

Summary of Macao Trade and Investment Promotion Institute Work Report 2017

In 2017, complying with the administration of Macao SAR, Macao Trade and Investment Promotion Institute (IPIM) proactively promoted the development of the convention and exhibition (MICE) industry with the strategy that “gives priority to conventions”, enhanced the advancement of “Trade and Economic Co-operation Services Platform between China and Portuguese-speaking Countries” and the “Three Centres”, actively took part in regional co-operation, especially the construction of the Guangdong-Hong Kong-Macao Greater Bay Area, and constantly increased Macao’s economic collaboration with Guangdong, Fujian and Pan Pearl River Delta region. IPIM also expanded the economic network with countries and regions along the “Belt and Road” route and provided services deepening the economic co-operation between Mainland China and Portuguese-speaking Countries (PSCs). In the meantime, IPIM continued to provide multi-faceted services for enterprises and investors with a wide range of long-term support services, including Investors One-stop Service, trade and economic promotion services, off-shore services, investment residency applications, trade and economic information consultation.

Highlights of IPIM’s work in 2017:

Attracted Inward Investment

In 2017, IPIM’s One-stop Service assisted 911 potential investors, handled 947 enquiries and received 132 investment projects (excluding off-shore business projects) and followed up 113 projects. A total of five investment projects were followed up and completed by IPIM’s Investment Committee and commenced operation while the notary service processed 111 company registration applications. Regarding services in business matching, IPIM took the opportunity derived from various trade and economic exhibitions/events to organise 947 business-matching sessions and facilitated the signing of 155 co-operation agreements in 2017.

In regard to off-shore businesses, after the adjustment made to Macao’s Offshore Law in 2005, a total of 373 licenced offshore service institutions were established until 31 December 2017.

Regarding the number of investment residency applications in 2017, there were 308 new applications under the category of Management and/or Technical Personnel, among which 231 cases were approved. There were 24 applications under the category of Major Investment/Investment Plan with 10 approved.

Co-ordinated and Accelerated Development of Convention and Exhibition Industry

In 2017, in line with the strategy of prioritising convention, IPIM took the lead in developing the MICE industry by implementing diverse MICE support schemes to give on point impetus to the sector. Meanwhile, IPIM optimised its “One-Stop Service” for MICE Bidding and Support in Macao with the aim to attract more international events to Macao.

In 2017, through the “One-Stop Service” for MICE Bidding and Support in Macao, IPIM followed up 195 MICE projects, which included 135 conventions, 51 exhibitions, 9 convention-cum-exhibition projects, up by 55 in total number. In respect of nurturing local branded exhibitions, a number of major international MICE events were held in Macao, including “The 13th China Expo Forum for International Cooperation” (CEFCO 2017), the “2017 Macao International Environmental Co-operation Forum and Exhibition” (2017MIECF), the “Summit on Chinese Central SOEs Supporting Macau as Co-operation Platform between China and PSCs”, the “8th International Infrastructure Investment and Construction Forum” (IIICF), the “22nd Macao International Trade and Investment Fair” (MIF), enhancing Macao’s global recognition as an international MICE city. In relation to deepening MICE regional collaboration, IPIM organised local MICE and tourism industries to participate in numerous overseas tradeshow and publicise Macao’s advantages in MICE and the “One-Stop Service” for MICE Bidding and Support in Macao, while promoting the international image of Macao’s MICE industry.

In 2017, IPIM organised Macao entrepreneur delegations to take part in a total of 16 visits, to attend and exhibit in 38 events held in different parts of the world including Mainland China, Hong Kong and the PSCs.

Intensified Bilateral Economic Co-operation between China and Portuguese-speaking Countries, Maximised Macao’s Platform Advantages

With the support of the Central Government and the efforts of the local industries, Macao's role as the "Commercial and Trade Co-operation Service Platform between China and Portuguese-speaking Countries" is being put into full play. In 2017, IPIM continued to intensify its work on Sino-Luso economic co-operation promotion, the online and off-line development of the "Three Centres" (namely a commercial and trade service centre for SMEs between China and PSCs, a food product distribution centre for China and PSCs and a centre for conventions and exhibitions for economic and trade co-operation between China and PSCs). In addition, the headquarter of the China and Portuguese-speaking Countries Co-operation and Development Fund was officially relocated to Macao in June 2017. In the initial stage, the office is located in IPIM.

IPIM also took an active part in fostering the city's construction of a centre for conventions and exhibitions for economic and trade co-operation between China and PSCs by enriching major economic events in Macao with PSC elements, like what the "Portuguese Speaking Countries Products and Services Exhibition" (PLPEX) does. PLPEX grew itself to an independent event from 2017. Furthermore, the "Summit on Chinese Central SOEs Supporting Macau as Co-operation Platform between China and PSCs" was held in Macao for the first time in 2017. The Summit was joined by more than 20 state-owned enterprises, and a total of 7 memoranda of understanding on co-operation were signed at the event. In the meantime, IPIM continued to enable more collaborations between Chinese enterprises and their counterparts in PSCs by organising economic exchange activities and study missions in PSCs for local and Mainland enterprisers.

Strengthened Regional Economic Co-operation

In 2017, IPIM continued to promote Macao's foreign 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 the EU, Chinese entrepreneurs worldwide and international trade and economic organisations to further strengthen the trade and economic service platform.

To be in line with the national development strategy, IPIM fostered the integration of the "Belt and Road Initiative" and the co-operation platform

between China and PSCs, so as to provide services assisting Chinese enterprises in developing their markets in Belt and Road Countries, especially the professional services for developing PSC-related platforms.

In respect of Guangdong-Macao co-operation, IPIM continued to work with the trade and economic authorities of Guangdong province to jointly organise large conventions, including the 2017 Guangdong & Macao Branded Products Fair and the 2017 Macao-Guangzhou Fine Products Fair. IPIM and trade organisations of Guangdong also continued to arrange visits and exhibitions in each other's region, and reinforced the co-operation mechanism. In relation to furthering the development of the "Guangdong-Macao Co-operation Industrial Park" in Hengqin, 20 projects had already completed the land auction procedure (including 19 projects were among the 33 projects recommended to the Park in the first recruitment phase, and 1 project was among the rest 50 projects recommended to the Park) as of the end of 2017. Approximately 0.803 square kilometres was used by these projects, involving industries including tourism and leisure, cultural and creative sectors, high and innovative technologies, scientific research and development, trade and logistics.

In 2017, IPIM signed a total of 13 co-operation agreements and co-operation documents to further strengthen collaboration with Mainland and overseas trade promotion agencies/institutions as well as chambers of commerce.

Constantly Enhancing SMEs' Competitiveness

IPIM continued to organise Macao entrepreneurs delegations 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 help SMEs enhance their competitiveness and explore opportunities in the market. In 2017, IPIM's SME Service Centre (SMEC) organised a total of 23 workshops and other economic networking activities featuring dining, e-commerce, business expansion in foreign markets, PSC investment environment and commercial branding.

In 2017, IPIM provided a total of 725 Macao enterprises and associations with financial incentives for exhibiting in local events, involving participation in 58 local and overseas MICE events.