

## **Summary of Macao Trade and Investment Promotion Institute Work Report 2016**

In 2016, IPIM followed the policy objectives and actively involved in the promotion of the growth of the convention and exhibition industry, promoted the development of the Commercial and Trade Co-operation Service Platform between China and Portuguese-speaking Countries and the Three Centres, participated in regional co-operation, and constantly strengthened trade and economic collaborations with Guangdong, Fujian, as well as co-operation in the Pan-PRD region. It also aimed to broaden trade and economic liaisons and exchange with countries along the Belt and Road, and utilised Macao's role as a service platform to provide services to Mainland and PSCs in extending trade and economic collaborations. IPIM also continued to provide a range of long-term 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.

Highlights of IPIM's work in 2016:

### **Attract Inward Investment**

In 2016, IPIM's one-stop service assisted 1,010 potential investors, handled 1,037 enquiries and received 137 investment projects (excluding off-shore business projects) and followed up 113 projects. A total of 4 investment projects have been followed up and completed by IPIM's Investment Committee and commenced operation while the notary service processed 121 company registration applications. Regarding services in business matching, IPIM took the opportunities provided by various trade and economic exhibitions/events to organise over 1,089 business-matching sessions and facilitated the signing of 136 co-operation agreements in 2016.

Regarding off-shore businesses, after the adjustment made to Macao's Offshore Law in 2005, a total of 395 licensed offshore service institutions were established up to 31 December 2016.

Regarding the number of investment residency applications in 2016, there were 305 new applications under the category of Management and/or Technical Personnel, among which 99 cases were approved. There were 24 applications under the category of Major Investment/Investment Plan with 4 approved.

### **Co-ordinate and Accelerate Development of Convention and Exhibition Industry**

In 2016, IPIM co-ordinated the development of the convention and exhibition industry in accordance with the development strategy of giving "priority to conventions" and

implemented various supporting measures to assist the convention and exhibition industry and focusing on the growth of the industry. The "One-Stop Service" for MICE Bidding and Support in Macao was further enhanced to focus on recruiting conferences from around the world to be organised in the city.

In 2016, through the "One-Stop Service" for MICE Bidding and Support in Macao, IPIM followed up on 140 MICE projects, including 91 conferences, 45 exhibitions and 7 convention and exhibition events. In fostering the growth of local branded exhibitions, various major trade and economic events were again held in Macao, such as the 2016 Macao International Environmental Co-operation Forum and Exhibition (MIECF), Fourth Annual Conference of World Cultural Forum (Taihu, China), 21st Macao International Trade and Investment Fair (MIF) and the 5th Ministerial Conference of the Forum for Economic and Trade Co-operation between China and Portuguese-speaking Countries (Macao). The organisation of these events helped enhance Macao's reputation as an international MICE destination, as well as strengthening regional collaboration in the convention and exhibition industry. Delegations of local MICE and tourism industry were organised to participate in overseas business tourism exhibitions to promote Macao's strengths in MICE and the "One-stop Service" for MICE Bidding and Support in Macao, as well as publicising Macao's international image.

IPIM also organised 16 delegation visits, assisted Macao entrepreneurs to take part in and set up pavilions in 38 exhibitions in Mainland China, Hong Kong and PSCs.

### **Strengthen Bilateral Trade and Economic Co-operation between China and PSCs and Highlight Macao's Role as a Service Platform**

The establishment of the Committee for Development of the Commercial and Trade Co-operation Service Platform between China and Portuguese-speaking Countries, headed by the Chief Executive in February 2016, signified the new stage in the development of the Commercial and Trade Co-operation Service Platform between China and Portuguese-speaking Countries as well as enhanced top-level planning of the platform. As such, IPIM continued to strengthen its work in promoting trade and economic collaboration between China and PSCs and foster the development of online and offline resources of the Three Centres (namely a commercial and trade service centre for SMEs of PSCs, a food product distribution centre for PSCs, a centre for conventions and exhibitions for economic and trade co-operation between China and PSCs), including the Portuguese-speaking Countries Food Products Exhibition Centre opened on 31 March, as well as the online platform of the Economic & Trade Co-operation and Human Resources Portal between China and Portuguese-speaking Countries (the Portal) and the series of offline work including the constant enrichment of PSCs elements in local MICE events, continue to organise more PSCs trade and economic networking events including investment environment promotional

seminar and business matching sessions, aiming to encourage more collaborations between China and PSCs. The 5th Ministerial Conference of the Forum for Economic and Trade Co-operation between China and Portuguese-speaking Countries (Macao) was successfully held in October 2016. IPIM and the Monetary Authority of Macau co-hosted one of the supporting events the Entrepreneurs and Financiers Meeting. Various co-operation documents were signed during the event to assist Macao's micro, small and medium-sized enterprises, professionals and youth to make use of the commercial and Trade Co-operation Service Platform between China and PSCs to seek development opportunities.

### **Strengthen Trade and Economic Networking and Co-operation in the Region**

In 2016, IPIM continued to promote Macao's external trade co-operation, and actively foster trade and economic liaisons with Mainland provinces and cities, such as those with Guangdong, Fujian and the Pan-PRD region, as well as promoting communication with PSCs, the EU, Chinese entrepreneurs worldwide and international trade and economic organisations to further strengthen the trade and economic service platform.

On the other hand, IPIM also worked in line with the national development strategy, promoted the integration of the Commercial and Trade Co-operation Service Platform between China and PSCs with the "Belt and Road" initiative, provided services for Mainland enterprises in exploring co-operation with the countries and regions along the "Belt and Road", particularly the professional service in relations to the development of PSCs platform.

On Guangdong-Macao trade and economic co-operation, IPIM continued to work with the trade and economic authorities of Guangdong province and jointly organised the 2016 Guangdong and Macao Branded Products Fair and the 2016 Macao-Guangzhou Famous Products Fair. The two sides participated in conventions and exhibitions on a reciprocal basis and strengthened the co-operation mechanism. As of the end of 2016, among the 33 Macao projects recommended to the Guangdong-Macau Industrial Co-operation Park, 17 projects have completed the tendering, auctioning and listing procedures and the required land has been auctioned.

IPIM also continued to further strengthen trade and economic collaboration with different Mainland provinces and cities and focused on enhancing PPRD region, Fujian-Macao and Beijing-Macao collaboration. In 2016, a total of 21 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.

### **Continual Support to SMEs in Enhancing Competitiveness**

In 2016, IPIM continued to actively liaise with enterprises by means of "Services on the doorstep" to introduce IPIM's service and activities. IPIM also organised delegations of

Macao entrepreneurs to participate in overseas exhibitions and conducted site visits, provided financial incentives to encourage SMEs' participation in local and overseas exhibitions, reserved exhibition space for local SMEs in major local events, supported enterprises to explore business through E-commerce, organised SMEs workshop and business matching and networking activities, to assist SMEs to enhance their competitiveness and explore market opportunities. In 2016, IPIM' organised 26 workshops and other trade and economic networking activities, focusing on E-commerce, youth entrepreneurship, cultural and creative industry, branding and marketing, PSCs investment environment and products promotion.

In 2016, IPIM has provided financial incentives to 598 local enterprises to participate in 71 local and overseas conventions and exhibitions. In addition, to assist local SMEs in seizing the business opportunities brought by E-commerce, the "E-Commerce Promotion (B2C) Incentives Scheme" (with a maximum of 70% subsidy and a ceiling of MOP20,000) was launched in June 2016 to assist more Macao SMEs to make use of the "Internet+" to in business promotion and market development.