

# 广州开发区 中欧区域政策合作试点建设进展情况

## Work Report on EU-China Regional Policy Cooperation of Guangzhou Development District



中国·广州开发区  
Guangzhou Development District (GDD), China  
2016 - 03

# 目 录

## I. 广州开发区简况

## II. 广州开发区中欧区域 政策合作工作

### 1. 工作进展

### 2. 主要体会

### 3. 下一步工作计划

### 4. 工作建议

# CONTENTS

## About Guangzhou Development District (GDD)

## Work of EU-China Regional Policy Cooperation in GDD

### Progress

### Experience Learnt

### Work Plan

### Suggestions

# I. 广州开发区简况

## About Guangzhou Development District (GDD)





## II. 广州开发区的中欧区域政策合作工作

Work of EU-China Regional Policy Cooperation in GDD



# 1. 合作进展

## Progress of EU-China Cooperation

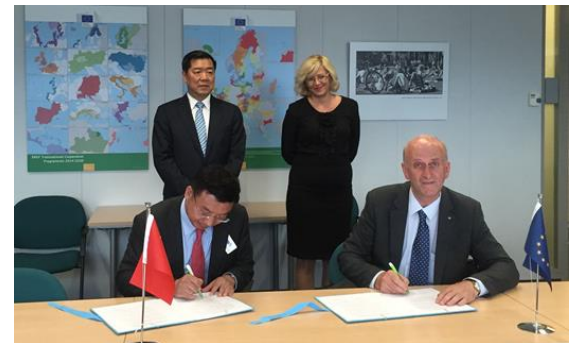
- 2013年11月，中欧双方明确将广州开发区作为中欧区域政策合作的试点地区。两年多来，在国家发改委和欧盟地区政策总司的大力支持下，在广东省和广州市发改委的具体指导下，广州开发区中欧合作试点工作取得了阶段性成效。
- In November 2013, GDD was recognized by NDRC & the European Commission the 1st pilot area of EU-China Regional Policy Cooperation.
- With the support from NDRC & DG for Regional Policy, European Commission, the guidance of Development & Reform Commission of Guangdong & Guangzhou, GDD has made primary results.



## A. 深入开展合作交流，高端项目对接取得新成效

Furthering cooperation & exchange, new results made in high-end projects matchmaking

- 6次参与中欧区域政策合作交流活动，3次组团赴欧
- 与奥地利上奥地利省、德国耶拿市、英国莫西亚（西米德兰兹）地区签署了结对备忘录，建立交流合作机制
- Participated in 6 EU-China cooperation & exchange activities, consecutively sent 3 delegations to Europe
- MOU, exchange & cooperation mechanism with Upper Austria of Austria, Jena of Germany, Mercia (West Midlands) of UK



- 洽谈项目50多个，达成初步意向项目25个，签订合作协议项目6个，落地建设项目2个



- 广州修仕倍励国际实验学校是英国修仕倍励学校在亚洲设立的三所分校之一，总投资5亿元，已进入筹建阶段，预计2018年开始招生办学



- 高银集团收购德国集怡嘉公司，投资2.7亿美元，整体引进其智能手机、传感器自动生产线

Gigaset

- 50+ projects matched, among which 25 got intent to cooperate, 6 cooperation agreements signed, & 2 actually settled in GDD incl.:
  - GZ Shrewsbury International School: 1 of 3 branches of Shrewsbury School, UK in Asia; total investment: RMB 500M; 1st student enrollment: Yr 2018
  - Goldin Group invests USD 270M introducing Gigaset's automatic production lines of smart phones & sensors from Germany to GDD

## B. 高标准建设一流园区平台，欧盟企业集聚发展迈上新台阶

Build first-class parks/platforms of high standards for EU-China projects

- 3大创新发展平台：
  - 广州科学城
  - 中新广州知识城
  - 广州国际生物岛
- 3 innovative platforms:
  - Guangzhou Science City
  - Sino-Singapore Guangzhou Knowledge City
  - Guangzhou Int'l Bio-tech Island



- **5个中欧合作示范园区：中欧国际创新合作（新材料）示范基地、中欧产业发展中心等，总投资72亿元，总建筑面积137万平方米，已投入运营50万平方米，成为承载中欧创新合作项目的高端载体**
- **5 demo parks as high-end carriers for EU-China innovation cooperation projects: EU-China International Innovation Cooperation (New Materials) Demo Base, EU-China Industrial Development Center, etc., with a total investment of RMB7.2B, a total floor space of 1.37M sqm (500K sqm are put into use)**



- 截至目前，欧洲国家的投资项目 116个，其中世界500强26家
  - 累计投资总额21.3亿美元
  - 累计总产值近300亿元人民币
  - 累计利润48亿元人民币
  - 累计纳税20多亿元人民币
- 116 projects from European countries (incl. 26 world's top 500 investment) :
  - Accumulated total investment: USD 2.13B
  - Total industrial output value: RMB 30B
  - Accumulated profit: RMB 4.8B
  - Accumulated tax contribution: RMB 2B



## C. 促进中欧企业紧密合作，“走出去”投资欧盟实现新突破

Build first-class parks/platforms of high standards for EU-China projects

- 启动建设20个中欧合作科技和产业示范项目，总投资8.7亿元
- 法国LVMH集团旗下基金以3亿元参股广东丸美集团，双方将联合开展产品研发、营销管理、投资并购
- 广州合生元公司与法国梅里埃集团投资4000多万元在区内共建研发中心
- 20 EU-China cooperation demo projects (total investment RMB 870M).
- A fund affiliated to LVMH Group bought shares of Guangdong Marubi Group for RMB 300M. Two sides shall jointly engage in product R&D, marketing management, investment, merger & acquisition.
- Biostime from Guangzhou & Biomerieux Group from France invested RMB 40M+ in jointly building a R&D center.

LVMH

MARUBI



BIOSTIME

- 与英国合办了五届“中英生物科技之桥”项目对接会，累计对接合作项目120个，成为中英生物产业合作的重要对接平台
- Co-hosted 5 Matchmaking Conferences of “Sino-UK Biotech Bridge” with Britain, matching 120 projects, an important platform for bio-industries cooperation between China & UK.



- 大力支持企业“走出去”，目前已有15家企业在欧盟投资近1亿美元：
  - 金发科技公司、飒特红外公司分别投资1000万欧元、4000万美元在德国、爱尔兰设立子公司
  - 香雪制药公司在英国剑桥建立研发中心，是中国药企在欧洲设立的首个中药研发机构，该公司与英国梵诺瓦制药公司合作研发的新药已在英国市场上市
- Encourages GDD enterprises to go abroad. So far 15 have established facilities in EU with investment amount of USD100M:
  - Kingfa Scien-Tech & SAT Infrared Technology invested EUR10M & USD40M in setting up a subsidiary in Germany & Ireland respectively.
  - Xiangxue Pharmaceutical R&D center in Cambridge, UK, the first R&D of Traditional Chinese Medicine in Europe established by a Chinese company, co-developed a new medicine with PHYNOVA from Oxford which was launched onto the British market in 2015.

KINGFA

SAT 飒特红外

XPH

Phynova



## D. 不断完善体制机制，探索中欧区域合作新机制

Build first-class parks/platforms with high standards for EU-China projects & explore new regional cooperation mechanism

- 广东省、广州市高度重视广州开发区中欧合作试点地区建设，把此项工作作为省、市加强与欧洲国家交流合作、加快产业转型升级的重点工作
- Provincial & Municipal governments accord great importance to GDD as the pilot area, taking it as major work for enhancing exchange & cooperation with EU and accelerating industrial upgrading.



- **广州开发区成立了工作领导小组，由广州市委常委、广州开发区管委会主任陈志英同志担任组长，统筹中欧合作工作。区发改局设立了中欧合作处，与区属国有企业——广州世星投资有限公司组建专门工作团队，共同承担中欧合作相关工作。区财政每年安排专项资金为中欧合作交流活动提供保障**
- **GDD set up a team led by Chen Zhiying, member of the Standing Committee of Guangzhou Municipal Party Committee, & Director-General of GDD. EU-China Cooperation Department set up within GDD Reform Development & Financial Management Bureau, builds teams with Guangzhou Global Star Investment Ltd., a state-owned enterprise in advancing EU-China cooperation. Annual special funds are allocated for the work.**

- 与欧盟各国驻华、驻穗相关机构建立了联络对接机制。今年1月，与中国中小企业协会联合举办了中欧企业投资合作峰会，来自中欧双方的300多名与会者共同研讨投资欧盟的新机遇、分享中欧企业并购经验
- Set up communication mechanism with consulates, associations & chambers of commerce of EU countries. In January, GDD held EU-China Business Investment Cooperation Summit with China Association of SME, where 300+ attendants from EU and China discussed new opportunities of investing in EU & shared merger & acquisition experience of EU-China enterprises.

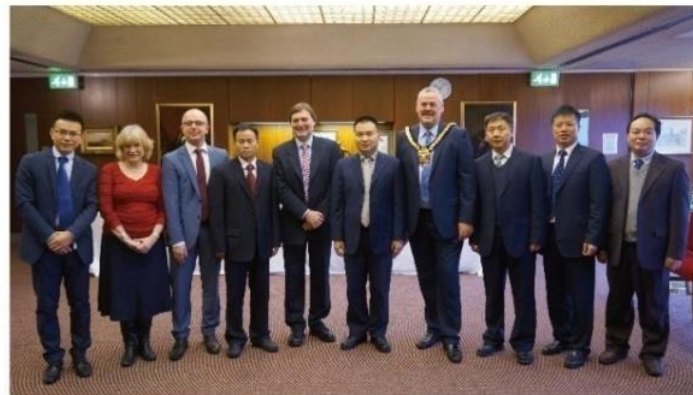


## 2. 主要体会

### Experience Learned from EU-China regional cooperation

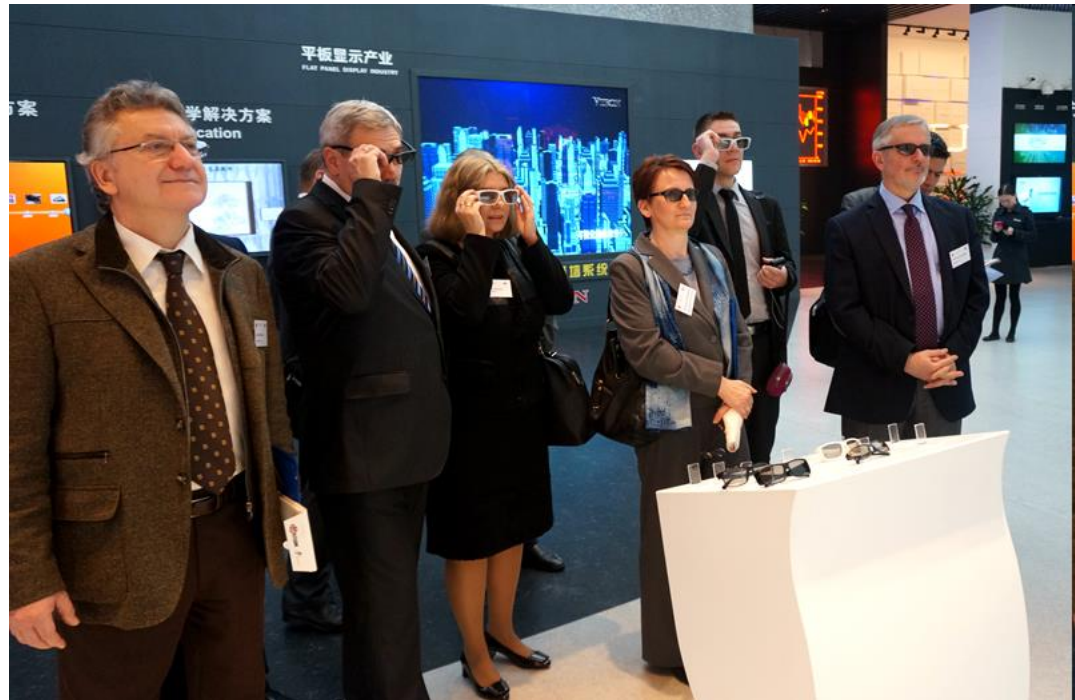
#### A. 中欧双方政府的统筹谋划和积极推动，是合作取得显著成果的坚强保障

Planning & promoting effort from governments provides guarantee for our progress in regional cooperation.



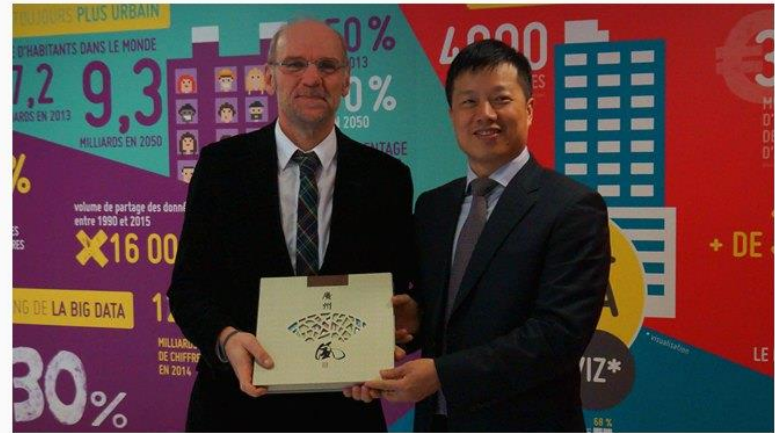
**B. 合作开始由政府层面逐步转向企业界、教育界和城市建设等诸多领域，合作之路越走越宽广**

**The road for cooperation is going wider from intergovernmental to business, education & urban construction etc.**



**C. 合作正由以往的单向招商引资向双向投资和合作转变，应抓住机遇帮助更多有实力的区内企业积极“走出去”投资欧盟**

**The mode of cooperation is changing from attraction of inbound investment to bilateral investment & cooperation.**



### 3. 下一步工作计划

#### Work Plan of EU-China Cooperation

##### A. 深化结对案例地区合作，加速落实一批合作项目

与奥地利上奥地利省、德国耶拿市、英国莫西亚地区进一步细化合作协议和工作计划，推动结对合作取得实质进展

A. Deepen the cooperation with twinning areas to help settle more projects: specify cooperation agreements and work plans with Upper Austria, Jena, and Mercia, and speed up the work for substantive results.



## **B. 谋划建设中欧创新园区，深化科技创新合作**

- (a) 加快推进5个中欧科技园区建设，推动一批中欧合作项目入驻园区**
- (b) 与欧盟国家建立更广泛的科技之桥项目对接机制，全方位对接欧盟创新资源，帮助区内企业走出去和引进国外先进技术**
- (c) 探索设立中欧投资基金、并购基金，为中欧合作项目提供完善的创新创业投融资服务**

## **B. Speeding the development of EU-China Innovation Parks and further scien-tech innovation cooperation**

- (a) Speed up the construction of 5 EU-China scien-tech parks to bring in more projects.**
- (b) Build more scien-tech project bridging mechanism with EU countries for wider access to EU resources, help more GDD-based enterprises to go global & bring in advanced technologies.**
- (c) Seek to establish EU-China investment fund, MA fund, to serve innovation projects & start-ups.**

## **C. 完善产业发展机制，拓展产业转型升级合作**

**(a) 加快实施产业提升工程，积极支持已落户欧盟企业实施增资扩产；与欧盟技术机构合作，争取在区内设立中欧技术转移服务机构**

**(b) 围绕智能装备、电子信息、现代服务业、生物医药、汽车零部件等领域，引进更多欧盟投资企业**

**(c) 加快推动企业“走出去”，鼓励区内企业进一步扩大对欧盟投资，建立生产基地、研发中心及分支机构**

## **C. Improve industrial development mechanism & expand cooperation on industrial upgrade**

**(a) Speed up industrial upgrade, support GDD-settled EU enterprises to expand investment/production capacity. Set up technology transfer service agencies.**

**(b) Bring in EU enterprises in intelligent equipment, electronics & information, modern services, bio-medicine, auto parts**

**(c) Encourage more enterprises to go global, invest more in EU by setting up production facilities, R&D centers & branches.**

## **D. 完善中欧合作体制机制，增创合作新优势**

**研究制定中欧合作专项政策，为中欧合作项目、欧盟机构和企业设立分支机构提供全方位政策支持。探索建立“政企学研资”合作机制，打造创客空间、技术孵化器，形成创新资源的整合平台，拓展中欧双方企业特别是中小微企业的合作渠道。**

## **D. Improve institution & mechanism of EU-China cooperation for new advantages**

**Formulate all-around incentives for cooperation projects, branches of EU organizations & enterprises. Explore ways to galvanizing the efforts of governments, enterprises, universities & research institutes to build makers' spaces, tech-incubators as integrated platforms of innovation resources, widening cooperation channels for EU-China enterprises esp. micro & small ones.**

## **4. 工作建议**

### **Suggestions for EU-China Cooperation**

#### **A. 建议建立统一的合作需求项目库，为各试点地区技术和项目对接提供便利**

Build a project database of cooperation needs for convenience to the matchmaking of technologies & projects in pilot areas.

#### **B. 建议国家发改委和欧盟地区政策总司对试点地区进行金融创新合作给予支持，推动建立中欧合作基金“资本库”，与中欧合作“项目库”相结合，加速推动中欧合作项目落地。**

NDRC & DG for Regional Policy, European Commission jointly support financial innovation cooperation such as setting up EU-China Cooperation Fund, and aligning it with the project database to help settle more projects.

欢迎投资广州开发区

Welcome to GDD

谢谢

