



Application Guidelines on Intended Investment Projects in the Guangdong-Macao Co-operation Industrial Park in Hengqin

I. Requirements for application to invest in Guangdong-Macao Co-operation Industrial Park

Enterprise / Individual meeting one of the following requirements may submit relevant application to the Macao Trade and Investment Promotion Institute (IPIM) according to this Guideline for implementing investment in the Guangdong-Macao Co-operation Industrial Park:

- 1) If the applicant is a corporate enterprise, the corporate enterprise must involve certain investment in Macao**, or the enterprise undertakes to implement certain investment in Macao in the future** (letter of undertaking or relevant documents are required).
- 2) If the applicant is an individual, he/she has to be a resident of the Macao SAR and his/her investing company to be established must fulfill the following requirements:
 - 2.1. The applicant must be a substantial shareholder and the capital of the company must comprise of more than 50% contributed by resident(s) of the Macao SAR; and
 - 2.2. The entrepreneur undertakes to implement certain investment in Macao in the future** (letter of undertaking or relevant documents are required)).

Remark:

** Applicant must contribute to Macao's economic development, the employment of Macao workforce and other aspects.

II. Assessment

The Assessment Committee for the Macao Projects for Hengqin Development will carry out the assessment in the following ways:

- 1) Document assessment: The Committee will assess the investment plan and all supporting documents;
- 2) Project presentation: the representative(s) of the investment project will be invited to present the investment project and answer the questions of the Committee.

III. Assessment criteria

The Assessment Committee for the Macao Projects for Hengqin Development will carry out the assessment in the light of the following three criteria:

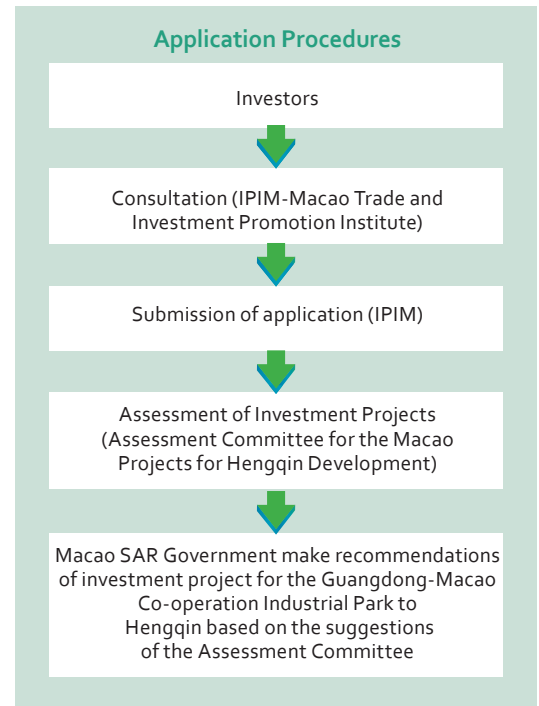
- 1) Priority considerations for recommending investment project to the Guangdong-Macao Co-operation Industrial Park:
 - Benefit to the moderate diversification of Macao's economic development;
 - Relevance to Macao.
- 2) Capability of individual applicant/corporate applicant/investor:
 - Financial strength of individual applicant/corporate applicant;
 - Operation capability of individual applicant/corporate applicant.
- 3) Feasibility of the investment project:
 - Rationality of the investment project;
 - Planning and preparatory works for the investment project.

Remark: Assessment will be made on whether the investment project goes in line with Macao's development plan such as the city's Five-Year Development Plan, the construction of the International Innovation and Technology Hub in the Guangdong-Hong Kong-Macao Greater Bay Area, the Guangzhou-Shenzhen- Hong Kong-Macao Science and Technology Innovation Corridor, and Macao's construction of a platform for development of traditional Chinese medicine. The investment project should also be in alignment with the industrial development plan of Hengqin and give full play to Macao's role as a regional co-operation platform, or motivate the interactive development of relevant industries in Macao directly or indirectly, and positively influence Macao's economy.

IV. Guidelines on Documents Submission

The following documents are required for the application to invest in the Guangdong-Macao Co-operation Industrial Park:

- 1) Investment plan (with the following details):
 - Detailed description of the investment;
 - Size of investment;
 - Land area and construction area needed;
 - Estimated number of employee (origin of staff must be specified);
 - Qualities eligible for priority consideration (e.g. benefit to the moderate diversified development of Macao's economy, importation of talents that are beneficial to the economic development of Guangdong and Macao, project's relevance to Macao);
 - Background information of individual applicant/corporate applicant/investor/operation team;
 - Description of relevant experience and technology of individual applicant/corporate applicant/investor/operation team;
 - Brand(s) managed by individual applicant/corporate applicant/investor/operation team and brand reputation;
 - Financial strength of individual applicant/corporate applicant;
 - Source of fund of individual applicant/corporate applicant;
 - Proportionate allocation to project development to operation of individual applicant/corporate applicant in the future;
 - Annual financial statement and/or audit report (applicable to corporate applicant);
 - Budget plan;
 - Operation plan;
 - Project implementation timetable;
 - Project planning and design;
 - Industry analysis, market analysis, competitor analysis, strategy analysis, etc.;
- 2) Investment plan abstract (available on IPIM's website);
- 3) Copy of identification document of individual applicant/corporate applicant (including those of the shareholders);
- 4) Copy of valid Macao business registration certificate (applicable to corporate applicant);
- 5) Copy of New Registration Form – Form M/1 of the Financial Services Bureau (applicable to corporate applicant);
- 6) Supporting documents regarding investing in Macao:
 - Documents proving actual involvement or operation in Macao; or
 - Letter of undertaking or relevant document stating that the project holder shall implement certain investment in Macao (if applicable);
- 7) Proof of financial strength amounting to 10% of the total amount of investment (including certificate of bank deposit and/or certificate of value of fixed property (-ies) and/or letter of guarantee issued by financial institution);
- 8) Project feasibility analysis report (project feasibility analysis report issued by a third party may speed up the assessment procedure);
- 9) Service provider certificate(s)/licence(s) in relevant field(s) as required by the Mainland and Macao Closer Economic Partnership Arrangement (CEPA) (if applicable);
- 10) Other relevant documents;
- 11) Data disc (all of the documents listed above must be submitted in full version in digital format with a data disc).



V. Application Guidance Notes

1. The project must not fall within the ambit of the negative list for foreign investment in the Pilot Free Trade Zones (current version) or develop commercial apartments. Applicants must submit the documents to IPIM according to the Application Guidelines.
2. Applicant must demonstrate a financial strength amounting to at least 10% of the total amount of investment with valid documents (including certificate of bank deposit and/or certificate of value of fixed property (-ies) and/or letter of guarantee issued by financial institution); the Assessment Committee may request applicant's financial statement and examine applicant's strength by analysing applicant's financial position, operating profit and cash flows, as well as other performances.
3. The industrial proportion to mandatory self-sustaining proportion ratio of project shall be determined according to the land utilisation and relevant policies and regulations laid down by the State. Pursuant to relevant policy: 1) The industrial proportion of land utilisation for emerging industry, according to relevant policy, must account for no less than 80% of the total, with no more than half of the area (viz. 40% of the total project area) mandatorily sustained by the applicant; facilitations must not account for more than 20% and must be fully sustained by the applicant. 2) Type-1 industrial land should be utilised 100% specifically for developing relevant industry and the entire land must be self-sustained by the applicant. 3) In terms of mixed purposed land for commerce and office, no less than 50% of the land is mandatorily sustained by the applicant.
4. Investment project will be re-assessed thoroughly in the event any condition of the investment project has changed.
5. Applicant will be informed of the assessment result via official letter.

Application Collection Counter and Contact Details

Macao Trade and Investment Promotion Institute-Application Collection Counter of Guangdong-Macao Co-operation Industrial Park in Hengqin
Alameda Dr. Carlos d'Assumpção nº 263, Edif. China Civil Plaza, 19º Andar, Macau
No. 918, Avenida da Amizade, World Trade Centre Building, 4/F, Macao
(Please make appointment in advance)

Tel: 2872 8328 E-mail: onestopservice@ipim.gov.mo

VI. Other information

Relevant information is available in the section "Guangdong-Macao Co-operation Industrial Park in Hengqin" on IPIM's official website. <https://www.ipim.gov.mo/zh-hant/market-information/gateway-to-china/gmcp>.