

Summary of Macao Trade and Investment Promotion Institute Work Report 2013

In 2013, IPIM continued its work on external trade and economic co-operation, the development of the business and trade service platform, promotion of Macao's moderate economic diversification and assisting in the development of SMEs. IPIM also continued to provide an array of support, including Investors One-stop service, trade and economic promotion services, off-shore services, investment residency applications, trade and economic information consultation and provide multi-faceted services for enterprises and investors.

Attract Inward Investment

In 2013, IPIM's one-stop service assisted 1, 897 potential investors, handled 1,940 enquiries and received 307 investment projects (excluding off-shore business projects) and followed up 182 projects. A total of 16 investment projects have been followed up and completed by IPIM's Investment Committee and commenced operation while the notary service processed 286 company registration applications. Regarding services in business matching, IPIM took the opportunities provided by various trade and economic exhibitions/events to organise 6,825 business-matching sessions and facilitated the signing of 215 co-operation agreements in 2013, involving over MOP13.59 billion.

Off-shore businesses, after the adjustment made to Macao's Offshore Law in 2005, IPIM approved a total of 719 off-shore service businesses and 457 licensed offshore service institutions were established up to 31 December 2013.

Regarding the number of investment residency applications in 2013, there were 587 new applications under the category of Management and/or Technical Personnel, among which 251 cases were approved. There were 105 applications under the category of Major Investment/Investment Plan with 41 approved.

Promotion of External Economic Co-operation and Enhanced the Development of Trade and Economic Service Platform

In 2013, IPIM continued to promote Macao's foreign trade co-operation and actively foster Guangdong-Macao and Fujian-Macao collaboration, continued to maintain trade and economic ties with Pan PRD regions and other Mainland provinces and cities and promotes communications with Portuguese-speaking countries (PSCs), the EU, Chinese entrepreneurs worldwide and international trade and economic organisations and further strengthens the trade and economic service platform. IPIM organised Macao entrepreneur delegations to participate in overseas exhibitions and conducted site visits, as well as assisted overseas business associations and enterprise to take part in local trade and economic networking events, invited trade and economic departments and businesses from different countries regions to participate in local exhibitions, received visiting trade and economic authorities and chambers of commerce.

To be in line with the organisation of the 4th Ministerial Conference of the Forum on Trade

and Economic Co-operation between China and Portuguese-speaking Countries (Macao), IPIM hosted the *Conference for Entrepreneurs of China and Portuguese-speaking Countries and Project Matching Meeting for China and Portuguese-speaking Countries Co-operation and Development Fund*, a concurrent event on entrepreneurial collaboration during the Forum. On the occasion of the 10th anniversary of the Forum and the signing of the Trade Promotion Organisations/Chambers of Commerce Co-operation Agreement and based on the partnership foundation, a supplementary co-operation agreement was signed between IPIM and TPOs of the member regions to further strengthen collaboration.

On strengthening the trade and economic partnership with the Mainland, focus was placed on the implementation of the *Guangdong-Macao Co-operation Framework Agreement*, IPIM worked with trade and economic departments in Guangdong province in the development of Hengqin and Nansha new districts, including the investment recruitment of the *Guangdong and Macao Co-operation Industrial Park*, the organisation of an investment recruitment seminar for the industrial park in July in Macao, as well as a three-month investment project collection from 1 August to 31 October. IPIM also sought to explore further collaboration by working with trade and economic authorities in Guangdong province in investment promotion and co-organising major trade and economic convention and exhibition events.

In 2013, a total of 10 co-operation agreements and co-operation documents were signed to further strengthen collaboration with Mainland and overseas trade promotion agencies/institutions as well as chambers of commerce. IPIM welcomed 48 visiting organisations and 21 delegations involving 893 Macao entrepreneurs, as well as organising/assisting 387 local enterprises to participate in 41 overseas exhibitions.

Promoting the Development of Convention and Exhibition Industry and the launch of the "One-Stop Service" for MICE Bidding and Support in Macao

To be in line with the SAR Government's policy to promote moderate economic diversification, IPIM continued to actively promote the development of local convention and exhibition industry, and foster the growth of local branded exhibitions, promote the *"One-Stop Service" for MICE Bidding and Support in Macao*, and attract overseas conventions and exhibitions to take place in Macao. In 2013, through the *"One-Stop Service" for MICE Bidding and Support in Macao*, IPIM followed up on 28 MICE projects (including 12 conferences, 12 exhibition and 4 events with a combination of conventions and exhibitions), among which, 14 were confirmed to be held in Macao. IPIM also focused on promoting the development of Macao's environmental industry, cultural and creative industry, logistics industry as well as Traditional Chinese Medicine (TCM) industry.

In 2013, IPIM provided support to 45 trade and economic conferences and exhibitions held in Macao (with IPIM being the organiser, co-organiser, supporting organisation or participating in the preparation of the events), organised 21 delegation visits, assisted Macao entrepreneurs to take part in 41 exhibitions and set up pavilions in Mainland China, Hong Kong, Portuguese-speaking countries and other regions.

Major trade and economic events co-ordinated/organised by IPIM included *2013 Macao International Environmental Co-operation Forum and Exhibition (MIECF)*, *18th Macao International Trade and Investment Fair (MIF)*, *2013 Guangdong-Macao Branded Products Fair* and *2013 Macao Franchise Expo (MFE)*.

The 2013 Macao International Environmental Co-operation Forum and Exhibition (MIECF) was hosted by the Macao SAR Government, co-organised by Pan-PRD (9+2) provincial and regional governments and co-ordinated by IPIM and the Environmental Protection Bureau. The event attracted over 10,100 participants of which over 6,800 were professionals and delegations. Contracts for 41 projects were signed and the organiser received 752 environmental projects, 846 business matching sessions were conducted.

The 18th Macao International Trade and Investment Fair (MIF) attracted 116,000 visitors and conducted more than 2,000 business matching sessions. The four-day event witnessed the signing of 98 contracts, conducted 51 forums, conferences and seminars.. This year's MIF covered a total area of over 30,000 square metres. More than 1,900 exhibition booths were set up with exhibitors from over 50 countries and regions.

The Guangdong-Macao Branded Products Fair, hosted by IPIM and the Department of Foreign Trade and Economic Co-operation of Guangdong Province, was held for four consecutive days in August. The Fair covered around 6,000 square metres with 269 exhibition booths. The event recorded over 137,600 visitors, conducted 966 business-matching sessions and completed the signing of 17 projects.

2013 Macao Franchise Expo (MFE) attracted around 17,000 visitors, completed 1,545 business matching sessions and negotiations (with over 93% being SMEs and business starters) plus the signing of 28 co-operation agreements.

Services for Local SMEs

IPIM aims to support local SMEs development through assistance, providing incentives and supporting measures. In 2013, IPIM organised enterprise delegations to conduct overseas fact-finding visits, provided financial incentives to encourage SMEs participation in local and overseas exhibitions, reserved exhibition space for local SMEs in major local events, provided corporate publicity and promotion service support, organised business matching and networking activities and workshops, to assist SMEs to explore market opportunities. IPIM provided financial incentives to 484 enterprises and organisations for the participation in 63 local and overseas events in 2013.