, catering, accommodation, entertainment and leisure; tourism promotion will be intensified, and influential products of special tourism brands and premium cultural tour routes will be developed. Moreover, efforts will be made to advance the construction of Huangpu Park of the National Online Game and Animation Base and the District Creative Culture Center, to promote the development of creative
cultural industries in clusters, and to build a number of influential brands in the animation and creative industries.

(iv) Petrochemicals
Huangpu Fine Chemical Industrial Park will be planned and constructed, environmental rectification will be strengthened, and deep-processing of petrochemical products will be further intensified. Moreover, fine chemicals, household chemicals, new materials and comprehensive utilization of resources and other related industries will be vigorously developed, and a modern petrochemical industry system will be established.

(v) Motor Vehicle and Equipment Manufacturing
The capacity expansion and renovation of Guangzhou Honda and Dongfeng Honda will be pushed forward, and efforts will be made to strive for capacity expansion in the plants and surrounding areas. Support will be given to the construction of Guangzhou Mechanical Engineering Research Institute and other automotive technology innovation platforms, thereby stimulating the growth of the auto parts industry and the mechanical parts industry and extending the auto industry chain. Moreover, proactive efforts will be made to develop the alternative-energy auto industry, push forward the relocation and innovation of shipbuilders, and support shipbuilders’ efforts to build R&D centers and bases for headquarters.

(vi) Food and Beverage
Action will be taken to develop food and beverage industries, especially beer, soft drinks, convenience foods, and food flavor ingredients. Efforts will be made to facilitate Uni-President Food (capital increase) and Heineken Beer projects and to support the R&D of products of H-Bio and other food makers. Moreover, there are plans to buttress the growth of cold chain enterprises, to build trading markets for frozen products, and to secure new bright spots in the district’s food industry.

(vii) New-generation Information Technology
Emphasis will be put on promoting the development and application of China Express Internet-of-Things Management Platform and application industrialization projects. Bulk commodity trading centers and e-commerce platforms will be built as a priority; the development of the electronic information industry will be vigorously facilitated, and proactive efforts will be made to promote the clustered
development of the basic software, application software, embedded software and integrated circuit design, and information service industries.


a) New Materials: Focus will be put on promoting the research and application of silicone encapsulation materials for large-power LED, the research on the deepening of functional polyolefin hot melt adhesive technology and product extension application, and the development of research and application of key sealing technologies for heavy and self-propelling engineering machinery. Moreover, efforts will be made to strive for breakthroughs in the R&D of new materials with high added value.

b) Alternative Energy: Emphasis will be placed on the R&D and industrialization of functional electrolytes for lithium-ion batteries and hot-melt adhesive films for solar cell packaging, and efforts will be made to create a number of core technologies and related products with proprietary intellectual property rights.

c) Energy Conservation and Environmental Protection: Focus will be put on clean energy and CCHP projects, renewable resources projects, new high-voltage static reactive power compensation devices, smart grid-distributed static synchronous compensators and other projects.

ii. Top Four Strategic Development Platforms

(i) Guangzhou (Huangpu) Port Business Zone

Covering a total area of approximately 45.92 square kilometers, Huangpu Port Business Zone is one of Guangzhou’s top six functional zones for modern service industry. Focus will be put on advancing the construction of a number of substantial projects, such as Yuzhu Core Functional Zone, South China International Port Navigation Service Center, and Changzhou Historical and Cultural Tourism Zone. Vigorous efforts will also be made to develop the modern service industry centered on shipping services, business services, and cultural tourism.

Yuzhu Core Functional Zone: This zone is primarily intended for corporate headquarters in modern service industries such as commerce and trade circulation, shipping services, port headquarters, business leisure, cultural tourism, and the
cruiser (yacht) economy; living service projects such as hotels, restaurants and shopping malls will also be built as supporting facilities.

**South China International Port Navigation Service Center:** This center will target at shipping service enterprises engaged in shipping trade, shipping finance, shipping insurance, shipping technology, shipping consulting, and shipping personnel training.

**Yuzhu Urban Complex:** This is intended to be an integrated urban complex project with shopping, leisure and entertainment facilities.

(ii) **Guangzhou Riverside New Town**

Guangzhou Riverside New Town is located on the Eastern Second Ring of Huangpu District, covering a total area of 28.18 square kilometers. This particular town is intended to become a riverside new town in Guangzhou showcasing high levels of livability; it will focus on integrated modern city services, be dominated by special productive services and high-quality waterfront residences, serve eastern Guangzhou, and exert a radiant effects on the Pearl River Delta.

**China Huangpu (International) Mechanical Park:** Intended for automobile and engineering machinery projects, mainly marketing centers, exhibition centers, R&D centers, logistics distribution centers, and electronic settlement centers.

**South China International Procurement and Distribution Center:** Intended for the procurement agencies and other related service providers set up by large-scale manufacturing enterprises, commercial and trading enterprises, e-commerce businesses, and international companies.

**Nangang Urban Complex (Nanbo and land plots south of Nanbo):** Intended as a cluster of high-grade residences and modern service industries.

**Nanwan Modern Service Industry Demonstration Base:** Intended as a garden-style base for modern service industry and intelligent industry.

(iii) **Changzhou Island Cultural Tourism Clustering Zone**

Changzhou Island is Guangzhou’s only cultural scenic spot, boasting one of the densest concentrations of cultural and historical relics in the city. Covering an area of 11.5 square kilometers, this island is an eco-gem on the crown of the
Pearl River and is rich in tourism resources. This particular zone will be built into a new town in Changzhou for historical and cultural tourism with Lingnan characteristics and international influence. Focus will be put on the development of the historical and cultural tourism, business and leisure tourism, and eco-cultural tourism.

**Changzhou Cultural Leisure Plaza**: Intended as a clustering zone for the creative cultural tourism industry, with a focus on attracting creative enterprises in modern art, animation, fashion design, industrial design, architectural design, advertising design, modern film and television production, advertising media, and fashion publications.

**Changzhou Bay Yacht Club Hotel**: Intended for development as a luxury hotel and yacht club project.

**Longview Resort**: Intended to be managed by a resourceful hotel operator.

**Changzhou Shenjing Enterprise Club Project**: Intended for enterprises clubs, shopping malls and other commercial entertainment projects.

**Tazhouwei Yacht Club and Resort Project**: Intended as a luxury hotel and yacht club project.

**(iv) Huangpu Modern Industrial Trading Park**

Huangpu Modern Industrial Trading Park is intended to become a modern industrial trading facility in northern Huangpu by taking advantage of the construction of the eastern high-tech industrial belt in collaboration with the “three districts and one city” and through the construction of the three major parks as vehicles. This particular park is expected to play a significant role in driving the high-end, clustered, intensive and ecological development of the traditional competitive industries by tapping the characteristics and advantages of Huangpu’s existing pillar industries, which are well aligned with the development orientation of Guangzhou’s top three pillar industries of automobile manufacturing, petrochemicals, and electronic information.

**Huangpu Area of Guangzhou Yunpu Industrial Park (Dongcheng and Nangang areas)**: Intended for technology- and capital-intensive corporate headquarters with integrated technological, industrial and trading operations, as well as for the technology service and business service industries.
Automobile and Equipment Manufacturing Industry Base: Intended for automobiles, spare parts and components, complete sets of equipment, and other projects.

Huangpu Petrochemical and Fine Chemical Industry Base: Intended to take advantage of the upgrading and renovation of Guangzhou Petrochemicals and the extension of its industry chain to foster and develop fine chemical enterprises in the industries of fine chemicals and household chemicals and other chemical related industries which have extensive user coverage, high added value, and vast growth potential. Only safe, environmentally friendly and cost-effective projects will be allowed in the base.
Huadu District

In 2011, Huadu District’s GDP reached RMB 75,589 billion yuan, with an increase of 12 percent over the previous year. The total export value jumped by 20.35 percent to USD 2.729 billion, and utilized foreign capital increased by 7.06 percent to USD 332 million.

I. Development Positioning
Focused on its central task of building an economically thriving district, a garden city, and a well-off district, Huadu will proactively implement its four major strategies—green development, clustered development, innovative development, and harmonious development. The district will speed up the progress of its five initiatives—industrialization, urbanization, ecologization, equalization, and internationalization. It will strive to establish itself as the center of International Airport Economic Zone, a base for the advanced manufacturing industry in the Pearl River Delta, an integrated gateway hub in northern Guangzhou, and an ecological and highly livable new town in Guangzhou as a central city of the nation.

II. Development Priorities
Huadu District will accelerate the pace of development mode transformation and economic structure optimization, and vigorously promote the transformation and upgrading of the “3 + 2” dominant industries (three key industries: advanced manufacturing, fashion industry, and commerce and trade logistics industry; two
emerging industries: alternative energy, and energy conservation and environmental protection). Moreover, Huadu will increase efforts to push forward the construction of strategic development platforms for “one belt and four parks” (the eco-leisure tourism belt, International Automobile Industrial Park, Shiling Leather Industrial Park, China Stereo Capital Science and Technology Industrial Park, and Jewelry Creative Culture Industrial Park).

i. Advanced Manufacturing

A 215-square-kilometer advanced manufacturing base focused on the automobile industry will be built in accordance with high standards to facilitate the development of automobiles, aircraft maintenance, locomotives and other advanced manufacturing industries in clusters.

ii. Fashion Industry

Oriented toward the fashion industry, Huadu will be built into a town of fashion through technology innovation, R&D and creativity, brand promotion, and industry chain integration and by promoting the transformation, upgrading and clustered development of leather, leather goods, gold and silver jewelry, textile and clothing, electronics and electric appliance industries.

iii. Commerce and Trade Logistics Industry

With a focus on Airport Business District, Guangzhou North Railway Station Commerce and Trade District, Guanghua Commerce and Trade Clustering Zone, and Guangzhou International Boutique Town, constant efforts will be made to enhance the development of modern commercial centers, specialized markets, and wholesale markets. Moreover, vigorous efforts will be made to develop new forms of business in modern commerce, trade and service industries, such as high-end chain operations, e-commerce, hotels, conventions and exhibitions, and cultural entertainment. With Airport Integrated Bonded Zone and FedEx Asia-Pacific Hub as vehicles, full efforts will be made to build clusters of modern logistics industry centered on technologies and products related to the Internet of Things. There are also plans to speed up the construction of post-automobile markets and to develop used-vehicle markets, automobile finance, automobile shows, automobile inspection and maintenance, automobile recycling, car rental and automobile culture.
iv. Emerging Industries
With the aim of seizing the commanding heights of industry development, efforts will be increased to cultivate two clusters of emerging industries of acoustic optoelectronics and energy conservation and environmental protection. On one hand, vigorous efforts will be made to attract LED epitaxy, chip and packaging enterprises, guide and facilitate local enterprises to expand towards the upstream of the industry chain, and accelerate the formation of a number of LED semiconductor lighting industry clusters with distinctive features, complete systems, environment friendliness, extensive brand recognition, and strong international competitiveness. Full efforts will be made to accommodate the transfers of international stereo industry, to build a series of brands for professional stereos, home stereos and multimedia stereos, to construct a stereo museum, an audio-visual cultural square and a stereo shopping district, and to foster new bright spots for the industry. On the other hand, there are plans to build an alternative energy innovation system, to intensify policy support for purely electric vehicles, solar energy, wind energy, lithium-ion batteries, energy conservation, emission reduction, and circular economy, and to achieve industrialized development of indigenous technologies. Moreover, action will be taken to speed up the progress of electric vehicle projects and scale new heights in the alternative-energy automobile industry.

v. Development Platforms
With indigenous innovation as the driving engine, development in clusters will be carried out to speed up the construction of the strategic development platforms of the “one belt and four parks”. First, on the strength of ecological resources of the natural landscapes in the northern part of the district, key scenic spots and tourist attractions will be strung together through the floral axis that comprises the eco-tourism areas, landscaped forest belts, and greenways; moreover, culture, history, ecological environment, fashion culture and other elements will be incorporated to build a flower-themed eco-leisure and tourism belt. Second, in line with the concept of “new industry, new district”, efforts will be made to build the automobile industry base into an “international automobile industrial park” that maintains equal emphasis on alternative-energy automobile industry
and traditional automobile industry, carries out simultaneous manufacturing of automobile parts and components and complete vehicles, integrates the automobile industry with the automobile service industry, and achieves excellence in both the ecological environment and public service. Third, on the strength of Shiling Leather Goods City, efforts will be made to build a number of key industry platforms, such as National Leather Goods Quality Supervision and Inspection Center, Shiling International Business Settlement Center, and Shiling International Leather Goods and Electronics Trading Center. There are also plans to build Shiling Leather Goods Industrial Park which features a high concentration of domestic and international brands, as well as an integration of the headquarter-related economy, creative industries, design and R&D, personnel training, quality testing, e-commerce, convention and exhibition economy, international procurement, and financial services. Fourth, efforts will be made to accelerate the establishment of Huadu International Electronic Stereo Technology Exchange and Cooperation Platform and to build Science and Technology Industrial Park in China Stereo City, which features an integration of teaching, R&D, incubation, manufacturing, testing, display and distribution. Fifth, full efforts will be made to push forward the construction of Guangzhou Jewelry Trading Center, Jewelry Shopping District and Yunfeng Emerald Museum and to build a Jewelry Creative Culture Industrial Park integrating jewelry production and processing, trading and exhibition, creative culture, and leisure tourism.
Panyu District

In 2011, Panyu District’s GDP reached RMB 123.578 billion yuan, with an increase of 13.1 percent over the previous year. The total export value climbed by 12.21 percent to USD 10.019 billion, and utilized foreign capital increased by 9.66 percent to USD 393 million.

I. Development Positioning
Panyu District will stay focused on its overall objective of building a brand-new pro-business and highly livable new town, and will remain committed to its core task of speeding up transformation and upgrading and building a well-off district. Moreover, Panyu will set out to establish itself as an economically thriving district, a high-quality district, a district of renowned towns and villages, a harmonious district, a garden city, an intelligent district, and a well-off district with a government of high-efficiency.

II. Development Priorities
i. “One Axis, One Sphere, and Two Bases”
Panyu will take steps to optimize and adjust its economic layout, build an economic development sphere for business and travel, an innovative economic development sphere, and two advanced manufacturing bases, all of which interact with one another in development.

Full efforts will be made to advance the construction of Guangzhou South Railway Station Business District, Panyu New Town, and Guangzhou International
Commodity Exhibition and Trade Complex, thereby creating an economic
development axis for business and travel. The advantages of the Guangzhou
University Town will be tapped, and focus will be placed on building an
innovative economic development sphere which will be spearheaded by Guangzhou
International Science and Technology Cooperation Industrial Park and exert
radiant effects on the joint growth of Panyu Energy Efficiency Science Park,
Guangzhou Innovation Base of Tsinghua Science Park, Huachuang Animation
Industrial Park, Giant Creative Industrial Park, Zhongyi Creative Industrial Park,
and Shawan Jewelry Industrial Park. Moreover, vigorous efforts will be made to
push forward the construction of Guangzhou Panyu Sedan Car Production and
R&D Base and Guangzhou Panyu Heavy Equipment Manufacturing Base, which
are expected to be built into an automobile production and R&D base for the
world-renowned brand Guangzhou Trumpchi and into a world-class technical
equipment manufacturing base respectively.

ii. To Develop and Expand Dominant Industries
Focus will be placed on market concentration and brand clusters, intermediary
organizations will be supported and developed, and vigorous efforts will be made
to develop modern service industries such as information services, science and
technology services, fashion commerce and trade, creative design, outsourcing,
education and scientific research. As a priority, Guangzhou South Railway Station
Business District will be built into a hub of passenger transportation in South
China and a demonstration zone for the cooperation of modern service industries
between Guangzhou, Hong Kong and Macau; Panyu New Town will be
established as the center of commerce, trade and tourism in the Pearl River
Delta; and Guangzhou International Commodity Exhibition and Trade Complex
will be developed into Chinese mainland’s largest commodity trading center. In
addition, commercial networks will be optimized and renovated, and the Shiqiao
urban area will be developed into an integrated commerce and trade service zone
featuring diversity and multiple forms of business. Moreover, vigorous efforts will
be made to develop the cultural industry, cultivate new forms of cultural
business, prosper information culture, animation and games as a priority, speed
up the construction of South China Cultural Industry Center and other cultural
parks, foster cultural industry conglomerates, and facilitate the rise of information culture as one of the leading industries. Furthermore, strong support will be given to the development of Chimelong business travel; development for the Lotus Hill scenic area, the immersion tour of the Pearl River, the Dripping Rock Zigang Eco-tourism Zone, and the “one village and four islands” will be accelerated, thereby securing a rapid growth for the tourism industry. With a focus on advanced manufacturing industries, such as automobiles and spare parts and components, ships and supporting facilities and CNC machine tools, efforts will be made to intensify the supporting facilities of industry bases, investment promotion and service management, thereby creating powerful industry clustering effects and transforming Panyu into a base for advanced manufacturing industries. Besides, support will be given to traditional competitive industries such as jewelry, power transmission and distribution, lighting and stereos, so that the technological content and added value can be increased, thus further enhancing the overall competitiveness.

iii. To Vigorously Develop the Headquarter-related Economy
Efforts will be made to attract multinational companies and domestic conglomerates to set up national or regional headquarters, procurement centers and R&D centers in Panyu. Existing corporate headquarters will be given stronger support so that they can strengthen and expand their operations. Moreover, there are plans to bring in a number of venture capitals, entrepreneurial capitals and financing guarantee institutions so as to speed up the development of enterprises by IPO.

iv. To Proactively Promote Science and Technology Innovation
Strong steps will be taken to give full play to radiant effects of new industrial parks, such as National Digital Home Application Demonstration Industry Base, Health Industry Incubator Base at Guangzhou University Town, and Guangzhou National Modern Service Industry IC Design Industrialization Base. In addition, efforts will be made to accelerate the development of emerging strategic industries, such as new-generation information technologies for digital homes, alternative-energy vehicles, and biopharmaceutical and healthcare services, so as to secure commanding heights in industry development. Moreover, taking
advantages of the concentration of talent and science and education resources at Guangzhou University Town, Guangzhou International Science and Technology Cooperation Industrial Park will be built in accordance with high standards, making it an international center for science and technology innovation and a new driving engine for economic growth.

v. To Accelerate the Construction of Key Projects

Priority will be given to the introduction of backbone projects which are of large capital investment, high technological content, extended industry chain and strong radiant effects, and which are in alignment with the direction of industry development; and mega projects will be encouraged to bring in large development for the district. Moreover, efforts will be made to push forward the construction of a number of substantial projects, including Guangzhou Trumpchi Motor Town, CSSC Low-velocity Diesel Engine Project, Guangzhou Medium-velocity Diesel Engine Project, and Wanbo Business Center. Furthermore, steps will be taken to speed up urban and rural renewal, promote the economical and intensive land utilization, and ensure the land requirements of key projects, thereby securing green growth modes that fit the resources-conserving and eco-friendly society.
Nansha Development Zone (Nansha District)

In 2011, Nansha District’s GDP increased by 13.1 percent year-on-year to RMB 57.106 billion yuan, total exports rose by 12.98 percent to US$ 4.018 billion, and utilized foreign capital grew by 7.05 percent to US$ 672 million.

I. Development Positioning
In line with high-end, service-oriented and internationalized development, Nansha District will concentrate on key areas for growth in the nation’s emerging strategic industries and make proactive efforts to advance the integrated development of the modern service industry and the advanced manufacturing industry. Focus will be placed on the development of high-end services, intellectual industry, and coastal manufacturing, and strong steps will be taken to foster marine economic clusters, build a number of major projects with strong growth potential, high added value, and high technological content, and accelerate the formation of a more competitive modern industry system, thereby transforming Nansha District into a major player of China in international competition.

II. Development Priorities
i. Nansha as the Startup Area for the CEPA Pilot Integrated Demonstration Zone
In the months ahead, planning and construction will commence for a land plot of 3 square kilometers in the northern part of the area, another land plot of 3 square kilometers in the southern part of the area, and a third land plot of 18 square
kilometers in the central part of the area.

The northern part of the startup area, covering 3 square kilometers, is intended as an area for cooperation in education and training, innovation, high-end healthcare. Efficient transport systems directly link this area to some large and medium-sized cities in the region, including Hong Kong, Macau, Guangzhou, Shenzhen and Dongguan, as well as the Guangzhou University Town. This particular area will provide efficient transportation conditions for accumulating the rich education, innovation and healthcare resources in Guangdong, Hong Kong and Macau, as well as for serving consumers in the Greater Pearl River Delta.

Focus will be placed on attracting renowned universities and institutions of science and technology, education and training in Hong Kong, Macau, mainland China and foreign countries to carry out international education and vocational training cooperation. These universities and institutions are expected to jointly build a demonstrate zone for the collaborative science and technology innovation by Guangdong, Hong Kong and Macau and construct a base for the incubation and industrialization of scientific and technological achievements in the three regions. Moreover, vigorous efforts will be made to grow healthcare, fitness and leisure industries for high-end consumers in the Pearl River Delta.

The central part of the startup areas is intended as a site for business services and financial innovation cooperation and is an integral part of the urban center at the estuary of the Pearl River, covering an area 54 square kilometers.

A financial cooperation and open innovation zone will be built on the strength of shipping finance and financial leasing, and vigorous efforts will be made to build clusters of high-end professional services relating to law, accounting, architecture, conventions and exhibition. Strong steps will also be taken to grow the headquarters-related economy and to actively develop the creative cultural industries, including industrial design, digital media content, animation and games. Moreover, efforts will be increased to prosper the seaside leisure tourism and watery town cultural tourism industries, build a demonstration zone for Lingnan watery town residences, and construct a core area for the business service center.

The southern part of the startup area is designed as a Guangdong, Hong Kong and Macau data special zone and as a site for cooperation in the emerging strategic
industries. Covering an area of 3 square kilometers, this area has been zoned with considerations of linkage to the transportation hubs on both shores of the estuary of River Pearl. It will engage in cooperation with Hong Kong and Macau’s service industries and with the dense concentration of manufacturing industries in the vicinity, such as electronic information and home appliances. In terms of project review and approval, foreign exchange management innovation, and bonded supervision, the policy advantages of this area as a national-class special economic functional zone will be fully exploited.

Strong efforts will be made to develop information services, data technology R&D and services, cloud computing, and other data industries as well as service outsourcing industries; there are plans to build a Guangdong, Hong Kong and Macau offshore data special zone, prosper the emerging strategic industries of LEDs, the Internet of Things, and intelligent manufacturing, and build a demonstration base for the upgrading and transformation of Guangdong, Hong Kong and Macau’s manufacturing industries.

ii. Intelligent Island

Focus will be put on investment promotion for the construction of infrastructure facilities on the Intelligent Island, the Intelligent Technology Innovation Center, the Cloud Computing Center, the Intelligent Industry Park, port intelligence, intelligent corporate headquarters, the Intelligent Products Trading Center, the International Intelligent Community, high-level intelligent educational institutions, and demonstration of intelligent administrative services.

iii. Low-carbon Town

Emphasis will be put on investment promotion for the development of green eco-communities, green transportation, distributed energy stations and other high-efficiency resource and energy utilization projects, electric vehicles, alternative energy development, the LED industry, and low-carbon technology R&D.

iv. Nansha High-end Medical Town

Emphasis will be put on the introduction of high-end medical institutions, rehabilitation, healthcare, and medical checkup institutions, as well as resources-sharing diagnostics and testing facilities.

v. Service Outsourcing Demonstration Park

This demonstration park is primarily targeted at enterprises offering information
technology outsourcing (ITO) services, technical business process outsourcing (BPO) services, and technical knowledge process outsourcing (KPO) services, as well as training institutions. Priority will be given to service industry projects with vast growth potential and high added value, such as software technology, R&D and design, inspection and testing, finance, law and consulting. This particular park is aimed at becoming an outsourcing demonstration zone with clustering force, stimulatory effects, and a significant influence.

vi. High-tech Industry Park
Efforts will be made to exploit the incubation functions of the Nansha Information Technology Park and the Nansha Technology Innovation Park. Moreover, a high-tech industry development zone with significant industry clustering effects will be built and an “Intelligent Nansha” will be created on the basis of the solid industrial foundation of the automobile, equipment and shipbuilding industries, and on the strength of the R&D advantages of the Nansha Modern Industry Research Institute of the Ministry of Education, the CAS Guangzhou Industry Technology Institute, and the HKUST Fok Ying Tung Graduate School.

vii. Nansha Bonded Port Area
Efforts will be made to introduce third-party logistics firms, carriers, trading companies, transnational purchasing companies, and enterprises engaged in export processing trade.

viii. Electronic Information Industrial Park
This park is mainly aimed at attracting electronic technology and product manufacturers from the Pearl River Delta, the rest of China and abroad to set up operations in clusters. Focus will be put on the introduction of new high-end electronic information industries and supporting industry projects. Priority will be given to the development of the sensor manufacturing, intelligent product manufacturing, and integrated circuit industries. High-end R&D, design and other links of the industry chain will be emphasized as well. The park is intended to become one of China's major clusters of electronics manufacturing enterprises.

ix. Shipping Finance Service Area
The Shipping Finance Service Area is aimed at attracting financing, settlement, insurance, trust, leasing and other shipping finance industries, and building a shipping financing transaction platform. It will also strive to bring in bulk
commodity futures brokerage and attract the maritime court, the maritime arbitration agency, maritime schools and other service industries and enterprises to set up branches in Nansha. A Nansha shipping service headquarters area will be built at the Longxue Island Port Building in the near term and on a land plot in the central urban district in the medium term. All efforts will be made to bring a significant number of high-end elements of Guangdong, Hong Kong and Macau’s shipping industries into the Nansha New Zone for growth in clusters within the shortest time possible. Moreover, the Guangdong, Hong Kong and Macau International Shipping Integrated Experimental Zone will be established to attract and cultivate top-notch talents.

x. Guangdong, Hong Kong and Macau Creative Cultural Industry Base

Kea development items will include but not limited to the incubation of creative industries for film and television animation; amusement parks themed on film and television animation; hotels; cultural consumption; production, publication and distribution of film and television animation products; and tourism and leisure relating to film and television animation.

xi. Hong Kong and Macau High-quality Fruit and Vegetable Supply Base

Partners are sought for joint development of the project into a safe agricultural product base with integrated production, processing and distribution facilities, and for joint creation of a premium brand. Production and processing can be combined with sightseeing, tourism and catering. This project is poised to become a showcase of the developmental achievements of Guangzhou’s urban agriculture industry parks.

xii. Pearl River Industrial Park

Priorities will be given to introduce LEDs, automobile parts and components, electronics, machinery, and other advanced manufacturing projects.

xiii. Hengli Industrial Park

Efforts will be put on the introduction of integrated supporting facilities, grains processing, and environment-friendly manufacturing enterprises.
Guangzhou Development Zone  
( Luogang District )

In 2011, Luogang District’s GDP climbed by 14 percent year-on-year to RMB 160.29 billion yuan, total exports (in Guangzhou Development Zone) surged by 17.5 percent to US$ 16.07 billion, and utilized foreign capital dropped by 9.3 percent to US$ 1.11 billion. Both total exports and utilized foreign capital were the highest among all districts (county-level cities) in Guangzhou.

I. Development Positioning
Luogang District (Guangzhou Development Zone) will carry out structural adjustments to secure new areas of economic growth, pursue indigenous innovation to seize the commanding heights of development, and build “two towns and one island” as its strategic buttresses. Moreover, Luogang will stick to its path of brand-new urbanization and speed up the construction of the knowledge-based economy pilot zone, the innovative entrepreneurship demonstration zone, the future city model zone, and the social construction experimental zone. On this basis, Luogang will set out to grow its dominant strategic industries, build the “two towns and one island” strategic development platform, construct strategic infrastructure facilities, promote the switch of the industry structure from the dominance by the manufacturing industry to the integrated development of the emerging industries and the manufacturing and service industries, and facilitate the shift of the forms of construction from industry parks to industry-and-town integrated districts.
II. Development Priorities

i. To Foster and Develop Dominant Strategic Industries

(i) Focus will be placed on the cultivation of “6 plus3” clusters of dominant strategic industries, which means six clusters with an annual output value of RMB 100 billion yuan and three clusters with RMB 50 billion yuan. The six clusters with an annual output value of RMB 100 billion yuan include the electronics and information industry cluster, the flat-panel display industry cluster, the new material industry cluster, the fine chemical industry cluster, the biopharmaceutical industry cluster, and the knowledge-intensive service industry cluster. The three clusters with an annual output value of RMB 50 billion yuan include the creative cultural industry cluster, the LED industry cluster, and the Internet of Things industry cluster.

(ii) Strong efforts will be made to raise the development level of the advanced manufacturing industry and to extend this industry towards the high-end value chain. There are plans to vigorously develop projects with high levels of technology, a large scale, and strong R&D capabilities, foster leading enterprises in the emerging strategic industries, and facilitate the development of the province’s top 500 modern industry projects and top 100 indigenous innovation projects.

(iii) Proactive efforts will be expended to develop the modern service industry. Focus will be put on the development of the headquarters-related economy, industrial design, testing and certification, bonded logistics, service outsourcing and other productive service industry projects, as well as commerce and trade circulation, real estate, catering and other living service projects. The policy advantage of the bonded area will be brought into full play, a non-ferrous metal trading center will be planned and built, and an imported cosmetics market will be developed.

(iv) Support will be given to innovative industry development. Efforts will be made to improve the science and technology innovation platform and the innovation service system and to accelerate the construction of a number of innovation platforms, including the BUAA Emerging Industry Technology Research Institute, the Beidou Satellite Navigation Guangzhou Industry Park, the South China New Drug Development and Manufacturing Center. Moreover, steps
will be taken to intensify the service management of incubators and accelerators and to improve public technology platforms, innovation alliances, venture capital, and other innovative service systems. In addition, proactive efforts will be expended to build a national indigenous innovation demonstration zone and to secure national policy support. Furthermore, applications will be actively filed for designations as a national intellectual property rights demonstration park and as a national-class high-tech industry standardization demonstration zone, thereby securing high-quality platforms for the development of innovative enterprises.

ii. To Press Ahead with the Construction of the “Two Towns and One Island” Strategic Development Platform

(i) The quality of the development and construction of the Knowledge City will be enhanced. Luogang District will adhere to scientific development and unhurried construction, promote the development and construction of the Knowledge City in a comprehensive manner, and accelerate the construction of the Knowledge City’s infrastructure facilities, including a road network, resettlement areas, and water and power supply systems. Moreover, Luogang will kick off construction projects for road safety systems (including smart street lamps), green hospitals, green schools and other intelligent city construction projects, and promote the use of clean energy. With a focus on the dominant industries of the Knowledge City, the Intelligent City, electric vehicles, and other industry priorities, Luogang District will enact specific policies on investment promotion and industry support. In addition, efforts will be made to facilitate the registration and setup of the Knowledge-based Economy Research Institute of the National University of Singapore and the Knowledge City Innovation Training Center of Nanyang Technological University.

(ii) Luogang District will set out to push forward the construction of supporting facilities for the Bio-Island and the development of the industries. It will enhance the construction of infrastructure and supporting facilities and commence the construction of the Guangzhou International Innovation Center, international hotels, and the community of corporate headquarters (apartments for scientists). In addition, efforts will be made to give full play to the brand recognition of the core area of the national-class biopharmaceutical industry base and attract a
number of world-class biotech companies to this area. Moreover, Luogang will strengthen its cooperation with higher-education institutions, scientific research institutes, and large corporate research institutes and strive to bring a number of substantial biotech projects to the Bio-Island. Furthermore, the biotech innovation service system will be enhanced to provide enterprises with high-end operations management services.

(iii) Luogang will take action to enhance the comprehensive service functions of the Science City, speed up the construction of accelerators for tech enterprises based in the Science City, and build a scientist club, which will provide scientific and technical personnel and innovators with a venue for communication.
Conghua County-level City

In 2011, Conghua City’s GDP surged by 13.2 percent to RMB 22.38 billion yuan, total exports leapt by 28.6 percent to US$ 1.89 billion, and utilized foreign capital soared by 34.8 percent to US$ 210 million.

I. Development Positioning

Conghua will adhere to its “mega transport, mega tourism, mega industry, and mega platform” strategy, give high priority to the cultivation and growth of the dominant strategic industries, facilitate the construction of strategic development platforms, strive to build a characteristic modern industry system, and promote the establishment of itself as a sub-central city of Guangzhou and the most livable eco-city in the Pearl River Delta. Moreover, Conghua will endeavor to build clusters of emerging strategic industries and to secure the “highlands” of the modern service industry centered on eco-leisure tourism; besides, with the high-tech industry as the forerunner and the advanced manufacturing industry as the buttress, Conghua will set out to establish a brand-new industry system featuring a high technological content, solid economic returns, low resource consumption, little environmental pollution, and strong market competitiveness. Furthermore, Conghua will adhere to high-end, clustered, intensive, ecological and characteristic industrial development. With the High-tech Industry Park of the Guangdong Conghua Economic Development Zone and the Bright Pearl Industrial Park as the vehicles, Conghua will vigorously develop automobiles and parts and components, home appliances, household chemicals, biopharmaceuticals, electronic information, handiworks, food processing, new materials and alternative energy
(photovoltaic) industries. In the regional development layout, the western areas will be devoted to the development of the advanced manufacturing industry, and the central and southern areas will be dedicated to the development of the emerging strategic industries; the high-tech industry will be developed on the strength of the Guangzhou China-Singapore Knowledge City and the Airport Economic Zone.

II. Development Priorities
i. Industries with High-priority Development

(i) **Automobile and Parts Industry**: Focus will be put on the development of business vehicles and their parts, the formation of a mega culture of Guangzhou’s auto industries that competes, cooperates and shares resources other auto sectors, and the cultivation of scale advantages and supporting facility advantages that will enable Guangzhou’s auto industry to grow by leaps and bounds.

(ii) **Home Appliance Industry**: Focus will be placed on the development of refrigerators and air-conditioners, and a home appliance industry chain will be gradually created on the strength of Guangzhou Wanbao Group Refrigerators Co., Ltd., Hitachi Air-Conditioning & Refrigerating Products (Guangzhou) Co., Ltd., Hitachi Compressor Products (Guangzhou) Co., Ltd., and other projects.

(iii) **Biopharmaceutical Industry**: Priority will be given to the development of proprietary Chinese medicines, biopharmaceutical and chemical medicines. With Guangdong Xianqiang Pharmaceutical Co., Ltd., Guangzhou Hanfang Pharmaceutical Co., Ltd., and Guangzhou Jiahe Pharmaceutical Co., Ltd. as the leaders, a biopharmaceutical clustering zone will be gradually created, which will specialize in the manufacturing of biochemical drugs and biopharmaceuticals.

(iv) **Household Chemical Industry**: With Guangzhou Avon Manufacturing Co., Ltd. and Wheathfields Lohmann (Guangzhou) Household Chemicals Limited as the leaders, resources will be concentrated on the development of the Meidu Cosmetics Base, and priority will be given to the development of daily-use cosmetics and household chemicals; a clustering zone for household chemicals will be created as well.

(v) **Emerging Strategic Industries**: They mainly include the new material industry and the alternative energy industry. Taking advantage of the move of
Shanghai Genius New Materials (Group) Co., Ltd., a national-class innovative pilot enterprise, to establish a presence in Conghua, the new material industry will focus on developing thermoplastic composite sheet projects and building a world-class new material industry base. And, the alternative energy industry will focus on the development of solar cell and solar power generation system projects on the strength of the South China Photovoltaic Industry base and the Golden Photovoltaic Energy (Conghua) Industry Base.

(vi) **Modern Service Industry**: First, the development of the fashion creative culture industry will quicken. Conghua City will speed up the construction of the Guangdong Animation Town and Sanxue Garden and strive to attract a greater number of higher-quality enterprises in addition to Japan’s Sony Computer Entertainment and Singapore’s TQ-Global, thereby building an animation creative industry chain. Second, the e-commerce industry will be vigorously fostered. The standard of e-commerce within the area will be significantly raised on the strength of the launch of the Guangdong Moonbasia E-commerce Industry Base, the Hainan Airlines South China Airport Back Office Service Base, the Pearl River Life and Health Town and Technology CBD Project, the Guangdong Luote Biopharmaceutical Valley, the Guangzhou International Commerce and Trade Town, and the Xinronghong International Commerce and Trade Town. Third, vigorous efforts will be made to develop service outsourcing, speed up the construction of service outsourcing vehicles, bring in high-quality service outsourcing enterprises, and introduce service outsourcing projects in key sectors, including warehousing and logistics outsourcing, business process outsourcing, R&D outsourcing, customer service, and financial management. Moreover, service outsourcing talents will receive strengthened training.

(vii) **Modern Logistics Industry**: Conghua will set out to build a logistics park system, logistics transport platforms, logistics information platforms, as well as a modern logistics system with integrated functions of warehousing, forwarding, processing, distribution, multimodal transport, exhibition and trading.

(viii) **Knowledge City and Airport Back Office Services**: Conghua City will assemble the data centers, bills centers, file management centers, customer service centers, R&D centers, training and education centers and other back office service entities of banks, insurance companies and other financial
institutions in the Airport Economic Zone, and use network and information processing technologies to provide financial institutions with uninterrupted, efficient back office support services around the clock. Moreover, all efforts will be made to create a relatively complete industry chain for financial information services, raise the industry grade of back office service areas, and build a modern financial service industry base. Additionally, on the strength of the existing foundation for industry development, efforts will be made to achieve concurrent integration, capacity expansion and upgrading. Furthermore, the high-tech industry park will be expanded in accordance with the standards for national development zones, and strong efforts will be made to improve infrastructure facilities, build public innovation service platforms, and optimize the back office service functions of the Knowledge City and the airport.

ii. Kea Development Areas

The central and southern areas, intended as optimized and developed functional zones, include Jiekou Street, Jiangpu Street, Chengjiao Street, Taiping Town, the High-tech Industry Park, and part of the Hot Springs Town, covering an area of 450 square kilometers. Focus will be put on the development of commerce and trade, culture, emerging strategic industries, modern services and high-tech industries, while the real estate industry will be moderately developed. The northern area, designed as a restricted development functional zone, include Lutian Town, Liangkou Town, Liuxi River Forest Farm, Liuxi River Hot Springs Resort, Dalingshan Mountain Forest Farm, and part of Hot Springs Town, covering an area of 1,075 square kilometers. In the north area, industrial development is restricted, and focus is placed on the development of tourism and leisure industries and ecological specialty agriculture. The western areas, designed as key development functional zones, include Aotou Town, the Bright Pearl Industrial Park, and part of Chengjia Street, covering an area of 460 square kilometers. Focus will be put on the development of automobiles and parts and components, home appliances, motorcycles and parts and components, heavy-duty equipment, electrical machinery, household chemicals manufacturing, and other modern industries, as well as the modern logistics industry.
Zengcheng County-level City

In 2011, Zengcheng City's GDP grew by 13 percent year-on-year to RMB 78.82 billion yuan, total exports surged by 19.7 percent to US$ 2.87 billion, and utilized foreign capital increased by 7 percent to US$ 90 million.

I. Development Positioning

Zengcheng City will remain focused on its objective of building a city sub-center of Guangzhou and the Eastern Guangzhou High-tech Industry Belt, and will proactively implement the Zengcheng Development Zone stimulation strategy and the main functional zone deepening strategy. Moreover, Zengcheng will speed up industrialization, urbanization and regional integration, and create a development pattern of “one district and multiple parks”, with Xiangshan Chancheng New Zone, Zengjiang High-tech Zone, Shitan Creative Industry Park, and the Eco-tourism Demonstration Zone as functional components. Efforts will also be made to expand advanced manufacturing industries centered on the manufacturing of complete automobiles and motorcycles and their parts and high-end equipment. There are also plans to foster emerging strategic industries such as LEDs, solar photovoltaic, alternative-energy vehicles and new-generation information technology, promote modern service industries such as R&D and design, data services, the Internet of Things, and creative industries, and speed up the creation of a modern industry system.
II. Development Priorities
i. Main Industry Component

(i) Xiangshan Chancheng New Zone Industry Component: This component comprises the East Guangzhou (Zengcheng) Automobile Industry Base and the East Guangdong Integrated Gateway High-end Business District (including the Transportation Hub High-end Business District and the Productive Service Industry Park), which has been built on the basis of the East Guangzhou Transportation Hub Center. There are plans to build bases for advanced manufacturing industries and emerging strategic industries, with a focus on the development of emerging strategic industries such as automobiles, alternative-energy vehicles, LEDs, photovoltaic, e-commerce, and the Internet of Things. Furthermore, plans are in place to build a modern consumer innovation center, a pioneering high-end business district, a new productive service zone, and an intelligent, green and low-carbon international community.

(ii) Zengjiang High-tech Industry Component: This component includes the Zengjiang Street East Zone High-tech Industry Base. On the strength of the Beijing Automotive Group South China Production Base, proactive efforts will be made to develop high-tech industries centered on electronic information and advanced manufacturing industries centered on automobile production.

(iii) Shitan Creative Zone Industry Component: This component includes the Shitan R&D Creative Industry Park and is designed as a creative industry park integrating R&D, creativity, education, and scientific research. Efforts will be made to build the East Guangzhou Alternative-energy Vehicle R&D Creative Function Zone, and focus will be put on the development of the automobile and alternative-energy vehicle R&D creative function zone, the cultural derivative center, the creativity planning center, and other public service platforms.

(iv) Eco-tourism Demonstration Zone Industry Component: This component includes the Licheng international Holiday Resort and the Baishuizhai Ecological Scenic Area. Focus will be put on the introduction of eco-tourism, leisure, hot-springs hotels, health sports, geological parks, wilderness adventure, outward training, leisure and entertainment projects.
ii. Industry Development Platforms

(i) Electric Vehicle Industry Park at Zengcheng Development Zone: Focus will be placed on the introduction of the electric vehicle R&D and design, technology application, charging equipment and public works construction projects, and efforts will be made to build the Guangzhou Electric Vehicle Testing Base and to seize the strategic frontier in the promotion of the applications of alternative-energy vehicles.

(ii) LED Industry Park at Zengcheng Development Zone: Focus will be put on the introduction of R&D, production and application projects relating to semiconductor lighting (LED), thereby building a national-class LED industry base.

(iii) Photovoltaic Industry Park at Zengcheng Development Zone: Focus will be put on the introduction of R&D and production projects relating to solar photovoltaic cells and photovoltaic power generation systems, thereby cultivating a photovoltaic industry base with an annual output value of RMB 100 billion yuan.

(iv) E-commerce & Internet of Things Industry Park at Zengcheng Development Zone: Focus will be placed on the introduction of e-commerce, radio-frequency identification (RFID), cloud computing, next-generation broadband wireless mobile communications, Internet of Things, and next-generation Internet, digital home projects, thereby creating a hub platform for the intelligent city.

(v) East Guangzhou (Zengcheng) Auto Industry Base: Focus will be placed on the introduction of projects relating to automobiles, motorcycles, parts and components, high-end equipment and other industries, thereby strengthening and expanding advanced manufacturing industries centered on automobiles.

(vi) (Zengjiang) East Area High-tech Industry Base at Zengcheng Development Zone: Focus will be placed on the introduction of automobiles and their parts and components, as well as energy conservation, environmental protection equipment, biopharmaceuticals and other high-tech industry projects.

(vii) High-end Business District at East Guangzhou Transportation Hub Center: Focus will be placed on the attraction of projects associated with the headquarters-related economy, convention and exhibition centers, business
conferences, financial services, enterprise services, commerce and trade circulation, product exhibition, thereby building a high-end business platform in east Guangzhou.

(viii) (Shitan) **Creative Industry Park at Zengcheng Development Zone:** Focus will be placed on the development of creative R&D functional zones for automobiles and alternative-energy vehicles, cultural derivative centers, and creative planning centers, and other public platforms.
Bonded Supervision Zones
**Bonded Supervision Zones**

By the end of 2011, there are five nationally approved bonded supervision zones in Guangzhou, including Guangzhou Free Trade Zone, Guangzhou Export Processing Zone, Guangzhou Bonded Logistics Park, Guangzhou Nansha Free Trade Port Zone and Guangzhou Baiyun Airport Comprehensive Bonded Zone, making the city become one of the cities with the most abundant and complete functions bonded supervision zones. Benefiting from the favorable conditions of seaport, airport and inland-transportation, as well as its mature basis of processing and manufacturing industry, Guangzhou is taking a lead in China in construction and development of bonded supervision zones, which is playing increasingly significant role in enhancing the level of export-oriented economy and turning Guangzhou into an international trade center and logistics center in Asia. The bonded supervision zones serve as the important economic function areas to undertake international industrial transfer and connect the domestic and overseas markets, and the important carrier of developing modern tertiary industry.

According to the plan approved by the State Council, the five bonded supervision zones covers a total area of 20 square kilometers, 7.1 square meters of which have run into operation. The Guangzhou Free Trade Zone, founded in May, 1992, was the earliest one; the Guangzhou Baiyun Airport Comprehensive Bonded Zone, approved in July, 2010, is the youngest one with the largest planning area.

In 2011, the bonded supervision zones in Guangzhou realized a total trade volume of US$ 45.648 billion, up by 42.78 percent year-on-year, and the export and
import trade reached US$ 5.514 billion (including export volume of US$ 3.059 billion and import volume of US$ 2.455 billion), up by 27.64 percent year-on-year.

**Guangzhou Free Trade Zone (Guangzhou Bonded Logistics Park inclusive)**

### I. The Current Development

In 2011, the accumulated trade of Guangzhou Free Trade Zone reached US$ 16.577 billion, up by 30.78 percent year-on-year. The trade volume of the Guangzhou Bonded Logistics Park registered US$ 12.593 billion, increasing by 39.3 percent year-on-year, thus it won the 4th place in China. The tax revenue reached RMB 1.378 billion yuan, up 39.22 percent year-on-year, and the contractual utilization of foreign capital US$ 52.24 million, up by 22.51 percent; the gross industrial output got to RMB 6.62 billion yuan, down by 10.96 percent, and the investment in fixed assets RMB 92.94 million yuan, decreasing by 47.2 percent.

By cooperating with Huangpu New Port to expand the function of port logistics, the Guangzhou Free Trade Zone endeavors to promote the transformation from an infrastructure port to a port of international resources allocation. Goods are allowed to enter the Zone directly from the wharf and it takes only two to three hours to go through declaration, inspection and release in one-time. By making full use of the advantages of the Bonded Logistics Park in customs clearance, tax rebates, transfer, information and other services, the service supporting function of the port is expanded and the needs for the integrative development of shipping, ports and logistics are met and major international regular shipping liners and sources of transit containers are being attracted here. In addition, efforts are made to renovate and expand the goods inspection sites, improve the electricity supplies and construct new parking lots, loading sites and other supporting hardware facilities to meet the needs of logistics industry’s development. The Guangzhou Bonded Logistics Park has established a joint conference system with
the customs, inspection and quarantine departments to effectively enhance customs clearance efficiency and significantly reduce the costs in customs clearance and logistics of enterprises. Moreover, supported by modern information technology and driving functions of dragon-head corporations, the Guangzhou Bonded Logistics Park has made achievements in Beidou satellite application technology, RFID intelligent identification technology, mobile logistics, e-commerce platform and other aspects. Up to now, 30 enterprises based on e-commerce platform and 100 enterprises on Internet of Things with revenue of related industries amounting RMB 20 billion yuan have been gathered in the zone.

II. Development Priorities

The Guangzhou Bonded Logistics Park will give full play to the policy advantages while providing supporting logistics services for the manufacturing enterprises and expanding international distribution business. Initiatives will be taken to introduce more cross-border distribution center projects, keep track of cross-border distribution business and guide the large-scale export-oriented manufacturing enterprises to set distribution center in the park. In addition, the Park will build large-scale specialized markets of iron, steel, coal, alcohol and chemical, based on the major electronic trading platforms such as Alibaba, 360buy, Youboy and IFlashbuy and large-scale logistics distribution systems including China Southern Airlines and Guangdong Yueao Logistics Company. At the same time, initiatives will be taken to introduce and nurture the e-trading platforms and online digital authentication systems to improve the supporting system of logistics industry.

Guangzhou Export Processing Zone

I. The Current Development

Founded in April, 2000, the Guangzhou Export Processing Zone is one of the 15 export processing zones approved by the country for the first time and its planned area covers 3.05 square meters. In accordance with the principle of “planned
unified, developed in phases”, the first phase of the Zone, covering 0.9 square
kilometers with complete supervision and supporting facilities, has run into
operation. It is one of the key exporting automobiles bases in Guangzhou with
Honda Motor (China) Co., Ltd., located inside, which is the first wholly
export-oriented finished automobiles enterprise in China with functions of
welding, painting, vehicle assembly and detection. The automobiles
manufactured here have reached the most demanding access European standards
and 50,000 automobiles in the first phase are made for exporting to Europe.
In 2011, the annual industrial output of the Guangzhou Export Processing Zone
registered RMB 2.356 billion yuan, up by 6 percent year-on-year, and the import
and export volume stood at US$ 414 million. The Honda Motor (China) Co.,
Ltd. manufactured 24,202 automobiles and exported 24,244 ones.

II. Development Priorities
In 2012, the Guangzhou Export Processing Zone will accelerate the expansion of
the bonded logistics function, promote the construction of infrastructure and
complete the building of integrated warehouse and the renovation of goods
inspection sites. In addition, the Zone will promote informationization by
clearance system construction and build itself a modern logistics model zone which
is the best in logistics service, advanced in logistics technology and means and
standard in operation of logistics enterprises, aiming at providing the most
advanced and convenient logistics service for the enterprises in the Science City
and Knowledge City.

Guangzhou Nansha Free Trade Port Zone

I. The Current Development
In 2011, the economic indexes of the Guangzhou Nansha Fredd Trade Port Zone
registered a substantial growth. The annual trade volume stood at US$ 28.5
billion, up by 48 percent year-on-year, and the bonded business US$ 3 billion,
increasing by 125 percent. The import and output volume of enterprises in the
Zone amounted to US$ 850 million, rising by 325 percent year-on-year, including US$ 440 million of export volume. The customs transmit volume was US$ 450 million in 2011. The handling capacity of containers here reached 8.82 million TEU, up by 23 percent year-on-year, including 2.26 million TEU of containers for foreign trade, increasing 35 percent. In the same year, the number of shipping lanes for foreign trade rose from 19 to 36, which greatly improved the comprehensive shipping ability of the port.

The customs clearance ability of the Nansha Free Trade Port Zone was further optimized.

First, service of customs clearance was further strengthened. The customs, inspection and quarantine departments have introduced one-stop service, night customs clearance and reserved overtime working system. The centralized declaration system has been put into operation, which enables hundreds of customs clearances procedures to be completed within two hours. Partial shipment of wines and after-sale repair service of mechanical and electrical goods has also made substantial progress, having further improved the function of the Zone.

Second, the inspection facilities were improved. The information system of the Zone kept running stably and its maintenance and operation plan will be approved by the upper departments. The renovation of customs video in the processing zone has been completed, which enable the online monitoring by the upper departments over the site of processing zone to come true. The renovation project of Inspection and Quarantine Laboratory is expected to be completed, which will further enhance the technical level of food testing of the Nansha port.

Third, taking the opportunity of Maersk increasing shipping routes, initiatives have been taken to coordinate the inspection departments to formulate supporting measures, improve inspection process and enhance the efficiency of customs clearance in the Nansha Free Trade Port Zone so that the goods import and export process in the port zone meets the demands of international shipping operation. Currently, there are 12 Maersk lines attached to the Nansha Port, 11 of which are newly increased in 2011, and the annual import and export containers handled in the port increased by 303 percent year-on-year.
II. Development Priorities
In 2012, the Nansha Free Trade Port Zone will deepen the functional development, promote the coordinative and differentiated development of the port and zone and build logistics hub to provide strong support for the development of export-oriented enterprises and neighboring-port enterprises, with emphasis on developing large logistics distribution centers and leading processing enterprises. Major efforts are also made to introduce more large-scale manufacturing and processing, logistics and warehousing companies, proactively develop headquarters-related economy, offshore trade, trading center, settlement center and leasing enterprises and build the port into an international logistics hub which will be the future international imported goods exhibition and distribution center, international procurement and distribution center, international transit center, international bulk cargo trading center and exported cargo consolidation logistics center.

Guangzhou Baiyun Airport Comprehensive Bonded Zone

I. The Current Development
As one of the key construction projects in Guangzhou, the Guangzhou Baiyun Airport Comprehensive Bonded Zone is under smooth construction in 2011, and thanks to the efforts by the working group of construction and preparation for examination of the bonded zone, the construction area in the first phase covers 1.42 square kilometers, accounting for 19.2 percent of the total planned area, including 0.59 square kilometers of the southern section, 0.44 square kilometers of the middle section and 0.39 square kilometers of the northern section. At present, the first-stage project of the Comprehensive Bonded Zone has been completed, and the plan of industrial development has been compiled.
The Guangzhou Airport Bonded Logistic Center, the core part of the Guangzhou Baiyun Airport Comprehensive Bonded Zone, has been first put into operation. In 2011, the Guangzhou Airport Bonded Logistics Center boasted a handling capacity of 303,200 tons and the annual revenue of RMB 175.8873 million yuan, increasing by 9 percent and 12.35 percent year-on-year respectively. Currently,
more than 160 airlines, express companies, customs clearance companies and international freight forwarding companies such as China Southern Airlines, Singapore Airlines, Air France, Korean Air, Malaysia Airlines, Cosco, Sinotrans, UPS, DHL and TNT have settled in the center and begun to operate. Five enterprises are undertaking bonded business, and they all carry out bonded warehouse and “one-day travel” business. In 2011, the bonded warehousing business of the zone registered 2120.3 tons, one-day travel business 918 deals and the accumulated goods value US$ 134.8445 million.

II. Development Priorities

According to the Industry Planning of the Guangzhou Baiyun Airport Comprehensive Bonded Zone, the Guangzhou Baiyun Airport Comprehensive Bonded Zone will focus on developing the international airport logistics industry and related industries and turning the airport economic zone into a high-end industries clustering center. By adopting the model of jointly developing port-neighboring high-tech processing and manufacturing industry and high value-added manufacturing service industry, the Zone will endeavor to develop modern logistics, bonded trade, bonded processing, bonded R & D, bonded test and maintenance and bonded exhibition business. The functions of each section are positioned as follows:

i. Middle Section.

The middle section is positioned for developing airport supporting logistics that is high value-added and time-limited. Based on the airport operation and the bonded logistics center (B type), it proactively develops the business of bonded logistics and distribution-oriented service, and focuses on building all kinds of import and export bonded warehouses and express centers. Efforts are also made to develop the function of international transit, comprehensive consolidation, distribution, return selling, bonded goods storage, international distribution, intermediary trade, commodity exhibition, maintenance and inspection of air material, reserves, circulating simple processing and financial services and other business.

ii. Northern Section.

The northern section focuses on developing port-neighboring bonded processing industries while developing bonded logistics, bonded trade and manufacturing
service trade, with emphasis on the development of the aviation manufacturing, airport-neighboring high-tech industry and airport-neighboring advanced manufacturing industry, to construct and extend the industrial chain. Initiatives have been taken to introduce the high value-added and aviation-reliant advanced manufacturing industries such as air material processing, aviation parts, airline supporting services, maintenance of aircraft components, base services as well as optoelectronics, electronic information, automobile, parts, the IT, jewelry and printing, and develop global sourcing, international distribution, distribution, re-export trade, international transit, bonded goods exhibition and other bonded logistics business.

iii. Southern Section.

As a processing, warehousing and distribution center, the southern section focuses on bonded processing, bonded logistics and R&D manufacturing and supports manufacturing service trade, with emphasis on the development of strategic emerging industries and introduction of the high-tech enterprises like bio-medicine, electronic information, new materials, environmental protection and energy conservation, optical electromechanical integration, high-precision manufacturing and precision instruments maintenance and inspection.
Business Environment
Business Environment of Guangzhou

In the year 2011, Guangzhou takes advantage of its pioneering role in reform and opening up, pushes forward its urban planning with international view and strategic mind, standardizes the market economic order and circumstances, focuses on building an international trade center, defends the Forbes’ title of the best commercial city in Chinese mainland, and accelerates the integration into the system of world advanced cities, so as to improve its overall business environment.

I. To build “Best District” among the inhabitable urban and rural areas

In 2011, Guangzhou was listed as national civilized city with excellent performance, winning many titles such as the National Sanitary City, National Model City in Environmental Protection, National Garden City and National Forest City. Dubbed “the city of flower”, Guangzhou has reached the goal of bluer sky, cleaner water, smoother transport, finer houses and more beautiful city. The city’s air quality meets the national standard of grade II for five consecutive years. Last year, the number of days of air quality reaching grade I and grade II stand at 360. The artificial Baiyun Lake and Haizhu Lake have been completed; the rate of urban sewage water treatment has achieved 88 percent; and the water quality of Pearl River’s section in Guangzhou has been improved from grade V to grade IV. We have built the water diversion project on the Xijiang River, and the water quality of flowing water in downtown area meets the
latest national standard two years ahead of time. 30 measures have been taken to improve the city’s transportation and 263 new mass transport lines have been put into operation, which benefit the local residents substantially. Totally 1500 residential communities have been renovated and the living conditions of 100,000 rural residents have been improved greatly. The Guangzhou government has implemented “Action Program on Building a Garden City”, launched forestation projects, and upgraded the current green belt in the urban area. Guangzhou people now enjoy 246 square kilometers of newly built or renovated green space and 1862 kilometers greenway net. At present, Guangzhou forest coverage rate reaches 41.66 percent; the green coverage rate has increased to 40.15 percent, and the per capita park green coverage is 15.01 square meters. The city has won the first place of Award for Water Management in the World Water Forum, and the title of China Habitat Award (model city in water environment management), International Garden City, UN Habitat Scroll of Honor Award, Most Favorite China’s tourist city by the Europeans, etc.

II. To further improve infrastructure construction

Airport: The New Baiyun International Airport has 105 international airlines and 507 domestic airlines, connecting to 59 foreign cities in 31 countries and regions. As one of the three largest hubs of airlines, the New Baiyun International Airport welcomed 45.0445 million passengers in 2011, up 9.9 percent compared to that of last year. FedEx opened an Asia-Pacific hub near the airport where a bonded zone is also available there.

Harbor: Shipping lines at the Guangzhou port leading to more than 300 ports of over 80 countries and regions worldwide, and more than 100 harbors in China. The port comprises 50 berths of 10,000 ton capacity, 14 buoys of 10,000 ton capacity and 23 anchorage of 10,000 ton capacity. In 2011, the cargo throughput climbed by 5.3 percent year-on-year to 447.6331 million tones, the container throughput by 13.4 percent to 14.407 million; ranking sixth and seventh respectively in the world.

Land transport: Over the past five years, we have totally built subway lines of 120 kilometers, express ways of 216 kilometers, Bus Rapid Transit of 22.9
kilometers and municipal roads of 1860 kilometers. Inter-city railway, highway and Bus Rapid Transit develop fast. Guangzhou South Railway Station shows its function as transport hub gradually and a modern multilayered transport system has been generally formed.

**Cyber port:** Guangzhou is one of China’s three largest communication hubs, internet exchange center and one of the three largest internet international switches nationwide. As an experimental and demonstrative city of mass information, the municipal government aims to build Guangzhou an information city. Guangzhou is making its effort to set up an international information hub, advance internet and wireless technology projects, and build an information infrastructure system that is rapid, safe, and reliable, covers the whole city, and provides with integrated business.

**III. To ensure convenient and rapid port clearance**

The Guangzhou Customs and Huangpu Customs has adopted the clearance mode that people can declare at their dependency and receive verification at the port, continued with the solid waste park monitoring mode and the monitoring system construction at special zones and bonded zones to achieve integrated and intellectual management network in special zones. The inspection and quarantine departments offer around the clock service for seven days a week, introduce category-oriented management of imported industrial products verification and “golden quality project”. Border inspection departments expand the investment in mass information construction and make the inspection work more intellectual. Maritime authorities must implement eight transport measures and six ship clearance measures to facilitate people. In Guangzhou port, clearance efficiency has been improved and the cargo’s dwell time has been shortened greatly. A clearance coordinating team has been set to integrate their functions according to the demand of “big port, large hub, quick clearance and efficient logistics”, which has advanced the open economy in Guangzhou. The team members are in charge of expanding functions of the port, coordinating and communicating among different departments, and creating safe, efficient, clean and harmonious clearance procedures.
IV. To attract more talents

The Guangzhou city has 2.48 million practitioners with junior college degree and above, and 77 academicians working in the Chinese Academy of Sciences and the Chinese Academy of Social Sciences. 31 people have been elected as candidates at national level for the “New Century Hundred, Thousand and Ten Thousand Talents Project” (to produce hundred scientific academicians and technicians about 45 years old at world level, thousand scientific academicians and technicians below the age of 45 at national level and ten thousand scientific academicians and technicians with great potential from 30 to 45). 3823 people enjoy government subsidies (382 get their subsidies from the municipal government), 104 post doctorates work at 55 municipal post doctoral work studios and short-term work stations, and 68 have been included in talent reserve of the “New Century Hundred, Thousand and Ten Thousand Talents Project”. Overseas talent introduction channel has been widened, one national demonstrative overseas talent introduction work unit has been established, 25 overseas talent introduction programs have been launched and 153 person-times professional overseas experts have been introduced in Guangzhou. Furthermore, technical education and vocational training are improving. The Guangzhou mode of modern technical education is praised by the Ministry of Human Resources and Social Security and promoted in related fields. We have send 71,000 vocational training tickets and provide training programs for 55,000 ticket holders. 308,000 persons have participated in vocational qualification testing and the amount of talents with special skills reaches 1.756 million.

V. To gear to international practices in administration

The municipality gears to international practices to build a sunshine government. It accelerates reform in administrative examination and approval, has dealt with nearly 3000 administrative examination and approval cases over the past five years, and has streamlined 66.1 percent of the cases. We strengthen the functions of districts and towns, and transfer 64 service and right items to the local governments. Guangzhou is the first city that has enacted rules on standardizing government affairs transparency. It has issued local rules such as
“Provisions on collecting public opinions on key livelihood issues” and “Provisions on key administrative decision-making process of the Guangzhou municipality”, and is identified as national demonstration city in government affairs transparency.

In the “Opinion on improving business environment and gearing to international practices”, the city has promised to adopt the Hong Kong and Macao’s practices in enterprise establishment, license acquisition, talent introduction, land expropriation, financing, cross-border transaction, investor protection, contract implementation, and account settlement; try our best to offer a business environment as convenient as Hong Kong; in order to make Guangzhou’s business environment ranking among the top list nationwide and build the city one of the most important business centers in Asia-Pacific region.

We promote international intermediary services. Guangzhou increases connection and communication with business and trade intermediary agencies in Hong Kong, Macao and foreign countries; gives permission to powerful enterprises, associations and chambers of commerce from Chinese mainland, Hong Kong, Macao and Taiwan to set professional organizations and institutes in Guangzhou based on international common practices; so as to push forward the professionalism and internationalism of Guangzhou intermediary agencies.

The municipal government takes strict supervision to safeguard the market economic order. It abides by the international practices, carries out credit rating for manufacturers in accordance with category-oriented management and supervision, and set up a reliable credit system. Moreover, qualification and mutual recognition of product assessment is on focus. It impulse cooperation with Hong Kong and Macao in mutual recognition of product safety, joint talent training, and joint procedures. The government makes more effort in food safety monitoring and management, learns from Hong Kong’s food safety monitoring and management mode, and reinforces coordination work to ensure food safety.

VI. To increase the efficiency and quality of government affairs services

Government Affairs Service Center

Last year, the Center has tackled 1.091 million cases, accounting for 99.99
percent of the total; developed an integrated platform for administrative examination and approval; and established a database for all case dealing procedures and results. At present, the administrative licensing and its supporting services of different departments related to enterprise investment, operation and management have been concentrated on the Center. Customs, inspection and quarantine authorities have entered the Center and offer integrated services of registration, permanent assets investment, and trade management.

**E-government affairs**

By integrating government information sources and service sources, the Guangzhou E-government Affairs Center a convenient service system involving the official website of the municipal government; website where local residents can deal with social security, civil affairs, household registration, medical care, water and gas bill payment; online tackling of governmental affairs; social security card; digital certificate; online interaction between government and the common people; service hotline; and e-government affairs service hall. The Center offers comprehensive online services covering over hundred items, helps people solving their problems case-specifically around the clock. People can handle all procedures at home, at their work unit and many other places. Currently, 40 municipal government authorities and 12 district or town governments have set up their official website and published more than 90 percent of the government affairs information. 80 percent of online administrative licensing, examination and approval have been dealt with, 80 percent of service items referring to the local residents are available at communities. An all-inclusive online service hall has been established by the municipal government, where the public can settle service items that are available only at different official websites.

**Policy briefing**

Since 1999, Guangzhou has held 50 policy briefings, gathering over ten thousand entrepreneurs (more than 20,000 person-times), introducing 230 rule and policy items, answering 1400 questions (counseling) and collecting 1500 suggestions and opinions. It helps accelerating government affairs transparency, building a service-oriented government, boosting business environment, and promoting
sound economic and social development in Guangzhou.

VII. To protect intellectual property right

Guangzhou sets “Mayor Prize for Guangzhou Intellectual Property Right Protection” in 2011, including ten items in protection of creation and innovation, rights safeguard, and law enforcement. The number of trademark registration ascended to 215,000 cases, up 16 percent compared to that of last year, ranking third among all cities in China. 66 brands in Guangzhou are listed on the “well-known trademark”, in the second place across the province. In 2011, patent applicants stood at 28087, increasing by 35.0 percent compared to that in 2010. The Patent Examination Cooperation Center of the State Intellectual Property Office, Guangdong is settled in Guangzhou, providing with invention patent examination, PCT international patent search, as well as technical and legal consultation. We set up a municipal intellectual property work team and hold municipal intellectual property work conference to research and make significant policies and measures on intellectual property management; integrate and coordinate legislation, law enforcement and management of intellectual property in Guangzhou; establish communication and connection system of intellectual property management, and information delivering, noticing and publishing system. During the nine-month special action of “cracking down on intellectual property infringement and inferior goods” (herein after refers to “two crack-downs”), the municipal government has sent enforcement officials of 336,240 person-times who investigated in market for 17474 times and 515,504 manufacturers and shops, filed and investigated 6368 cases (among which 171 pieces were major ones) which involve RMB 894.7 million yuan. Guangzhou “two crack-downs” office has been titled as demonstration work unit in provincial “two crack-downs” issue. The city has also won the title of “Model City in Implementing National Trademark Strategy” and “National Model City in Intellectual Property”.

VIII. To guarantee orderly and fair trade

Guangzhou focuses on setting up trade remedy system in line with WTO rules to
help enterprises respond to international trade friction and maintain trade fairness.

**Trade friction management mechanism**

In 2011, we had 18 international trade friction cases in product export, covering light industry, electronics, electromechanical equipment, etc. The amount of money involved in the cases mounted up to US$ 42 million. Trade investigations were mainly initiated by the EU, US, Canada, India, Australia and Peru. Thus, we have set up a coordinated mechanism consisting of government authorities, organizations and enterprises to jointly cope with trade frictions. The government authorities provide enterprises with case-specific legal training and legal consultation, as guidance for companies to respond to prosecution in terms of legal procedures, prevention measures, practical operation and solution of hot issues. Chambers of commerce, associations in various fields and especially bar associations are in charge of organizing response to prosecution, employing professional lawyers and carrying out counterplea to help enterprises ensure their legitimate rights. As the main part of trade frictions, enterprises should respond to international trade frictions proactively to protect their own rights of fair trade.

**Early alarming monitoring mechanism of import and export**

We have set up an early alarming monitoring mechanism of import and export with government authorities as the main body, the municipal furniture association, electronics association and other industrial associations as demonstration institutes, and main export-oriented enterprises in 12 districts and towns as the target of early alarming. In 2011, Guangzhou edited six bulletins on fair trade of import and export, published 26 pieces of early alarming information and monitored products for more than 600 times.

**Joint response mechanism of fair trade in the Pearl River Delta region**

Led by Guangzhou, nine cities of the Pearl River Delta with similar economic development conditions and industrial structures have built an integrated cooperation mechanism to collect and share information, jointly respond to prosecutions, organize fair trade training, do researches, give full play to their advantages respectively, and together cope with international trade frictions.

**Joint response mechanism of technical barriers to trade**

Guangzhou is one of the first cities across China that has set up a joint response
mechanism of technical barriers to trade (herein after refers to TBT) with the involvement of multiple government authorities and the technical support from Guangzhou Notice and Advisory Center of WTO/TBT China. The mechanism concentrates on pillar industries in Guangzhou, sends TBT forecast and early alarming, conducts international cooperation, offers customized services and takes charge of notice, assessment, publicity, training and database construction. The Center has co-worked with Shiling Township government to build China’s first industrial TBT research base, leather TBT research base, in Shiling Township, Huadu District of Guangzhou. The combination with specific industry ensures the efficiency of anti-TBT. The TBT research and response work in Guangzhou develops smoothly for years, which promotes Guangzhou’s foreign trade and economic development.
Relative Polices
Opinions on Further Improving the Work of Utilizing Foreign Investment

To further implement the Several Opinions on Further Improving the Work of Utilizing Foreign Investment (No. 9 Document issued by the State Council [2010]) and the Several Opinions on Further Improving the Work of Attracting Foreign Investment (No. 117 Document issued by the Provincial Government of Guangdong [2010]), suggestions are proposed as follows to enhancing the quality of foreign investment utilization in Guangzhou.

I. To Expand the Areas of Opening Up

Initiatives should be taken to formulate the catalog of key areas and industries for the attraction of foreign investment. Such investment sectors as city transportation, public services and infrastructure will be opened widely to foreign investors (Responsibility in this regard is delegated to Guangzhou Finance Office, Guangzhou Municipal Commission of Development and Reform [hereinafter referred to as the GMCDRE] and Bureau of Foreign Trade and Economic Cooperation of Guangzhou Municipality [hereinafter referred to as the BOFTEC]). Overseas strategic investors are encouraged to engage in the restructuring of state-owned enterprises through shareholding, merger and acquisition (Responsibility in this regard is delegated to State-owned Assets Supervision and Administration Commission of Guangzhou Municipality [hereinafter referred to as the SASACGM] and the BOFTEC). Foreign investors are encouraged to establish equity investment enterprises and equity investment
management enterprises in Guangzhou so that Guangzhou will be listed as a pilot city of the qualified foreign limited partner system. In line with relevant national policies, initiatives will be taken to promote the work of utilizing foreign investment for the establishment of guarantee companies for small and medium-sized enterprises (Responsibility in this regard is delegated to Guangzhou Finance Office, the GMCDR, the BOFTEC, Bureau of Science and Information Technology of Guangzhou Municipality [hereinafter referred to as the BSITGM], Bureau of Industry and Commerce of Guangzhou Municipality [hereinafter referred to as the BICGM], the Guangdong Provincial Branch of State Administration of Foreign Exchange [hereinafter referred to as the SAFE].

II. To Promote the Diversification of Foreign Investment
Support will be rendered to foreign investors for their effort in transferring and increasing their registered capital through capital accumulated funds, undistributed profit, equity in Chinese enterprises, registered external debt and reserve funds. The aspiration settlement of capital principal will be promoted while foreign investors will be allowed to invest their oversea legitimate revenues in the form of the RMB (Responsibility in this regard is delegated to the BOFTEC, the BICGM and the Guangdong Provincial Branch of the SAFE). Foreign-invested enterprises are encouraged to undergo shareholding reform and become listed companies overseas. Foreign-invested shareholding enterprises that meet listing standards will be recommended to go public and will get support from the government of Guangzhou Municipality (Responsibility in this regard is delegated to Guangzhou Finance Office, the BOFTEC and SASACGM).

III. To Advance the Establishment of Foreign-invested Headquarters Enterprises
By implementing various support and reward policies related to the development of headquarters-related economy, foreign-invested headquarters-related enterprises with eligible qualities will be granted “Project Settlement Award” and “Business Contribution Award” and will receive subsidies for public office renting, acquisition and construction. Value-added tax, business tax and business income
tax paid by foreign-related headquarters enterprises will be taken as the calculation basis for “Project Settlement Award” and “Business Contribution Award” (Responsibility in this regard is delegated to the BOFTEC, the GMCDR and Guangzhou Finance Office).

IV. To Support Technological Innovation by Foreign-invested Enterprises

Identification and reward methods for foreign-invested R&D centers will be formulated. Municipal-level foreign-invested research institutions that meet the requirements will receive rewards. Foreign-invested R&D institutions will be encouraged to declare for and engage in key scientific research and engineering projects of Guangzhou (Responsibility in this regard is delegated to the BOFTEC, Guangzhou Economic & Trade Committee, the BSITGM, Bureau of Finance of Guangzhou Municipality [hereinafter referred to as the BFGM] and Bureau of Intellectual Property Rights of Guangzhou Municipality).

V. To Encourage Foreign Investment in Strategic Emerging Industries

By tapping into the special funds for the development of strategic emerging industries, initiatives will be taken to attract foreign investment in strategic emerging industrial projects, key production backbone projects and key innovation capacity-building projects (Responsibility in this regard is delegated to the GMCDR, the BOFTEC, the GMCFTEC and the BSITGM).

VI. To attract More Foreign Investment into the Outsourcing Sector

In line with the Reply of the General Office of the State Council on Issues Concerning Accelerating the Development of Service Outsourcing Industry (No. 9 Document issued by the General Office of the State Council [2010]) and the Reply of the General Office of the State Council on Issues Concerning Encouraging Speedy Development of Service Outsourcing Industry (No. 69 Document issued by the General Office of the State Council [2010]), outsourcing service industries set up with foreign investment in Guangzhou will enjoy exemption of business tax for their off-shore outsourcing service business. Services enterprises that are recognized as technologically-advanced will enjoy revenue tax discount of 15%
between January 1st, 2009 and December 31st, 2013. (Responsibility in this regard is delegated to the BOFTEC, Guangzhou Municipal Office of State Administration of Taxation [hereinafter referred to as the GMOSAT] and Guangzhou Municipal Local Taxation Bureau [hereinafter referred to as the GMLTB]). Initiatives will be taken to render greater financial support for special funds of service outsourcing. Rewards will be given to foreign-invested enterprises specializing in off-shore service outsourcing in Guangzhou (the BOFTEC and the BFGM are responsible for this aspect).

VII. To Advance the Construction of Various Types of Comprehensive Parks and Specialized Parks

Effort will be exerted to advance the development and construction of various key industries and functional parks, with great effort made to improve infrastructure of these parks and their peripheral regions. Key parks will be listed as key projects of Guangzhou Municipality and will enjoy favorable policies in terms of financial support, investment invitation, land allocation, services and customs clearance. Diversification development of various parks will be encouraged and supported to increase the appeal of those parks. Initiatives will be undertaken to promote the expansion and upgrading of provincial-level development zones with eligible qualities (Responsibility in this regard is delegated to the BOFTEC, the GMCDR, the BFGM, the BSITGM, Guangzhou Municipal Land Resources and Housing Administration Bureau [hereinafter referred to as the GMLRHAB] and Planning Bureau of Guangzhou Municipality).

VIII. To Support the Development of Small and Medium-sized Foreign-invested Enterprises

Small and medium-sized foreign-invested enterprises will enjoy all favorable policies and public services rendered to non-foreign-invested small and medium-sized enterprises. Financing channels will be improved and expanded for foreign investment in small and medium-sized enterprises (Responsibility in this aspect is delegated to the BOFTEC, the BFGM and Guangzhou Financial Office).
IX. To Support Foreign-invested Enterprises in Terms of Land Use Allocation

Foreign-invested projects that are land intensive in nature and fall into the category of state-identified priorities will enjoy favorable land use allocation policies. Land-intensive industrial projects that promote industrial development of Guangzhou and that meet the conditions elaborated in the Catalog of Industries for prioritized Development of Guangdong province will enjoy a land use transfer price regulated by relevant support policies. Foreign-invested enterprises with advance approval can participate in such activities as public bidding for state-owned construction land use rights (Responsibility is delegated to the GMLRHAB, the GMCEDR and the BOFTEC).

X. To Establish and Perfect ”Green Passages” for Key Foreign-invested Enterprises

The list of the top 100 foreign-invested enterprises of Guangzhou will be issued to the public on a regular basis, as with the list of “Double RMB 10 million yuan” (meaning foreign trade revenue and overall revenue) advanced foreign-invested enterprises (the BOFTEC is responsible in this regard). Mechanisms of information sharing, coordinated supervision and green passage services will be set up and perfected for enterprises and foreign-invested headquarters-related enterprises, with relevant service regulations formulated. Administrative approval procedures for the above-mentioned enterprises will be streamlined (Responsibility in this regard is delegated to the BOFTEC, the Office of Administrative Services and other administrative services departments).

XI. To Provide Exit-and-Entry Convenience for Large Foreign-Invested Enterprises

As to foreigners (who need frequent temporary exit and entry) of foreign-funded headquarters-related enterprises recognized by the municipal government and their affiliated institutions with registered capital of $30 million or above, they can apply, with relevant certified documents, for a visitor’s visa effective of multiple entry in a year. As to foreign senior managers and technical personnel who need frequent temporary exit and entry, they can apply, with relevant certified
documents, for a visitor's visa effective of multiple entry within five years at most. In regard to the legal persons, general managers, deputy general managers and finance directors of their foreign-invested enterprises, they can apply, with relevant certified documents, for a residence permit with a validity period of five years at most. For the Chinese employees that need frequent entry into Hong Kong and Macao on business trips, they can apply for either valid exit-entry permit to HK and Macao or for exit-entry commercial endorsements (Responsibility in this regard is delegated to Guangzhou Public Security Bureau).

XII. To Encourage Foreign-invested Enterprises to Attract High-Caliber Personnel

In line with the Opinion of the CPC Committee of the People's Government of Guangzhou Municipality on Speeding up the Cultivation and Attraction of High-Caliber Personnel (No.11 Document issued by the People's Government of Guangzhou Municipality), high-caliber personnel of foreign-invested enterprises who are recognized by the government can enjoy special support funds for high-caliber personnel. Their spouses can enjoy settlement support policies while their children can have access to high-quality schooling in Guangzhou (Tasks in this regard are delegated to Guangzhou Municipal Human Resources and Social Security Bureau and the BSITGM, the BFGM and Education Bureau of Guangzhou Municipality). Housing monetary subsidies, settlement fees and research-launching funds allocated by enterprises for high-caliber personnel, if meeting regulations of taxation law and other provisions, can be calculated as corporate costs (Responsibility in this regard is delegated to the GMOSAT).

XIII. To Advance the Facilitation of Approval for Foreign-invested Projects

Vigorous effort will be exerted to advance standardized approval registration procedures of online contracts and protocols for foreign-invested enterprises. Online approval registration will be carried out to achieve better coordination in approval registration. In this way, the efficiency of approval and registration will be hugely enhanced (Responsibility in this regard is delegated to the BOFTEC and the BICGM).
XIV. To Strengthen Protection of Intellectual Property Rights for Foreign-invested Enterprises

Initiatives will be taken to advance the legislation for intellectual property rights protection, revise and supplement relevant systems of intellectual protection of Guangzhou, raise the minimal reward standards of report on intellectual theft, intensify penalty and punishment, with the overall objective of shaping a legal framework for respecting and protecting intellectual property. Infringement on intellectual property of foreign-invested enterprises will meet with severe punishment. Frequent check and spot inspection will be conducted, while law-related services will be provided to foreign-invested enterprises in this regard, with the overall purpose of safeguarding the legitimate rights of foreign-invested enterprises (Responsibility in this regard is delegated to Intellectual Property Office of Guangzhou Municipality, the BICGM, Legal Affairs Office of the People's Government of Guangzhou Municipality and Bureau of Justice of Guangzhou Municipality).

XV. To Improve the Environment of Customs Clearance

Effort will be exerted to further strengthen the development of “Joint Customs Clearance”, promote reform of the model of customs clearance and improve the mechanisms of coordination. Focus will be placed on enhancing customs clearance facilitation and reducing the cost of customs clearance with the overall objective of shaping a orderly and convenient environment for foreign trade. It is imperative to perfect the mechanism of export alert and supervision so that trade-related news and alert information can be released to the public in a timely and comprehensive manner. Assistance will be rendered to enterprises for handling various types of trade friction, while initiatives will be undertaken to maintain trade fairness and strengthen security of international trade (Responsibility in this regard is delegated to the BOFTEC, Office of The Guangzhou Municipal People's Government Port Administration, Guangzhou Customs, Huangpu Customs and Guangzhou Entry-Exit Inspection and Quarantine Bureau).

XVI. To Comprehensively Improve the Business Climate and Handle Affairs in Line with International Rules

Effort will be undertaken to improve internationalized living facilities by
introducing and developing facilities for international education, medical services, cultural and sports activities. Focus will be placed on promoting public service facilities and public signs in foreign languages. Multi-lingual administrative services will be provided to shape an internationalized environment of administrative services, accommodation and business. International practices will be adopted to handle various affairs. More international exhibitions, academic activities and exchanges will be conducted to create a international urban environment favorable for residence and business operation for foreign investors (Responsibility in this regard is delegated to the GMCDR, Planning Bureau of Guangzhou Municipality, the BOFTEC, the BSITGM, Bureau of Health of Guangzhou Municipality, International Communication Office of Guangzhou Municipality, Bureau of Culture, Broadcasting, Television and Press of Guangzhou Municipality and Foreign Affairs Office of the People's Government of Guangzhou Municipality).

XVII. To Put in Place and Improve a Diversified Platform for Business and Investment Solicitation

Guangzhou International Investment Forum for Fortune 500 companies, one that is high-caliber, high-standard and internationally-influential will be held once a year by the People's Government of Guangzhou Municipality and relevant ministries and departments (Responsibility in this regard is delegated to the BOFTEC, the GMCDR, the BICGM, Financial Office and Foreign Affairs Office). Investment invitation will be conducted in a way that complies with the rules of the market. Rewards will be given to projects in key industries and sectors listed in the catalog of “Key Sectors and Industries for Foreign Investment” and to intermediation institutions, enterprises and individuals that play a key role in attracting major investment projects (Responsibility in this regard is delegated to the BOFTEC and Bureau of Finance of Guangzhou Municipality). Initiatives will be taken to strengthen communication and exchanges with various foreign-trade-related institutions and economic organizations (Tasks in this regard are delegated to the BOFTEC and Foreign Affairs Office). Support will be rendered to international investment consultation institutions for their effort in carrying out investment promotion work in Guangzhou, A-type international investment consultation
institutions will be rated (Responsibility in this regard is allocated to the BOFTEC).

XVIII. To Intensify investment promotion
Leaders in district-level (county-level) governments and in economic management institutes are key enforcers for investment promotion, while deputy officials are key executives. It is imperative to do a good job in conducting investment promotion and in personnel training so as to ensure that good results are achieved in introduction of investment and high-caliber personnel attraction (Responsibility in this regard is delegated to district-level and county-level governments and relevant economic management departments). It is of great importance to establish an assessment system that is in coordination with the scale and quality of introduction of investment (Responsibility in this regard is delegated to the BOFTEC).

XIX. To Put in Place a Communication and Coordination Mechanism Related to Foreign Investment Solicitation
It is necessary to tap into the leadership role of the leading group of foreign investment solicitation and to improve daily services and management oriented towards the investment and operation of foreign-invested enterprises. Regular coordination mechanisms will be established and perfected for foreign investment solicitation, together with huge project tracking and coordination mechanisms, systems of information gatherers and supervisors and mechanisms of two-way feedback exchanges of corporate opinions, with the overarching objective of shaping a business-friendly investment climate (Responsibility in this regard is delegated to the BOFTEC, the GMCDR, Bureau of Finance, the BSITGM, Bureau of Land Resources and Housing Administration, the BICGM, the GMLTB and Guangdong Provincial Branch of the SAFE).

The People's Government of Guangzhou Municipality
May 5th, 2011
Guidelines on Further Strengthening Investment Promotion to Facilitate Transformation and Upgrading of Industries

All Governments of the Districts and County-Level Cities, All Government Agencies, and All Directly Affiliated Institutions;
The following guidance is put forward to enhance Guangzhou’s domestic and foreign capital attraction capability, give full play to the role of investment in industrial transformation and upgrading, participate in the international industry division at a larger scale, a higher level and a wider field and enhance the core competitiveness as the national center city.

I. General Requirement
i. Guideline
In accordance with the strategic plan of building a national center city, the scientific outlook on development, the Pearl River Delta Reform and Development Plan (2008-2020) and the requirements of the Guangzhou City Master Plan and the main functional area planning, the city will give full play to the positive influence of the Guangzhou Asian Games and Asian Paralympic Games. Industrial transformation and upgrading simultaneously will be carried out with attracting investment. Other measures such as the introduction of foreign and domestic investment, capital and technology, and project (companies) and talent will be taken at the same time. In that way Guangzhou will deepen reform and opening up, improve the investment promotion policies, create a favorable investment
environment and optimize the utilization of foreign investment. Efforts are made to improve the investment quality and speed up industrial restructuring and upgrading.

**ii. Objectives**

From 2011 to 2013, the investment projects signed at the “New Guangzhou New Opportunities” promotion series will be implemented to become pillars in promoting social investment and industrial transformation during the “12th Five-Year Plan” period. By 2015, breakthroughs will be made in Fortune 500 companies, State-owned Enterprises (SOEs), China top 500 enterprises introducing as well as high-end projects, technology and talent. Substantial growth in investment, structure optimization and upgrading, higher contribution to the city and providing a stronger impetus to the city’s industrial transformation and upgrading will be achieved.

**II. Focal Points**

**i. Intensifying Investment Promotion for Key Regions**

In light of the emerging trends of international industrial transfers, Guangzhou will set out to accommodate the emerging industries, the high-end links of industrial chains, and modern service industries, and implement the industry-specific professional stock investment strategy of “expanding partnership with Europe and North America”, enhancing partnership from Japan and the Republic of Korea, deepening partnership with Hong Kong, Macao and Taiwan, increasing partnership with ASEAN, and tapping into newly industrialized countries. The city will strengthen cooperation with ASEAN, Japan, the Republic of Korea and other neighboring countries in the development of high-end industrial park, energy conservation, environmental protection, science and technology, education, ecosystem preservation, culture and tourism. Moreover, Guangzhou will take advantage the opportunities opened up by the provincial government’s approval for Nansha to leading a pilot role in the implementation of CEPA (Closer Economic Partnership Arrangements between Mainland China and Hong Kong and Macao) to further the arrangements for closer economic and trade partnership with Hong Kong and Macao and speed up cooperation with Hong Kong and Macao in the service sector (these tasks will be the responsibility of the Bureau of Foreign
Trade and Economic Cooperation and the Overseas Affairs Office).
In view of the development of the domestic economic sphere, Guangzhou will expand its cooperation with the Yangtze River Delta, the Pan-Pearl River Delta, the regions around the Bohai Sea, and the western coast of the Taiwan Strait, and make vigorous efforts to attract enterprises with powerful core competitive strengths and strong growth potential and to bring in enterprises focused on the emerging strategic industries. In line with the nation’s overall strategic deployments for regional development, Guangzhou will take the extension of the industrial chain as the entry point to continue strengthening cooperation with the central and western regions in resources and specialty industries, as well as cooperation with eastern regions and old northeastern industrial bases in the development of the high-tech industries, advanced manufacturing and modern service industries and in the marine economy, thereby complementing one another’s advantages and constantly raising the capacity level of the city’s industries. Under the framework agreement on the establishment of the Guangzhou-Foshan-Zhaoqing economic sphere, Guangzhou will strengthen industrial plan interfacing and set out to strengthen cooperation in the modern service industry, emerging strategic industries, advanced manufacturing industry, high-tech industry, and modern agriculture (these tasks will be the responsibility of the Development and Reform Committee, Economic and Trade Committee, Bureau of Foreign Trade and Economic Cooperation, Bureau of Science, Technology and Information, Office of Collaboration, and Bureau of Agriculture).

ii. Boosting the Introduction of Strategic Investors
Guangzhou will establish a databank on major strategic investors (companies) and groups and make stronger efforts to bring in Fortune 500 companies, enterprises directly affiliated with the Central Government, and China’s top 500 enterprises. These enterprises will be encouraged to set up national or regional headquarters, R&D centers, investment and decision-making centers, financial management centers, cost and profit accounting centers, logistics centers, marketing centers and other functional headquarters in Guangzhou. Emphasis will be placed on the cultivation of cross-border operating headquarters in the open economic sectors, regional headquarters of enterprises in the emerging strategic industries, and high-end modern service headquarters, in order to facilitate the
transition of industrial structural forms to the high end of the value chain and to build a regional center for corporate headquarters. Efforts will also be made to attract multinational companies to set up manufacturing bases, supporting bases, service outsourcing bases, and training bases in the Guangzhou (these tasks will be the responsibility of the Development and Reform Committee, Economic and Trade Committee, Bureau of Foreign Trade and Economic Cooperation, State-owned Assets Administration and Supervision Committee, Bureau of Science, Technology and Information, and Financial Affairs Office).

Local pillar enterprises will be encouraged to proactively bring in strategic investors. Focused on the equipment manufacturing industry and competitive traditional industries and enterprises, and on the strength of substantial projects, enterprises will be encouraged to expand their scale and strengthen their operations by introducing strategic investors by various means, such as take transfer of ownership or equity, mutual acquisition of majority or minority stakes, joint ventures, technology importation, and restructuring for listing. A number of resourceful large and medium-sized state-owned backbone enterprises with standardized management and strong profitability will be identified as major enterprises for introduction, and specific policies will be enacted to introduce these enterprises; moreover, efforts will be made to facilitate the consolidation of resources and he upgrading of technologies, boost enterprises’ core competitive strengths, and foster a number of advantageous enterprises with strong competitiveness in the domestic industry (these tasks will be the responsibility of the State-owned Assets Administration and Supervision Committee, Development and Reform Committee, Economic and Trade Committee, and Bureau of Foreign Trade and Economic Cooperation).

iii. Encouraging and Steering Enterprises to Increase Investment and Expand Production

A communication system will be established to conduct dialogues with the decision-makers of enterprises investing in Guangzhou and solicit enterprises’ opinions, so that difficulties and problems encountered by enterprises can be resolved as soon as possible. Enterprises will be encouraged to increase their investment and expand their production and to relocate higher technologies and R&D, manufacturing and marketing operations with higher added value to
Guangzhou. In addition, proactive efforts will be made to encourage foreign investors to participate in the industrialization of high technologies and invest in the additional capital projects relating to the upstream and downstream investment chains. Moreover, support will be lent to foreign investors to convert their capital reserves, undistributed profits, stakes in domestic companies, registered foreign debt, and reserve funds into additional registered capital. Furthermore, settlement of foreign exchanges with paid-up capital and capital contribution by foreign investors using legally obtained foreign capital will be promoted (these tasks will be responsibility of the Development and Reform Committee, Economic and Trade Committee, Bureau of Foreign Trade and Economic Cooperation, Bureau of Science, Technology and Information, State-owned Assets Administration and Supervision Committee, and Administration of Industry and Commerce).

iv. Intensifying Targeted Substantial Investment Promotion

Investment promotion will be carried in combination with Guangzhou’s efforts to establish itself as a renowned cultural city. Guangzhou will take advantage of its reputation as a the origin of the ancient Maritime Silk Road, the center of Lingnan culture, the cradle of pre-modern and modern revolutions, and the forefront of contemporary reform and opening-up drives, and capitalize on major band-name events, such as the Chinese Music Golden Bell Awards, the China (Guangzhou) International Documentary Film Festival, the Guangzhou International Art Fair, the China International Animation Festival, the Guangzhou International Design Week, and the China Guangzhou Industrial Design Fair, to host high-level international cultural and art events, conventions and exhibitions with distinct themes. There are also plans to expand Guangzhou’s cultural cooperation and exchanges with overseas cities, grow creative cultural products, film and television services, press and publication services, digital content and animation, cultural expositions, sports, leisure and entertainment, and cultural product manufacturing and distribution, and other emerging cultural industries, and press ahead with the construction of major cultural functional zones. Moreover, vigorous efforts will be made to introduce business service centers for the cultural industries (incubators for the cultural industries) and develop entrepreneurial services for emerging cultural industries (these tasks will be responsibility of the Bureau of Culture Radio, Television, Press and Publication in collaboration with
other related departments).

Specific investment promotion will be conducted in respect of Guangzhou’s plans to build the city into an international center for commerce and trade. By focusing on high-end businesses, optimizing business structure and boosting functions, Guangzhou will speed up its efforts to introduce high-end retails with international brands, leading multinational procurement businesses, multinational trade service providers, trade promotion agencies, world-class conventions and exhibitions and their organizing entities, and international logistics firms. Moreover, domestic and foreign capital will be steered into the enhancement and upgrading of traditional wholesale markets and the construction of gourmet food districts and internationalized city complexes (these tasks will be responsibility of the Economic and Trade Committee, Development and Reform Committee, and Bureau of Foreign Trade and Economic Cooperation).

Specific investment promotion will also be carried out in combination with Guangzhou’s efforts to establish itself as a brand-new innovation-oriented city of the nation. Guangzhou will fortify its cooperation with domestic and international industry leaders, higher-learning institutions and research institutes, proactively introduce multinational R&D institutions and internationally renowned laboratories, and increase the promotion of the “Sky Cloud Program” and investment promotion of projects in intelligent industries such as the Internet of Things and cloud computing. Moreover, efforts will be made to accelerate the construction of the China (Guangzhou) International Technology Cooperation Center in order to seize the commanding heights of the industry (these tasks will be the responsibility of the Bureau of Science, Technology and Information and Bureau of Foreign Trade and Economic Cooperation).

Specific investment promotion will be conducted in respect of Guangzhou’s plans to build the city into a model city of the nation for service outsourcing. Guangzhou will strive to encourage multinational companies to invest in the city’s service outsourcing industry. Emphasis will be placed on attracting Global 100 companies with iconic specialization, knowledge-intensive operations, and strong growth potential, which will help Guangzhou to enhance the international competitiveness of its service outsourcing industry (these tasks will be the responsibility of the Bureau of Foreign Trade and Economic Cooperation).
Specific investment promotion will be undertaken with regard to Guangzhou’s plans to build the city into a regional financial center. Guangzhou will proactively steer various financial institutions of all types to grow in clusters; it will also make strong efforts to encourage competitive domestic and international banks, securities brokerages, futures brokerages, insurance companies, financing and leasing firms, and other financial institutions and financial intermediaries to set up corporate entities, branches and back-office service entities in Guangzhou. Resourceful domestic and international financial institutions will also be encouraged to take part in the reform and development of city-owned financial institutions and to facilitate domestic and international equity investment institutions (funds) to establish various types of equity investment enterprises in Guangzhou (these tasks will be the responsibility of the Financial Affairs Office and Bureau of Foreign Trade and Economic Cooperation).

v. Intensifying Investment Promotion for Major Industrial Clusters (Bases)

On the basis of industrial parks, intensive investment promotion will be carried out. Comprehensive efforts will be expended to steer associated projects (enterprises) and supporting projects (businesses) to development zones, modern service clusters, and industrial parks. There are also plans to speed up specific investment promotion for large-scale advanced manufacturing bases and parks established by phasing out the secondary sector and bringing in the tertiary sector. Emphasis will be placed on investment promotion for key enterprises, leading backbone enterprises and industry chains. The city will facilitate dominant industries to grow in clusters so that they can achieve economies of scale and build up competitive advantages as soon as possible. On the basis of national export bases for automobiles, parts and components thereof, software and biomedicines, investment promotion for the key industries will undertaken and new growth areas will be cultivated in foreign trade and exportation. Moreover, renowned logistics enterprises will be encouraged to establish a presence in international logistics parks in Airport Economic Zone, Nansha District, Huangpu District, and Guangzhou Free Trade Zone (these tasks will be the responsibility of Economic and Trade Committee, Bureau of Foreign Trade and Economic Cooperation, and Communications Committee).
vi. Intensifying Investment Promotion for Land Plots for “Three Olds” Renovation

According to the Master Plan of Guangzhou City (2010-2020) and the Guangzhou “Three Olds” Renovation Plan (2010-2020), and in line with the “Three Olds” renovation policy, investment promotion will be carried out for the “10 + 1” strategic areas (ten functional zones and 54-square-kilometer old town), old factories, old towns, “urban villages”, areas around the existing and planned metro stations (within a radius of 500 meters), and other major urban areas for development; development in these areas may take place in the form of self-development, cooperative development, or involvement in government-sponsored projects. Preference should be given to headquarters-economy, high-end retail, leisure and tourism, creative R&D, education and training, and other fast-growing projects in clusters. Moreover, Guangzhou will speed up the review and approval of the “Three Olds” renovation schemes and plans, encourage and guide districts and county-level cities with the right conditions to publicly solicit investment for a number of projects in the above areas (these tasks will be the responsibility of the Guangzhou Urban Redevelopment Office, Urban Planning Bureau, Guangzhou Municipal Land Resources and Housing Administrative Bureau, and other related departments).

vii. Intensifying Investment Promotion for Provincial-level Jointly-developed Industrial Transfer Parks

Guangzhou will strengthen the cross-regional extension and connection of advantageous industrial chains, and encourage and guide projects (companies) with investment intents to be based in provincial-level jointly-developed industrial parks in an orderly manner. The city will also increase the publicity of incentive policies for Guangzhou (Meizhou), Guangzhou (Zhanjiang), Guangzhou (Yangjiang) Industrial Transfer Parks, jointly host investment promotion seminars in collaboration with the local governments of the industrial transfer parks, and bring high-quality projects (enterprises) to the parks for growth in clusters. Moreover, investment promotion work for provincial-level jointly-developed industrial parks will be incorporated into the city’s accountability and evaluation systems for industrial transfers and labor transfers (these tasks will be the responsibility of the Office of the Joint Conference on the Promotion of
Industrial Transfers and Labor Transfers and related members of the joint conference).

viii. Intensifying Investment Promotion for Strategic Infrastructure Projects

Focused on its top ten strategic infrastructure projects, including the international aviation hub, the main coastal hub port, the main rail hub, the intercity rail transportation, the urban rail transit, the high-speed road network, energy security and alternative energy, the establishment of the Garden City, the establishment of Intelligent Guangzhou, and construction of major cultural infrastructure facilities, Guangzhou will bolster project planning, improve supporting measures, broaden financing channels, expand business IPOs, corporate bonds, medium-term notes, investment funds, asset securitization, and direct financing methods, and give full consideration to the introduction of strategic investors for long-term cooperation. Moreover, the city will explore the use of multiples modes to steer social capital into development (these tasks will be the responsibility of the Development and Reform Committee, Finance Bureau, Construction Committee, Communications Committee, Urban Planning Bureau, Guangzhou Municipal Land Resources and Housing Administrative Bureau, Economic and Trade Committee, Water Affairs Bureau, Bureau of Forestry, Urban Utilities and Landscaping, Bureau of Science, Technology and Information, Bureau of Culture Radio, Television, Press and Publication, and Guangzhou Port Authority).

ix. Intensifying Investment Promotion for Dominant Strategic Industries

In line with its plan to build a national base for the emerging strategic industries, Guangzhou will set out to expand investment promotion for the emerging strategic industries, such as new-generation information technology, biology and health, new materials, alternative-energy vehicles, alternative energy and energy conservation. The city will pool resources to bring in a number of high-end links of industrial chains and investment projects (enterprises) in the emerging industries which own core technologies and have strong stimulatory effects. It will also foster a number of pillar industries and leading industries in order to turn the
emerging strategic industries into new engines driving the transformation and upgrading of the city’s industries (these tasks will be the responsibility of the Development and Reform Committee, Economic and Trade Committee, Bureau of Science, Technology and Information, and Bureau of Foreign Trade and Economic Cooperation).

In light of the city’s plan to build an industrial structure centered on the service economy, Guangzhou will embark upon global investment promotion for the strategic modern service industries, such as banking, insurance, commerce and trade conventions and exhibitions, modern logistics, creative culture, science and technology services, business services, and tourism. It will also promote new technologies, new formats and new business models for the innovation of the service sector, facilitate the growth of the productive service sector in clusters, grow the convenience service sector for residents, and advance the public service sector in an equitable manner, thereby establishing a more efficient industrial structure for the service sector and boosting the central city’s clustering and stimulatory effects and comprehensive service functions (these tasks will be the responsibility of the Development and Reform Committee, Economic and Trade Committee, Financial Affairs Office, Bureau of Culture Radio, Television, Press and Publication, Tourism Bureau, Bureau of Foreign Trade and Economic Cooperation, and Bureau of Science, Technology and Information).

In view of the city’s plans to create a national advanced manufacturing base, Guangzhou will undertake stronger investment promotion for the strategic advanced manufacturing industries, such as automobiles, petrochemicals, heavy-duty equipment, numerical control, shipbuilding, and high-quality steel. It will endeavor to bring in leading projects, high-end projects, and industrial-chain projects and industrial projects which the city currently does not have, and promote industrial structure upgrading, layout optimization, and integration and extension of industrial chains. Through the introduction of competitive businesses, establishment of joint ventures, capital increase, and production capacity expansion, Guangzhou will promote the use of high technologies and the innovation and upgrading of applicable advanced technologies, especially information technologies, in competitive traditional manufacturing industries,
such as pianos, home appliances, beer, jewelry, household chemicals, sporting goods, papermaking, apparel, and leather products, thereby facilitating industrial upgrading and speeding up the transformation of the segmented economic sectors of apparel and leather products into clusters of modern industries (these tasks will be the responsibility of the Economic and Trade Committee, Bureau of Foreign Trade and Economic Cooperation, and Bureau of Science, Technology and Information).

In combination with the efforts to build a low-carbon Guangzhou, the city will stress investment promotion for strategic low-carbon projects with low energy consumption, low emissions and high-technologies, and introduce technological and industrialization projects relating to desulfurization and denitrification, emission monitoring, new-generation bio-fuels, cogeneration of heat, electricity and refrigerants, photovoltaic power generation, and carbon dioxide capture (these tasks will be the responsibility of the Development and Reform Committee, Economic and Trade Committee, and Bureau of Foreign Trade and Economic Cooperation).

x. Intensifying Investment Promotion for Substantial Strategic Development Platforms

Guangzhou will set out to build 16 national-class development zones, modern urban functional areas, and major industrial bases, including the Guangzhou Development District, Nansha New District, Zengcheng Development District, China-Singapore Knowledge City, Tianhe Central Business District, Pazhou-Yuncun area, Baiyun New Town, Bai’etan area, areas on the southern section of the new central axis, airport economic zone, Guangzhou (Huangpu) Coastal Business District, Guangzhou South Station Business District, Guangzhou University Town, Tianhe Intelligent District, Guangzhou International Health Industrial City, National Digital Home Demonstration Industrial Base. Investment promotion and construction will be intensified for these areas. Moreover, Guangzhou will bring in resourceful domestic and overseas enterprises to build a number of functional development platforms for wealth management, technological innovation, quality inspection, and certification services. The city will also vigorously promote the development and investment promotion of the Yuexiu Core
Industrial Functional Enhancement Zone and other district-level strategic development platforms, and attract a number of high-end industries and high-end projects. There are plans to build a total of 70 strategic investment promotion platforms at the city and district levels which will accommodate the concentration of high-end elements, attract top-notch talent, provide high-end services, and stimulate the transformation and upgrading of the industries (these tasks will be the responsibility of the Development and Reform Committee, Economic and Trade Committee, Bureau of Science, Technology and Information, and Bureau of Foreign Trade and Economic Cooperation).

xi. Encouraging External Investment in the Construction and Renovation of New Urban Areas, Central Towns and Urban Villages

According to the functional orientation of different areas, such as industrial areas, commercial areas, residential areas, and ecological areas, Guangzhou will formulate, consolidate and optimize zoning plans for new urban areas, central towns and urban villages, create a favorable investment environment, explore the possibility of the formulation of incentive policies, and proactively introduce investment partners, thereby channeling social capital to the construction and renovation of new urban areas, central towns and mountainous towns (these tasks will be the responsibility of the Urban Planning Bureau, Development and Reform Committee, Guangzhou Municipal Land Resources and Housing Administrative Bureau, Construction Committee, Financial Affairs Office, and Bureau of Agriculture).

xii. Building External Investment Promotion Platforms through Multiple Channels

Guangzhou will take full advantage of the China Import and Export Fair, Guangzhou Fair, Guangzhou Convention of Overseas Scholars in Science and Technology, China International SME Fair, Hong Kong-Guangdong Economic and Trade Cooperation Symposium, and Guangdong (Guangzhou) Premium Taiwan Products Fair, Guangdong-Macao Greater Pearl River Delta Joint Oversea Promotion Seminar, and Pan Pearl River Delta Provincial Capital City Mayors Forum, to conduct investment promotion campaigns and city profile enhancement events nationwide, thereby stimulating investment through massive publicity.
Moreover, Guangzhou will strengthen exchanges with cooperation with domestic and foreign investment promotion agencies, trade and economic cooperation service providers, overseas Chinese organizations, and domestic associations of foreign investors, and will make full use of the relevant channels to stage comprehensive or specialized investment promotion events nationwide. Furthermore, Guangzhou will provide support for international investment advisory bodies to conduct investment promotions in Guangzhou and will accredit Class A international investment advisory bodies. Districts, county-level cities and relevant government departments should strive to build a number of influential investment platforms (these tasks will be the responsibility of Bureau of Foreign Trade and Economic Cooperation, Economic and Trade Committee, Foreign Affairs Office, Collaboration Office, Taiwan Affairs Office, Bureau of Science, Technology and Information, and district and county-level city governments).

III. Optimization of Services and Environment
i. Optimization of Administrative Services
Guangzhou will speed up efforts to build a service-oriented government, and continue to clean up matters related to the review and approval of foreign investments, simplify procedures, increase transparency, and reduce processing time. In accordance with the principles of “simultaneous review and approval and completion of processing within the prescribed time frame”, Guangzhou will introduce innovative review and approval practices, vigorously promote online review and approval, and improve work efficiency. For projects covered by national policies, post-commencement review and approval, parallel review and approval, and review and approval within the prescribed time frame will be introduced (these tasks will be the responsibility of the Government Affairs Office, Development and Reform Committee, Bureau of Foreign Trade and Economic Cooperation, Administration Industry and Commerce, Supervision Bureau, Office of Legal System, Bureau of Science, Technology and Information).

ii. Optimization of Legal Environment
Guangzhou will further improve the investment environment evaluation system, formulate or improve local statutes and regulations concerning the comprehensive
rectification of the soft investment environment and protection of investor rights and interests, and promote the rule of law and internationalization of the business environment and business practices. Moreover, in strict accordance with legal authority and procedural rights, Guangzhou will comprehensively promote openness in government affairs, administration according to the law, and civilized law enforcement, and effectively protect the legitimate rights and interests as well as personal and property safety of investors from outside of Guangzhou. Furthermore, Guangzhou will proactively promote integrated administrative law enforcement, strictly control and further reduce the various types of inspections, and prohibit interference with enterprises’ normal production and operation under the pretext of inspections. In addition, Guangzhou will strengthen the development of the complaint handling center, build efficient long-term mechanisms for reporting, complaint handling, supervision, treatment, and feedback, and resolve complaints and disputes in a timely manner according to the law (these tasks will be the responsibility of the city’s economic and trade administrative authorities, Office of Legal System, Supervision Bureau, and Judicial Bureau).

iii. Optimization of Trade Customs Clearance Environment

Guangzhou will promote the integration of customs clearance for ports, bonded areas, and industrial parks, encourage qualified enterprises to apply for self-use warehouses, public bonded warehouses, and export-supervision warehouses, speed up implementation of “centralized declaration”, “paperless customs clearance”, “declaration at the place of jurisdiction”, and “port inspection and release” and other clearance supervision modes, and simplify procedures. In addition, Guangzhou will establish a rapid response mechanism to ensure fair trade, undertake response work for non-traditional trade frictions in the technical trade category such as technical standards, safety standards, and carbon standards, introduce early warning systems for trends, technical regulations and standards of major trading countries, and major products, and set up dedicated early-warning systems, thereby helping enterprises respond to all types of trade frictions (these tasks will be the responsibility of the Bureau of Foreign Trade and
Economic Cooperation, Quality Supervision Bureau, and Ports Office in collaboration with Guangzhou Customs, Huangpu Customs, and Guangzhou Entry-Exit Inspection and Quarantine Bureau).

**iv. Optimization of Convenient Entry-Exit Services**

Foreign employees at accredited Guangzhou-based corporate headquarters and their Guangzhou-registered subsidies with a registered capital of more than US $30 million and at other high-priority foreign-invested enterprises, may apply for entry visas with multiple entries and a validity of one year by presenting related identification documents. Foreign senior executives and technical personnel who need multiple entries may apply for multiple-entry visas valid for two to five years by presenting related identification documents. Their legal representatives, presidents, vice presidents and financial directors may apply for residence permits valid for two to five years by presenting related identification documents. Chinese workers who need to travel to Hong Kong and Macao on business may apply for Hong Kong and Macao Travel Permits and business entry and exit visas with multiple entries (these tasks will be the responsibility of the Public Security Bureau).

**v. Optimization of Intellectual Property Rights Protection Services**

Guangzhou will intensify market supervision, carry out regular campaigns to protect intellectual property rights, and create a fair and orderly market competition environment. The city will also take steps to improve information services relating to intellectual property rights and legal services, and promote the development of trading platforms for intellectual property rights. In addition, Guangzhou will press ahead with the legislation of the protection of intellectual property rights, amend the city's regulations on the protection of patents, trademarks and other industrial properties, improve the award system for informants, and increase the intensity of punishment and prevention according to the law. Moreover, the city will guide lawyers to provide efficient attorney services in respect of infringement of intellectual property rights, the production and marketing of counterfeit and shoddy goods, and other related criminal offenses, and will build and improve the databank on lawyers specializing in the
protection of intellectual property rights and provide high-quality efficient legal services for the settlement of disputes over intellectual property rights (these tasks will be the responsibility of the Intellectual Property Office, Legal System Office, and Judicial Bureau).

**vi. Optimization of Industrial Supporting Capacity**

Guangzhou will build databases on targeted investors in the supporting links of key industries, such as high technologies, equipment manufacturing, and emerging strategic industries, and launched pertinent campaigns to solicit investment from renowned domestic and overseas enterprises. In addition to seeking substantial projects, Guangzhou will step up efforts to bring in upstream and downstream projects on the value chain of raw materials, R&D and logistics. Supporting infrastructure facilities will be provide for introduced substantial projects, and roads, water supply, drainage, electricity, gas, telecommunications and other supporting network facilities will be built. Moreover, schools, logistics and distribution, banking, insurance, catering and accommodation, leisure and entertainment facilities will also be provided for major projects (these tasks will be the responsibility of the Development and Reform Committee, Economic and Trade Committee, Bureau of Science, Technology and Information, Bureau of Foreign Trade and Economic Cooperation, Urban Planning Bureau, Construction Committee, Communications Bureau, Bureau of Forestry, Urban Utilities and Landscaping of Guangzhou Municipality, Education Bureau, and Tourism Bureau).

**IV. Policy Support**

**i. Establishment of Incentive Mechanisms**

Guangzhou will increase incentives for key enterprises, provide efficient accreditation, service and management for corporate headquarters, and provide support for enterprises setting up regional headquarters in Guangzhou. Enterprises accredited as corporate headquarters will be given rewards and subsidies in accordance with The Provisional Measures on the Management of Reward and Subsidy Funds for Corporate Headquarters in Guangzhou. Incentives will also be
offered to enterprises set up investors from outside of Guangzhou by referencing existing incentive policies for key enterprises in the science and technology, commerce and trade, foreign trade and economic cooperation fields (these tasks will be the responsibility of Development and Reform Committee, Economic and Trade Committee, Financial Affairs Office, and Bureau of Foreign Trade and Economic Cooperation).

Moreover, Guangzhou will expand incentives for projects, increase the publicity of policies on industry transformation and upgrading, and encourage investment projects in key areas specified by the state, province or municipality, listed on the industry guidance catalogues, and conforming to industrial layout plans to apply for dedicated supporting funds for the development of the emerging strategic industries, advanced manufacturing industry and modern service industry and for the growth of the private economic sector. Policy measures in provincial and municipal industrial adjustment and revitalization plans will also be made applicable to qualified investment projects from outside of Guangzhou. Moreover, Guangzhou will establish a databank on substantial investment projects from outside of the city. Each year, a number of selected investment projects from outside of city which have large investment, high content of technology, strong stimulatory effects and substantial influence will be singled out for comprehensive coordination services, and those meeting the requirements will be given preference in recommendations for designation as provincial or municipal key projects and key preparatory projects, which are eligible for supportive policies (these tasks will be the responsibility of the Development and Reform Committee, Economic and Trade Committee, Bureau of Science, Technology and Information, and Finance Bureau).

Furthermore, Guangzhou will increase incentives for industrial innovation. The city will introduce policy measures designed to attract domestic and overseas R&D organizations, and will encourage multinational companies, renowned domestic and foreign scientific research organizations to set up R&D centers or key laboratories in collaboration with Guangzhou-based universities, scientific research institutes and enterprises to conduct joint research on common industrial
technologies, core technologies, cutting-edge technologies, and basic R&D projects. Such projects will be incorporated into the city’s development system for engineering technology R&D centers, key laboratories, and enterprise technology centers, and they will be encouraged to apply for substantial science and technology R&D projects at the national, provincial and municipal levels. Related policy measures outlined in the Guangzhou’s Decision to Vigorously Promote to Indigenous Innovation and Accelerate the Growth of High-tech Industries (Sui Zi [2008] No. 1) will be made equally applicable to qualified investment enterprises from outside of the city (these tasks will be the responsibility of the Bureau of Science, Technology and Information).

ii. Financial Support Policies

In line with The Opinions on Further Promoting the IPOs of Enterprises in Guangzhou, Guangzhou will encourage and guide enterprises to raise funds from domestic and overseas capital markets. The city will take strong steps to grow industry investment funds, channel social capital to pillar industries, emerging strategic industries, modern service industries, equipment manufacturing industries, low carbon industries, and airport economic sectors, set up industry investment funds, and give strong support to the restructuring, consolidation, optimization and growth of the dominant strategic industries. Preferential policies similar to those applicable to financial enterprises will be enacted for industry investment fund management entities which have been registered and incorporated in Guangzhou, have cumulatively managed more than RMB 1 billion worth of assets, and conform to industry development orientation in its investments. Efforts will also be made to implement The Opinions on Promoting the Development of Guangzhou’s Equity Investment Market and enhance venture capital operations and exit mechanisms. Moreover, Guangzhou will encourage financial institutions to make full use of loan transfers, syndicated loans, joint loans, bill financing, and banking products to broaden loan size and space. Support will be provided for banking institutions to strengthen cooperation with financing guarantee institutions, equity investment entities, and petty-loan firms and to offer collaborative financing services for enterprises. And policy-based guarantee
services will be provided in combination with the various types of funds devoted to loan guarantees in Guangzhou’s municipal-level financial arrangements (these tasks will be the responsibility of the Financial Affairs Office).

iii. Land Support Policies

Guangzhou will enact and improve differentiated land use policies in line with the development of modern industries and regional functional positioning, establish a set of project land entry standards in which investment rate, output rate, the rate of contribution of science and technology and eco-friendliness are taken as the main yardsticks, and promote the practice of giving preference in land use to dominant strategic industries which are land-conserving, intensive, efficient and low-carbon. A working mechanism will also be established for industrial land use, regulatory authorities will play a role in allocating land resources, and preference in land use will be given to investment projects which conform to the nation’s industry policies and the city’s industrial space layout and which are conducive to the optimization and upgrading of the industrial structure. In principle, newly added industrial projects will be assured of land plots in the industrial parks. In accordance with the control targets and land use targets specified in The Guangzhou Industrial Land Use Guide (2009 Edition), Guangzhou will strengthen the interface of overall land use planning and impose a strict control over land use scale during project approval and site selection. Preference in planned land supply will be given to industrial investment projects which are listed in The Guangdong Catalogue of High-Priority Industries for Development and which will use land intensively. Preferential zoning review and approval will be provided for investing enterprises which participate in the program of phasing out the secondary industry to make way for the tertiary industry and which are involved in the “Three Olds” renovation. The same treatment will be given to modern service and high-end commerce and trade projects and to massive urban renewal projects in key urban functional zones (these tasks will be the responsibility of the Land Resources and Housing Administrative Bureau, Urban Planning Bureau, Development and Reform Committee, and Economic and Trade Committee).
iv. Easing Market Entry Conditions
Any project not expressly prohibited will be allowed. The policy of “zero down payment” will be implemented with regard to the registered capital of enterprises founded by overseas-educated personnel, university teachers or students, scientists and technicians. Restrictions on company name approval conditions and enterprise domiciles will be eased, and the overall size of markets will be further expanded. Standardized investment threshold conditions will be established, and a market environment in which all types of investing entities gain access to the market and compete on an equal footing will be created (these tasks will be the responsibility of the Development and Reform Committee and Administration of Commerce and Industry).

v. Talent Recruitment Policy
Guangzhou will implement the “100 Innovative Entrepreneurship Leaders Program” and the “10,000 Overseas Professionals Concentration Project”, strengthen the recruitment of professionals for projects, and strive to recruit scientific research and innovation team, leading professionals, outstanding young and middle-aged professionals, and high-level overseas-educated professionals, and high-level foreign professionals. For high-level professionals who are recruited by enterprises set up by investors from outside of the city and who are accredited, supporting funds will be provided in accordance with The Opinions on Speeding up the Recruitment and Cultivation of High-level Professionals (Sui Zi [2010] No. 11); preferential policies will be enacted with regard to the residency of these personnel and their spouses and the education of their dependents. Housing subsidies, relocation expenses, and research startup funds for recruited high-level professionals may be included into the enterprise’s cost accounting, provided that they are conform to tax laws, statutes and regulations. In addition, Guangzhou will provide support for competitive pillar industries, emerging strategic industries, owners of major projects and high-tech SMEs to establish post-doctoral scientific research workstations, and facilitate the efforts of enterprises, universities and scientific research institutes to set up collaborative talent training and fostering bases. Subsidy systems will also be established for
the domestic and international exchanges and training of high-level professionals and urgently needed professionals. Furthermore, Guangzhou will set out to recruit and foster high-level professionals well-versed in international practices, enhance cooperation with high-end international talent service organizations, improve the global professionals recruitment network, and speed up efforts to foster the high-level professionals service market (these tasks will be the responsibility of the Bureau of Human Resources and Social Security, Organizing Department of the CPC Guangzhou Municipal Committee, State Tax Bureau, Bureau of Science, Technology and Information, and Finance Bureau).

vi. Elements Support Policy
For investment projects with a high content of technology, good economic returns, low resource consumption, and little environmental pollution, preferential services will be given in preliminary reviews of land use requests and supply of electricity, gas and water, and the best endeavors will be made to ensure that the projects start construction and become operational as scheduled. Moreover, Guangzhou will enhance transportation services, and include key enterprises into the lists of high-priority highway and port transport assurance; these enterprises will be given preference in transport planning and capacity allocation (these tasks will be the responsibility of the Development and Reform Committee, Urban Planning Bureau, Land Resources and Housing Administration Bureau, Environmental Protection Bureau, Economic and Trade Committee, Communications Committee, Water Affairs Bureau, and Forestry, Urban Utilities and Landscaping).

vii. Intensifying Evaluation and Performance Supervision
With regard to the investment promotion work of districts and county-level cities, Guangzhou will establish a comprehensive evaluation system, prepare work handbooks, create a system for supervision of performance and division of responsibility, and include the investment promotion work into the scope of performance evaluation of the leadership of all government agencies, districts and county-level cities. Moreover, Guangzhou will bolster follow-up research on difficulties and problems arising from investment promotion, and further improve
supporting policies. The city will regularly solicit investors’ comments on administrative services and administrative departments, and such comments will be used as important basis for the annual evaluation of the performance of the related departments (these tasks will be the responsibility of the Organizing Department of the CPC Guangzhou Municipal Committee, Supervision Bureau, General Office of the Municipal Government, Development and Reform Committee, Economic and Trade Committee, Bureau of Foreign Trade and Economic Cooperation, and Bureau of Science, Technology and Information).
The Certification and Management of Training Institutions for International Service Outsourcing Talents of Guangzhou

**Article 1** The Regulation herein was formulated in accordance with Opinions on Strengthening Cultivating the Service Outsourcing Personnel and Accelerating Employment of College Graduates (2009).

**Article 2** The International Service Outsourcing Talents Training Institutions of Guangzhou referred to in this regulation (hereinafter referred to as “Service Outsourcing Training Institutions”) refers to professional training institutions which possess legal entity, acquire qualities and conditions for operating schools or training centers in Guangzhou and are engaged in personnel training programs for software and service outsourcing businesses, social service-oriented training centers established by enterprises, and customized training organizations set up by higher education or vocational education institutions.

**Article 3** The certification and management of service outsourcing training institutions should be conducted by Bureau of Foreign Trade and Economic Cooperation of Guangzhou Municipality (BOFTEC for short), Bureau of Education, Bureau of Science and Information Technology, and Human Resources and Social Security Bureau of Guangzhou.

**Article 4** Qualifications for Service Outsourcing Training Institutions

1. independent legal entity
2. Certified by the department of Education or Human Resource and Social
Security

3. Experience of international software and service outsourcing talents training programs is required. The programs should be non-profit in principle. The number of trainees at previous year’s training program should exceed 100 (with more than 200 class hour per trainee). 60 percent of the participants must be working in either software or service outsourcing enterprises.

4. Well-established management and teaching system is required. The institutions should be equipped with clear teaching curriculum, course syllabus, and development plan, demonstrate relatively strong service outsourcing teaching skill and research ability, and provide related training courses and practical training systems.

5. Fixed teaching places and professional software and hardware teaching facilities in Guangzhou. The training venue should comply with provisions on environmental protection, labor protection, security, fire-fighting and health as well as related vocational safety regulations.

6. Providing stable full-time and part-time faculty related to the major of service outsourcing. At least 10 full-time and part-time teachers should be employed (with more than 5 full-time teachers).

7. Normative examination system employed to check the professional skills, foreign language competency and professional attainment of the trainee.

8. Sound financial management system and qualified financial personnel who provide accurate and clear financial accounting. Solid financial condition for the previous year required.

9. No misconduct like false reports or concealments in previous year.

Article 5 Materials Submitted by Service Outsourcing Training Institutions

1. Application Report

2. Duplicate of Business License for Legal Person or certificate of Organization Code (copy).

3. Qualification Certificate for running schools or vocational training (copy).

4. The trainee list, training major and employment report of the previous year.

5. Introduction of training places and facilities.

6. Teaching program, course syllabus and development plans with directory of
educational management system, teaching management system and practical training system.

7. Name list of teachers employed with their professional titles and teaching courses.

8. Report on previous trainings (including foreign exchange activities, and training evaluation certificate).

9. Material related to the management and condition of previous year's finance.

10. Other materials required by the examination authority.

**Article 6** The application and certification of service outsourcing training institutions is held annually. BOFTEC publishes application notices, stipulates clearly the requirements and deadline and finishes the certification within 30 working days upon receipt of the application materials submitted by qualified enterprises. The application and examination of training institutions could be implemented by intermediaries entrusted by BOFTEC.

**Article 7** The Process of Certification

1. **Acceptance**
   The applicant institution should submit the application report and related materials, and present to the commissioned organization by BOFTEC after the examination of foreign economic and trade department at the county or district level.

2. **Examination**
   BOFTEC will authorize intermediaries to organize experts for examination. Together with relevant department, BOFTEC will examine the service outsourcing training institutions and determine the intended ones.

3. **Public Summons**
   BOFTEC will publicize the intended service outsourcing training institutions on its website and Guangzhou Service Outsourcing website. The content should include name of the institution, legal person representative, brief introduction and training programs. The publicity period is five working days.

4. **Releasing**
   When there is objection during the publicity periods, BOFTEC and relevant departments would verify and handle it. No objection or the objection is not established, BOFTEC and relevant departments will release the final result.
Article 8  Those already certified as Guangzhou Software and Animation Talents Training Centers (Colleges) would have the priority to be firstly listed as “Guangzhou International Service Outsourcing Personnel Training Institution”.

Article 9  Certified Service Outsourcing Training Institutions Should Fulfill the Following Obligations:
1. To sign cooperation agreement with districts, cities, provinces, or demonstration plots to promote the cooperation with these areas.
2. To be a part of Guangzhou service outsourcing industry’s supply and demand plan and sign the development agreement with cooperation enterprises.
3. To report the next year’s training program, training orientation, enrollment amount, enterprises intention as well as budget to BOFTEC before Dec. 20th each year.

Article 10  Certified Service Outsourcing Training Institutions are Entitled to the Following Preferential Policies:
1. Personnel (college degree or above) engaged in service outsourcing businesses in the training institution, if passing service outsourcing knowledge and skill training examination and have singed labor contract with service outsourcing enterprises for over one year, will be recommended to declare the training fund of state service outsourcing program.
2. Personnel engaged in service outsourcing business in the training institution, if passing service outsourcing knowledge and skill training examination and have singed labor contract with service outsourcing enterprises in Guangzhou for over one year, will be able to bring a certain amount of financial support to the training institution from service outsourcing special fund of Guangzhou city.
3. Support will be given to training institutions for construction and operation of their public training service platform in accordance with regulations of Guangzhou Service Outsourcing Public Platform Special Fund.
4. Other service outsourcing policies.

Article 11  The support fund should be used exclusively for intended purposes. Upon receipt of the fund, the institutions must properly deal with accounting process in line with relevant financial administration rules.

Article 12  BOFTEC conducts regular inspection work on the completion of
training program, the obtaining of certificates of the trainee, the employment of
the trainee, evaluation from authorized agencies as well as fee-charging of the
certified training institution before March, 30\textsuperscript{th} every year.

\textbf{Article 13} Service outsourcing training institutions, if failed in annual inspection,
will be not given current year’s service outsourcing fund and will be ordered to
rectify and reform in limited time period. The qualification of the training
institution who failed annual inspection for a consecutive of two years will be
automatically cancelled.

\textbf{Article 14} This regulation shall be implemented as of the promulgation date,
valid for five years. Based on the implementation condition, evaluation and
revision of the regulation will be carried if related laws change or near expiration
date.
Appendixes
The Main Foreign Trade and Economic Organizations in Guangzhou and Their Functions

I. Bureau of Foreign Trade and Economic Cooperation of Guangzhou Municipality (GZBOFTEC)

Bureau of Foreign Trade and Economic Cooperation of Guangzhou Municipality is a comprehensive administrative authority of Guangzhou Municipal People’s Government, responsible for Guangzhou’s foreign trade and economic cooperation. Its main functions and responsibilities are as follows:

To implement the State, the Province and the municipality’s relevant policies, rules, regulations and laws for foreign trade, economic cooperation and foreign investment, to draft out local laws and regulations, work out and implement specific policies, programming, plan and supervising rules.

To study and review the international trade and situation of import and export, make suggestion of macro-control on structural adjustment and trade balance, to examine and handle the enterprises’ qualification and registration for importing and exporting, to implement the policies and rules on quotas allocation bid inviting of import and export commodities, to organize the implementation of the plan on import and export quotas, excluding grain and cotton, to manage processing trade, establish and improve the promoting system of foreign trade, research and promote new trade patterns, organize and help to participate all kinds of import & export commodities fair, foreign economic technological
exhibitions at home and oversea.
To handle the technology import and export, draw up policies, administrative
measures and regulations to push through and promote technology trade, export of
complete equipments; to coordinate the management of the quality of import and
export commodities, brand building, intellectual property, responsible for high
and new technology import and export.
To develop import and export of mechanical and electrical products and implement
the policies on import and export of mechanical and electrical products; examine
and approve the automatic import permit of mechanical and electrical products
and in charge of the examination and reporting work of mechanical and electrical
products under the catalogue of the Office of National Mechanical and Electrical
Products, supervise and coordinate the international bid-inviting and bid-entering
of mechanical and electrical products, examine and approve the qualification of
agency organization in international bid-inviting.
To take the lead in drawing up the plan for service trade development and its
implementation, and work with relevant department to draw plans and policies for
import and export of service trade and service outsourcing and organize the
implementation, push forward platform building of service outsourcing; make
statistics on international service trade;
To provide guidance and assistances on foreign investments; participate in and
organize implement of drawing development strategic and medium-long term
planning programs; explore, plan, organize and coordinate investment promotion;
provide guidance for foreign investment promoting organization oversea-based;
participate in introducing, settlement and service of foreign invested key projects;
to manage, in accordance with its administrative authority, the examination and
approval of foreign invested projects in Guangzhou; coordinate and solve the
problems concerning investment environment.
In charge of foreign economic cooperation; to draw up and implement the
policies, laws and regulations of foreign economic cooperation and overseas
investments; manage and supervise the overseas contracted projects, labor service
cooporation; examine and verify the set up of oversea enterprise invested by
Guangzhou’s companies (financial companies are not included), provide
guidance on overseas market development, rectify order in the market to enterprises investing overseas; the work of protecting the rights and interests of personnel working abroad.

Manage foreign exchanges related to foreign economic and trade affairs, examine and approve permanent representative offices of non-enterprise economic organization set up by foreign countries, Hong Kong, Macao and Taiwan under authorization; issue authorized visa application notice form, within its limits of authority, to foreigners who are coming to China for business affairs; contact with foreign consulates general in Guangzhou with affairs of foreign trade and economic cooperation.

Generally coordinate and guide various functional zones of foreign trade, including economic and technological development zones, bonded (logistics) zones, export processing zones and all other kinds zones set by district s or country level cities.

To work for organization and coordination on anti-dumping, countervailing, anti-monopoly, safeguard measure and other concerning fair trade, generally coordinate the specific work relating to the World Trade Organization and free trade zones; conduct industry damage investigation and take trade remedy measures, provide guidance and coordination on defending for overseas litigations of anti-dumping, countervailing and safeguard measure to Guangzhou exported commodities.

To undertake other tasks dispatched by Guangzhou Municipality Party Committee, Guangzhou Municipality Government and high level authorities concerned.

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**Functions of Main Divisions**

The Functions of the Main Functional Divisions Are As Follows:
**General Office**
Manage the daily affairs in the Bureau, including handling of the official documents and telegraphs, organization of meetings, confidential affairs, files and reception, etc; undertake the work related to information, confidentiality, government affairs, finance and asset management, security and supervision, etc.; coordinate the work of divisions of the Bureau; and manage the Bureau’s information construction work.

**Comprehensive Division**
Organize research on foreign trade and economic development strategies and related policies; draft comprehensive documents of the Bureau; responsible for Bureau’s publicity activities; handle NPC deputies’ suggestions and CPPCC’s proposal and contact their counterparts in the democratic parties and other sectors; and organize the compilation of foreign trade and economic white paper, yearbook, and local chronicles.

**Policy and Law Division (Fair Trade Division)**
Draft relevant local laws, rules and regulations; take on the legality review over normative documents; undertake administrative reconsideration and respond to administrative appeal; work with relevant departments to deal with foreign-related trade disputes; responsible for work of fair trade and industrial damage investigation, including coping with investigations on foreign trade remedy, dealing with foreign-related intellectual property rights and technical and other barriers to trade, undertaking the investigation, in accordance with law, on the concentration of business operators and other works concerning acts of anti-monopoly; coordinate the specific work relating to the World Trade Organization; and undertake the work of law publicity and education.

**Planning and Financial Division**
Compile the mid-and-long-term developmental strategies and annual working plans on foreign trade and economy of Guangzhou; monitor and analyze the macro operational status of foreign trade and economy of Guangzhou; in charge of statistics analysis and information dissemination on foreign trade; coordinate with relevant departments to implement policies and regulations of foreign exchanges, taxation, credit and other policies concerning foreign trade and economy;
responsible for the formulation of special funds management methods and organization of implementation; guide the financial work of organizations directly under the Bureau and internal audit work.

**Foreign Trade Development Division**

Draw up management methods and measures to promote foreign trade and the strategic plans to explore overseas markets; construct and improve the international trade promotion system, and promote all kinds of foreign trade enterprises to explore international market, providing enterprises with all kinds of public services; research and promote new trade patterns; organize Guangzhou Trade Delegation to participate in Chinese Import & Export Commodities Fair and examine, approve and manage the foreign economic and technological exhibitions organized by Guangzhou municipality at home; and organize foreign exhibitions, fairs and other activities.

**Foreign Trade Administration Division**

Manage qualification registrations of import and export business and examine and submit enterprises’ applications for import and export license on goods under state’s restrictions; manage foreign trade warehousing, international freight forwarders and other logistics; coordinate the import and export management on all kinds of important commodities and tariff quota commodities; responsible for the issuance of import and export licenses of relevant goods and certificates of origin of textile products, relevant supervision, management and statistical analysis; and manage processing trade.

**Mechanical and Electrical Products Import and Export Division**

( Guangzhou Mechanical and Electrical Products Import and Export Office )

Draft the plan for the development of import and export of mechanical and electrical products; examine and approve the automatic import permit of mechanical and electrical products and in charge of the examination and reporting work in accordance with the State’s import catalogue of mechanical and electrical products; coordinate and manage the export project of large-sized and full set of equipments; supervise and coordinate the international bid-inviting and bid-
entering of mechanical and electrical products, examine and approve the qualification of agency organization in international bid-inviting; and guide the construction of productive system of exported mechanical and electrical products.

**Foreign Investment Promotion Division**

Coordinate and guide the work in promoting foreign investment in Guangzhou; participate in drawing strategies for promoting foreign investment in Guangzhou and policies and measures to improve investment environment; make plans to promote foreign investment in Guangzhou and organize the promotion work for introducing key projects in Guangzhou; and contact with overseas investment promotion organizations.

**Foreign Investment Administration Division**

Draw up policies, regulations, rules and normative documents for foreign investments; draw up mid-long term planning and annual guiding plans for utilization of foreign funds in Guangzhou; responsible for the statistical analysis of the utilization of foreign funds; make statistics and analyses of the utilizations of foreign funds, propose relevant suggestions and measures; examine, approve or report to the central government, in accordance with limits of authority, on the establishment, modifications and pledge of foreign-invested projects; issue confirmation certificates and renew approval certificates of foreign-invested projects in accordance with jurisdiction; coordinate and solve the problems concerning investment environment.

**Development Zones Administration Division**

Generally coordinate and guide various functional zones of foreign trade, including economic and technological development zones, bonded (logistics) zones and export processing zones; take the lead to coordinate relevant departments to draw up development strategies, policies and measures for various functional zones of foreign trade, including economic and technological development zones, bonded (logistics) zones and export processing zones; make overall research and analysis on key issues concerning the development of various functional zones of foreign trade, including economic and technological development zones, bonded (logistics) zones and export processing zones;
examine and approve, within the jurisdiction, or report to the central government, the establishments and modifications of various functional zones of foreign trade, including economic and technological development zones, bonded (logistics) zones and export processing zones; organize the study and argumentation of the establishment of various functional zones of foreign trade subjected to the approval by state or provincial government, including economic and technological development zones, bonded (logistics) zones and export processing zones; and guide and coordinate the construction of Guangzhou bonded logistics system and related work.

**Foreign Economic Cooperation Division**
Manage and guide Guangzhou’s outbound investment work and organize the implementation of Going Global strategies; foreign economic cooperation and technological assistance abroad, and work out relevant policies, laws and regulations; implement relevant policies by the state and the province and work out the development plan for foreign economic cooperation; examine and report to the relevant authorities on the establishment of overseas enterprises and operational qualification in foreign economic cooperation, including overseas contracted projects, labor service cooperation, and overseas assistance, To examine and approve the assignment of personnel to municipal enterprises in Hong Kong and Macau; undertake, with its jurisdiction, the work of protecting the rights and interests of personnel working abroad and cooperate with relevant departments in dealing with important issues; and organize and coordinate relevant exchange activities of foreign economic cooperation.

**Technology and Trade Division**
Implement the national and provincial policies on technology trade, service trade, service outsourcing and brand internationalization; formulate and implement Guangzhou’s planning and measures on the development and promotion of the above sectors, guide the construction of various types of high-tech export bases, in charge of the management and promotion of import and export of high and new technology and products, service trade, service outsourcing and brand internationalization; responsible for technology import and export contract registration; and coordinate the management of export quality and technical
standards.

**International Exchange Division**

Manage foreign exchanges related to foreign economic and trade affairs, organize and coordinate major foreign affairs relating to foreign trade and economic cooperation; examine and approve representative offices of non-enterprise economic organization set up by foreign countries, Hong Kong, Macao and Taiwan; issue authorized visa application notice, within its limits of authority, to foreigners who are coming to China for business affairs; contact foreign consulates general in Guangzhou with affairs of foreign trade and economic cooperation; and organize foreign affairs activities concerned with the Bureau.

**Website of the GZBOFTEC**

**WWW. GZBOFTEC. GOV. CN** was opened in 2002. It has Chinese and English version now and is an important channel for Bureau of Foreign Trade and Economic Cooperation of Guangzhou Municipality (BOFTEC) to release government information, supply public service and realize industrial management. The goal of the website is as follows:

- To realize the function of E-government of BOFTEC so as to provide online administration and service for the local activities of foreign trade, foreign investment and foreign economic cooperation.
- To provide the businessmen worldwide with a reliable access to the related foreign trade and economic information, latest laws and regulations and materials and datum.
- To provide an authoritative window for showing investment environment, investment promotion activities and related events of Guangzhou.
- To offer the online services and resources related to foreign trade and economic affairs.

With more than 60 columns, the Chinese Website covers the following 6 sections: Knowing Foreign Trade and Economic Cooperation, Information on Foreign Trade and Economic Cooperation, Public Government Affairs, Guide of handling affairs, Interactive Communication and Special Service. With 7 sections and about 20 columns, the English Website covers main business of forging
investment, foreign trade and Foreign Economic & Technological Cooperation. Among them the following hot columns are included: networking supervision and control over processing trade, Information Platform for Trade Development, China Import and Export Commodities Fair, Information Platform of Textiles, Service Outsourcing, Automobile Bases Construction etc. The Website ensures release of latest policies and regulations and relative statistic data. E-Government Services make the working procedures and admission result clear by taking the new office model of “internet admission- External Government Network handling-internet reply”. Now 17 items of online admission and about 20 on-line publicity items are provided. It handles about 5000 online admission businesses every month. Communications platform provide such services as online Q&A, online complaints, Director-General’s Mailbox, online interview, online investigation and message forum so as to solicit opinions and suggestions from the public and provide citizens with a channel of excising their rights. The website also supplies Personalization function of email subscription so to take a more initiative way by giving user concerned information instead of passively waiting to be visited by users. People from all walks of life and concerned about Guangzhou foreign trade and economy are warmly expected to join hands with us to achieve the goals of the website and better serve the Guangzhou economic development.

Sponsor: Bureau of Foreign Trade and Economic Cooperation of Guangzhou Municipality  
Co-sponsor: Information Center of Foreign Trade and Economic Cooperation of Guangzhou Municipality

Tel: 86-20-81098727, 86-20-81097445  
Website: webmaster@gzboftec.gov.cn

II. China Council for the Promotion of International Trade, Guangzhou Branch

China Council for the Promotion of International Trade Guangzhou Branch (China
International Chamber of Commerce Guangzhou Branch) is a standing local representative organization of the China Council for the Promotion of International Trade in Guangzhou. It is an international, comprehensive non-government foreign economic and trade organization formed by representatives from enterprises, associations and institutions related to foreign economic and trade affairs in Guangzhou. Its aim is to promote economic, trade, and technological cooperation with foreign countries and regions so as to facilitate the friendship, economic and trade exchanges between Guangzhou and other counties and regions worldwide.

Since its establishment in 1985, Guangzhou Branch has been focusing on its central task of economic development and foreign trade and economy promotion. By taking full advantage of its functions of foreign economic liaison, exhibitions organizations, visits abroad and license service, Guangzhou Branch has formed its own edge together with relevant overseas chambers of commerce, associations, enterprises and trade promotion organizations.

Guangzhou Branch, with over 6200 members of persons, institutions and enterprises, has 12 sub-branches throughout the 10 districts and 2 county-level cities in Guangzhou. Meanwhile, friendly cooperation and close contact have been established with more than 200 overseas establishments on 40-plus countries and regions. China Council for the Promotion of International Trade Guangzhou Branch aims to become a strong, professional and authoritative trade promotion organization and be welcomed by government, enterprises and society at home and abroad.

**Add:** 26B Development Center Building, Linjiang Road 3, Zhujiang New Town, Guangzhou, P. R. China

**Tel:** 86-20-3785 3060, 8730 5365

**Fax:** 86-20-3785 3099, 8730 5360

**E-mail:** gzh@ccpit.org

**Website:** http://www.gzccpit.org.cn

### III. Guangzhou Municipal Board for International Investment

Founded in 2002, Guangzhou Municipal Board for International Investment is the
only non-profit and professional investment promotion institution under Guangzhou Municipal Government. With abundant government resource networks and a team staffed with professional personnel who are well trained on English, Japanese, Korean and other languages. We work out the best and most effective investment solution for overseas investors, including:
To provide the latest and detailed investment information
To interpret relevant policy and answer any investment-related question
To conduct on-the-spot investigation tour
To recommend partners.
Guangzhou Municipal Board for International Investment will work unswervingly with overseas investors to create a brighter new future.

**Address:** 7/F, Guangzhou Government Affairs Center, Hua Li Road 61, Zhujiang New Town, Guangzhou, P. R. China

**Zip Code:** 510623

**Tel:** 86-20-3892 0742/3892 0722

**Fax:** 86-20-3892 0747/3892 0724

**Email:** info@investguangzhou.gov.cn

**Website:** http://www.investguangzhou.gov.cn

**IV. Guangzhou Association of Enterprises with Foreign Investment**

Guangzhou Association of Enterprises with Foreign Investment, founded in 1987 under the approval of the Guangzhou Municipal Government as a non-governmental organization, is under the leadership of Bureau of Foreign Trade & Economic Cooperation of Guangzhou Municipality. Leaders and experts from relevant departments concerning foreign economy, the customs, foreign exchange control, taxation, registration and management of industrial and commercial enterprises, inspection and quarantine of goods, labor and public security etc. have been invited as the consultants. It currently reached more than 1350 members; over 40 activities have been conducted each year. It is noted as the *Home for Foreign Businessmen.*
The Mission:
To safeguard their lawful rights and interests;
To promote understanding, friendship and cooperation among the members and between the members and government departments. As well, to spur healthy growth of member enterprises; and
To thrive Guangzhou’s economic development.

Functions:
i. Provide one package service during the course of setting up a foreign-funded enterprise, including the location of the enterprise, application for the establishment of the enterprise, the registration in industrial and commercial administration, in tax office and in foreign exchange control system, and the filing with customs etc;
ii. Apply for the establishment, extension and alteration of foreign non-business economic organization;
iii. Provide one package service during the course of applying for establishment, extension, business permit, license and Tax Registration Certificate for the foreign-funded company’s representative office in Guangzhou and oversea enterprises invested by Guangzhou’s companies;
iv. Provide assistance for foreign business people in obtaining business invitations, applying for temporary residence permit, renewal of visa, and the employment permit in Guangzhou;
v. Apply for enterprises to take part in the Chinese Import & Export Commodities Fair, organizing members to investigate various business and trade markets and to participate in various expositions and exhibitions etc;
vi. Offer advisory services on such aspects as finance, taxation, labor, import and export trade, management and law etc;
vii. Provide one package service of joint annual audits for foreign-funded enterprises;
viii. Undertake the Policy Briefing of Guangzhou’s Rules and Regulations, convening forums and workshops to seek the opinion of enterprises about draft rules and regulations, holding training lectures concerning foreign economics,
industrial and commercial administration, taxation, foreign exchange control and customs, and hold working luncheons of managers and specific salons;
ix. Facilitate its members to go in for such matters as bid offering for quotas of export goods, and responding to anti-dumping cases etc;
x. Organize kinds of fellowship activities like culture, sports etc. among members and between governmental departments as well;
I. Organize enterprises to attend such activities as the selection of outstanding companies sponsored by the national associations or by the relevant governmental departments;
II. Conduct international exchanges with relevant economic groups at home and abroad to boost links and cooperation among enterprises.

Address: Room 1012, Dongfengxi Road 158, Guangzhou City
Tel: 86 2081089171, 81089117, 81089161
Fax: 8620 – 81393745
Zip Code: 510170
Website: http://www. gzaefi. org. cn
Email: gzaefi@ yahoo. com. cn

V. Functional Department of Districts and County-level Cities for Foreign Trade and Economy
### V. Functional Department of Districts and County-level Cities for Foreign Trade and Economy

<table>
<thead>
<tr>
<th>Department</th>
<th>Office Address</th>
<th>Tel.</th>
<th>P. C.</th>
<th>Website</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yuexiu Economy and Trade Bureau</td>
<td>6/F, Kaicheng Building, No. 83, Xianliezhong Rd.</td>
<td>0086-20-37625631</td>
<td>510070</td>
<td><a href="http://www">www</a>. invest. yuexiu. gov. en</td>
<td>yuexiuwj@ 126. com</td>
</tr>
<tr>
<td>Liwan Economy and Trade Bureau</td>
<td>Trade and Economy Building, Dongjiaonan Rd.</td>
<td>0086-20-81532557</td>
<td>510375</td>
<td>zsw. lw. gov. en</td>
<td><a href="mailto:ipc.liwan@gmail.com">ipc.liwan@gmail.com</a></td>
</tr>
<tr>
<td>Haizhu Economy and Trade Bureau</td>
<td>No. 9, Qiangui St., Qianjin Rd.</td>
<td>0086-20-84415761</td>
<td>510230</td>
<td><a href="http://www">www</a>. haizhu. gov. en jjmyj</td>
<td>hzwjmj@ 21cn. com</td>
</tr>
<tr>
<td>Tianhe Economy and Trade Bureau</td>
<td>6/F, Bldg 2, Tianhe Government Yard, No. 1, Tianfu Rd.</td>
<td>0086-20-38622696</td>
<td>510655</td>
<td>jingmao.thnet.gov.cn</td>
<td>hujh@ thnet. gov. cn</td>
</tr>
<tr>
<td>Baiyun Economy and Trade Bureau</td>
<td>7/F, Government Bldg., No. 238, Guangyuanzhong Rd.</td>
<td>0086-20-86381887</td>
<td>510405</td>
<td><a href="http://www">www</a>. by. gov. en</td>
<td>xmb724@ 126. com</td>
</tr>
<tr>
<td>Panyu Economic and Trade Promotion Bureau</td>
<td>No. 11, Kou'an St., Qinghedong Rd., Shiqiao, Panyu</td>
<td>0086-20-84690919</td>
<td>511400</td>
<td>wjm.panyu.gov.cn</td>
<td>13560158288@139. com</td>
</tr>
<tr>
<td>Department</td>
<td>Office Address</td>
<td>Tel.</td>
<td>P. C.</td>
<td>Website</td>
<td>Email</td>
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</tr>
<tr>
<td>Huadu Economy and Trade Bureau</td>
<td>No.13, Songyuan Road, Xinhua Town, Huadu District</td>
<td>0086-20-8688320 0086-20-86883020</td>
<td>510800</td>
<td><a href="http://www">www</a>. investhuadu. gov.cn</td>
<td>hwjzs@126. com</td>
</tr>
<tr>
<td>Zengcheng Technology, Economy and Information Bureau</td>
<td>No. 23, Xiyuan Road, Zengcheng</td>
<td>0086-20-82752000</td>
<td>511300</td>
<td><a href="http://www">www</a>. investmentze. com</td>
<td><a href="mailto:zedwmy@gz.gov.cn">zedwmy@gz.gov.cn</a></td>
</tr>
<tr>
<td>Conghua Economy and Trade Bureau</td>
<td>#30 Dongcheng Rd., Jieku, Conghua</td>
<td>0086-20-87921066</td>
<td>510900</td>
<td>www1. conghua. gov.cn/</td>
<td>chbofe@1 63. com</td>
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<td>businessses/mercantile/,</td>
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<td><a href="http://www">www</a>. conghua. gov.cn/</td>
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<td>chinvestment/html/sy/index.html</td>
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</tr>
<tr>
<td>Nansha Economy, Trade, Technology and Information Bureau</td>
<td>No.1, Fenghuang Blvd., Nansha District</td>
<td>0086-20-84986697 0086-20-84986699</td>
<td>511457</td>
<td><a href="http://www">www</a>. gznss. gov.cn</td>
<td>rayman_om@ 163. com</td>
</tr>
<tr>
<td>Economic Development, Scientific and Technological Bureau of Guangzhou Development District</td>
<td>2/F, Building D, #1 Xiangxue 3 Road, Luogang District</td>
<td>0086-20-82111503 0086-20-82111508</td>
<td>510530</td>
<td>jjj. getdd. gov.cn</td>
<td><a href="mailto:lianggx@getdd.gov.cn">lianggx@getdd.gov.cn</a></td>
</tr>
<tr>
<td>Enterprises Construction Bureau of Guangzhou Development District</td>
<td>Guangzhou Development District</td>
<td>0086-20-82113338 0086-20-82113337</td>
<td>510530</td>
<td>qijian. getdd. gov.cn</td>
<td><a href="mailto:sunbx@getdd.gov.cn">sunbx@getdd.gov.cn</a></td>
</tr>
</tbody>
</table>
Contact Information of Some Functional Departments of Guangzhou

i. Administration of Industry and Commerce of Guangzhou
Add: #112 Tianhe Road, Guangzhou
Zip Code: 510620
Tel: 8620-85596566, 38920599

ii. Administration of Quality and Technology Supervision of Guangzhou
Add: #311, Yuexiu Bei Road, Guangzhou
Zip Code: 510050
Tel: 8620-83228323

iii. Guangzhou Foreign Affairs Office
Add: #1 Fuqian Road, Guangzhou
Zip Code: 510032
Tel: 020-83125410, 83125412

iv. Guangzhou Local Taxation Bureau
Add: #46 Jixiang Road, Guangzhou
Zip Code: 510030
Tel: 8620-12366, 83637000

v. Guangzhou Office of State Administration of Taxation
Add: #3 Huaxia Road, Zhujiang New Town, Guangzhou
**vi. Guangzhou Customs**  
*Add*: #83 Huacheng Ave., Zhujiang New Town, Guangzhou  
*Zip Code*: 510623  
*Tel*: 8620-12366, 38006100

**vii. Huangpu Customs**  
*Add*: #36, Baojin Road, Guangzhou Economic and Technological Development Zone, Guangzhou  
*Zip Code*: 510730  
*Tel*: 8620-81102000, 81103000

**viii. Guangdong Entry-Exit Inspection and Quarantine Bureau**  
*Add*: # 66 Huacheng Ave., Zhujiang New Town, Guangzhou  
*Zip Code*: 510623  
*Tel*: 8620-38290883

### Awards obtained in 2011

<table>
<thead>
<tr>
<th>Award</th>
<th>Level</th>
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<tbody>
<tr>
<td>Attracting FDI Comprehensive Prize</td>
<td>Special-class Award</td>
</tr>
<tr>
<td>Import and Export Prize</td>
<td>1st Prize</td>
</tr>
<tr>
<td>Foreign Economic and Trade Working Prize</td>
<td>Special-class Award</td>
</tr>
<tr>
<td>Customs Clearance Contribution Prize</td>
<td>1st Prize</td>
</tr>
<tr>
<td>Attracting Fortune 500 Investment Prize</td>
<td>Special-class Award</td>
</tr>
<tr>
<td>Advanced City in Service Outsourcing</td>
<td>1st Prize</td>
</tr>
<tr>
<td>Advanced City in Processing Trade Transformation and Upgrading</td>
<td>Special-class Award</td>
</tr>
<tr>
<td>General Trade Export Prize</td>
<td>Special-class Award</td>
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</table>
## Major Economic and Trade Promotion Events in 2012

<table>
<thead>
<tr>
<th>No</th>
<th>Exhibition</th>
<th>Time</th>
<th>Major Exhibits</th>
<th>City</th>
<th>Organizer</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Jakarta Fashion Exhibition</td>
<td>Mar, 15-17</td>
<td>gift, premiums, houseware, home appliance</td>
<td>Jakarta, Indonesia</td>
<td>Foreign Trade Development Division</td>
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<td>Tel: 020-81096078</td>
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<td>88902217</td>
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<td>Fax: 020-81097902</td>
</tr>
<tr>
<td>2</td>
<td>Guangdong ( Sao Paolo ) Commodity Fair</td>
<td>Mid August</td>
<td>electronics, home appliance, houseware, gift</td>
<td>Sao Paolo, Brazil</td>
<td>Foreign Trade Development Division</td>
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<td>Tel: 020-81096078</td>
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<td></td>
<td>Fax: 020-81097902</td>
</tr>
<tr>
<td>3</td>
<td>Guangdong ( Johannesburg ) Commodity Fair</td>
<td>End of November</td>
<td>electronics, home appliance, houseware, gift</td>
<td>Johannesburg, South Africa</td>
<td>Foreign Trade Development Division</td>
</tr>
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<td>Tel: 020-81096078</td>
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<td>Technology and Service Trade Division</td>
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<td></td>
<td></td>
<td></td>
<td>Tel: 88900725</td>
</tr>
<tr>
<td>4</td>
<td>China Brand Show ( USA )</td>
<td>August</td>
<td>home appliance, machinery and electronic goods, light industrial consumer products</td>
<td>Las Vegas, USA</td>
<td>Foreign Trade Development Division</td>
</tr>
<tr>
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<td>Tel: 020-81096078</td>
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<td></td>
<td></td>
<td>88902217</td>
</tr>
<tr>
<td>5</td>
<td>China Brand Show ( Europe )</td>
<td>September</td>
<td>kitchenware, greeting card, stationary, gift, houseware</td>
<td>Birmingham, UK</td>
<td>Foreign Trade Development Division</td>
</tr>
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<td></td>
<td></td>
<td></td>
<td>Tel: 88900725</td>
</tr>
<tr>
<td>6</td>
<td>Hannover Messe</td>
<td>Apr, 23-27</td>
<td>industrial equipment, parts and technology</td>
<td>Hannover, German</td>
<td>Mechanical and Electronic products IMP &amp; EXP Division</td>
</tr>
<tr>
<td>7</td>
<td>Auto Expo Kenya</td>
<td>May, 10-12</td>
<td>auto and motorcycle parts</td>
<td>Nairobi, Kenya</td>
<td>Tel: 81097443</td>
</tr>
<tr>
<td>8</td>
<td>The 15th Auto Expo Tanzania</td>
<td>May, 20-22</td>
<td>auto and motorcycle parts</td>
<td>Dar es Salaam, Tanzania</td>
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<tr>
<td>9</td>
<td>Automechanika Argentina</td>
<td>Nov, 14-17</td>
<td>auto parts</td>
<td>Buenos Aires, Argentine</td>
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</tbody>
</table>
## International Exhibitions to attend

<table>
<thead>
<tr>
<th>No</th>
<th>Exhibition</th>
<th>Time</th>
<th>Major Exhibits</th>
<th>City</th>
<th>Organizer</th>
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</thead>
<tbody>
<tr>
<td>10</td>
<td>CeBIT</td>
<td>May</td>
<td>information and telecommunication technology service</td>
<td>Australia</td>
<td>Technology and Service Trade Division Tel;88900725</td>
</tr>
<tr>
<td>11</td>
<td>Overseas Branches of CHTF</td>
<td>June</td>
<td>hi-tech products</td>
<td>Hungary</td>
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<tr>
<td>12</td>
<td>Southeast Asian Chinese medicine exhibition</td>
<td>August</td>
<td>traditional Chinese medicine products</td>
<td>To Be Determined</td>
<td></td>
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<tr>
<td>13</td>
<td>IFA Berlin 2012</td>
<td>Aug, 31- Sep 5</td>
<td>consumer electronics, home appliance</td>
<td>Berlin, German</td>
<td></td>
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<tr>
<td>14</td>
<td>Hong Kong International Electronics Fair (Autumn)</td>
<td>Oct, 13-16</td>
<td>electronic products</td>
<td>Hong Kong, China</td>
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<tr>
<td>15</td>
<td>The 21st Mega Show Part 1</td>
<td>Oct, 20-23</td>
<td>houseware, gifts, premiums</td>
<td>Hong Kong, China</td>
<td></td>
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<tr>
<td>16</td>
<td>The 8th Macau International Hotel Equipment &amp; Supplies Fair</td>
<td>November</td>
<td>equipment, supplies, lighting, stereo, decoration, catering and hotel management</td>
<td>Macau, China</td>
<td></td>
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<tr>
<td>17</td>
<td>CES</td>
<td>Jan, 2013</td>
<td>consumer electronics, telecommunication products and accessories</td>
<td>Las Vegas, USA</td>
<td></td>
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<tr>
<td>18</td>
<td>Asia Apparel Expo</td>
<td>Feb, 2013</td>
<td>apparel, textile, accessories</td>
<td>Hong Kong, China</td>
<td></td>
</tr>
<tr>
<td>No</td>
<td>Exhibition</td>
<td>Time</td>
<td>Major Exhibits</td>
<td>City</td>
<td>Contact</td>
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</tr>
<tr>
<td>19</td>
<td>The 10th China Commodities Fair in Kazakhstan</td>
<td>May, 22-26</td>
<td>houseware, home appliance, gifts, mechanicals</td>
<td>Almaty, Kazakhstan</td>
<td>Ministry of Commerce Foreign Trade Development Bureau, <a href="http://www.mbkb.org.cn">www.mbkb.org.cn</a></td>
</tr>
<tr>
<td>20</td>
<td>Algeria International Expo</td>
<td>Jun. 1-7</td>
<td>electronics, home appliance, houseware, building materials</td>
<td>Algeria</td>
<td>Algeper, Algeria</td>
</tr>
<tr>
<td>22</td>
<td>China Industry Expo (Venezuela)</td>
<td>Jul. 28-Jul. 1</td>
<td>auto and parts, electronics, building materials, building materials, light industrial products</td>
<td>Caracas, Venezuela</td>
<td></td>
</tr>
<tr>
<td>23</td>
<td>China Commodity Fair (Tanzania)</td>
<td>July</td>
<td>home appliance, building materials, houseware</td>
<td>Dar es Salaam, Tanzania</td>
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<tr>
<td>No</td>
<td>Exhibition</td>
<td>Time</td>
<td>Major Exhibits</td>
<td>City</td>
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</tr>
<tr>
<td>25</td>
<td>China Products Exhibition (Mumbai, India)</td>
<td>Beginning of December</td>
<td>home appliance, light industrial products, building materials</td>
<td>Bombay, India</td>
<td></td>
</tr>
<tr>
<td>27</td>
<td>The 9\textsuperscript{th} Malaysia Machinery &amp; Electronic Products and building materials Expo</td>
<td>Nov, 28-Dec, 1</td>
<td>machinery and electronic goods, hardware, building materials</td>
<td>Kuala Lumpur, Malaysia</td>
<td></td>
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<tr>
<td>28</td>
<td>The 9\textsuperscript{th} Malaysia Consumer Goods &amp; Gifts Fair</td>
<td></td>
<td>consumer goods, gifts, premium</td>
<td>Kuala Lumpur</td>
<td>China Foreign Trade Guangzhou Exhibition General Corporation <a href="http://www.fairwindow.com">www.fairwindow.com</a></td>
</tr>
<tr>
<td>29</td>
<td>The 9\textsuperscript{th} Malaysia Food &amp; Beverage Fair</td>
<td></td>
<td>food, beverage</td>
<td>Kuala Lumpur</td>
<td></td>
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<tr>
<td>30</td>
<td>The 2\textsuperscript{nd} China-ASEAN Commodity Fair (Thailand)</td>
<td>Aug, 23-26</td>
<td>machinery and electronic goods, building materials; houseware, food</td>
<td>Bangkok, Thailand</td>
<td></td>
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