

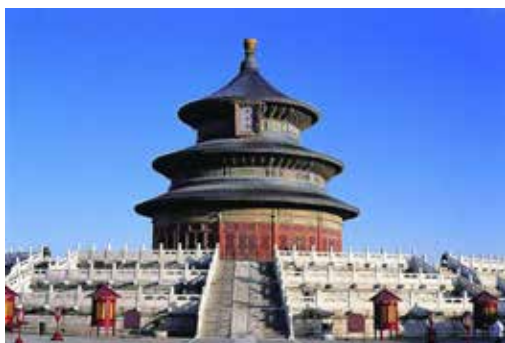
中国印度尼西亚

——贸易与投资特刊

The Special Issue on China-Indonesia Trade and Investment-the 70th
Anniversary of the Establishment of Diplomatic Relations



中印尼建交70周年
70 TAHUN
INDONESIA-TIONGKOK





中国大唐集团有限公司
China Datang Corporation Ltd.

中国大唐“扬帆出海”印尼 能源合作“破浪前行”

China Datang: Embarking on New Voyage of China-Indonesia Energy Cooperation

中国和印尼隔海相望，两国友好关系源远流长。作为“海上丝绸之路”的必经之地，曾有“九桅十二帆”的郑和宝船足迹遍布印尼诸岛。作为“21世纪海上丝绸之路”的首倡之地，两国企业“千帆竞发”，推动中国印尼经贸合作“破浪前行”。中国大唐勇立潮头，抢抓“一带一路”历史机遇，扬帆出海，与印尼伙伴开启了能源合作新征程。

中国大唐是中国特大型发电企业集团。截至2019年底，资产总额7642亿元，连续十年名列“世界500强”。发电装机约144GW，清洁能源占比约35%。拥有世界最大在役火电厂内蒙古托克托电厂（6720MW）、世界最大在役风电场内蒙古塞罕坝风电场（1510.3MW）、亚洲首个海上风电项目上海东海大桥风电场等。中国大唐始终坚持开放发展理念，全面加强与其“一带一路”参与国工商界在能源领域的合作，在印尼、柬埔寨、缅甸、老挝、泰国等多个国家不断拓展业务，积极履行社会责任，努力为业务所在国家和地区发展作出贡献。



树项目建设桅杆 扬中国大唐境外投资之帆

2017年，中国大唐海外投资公司在印尼中米拉劳 2×225MW燃煤发电项目，2019年底开工建设。中国大唐正在高效率高标准推进项目建设，致力于将项目打造成“一带一路”上又一璀璨的明珠工程。项目建成后，不仅会极大缓解亚齐地区的用电紧张压力，并且能为印尼新增就业机会以及培养优秀的电力技术人才。

树机组运维桅杆 扬中国大唐技术服务之帆

早在2008年，中国大唐安徽公司就承接了SSP集团芝拉扎电站2×300MW机组运维工作。中国大唐的技术专家仅用一年时间就帮助业主彻底解决了设备长期运行不稳定的“痛点”，打造了长周期运行的优秀电站。标杆机组，在印尼国家电网发电机组综合排名中，进入前五名。SSP集团将大唐企业列为“最佳合作伙伴”。首期运维合同四年期满后，大唐企业又续签为期10年的长期运维合同，同时收获了吉利普多电站为期10年的技术服务合同。

树煤炭采购桅杆 扬中国大唐国际贸易之帆

印尼作为中国大唐进口煤炭的最大煤源产地之一，进口量呈逐年上升态势。煤炭是火电企业的“口粮”。2020年，中国大唐燃料公司与印尼低卡煤炭最大的顶级矿山Adaro、Kideco、LG延续了年度长协采购合同，全年合计300万吨；与印尼顶级矿山BIB签订了煤炭合作意向协议。中国大唐燃料公司在印尼成立代表处，将进口煤炭采购的关口前置，同时积极推动进口煤供应链建设，促进中印双方更广泛地实现合作共赢。

树节能减排桅杆 扬中国大唐环境保护之帆

尽管印尼化石能源资源丰富，但是面对来自环境保护方面的诉求，印尼也在逐步实现能源结构的转型升级。作为国内最大的脱硫、脱硝特许经营商，中国大唐环境公司具有世界领先水平的全新催化剂技术和生产线。中国大唐先后在印度、泰国完成多个燃煤电站脱硫总承包项目以及生物质发电项目，赢得国际市场广泛好评。目前，中国大唐正在积极探索印尼节能环保市场以及可再生能源发电市场，努力为印尼能源结构转型升级贡献力量。

“志合者，不以山海为远”。在中国印尼建交70周年之际，中国大唐将与印尼企业进一步加强能源领域合作，互利共赢合作之船必将乘风破浪，不断前进！

The Vast Ocean between China and Indonesia has forged natural bonds of friendship linking our peoples. Through the Maritime Silk Road, Chinese navigator Zheng He visited the Indonesian archipelago by ship with nine masts and twelve sails. The initiative of building 21st Century Maritime Silk Road drives the business cooperation between two countries surging forward. China Datang Corporation Ltd. (China Datang) has seized the historical opportunity of Belt and Road Initiative and embarked on new voyage of China-Indonesia energy cooperation.

China Datang, a large scale state-owned power generation enterprise, has 764.2 billion CNY in total assets by the end of 2019. The company has been listed as a Fortune 500 Company 10 years consecutively. The installed capacity of power generation reached 144GW. China Datang has the world's largest thermal power plant Inner Mongolia Datang Tuoketuo Power Plant (6720MW), the world's largest wind farm Inner Mongolia Saihanba Wind Farm (1510.3MW) and the first off-shore wind farm in Asia Shanghai Donghai Bridge Off-shore Wind Farm, etc. Adhering to the concept of open development, China Datang strengthens the energy cooperation with the countries along the Belt and Road and expands overseas business in Indonesia, Cambodia, Myanmar, Laos, India, Thailand, etc. China Datang actively fulfills social responsibility and strives to contribute to the development of the countries and regions where the businesses are located.

Project Investment

In 2017, China Datang Overseas Investment Co. Ltd. (CDTO) won the bid for Meulaboh 2×225MW coal-fired power generation project, which started construction at the end of 2019. China Datang is promoting project construction with high efficiency and high standard, with the aim of building a demonstration project in Indonesia. Once put into operation, it will not only alleviate the power shortage in Aceh Province but also provide many local job opportunities and train excellent power talents.

Technical Service

In 2008, China Datang Anhui Power Generation Co., Ltd signed O&M agreement of Cilacap power station (2×300MW) with SSP Group. With one year of excellent services provided by China Datang, the long existing unstable operation problem of the equipment is completely solved. The power station is build to an excellent power station with long-term stable operation benchmarking units. And it is ranked the top five in the comprehensive ranking of power generation units in national grid of Indonesia. China Datang is praised as the “best partner” by SSP Group. After first four-year O&M contract, China Datang renewed a long-term O&M agreement for 10 years successfully, and obtained the 10 years technical service contract for Jeneponto Power Plant.

Coal Import

China Datang's coal import volume from Indonesia, one of the largest coal sourcing areas, is increasing year by year. In 2020, Datang Power Fuel Co., Ltd extends the yearly term contract with some of the largest coal miners including Adaro, Kideco, LG, etc, amounting up to 3 million tons. We signed coal-supply MOU with BIB, one of the top Indonesian coal miners. The Indonesian Representative Office of China Datang Fuel Co., Ltd was founded for high efficient coal procurement. Meanwhile, we are making active efforts to build up supply train of import coal from Indonesia, and promote more extensive win-win cooperation between China and Indonesia.

Environment Conservation

Indonesia is rich in fossil energy resources. However, facing the regulations from environmental protection, Indonesia also needs to realize the transformation and upgrading of energy structure gradually. As the largest concessional operator of desulfurization and denitration in China, Datang Environment Industry Group Co., Ltd. (DTEG) has the world's leading new catalyst technology and production line. DTEG had successfully fulfilled the EPC contract for coal-fired power station desulfurization projects in India and biomass power generation projects in Thailand. At present, China Datang is actively exploring the energy conservation and environmental protection market and renewable energy power generation market in Indonesia, which will contribute to the transformation and upgrading of Indonesia's energy structure.

There is a Chinese saying: Those who have the same aspirations will not be far away from mountains and seas. This year marks the 70th anniversary of the establishment of diplomatic relations between China and Indonesia. China Datang will further strengthen energy cooperation with Indonesian enterprises. The ship of win-win cooperation will brave winds and waves and sail toward a bright future.



陈飞虎 董事长会见印尼能源与矿产资源部部长阿里芬
Chen Feihu, Chairman of China Datang, met with Arifin Tasrif, Minister of Energy and Mineral Resources of Indonesia.



印尼米拉劳火电项目效果图
Effect picture of Meulaboh Coal-fired Power Project in Indonesia.



印尼芝拉扎电站运维项目已经实施超过10年
The operation and maintenance project of Indonesia Cilacap Power Plant has been implemented for more than 10 years.



印尼吉利普多电站2台13.5万千瓦燃煤机组的运行维护项目
2X135MW Jeneponto Power Plant O&M Project in Indonesia.



大唐集团从印尼进口煤炭供应国内电厂
China Datang imports coal from Indonesia to supply domestic power plants.



大唐集团境外1x135MW生物质电站总承包项目
China Datang overseas EPC project of 1x135MW biomass power station.



印度尼西亚中国商会总会
China Chamber of Commerce in Indonesia

新起点 新使命 新征程

2019 年中国商会全体会员大会暨第七届理事会换届选举

12月15日，印度尼西亚中国商会2019年全体会员大会暨第七届理事会换届选举及答谢晚宴于雅加达香格里拉酒店隆重召开，中国驻印尼使馆肖千大使、经商处王立平公参、190多家中资企业代表、印尼中华总商会、印尼中国文化、社会与经济交流协会、印尼宗教与文化交流协会和中新社、新华社等多家媒体朋友共同出席了此次盛会。

大会由第六届商会总主席官本才先生进行2018-2019年两年工作报告。薛宝华秘书长汇报第六届理事会期间商会财务报告。本次大会还评出了31家2019年度优秀会员单位，以及石油石化分会、矿冶分会、物流分

会、机电分会、火电分会和房地产分会6家优秀行业分会。

在之后的第七届理事会选举中，共选出35家理事单位，中国银行雅加达分行的张朝阳先生任新一届（第七届）中国商会总主席。

沐励乾光风雨共，挥斥方遒鹏程同！最后再次感谢中国大使馆领导的指导与爱护，未来印尼中国商会将秉承习近平主席提出的“亲、诚、惠、容”周边外交理念，诚心诚意友好相处，一心一意共谋发展，携手开发兼具经济效益和社会效益的项目，惠及两国企业，造福两国人民，将合作的蛋糕做大，共享发展成果！



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TOUGH WORLD. TOUGH EQUIPMENT.

苏尔雅齐达·斯瓦达雅公司成立于1990年，是苏尔雅·西迈斯塔·因特努萨公司的成员企业，负责印尼卡拉旺和苏邦工业园的开发和管理工作。

苏尔雅齐达工业城

苏尔雅齐达工业城位于卡拉旺，地理位置优越（1400公顷）。工业城是很多企业落户的理想选择，汽车公司、药企、消费品企业、建材企业以及数据中心企业都落户于此。我们开发管理着一家提供全部配套服务的工业园区，配有世界一流的基础设施，包括苏尔雅齐达职业学校和工业研发中心，不断提高劳动力质量，培养未来一代人迎接工业4.0时代。



我们苏尔雅齐达工业城的成功给我们带来了西爪哇省苏邦的新项目。

苏邦智能化可持续发展城

采用智能化可持续发展工业城的理念，并应用实施物联网和先进技术将为工业城区2000公顷以内的区域提供商业活动支持。苏邦智能可持续发展城，周边基础设施优越，毗邻帕廷班海港、西爪哇国际机场、中爪哇省、西爪哇主要城市以及印尼首都雅加达，这使其成为投资者的理想之选。



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本特刊由中国贸易报社编辑制作

中国国际贸易促进委员会 (CCPIT) 主管主办
国内统一刊号 CN11-0015
国外刊号 D1110
邮发代号 1-79 周二刊
中文实名：中国贸易新闻网
<http://www.chinatradenews.com.cn>
社 长：许素亭
总 编 辑：范培康
策 划：吴 蓓 刘 华
责 编：吴 蓓 冯 涛 那 珊珊
版面设计：温清河
组稿电话：010-84487845
Email：maoyibao-china@163.com
广告代理：北京中贸国信文化交流有限公司
广告热线：010-84832504



习近平同印度尼西亚总统佐科就中印尼建交 70 周年互致贺电

国家主席习近平 4 月 13 日同印度尼西亚总统佐科互致贺电，庆祝中印尼建交 70 周年。

习近平在贺电中指出，中国和印尼友好交往源远流长。建交 70 年来，双边关系取得长足发展。特别是近年来，两国关系定位不断提升，合作领域不断拓展，共建“一带一路”成果丰硕，在国际和地区事务中密切配合，给两国人民带来福祉，为地区和全球的繁荣稳定作出重要贡献。

习近平强调，中国和印尼在双边、地区和多边层面拥有广泛共同利益，合作潜力巨大。中国将继续同印尼同舟共济，战胜新冠肺炎疫情。我高度重视中印尼关系发展，愿同佐科总统一道努力，为中印尼全面战略伙伴关系注入新内涵，为地区发展增添新助力。

佐科在贺电中表示，印尼在中国拥有悠久的历史和文化纽带，两国领导人和社会各界交往密切，铸就了牢固的友谊。两国关系历经 70 年，已日臻成熟，这是印尼和中国取得的显著战略性成果。两国在各领域不断创造合作机遇，造福了两国人民，值得双方引以为傲。在全国战略伙伴关系框架下，双方秉持合作精神，必将推动两国不断发展和繁荣，为地区和世界和平、稳定与繁荣作出贡献。



卷首語

Preface



2020 年是中印尼建交 70 周年，回顾 70 年历程，中印尼关系沐雨栉风，砥砺前行，走过了不平凡的发展道路。

建交 70 年来，印尼和中国在各个领域的合作关系不断加强，双边关系取得长足发展，各领域尤其是经济领域合作成果丰硕。2019 年中国对印尼投资达 47 亿美元，由 2015 年的第九大外资来源国一举跃升到第二位。2019 年 1 月至 11 月印尼和中国贸易总额为 724 亿美元，创历年新高。中国连续 8 年保持印尼最大贸易伙伴地位，且年均增速达 18%。印尼成为中国企业投资海外的十大目的地之一。雅万高铁等一系列重要合作项目稳步推进，基础设施、产能、数字经济等两国合作新动能不断涌现。印尼已成为中国游客在东盟国家中的第四大旅游目的地，中国有望成为印尼旅游市场的最大客源国。

近年来，随着两国全面战略合作伙伴关系的建立，两国领导人就对接“一带一路”倡议和印尼“全球海洋支点”构想已达成

重要共识，两国政府已签署共建“一带一路”和“全球海洋支点”谅解备忘录。目前，双方正在积极探讨和制定在这个框架下的合作文件，就如何落实这个政治共识进行规划。两国发展战略对接第一阶段标志性项目“雅万高铁”已进入全面实施推进新阶段，第二阶段标志性项目“区域综合经济走廊”政府间合作也已取得进展。四大经济走廊建设包括北苏门答腊、北加里曼丹、北苏拉威西和巴厘 4 省综合经济走廊建设，正在推进可行性研究等工作。这一系列重要举措，必将为两国关系的发展提供了巨大的动力，必将为两国人民带来伟大的福祉。

中国与印尼在今年蔓延全球新冠肺炎疫情中的携手合作，再次体现了双方守望相助、患难与共的真挚情谊。相信经过这次疫情的考验，两国的伙伴关系将更加坚韧强大，两国人民的友谊更加历久弥坚，两国在未来的合作更将不断深化，为中印全面战略合作伙伴关系注入新的内涵，为地区和全球的繁荣稳定增添新的助力！



Development of China-Indonesia Relations Shifts to a Higher Speed, and Bilateral Economic Cooperation Enters a New Stage!

The year of 2020 is the 70th anniversary of the establishment of the diplomatic relations between China and Indonesia. Looking back on the history over the past 70 years, China and Indonesia have overtaken many difficulties and obstacles in the development of bilateral relations, and have gone through an extraordinary development path in bilateral relations.

Since the establishment of the diplomatic relations 70 years ago, Indonesia and China have strengthened bilateral cooperation relations in various fields. And the two countries have made great development in bilateral relations, and achieved fruitful accomplishments in various fields, especially in economy. In 2019, Chinese investment in Indonesia reached US \$ 4.7 billion, rising from the ninth largest source of foreign capital in 2015 to the second place in one fell swoop. The total trade volume between Indonesia and China from January to November 2019 was US \$ 72.4 billion, creating a record high. China has maintained the status of Indonesia's largest trading partner for eight consecutive years, with an average annual growth rate of 18%. Indonesia has become one of the top ten destinations for Chinese companies to invest overseas. A series of important cooperation projects, such as the Jakarta-Bandung High-Speed Railway, have been steadily advancing. And new impetus for cooperation between the two countries in infrastructure, production capacity and the digital economy continues to emerge. Indonesia has become the fourth largest tourist destination of Chinese tourists in ASEAN countries, and China is expected to become the largest source country in the Indonesian tourism market.

In recent years, with the establishment of a comprehensive strategic partnership, the leaders of the two countries have reached important consensus on the docking of the "Belt and

Road" initiative and the concept of Indonesia's "Global Maritime Fulcrum". And governments of the two countries have signed the Memorandum of Understanding on the "Belt and Road" initiative and the concept of "Global Maritime Fulcrum". At present, the two sides positively conduct discussion to formulate the cooperation files under the framework (MOU), to conduct planning for the implementation of this political consensus. The landmark project for the first stage of the two countries' strategic integration " Jakarta-Bandung High-Speed Railway " has entered a new stage of comprehensive promotion and implementation, and intergovernmental cooperation on the landmark project for the second stage "Regional Comprehensive Economic Corridor" has also made a progress. The work on feasibility studies of the construction of the four major economic corridors including the economic corridors in the four provinces of North Sumatra, North Kalimantan, North Sulawesi and Bali, is underway. This series of important measures will inevitably provide tremendous impetus for the development of bilateral relations between China and Indonesia and will bring great benefits to the peoples of the two countries.

The cooperation between China and Indonesia in this year's spread of the new global pneumonia epidemic of a novel coronavirus has demonstrated the sincere friendship between the two sides for mutual help in distress once again. It is believed that after the test of this epidemic, the partnership between the two countries will become stronger and stronger, and the friendship between the two peoples will last longer, and the cooperation between the two countries will continue to deepen in the future, injecting new connotation into the comprehensive strategic partnership between China and Indonesia and injecting new vitality to regional and global prosperity and stability!



肖千 中国驻印尼大使

Xiao Qian

Ambassador Extraordinary and Plenipotentiary of the People's Republic of China to the Republic of Indonesia

印尼是古代“海上丝绸之路”必经之地，也是“21 世纪海上丝绸之路”的首倡之地。中国与印尼是隔海相望的邻邦，两国友好交往的历史源远流长，近年来更是取得了长足发展。在中印尼两国即将迎来建交 70 周年之际，我谨代表中国驻印尼大使馆，对两国友好关系及两国人民致以最真诚的祝福。

近年来，在习近平主席和佐科总统的坚强领导下，双方以共建“一带一路”为契机，深入对接发展战略，扎实推进务实合作，着力增进民间友好，在国际地区事务中保持密切沟通协调，两国全面战略伙伴关系不断丰富发展。当前，两国领导人就对接“21 世纪海上丝绸之路”倡议和“全球海洋支点”构想达成重要共识，两国政府正式签署了共同推进“一带一路”和“全球海洋支点”建设的谅解备忘录，雅万高铁项目进入快速实施推进阶段，“区域综合经济走廊”建设合作项目逐步落地，工业化合作有望成为两国发展战略对接合作新亮点。

中印尼务实合作已结出累累硕果。2018 年，中印尼贸易额达 774 亿美元，中国连续 8 年成为印尼最大贸易伙伴。中

国对印尼直接投资 24 亿美元，保持印尼第三大投资来源国地位。2019 年上半年中国对印尼直接投资达 22.9 亿美元，接近 2018 年全年水平。目前，两国合作正从传统的基建、资源、通信等领域迅速向工业化、金融、电商、人工智能、人力资源开发等新兴领域拓展，新合作增长点不断涌现。

此外，中印尼在其他各领域的交流全面深化。中国连年保持印尼主要游客来源国地位。中国是印尼学生第二大海外留学目的地，现有印尼留学生 1.5 万余名。大熊猫“落户”印尼，成为深受当地人民喜爱的“特殊大使”。两国军事、地方、体育、宗教、青年、媒体等领域交流也不断深化，两国关系正步入历史最好时期。

中印尼都是发展中大国、新兴经济体和亚洲重要国家，中印尼关系健康稳定发展不仅有利于两国和两国人民，也有利于地区乃至世界的和平稳定与繁荣。期待双方按照两国领导人指明的方向，把握历史机遇，继续共同努力，推动全面战略伙伴关系迈上新台阶，更好造福两国人民。

consecutive years. China directly invests 2.4 billion U.S. dollars in Indonesia and maintains Indonesia's third largest source of FDI. In the first half of the year of 2019, China's direct investment in Indonesia reached 2.29 billion U.S. dollars, close to the level of the year of 2018. At present, the cooperation between the two countries is rapidly expanding from the fields of infrastructure, resources and communications to industrialization, finance, e-commerce, artificial intelligence, human resources development and other emerging fields, and new cooperation growth points are emerging.

In addition, the cooperation and exchanges in various other fields between China and Indonesia have been comprehensively deepened. China has maintained its status as a major source of tourists in Indonesia for years. China is the second largest overseas study destination for Indonesian students, with more than 15,000 Indonesian students. The panda "settled in" Indonesia and became a "special ambassador" deeply loved by the local people. The exchanges between the two countries in the military, local government, sports, religion, youth, and media have also deepened. The relationship between the two countries has been entering the best period.

Both China and Indonesia are large developing countries, emerging economies and important Asian countries. The healthy and stable development of China-Indonesia relations is not only beneficial to the two countries and the two peoples, but also to the peace, stability and prosperity of the region and the world. It is expected that the two sides will seize the historical opportunity in accordance with the direction pointed out by the leaders of the two countries and continue to work together to push the comprehensive strategic partnership to a new level and better serve the two peoples.



周浩黎 印度尼西亚共和国驻华大使

Djauhari Oratmangun

Ambassador of the Republic of Indonesia to the People's Republic of China

2020 年是印度尼西亚共和国与中华人民共和国建交 70 周年。2013 年，两国建立了全面战略伙伴关系，两国互访频繁，合作关系不断加强。

目前，两国经贸合作尤为突出。纵观未来，两国将成为世界的重要参与者。到 2045 年，中国将成为世界上最大的经济体，而印度尼西亚将带领东盟成为世界第四大经济体。的确，在建交 70 周年之后，区域和全球地缘经济格局新愿景应作为未来两国深化和扩大合作的方向。

印尼与中国在经贸关系上已奠定了坚实的基础，中国已连续五年成为印度尼西亚最大的贸易伙伴，而印度尼西亚也连续五年成为中国最大的投资目的地。

截至 2019 年 11 月份，印度尼西亚与中国的贸易总额达到了 724.2 亿美元，预计在全球经济放缓的情况下，将突破 2018 年贸易额 726.6 亿美元的纪录。

投资也在显著增长，2018 年第一季度至第三季度实现新增投资额 18.3 亿美元，涉及投资项目 1059 个；2019 年同期实现新增投资额 33.1 亿美元，涉及投资项目 1888 个，同比增长 81.3%。

统计数据显示每年的投资保持稳定增长，积极向好；而且，双边贸易和投资仍有很大的开发空间。在贸易方面，印度尼西亚有大量优质产品向中国市场输出，以更好地保持贸易平衡关系。同时，在投资方面，中国是印度尼西亚第三大投资来源国。

我相信，要释放本地区的潜力，互联互通应该是进一步促进

两国发展的关键。2017 年 5 月，在中国北京举行的首届“一带一路”国际合作高峰论坛上，总统佐科·维多多亲自会见了习近平主席。两国领导人在这届论坛上签署了具有里程碑意义的项目协议，如雅加达—万隆高速铁路项目以及其它涉及石油化工、基础设施和金融等行业的项目。

在 2019 年四月举行的第二届“一带一路”国际高峰合作论坛上，两国领导人进一步将习近平主席 2013 年在印度尼西亚首次提出的“21 世纪海上丝绸之路”与印度尼西亚的“全球海洋支点”政策相对接。使四个区域综合经济走廊的合作计划和项目得以具体化。这进一步表明了印度尼西亚和中国的特殊关系。

值得一提的是，印度尼西亚和中国都因其数字经济增长和未来前景而备受关注。中国的创新数字化科技最先进，而且拥有全球最多的初创企业。另一方面，据说印度尼西亚遵循了中国数字经济的发展轨迹，正如 VentureBeat 所说的：“印度尼西亚就像 2008 年的中国那样，是一个投资机会”。见证印度尼西亚和中国如何携手将未来十年打造成数字化科技的十年，这应该是一件十分有趣的事情。

在当前双边经济充满活力下，尽管全球对 2020 年世界经济秩序持谨慎态度，并在新年伊始保持怀疑态度，而印度尼西亚和中国却持有乐观的态度，坚定决心共享更美好的未来。在两国关系坚实的基础上，我们将决定两国关系应迈出的高度。

The year 2020 marks the 70th anniversary of bilateral relationship between the Republic of Indonesia and the People's Republic of China. The two nations have gained the status of comprehensive strategic partnership in 2013 and have nurtured the relationship with cooperation and frequent exchange of visits. Currently, economic relations have been the outstanding one among all cooperation. The future outlook of the two nations are projected to become major global players. China is on its way to be the largest economy in the world while Indonesia is leading ASEAN to be the 4th largest global economy by 2045. It is indeed this vision of a new regional and global geo-economic landscape that should be the guidance for deeper and broader cooperation beyond the 70 years anniversary point. The foundation is already solid with China as the largest trading partner for Indonesia, and Indonesia as the largest investment destination from China over the past five years cumulatively. Up until November 2019, Indonesia-China's trade volume reached a total of USD 72.42 billion. It is predicted to set new record beyond 2018's statistic of USD 72.66 billion amidst global economic slowdown. Investment also increased significantly with increment of 81.3% of its realization from 1,059 projects with value of USD 1.83 billion in Q1-Q3 2018 into 1,888 projects with total value of USD 3.31 billion of the same period in 2019.

Apart from positive statistics showing a steady growth year by year, there are still plenty of room to explore to in terms of bilateral trade and investment. In trade, Indonesia has plenty of high quality products to offer to the Chinese market for a more balanced trade relationship. Meanwhile in investment, China ranks number three as the source of investment to Indonesia.

I believe to unlock the potential of the region, connectivity should be the key to further improve the development of the two countries. In the First Belt and Road Forum for International Cooperation on May 2017 in Beijing, China, President Joko Widodo personally met with President Xi Jinping. Through the forum, the two leaders delivered landmark project deals such as the Jakarta-Bandung High Speed Railway and other projects in petrochemical, infrastructure, and finance among others.

In the Second Belt and Road Forum on April 2019, the two leaders further connect the course of the 21st Century Maritime Silk Road, in which firstly announced by President Xi Jinping in Indonesia in 2013, along with Indonesia's policy of Global Maritime Fulcrum. It is materialized in the cooperation plan and concrete projects for the Four Regional Comprehensive Economic Corridors. This further shows the exceptional relations of Indonesia and China. It is also worth noted that Indonesia and China are both highlighted for its digital economy growth and its future prospects. China is the champion in the innovative digital technology and produces the most number of start-up companies in the world. On the other hand, Indonesia has been said to follow the trajectory track of China's digital economy, as quoted from VentureBeat: "Indonesia is an investment opportunity like China was in 2008". It should be interesting to see how Indonesia and China work together to define the next decade as the decade of digital technology.

With these current bilateral dynamism, despite the cautious global sentiment of the 2020 world economic order and the skepticism in the starting of the year, both Indonesia and China starts out with optimism and strong determination for a better shared future. With a solid foundation that has been laid down before us, it is up to us to decide how high we want to leap forward.



王立平

中国驻印尼大使馆经商处公使衔参赞

Wang Liping

Economic and Commercial Minister Counsellor, the Embassy of the People's Republic of China in the Republic of Indonesia

两千多年前，中印尼两国商船跨越山河沧海，开启了双方经贸交往的大门。从此，两国商旅不绝于海，精美的丝绸和瓷器传递着历久弥新的友谊。1950年4月13日，印尼同新中国建交，成为最早同新中国建交的国家之一。2013年10月3日，习近平主席在印尼首都雅加达首次提出共建“21世纪海上丝绸之路”，中印尼经贸合作自此提速升级。

印尼是20国集团重要成员和全球重要的新兴经济体。在“一带一路”倡议和印尼“全球海洋支点”战略深入对接和共同引领下，近年来中印尼经贸合作快速发展。投资是两国经贸合作的最大亮点，2019年前三季度，中国对印尼直接投资达33亿美元，成为印尼第二大外

资金来源国。中国已连续8年成为印尼第一大贸易伙伴，2016年以来持续成为印尼第一大出口目的国。中国是印尼煤炭、钢材、燕窝、棕榈油的第一大出口市场。中印尼基础设施合作亮点纷呈：中国企业参与建设的印尼第二大水坝—佳蒂格德大坝灌溉面积达9万公顷；印尼最大跨海大桥—泗马大桥、印尼最大钢拱桥—塔园桥为印尼民众带来了极大便利；东南亚首条高铁—雅加达—万隆高铁正在全面实施推进之中。

回首七十载，中印尼经贸合作硕果累累；放眼新时代，中印尼经贸合作必将在“一带一路”引领下，为两国人民带来更多实实在在的好处！

More than 2,000 years ago, the merchant ships from China and Indonesia crossed rivers and seas to open the door of bilateral economic and trade cooperation. Since then, businessmen from both countries have remained close contacts. The exquisite silk and porcelain from China have become the conveyer of the long-lasting China-Indonesia friendship. On April 13, 1950, China and Indonesia established the diplomatic relations. On October 3, 2013, President Xi Jinping first proposed “the 21st Century Maritime Silk Road” in Jakarta, which significantly accelerated China-Indonesia economic and trade cooperation. Indonesia is an important member of G20 and a globally prominent emerging economy. Under the guidance of the “Belt and Road” Initiative and Indonesia’s “Global Maritime Fulcrum” Strategy, China-Indonesia economic and trade cooperation has been developing rapidly in recent years. Investment is the brightest highlight of the bilateral economic and trade cooperation. In the first three quarters of 2019, China's outward FDI in Indonesia reached US\$ 3.3 billion, and became Indonesia's second largest

source of foreign investment. China has been Indonesia's largest trade partner for eight consecutive years, and has continued to be Indonesia's largest export destination since 2016. China is Indonesia's largest export market for coal, steel, bird's nest and palm oil. There are also many highlights in China-Indonesia infrastructure cooperation. Chinese companies have built many mega infrastructure projects in Indonesia, such as the Jatigede Dam with the irrigation area of 90,000 hectares, ranking the second largest dam in Indonesia. Surabaya-Madura Bridge, Indonesia's largest sea-crossing bridge and Tayan Bridge, Indonesia's largest steel arch bridge, have brought great convenience to local people. The construction of Jakarta-Bandung High Speed Railway, the first high-speed railway in Southeast Asia, is progressing steadily. Looking back on the past 70 years, China-Indonesia economic and trade cooperation has achieved fruitful results. Looking forward to the New Era, the bilateral economic and trade cooperation will be guided by the “Belt and Road” initiative and bring more tangible benefits to the people of the two countries!



张朝阳

印尼中国商会总会主席

Zhang Chaoyang

Chairman of China Chamber of Commerce in Indonesia

值此中—印尼建交70周年之际，我代表印尼中国商会总会表示衷心的祝贺！

中—印尼友谊源远流长。新中国成立后，面对西方列强对中国的封锁和不友好态度，印尼成为最早和中国建交的国家之一。七十年来，两国政府为推动建设新型国际关系和全球发展做出了重要贡献。特别是近年来，在习近平主席和佐科·维多多总统的领导下，双边关系不断深化，从伙伴关系上升到了全面战略伙伴关系。期间，习近平主席到访印尼2次，佐科·维多多总统访华5次，为两国的友好关系又谱写了新的篇章！

作为海洋丝绸之路的支点，印尼和中国在经贸领域的合作也突飞猛进。据初步统计，目前在印尼的中资公司约有1000多家，2018年中国和印尼的贸易额为774亿美元，中国连续8年成为印尼的第一大贸易国。2018年中国和中国香港对印尼直接投资达50多亿美元，成为继新加坡之后第二大投资来源国。工程承包业务近几年也发展迅猛，2018年全年

签署合同项目1265个，总合同额180亿美元。此外，来印尼旅游的中国游客数量与日俱增，2017年首次突破206万，中国连续两年成为印尼旅游的第一大游客来源国。

印尼中国商会由在印尼的中国企业家自发成立于2005年。截至目前，共有会员单位257家，其中世界500强的超大型企业就有26家，是印尼经贸领域的一支领军“人物”。中资企业在带来资金、技术的同时，积极履行社会责任，做好环境保护，为当地社区解决就业岗位数十万，扮演了两国‘民心相通’桥梁和纽带的角色。

印尼中国商会将站在中—印尼建交七十周年的新的历史起点上砥砺前行，更务实有效地服务境外中资企业，整合国内国际优质资源形成合力，为增进两国的经贸合作做出应有的贡献！

七十年栉风沐雨，七十年铸就基石。愿中—印尼友谊之花常开不败！

On the occasion of the 70th anniversary of the establishment of diplomatic relations between China and Indonesia, on behalf of the China Chamber of Commerce in Indonesia, I would like to extend my cordial greetings. The China-Indonesia friendship has a long history. The Sino-Indonesian friendship has a long history. After the founding of People's Republic of China, Indonesia became one of the first countries to establish diplomatic relations with China in the face of the blockade and unfriendly attitude of Western powers towards China. Over the past 70 years, the two governments have made important contributions to the construction of new international relations and global development. Especially in recent years, under the leadership of President Xi Jinping and President Joko Widodo, bilateral relations have deepened and been upgraded to comprehensive strategic partnership from partnership. Besides, President Xijinning has paid his official visits to Indonesia twice, President Joko Widodo visited China five times, which has written a new chapter of the friendly relations between the two countries.

As the fulcrum of the Maritime Silk Road, Indonesia and China have also witnessed rapid economic and trade cooperation. According to the preliminary statistics, there are currently more than 1,000 Chinese companies in Indonesia, and China's trade with Indonesia amounted to US\$77.4 billion in 2018, making China the largest trading country to Indonesia for eight consecutive years. In 2018, China and Hong Kong of China have invested more than US\$5 billion in direct investment in Indonesia, making China the second largest source of investment following Singapore. China's project contracting business has also grown

rapidly in recent years, and has signed 1,265 contracts with Indonesia for the whole year of 2018, with a total contract value of US\$18 billion. In addition, the number of Chinese tourists visiting Indonesia is increasing, surpassing 2.06 million for the first time in 2017, making China the number one source of tourists for Indonesia for the second year in a row. China Chamber of Commerce in Indonesia was founded spontaneously in 2005 by Chinese entrepreneurs in Indonesia. By now, it consists of a total of 257 member units, 26 of which are the world's top 500 super-large enterprises, making China Chamber of Commerce in Indonesia a leading "person" in Indonesia's economic and trade fields. Chinese enterprises, while bringing capital and technology, actively fulfill their social responsibilities, make many efforts in environmental protection, provide hundreds of thousands of jobs for local communities, and play the role of the bridge and link to build the people-to-people bond for the two peoples.

Standing at the new historical starting point of the 70th anniversary of the establishment of diplomatic relations between China and Indonesia, China Chamber of Commerce in Indonesia will serve foreign Chinese enterprises more pragmatically and effectively and integrate domestic and international high-quality resources to form a joint force, in order to make more contributions to enhancing economic and trade cooperation between the two countries! All efforts and hardwork over 70 years has casted the cornerstone. May the flower of China-Indonesia friendship always bloom!



李源盛
中国印度尼西亚商会主席

Liky Sutikno
Chairman, Indonesia China Chamber of Commerce

2020 年是极其不寻常的一年。尽管面对全球新冠肺炎疫情的挑战及其带来的经济影响，印度尼西亚和中国依然如期庆祝了两国建交 70 周年。我谨代表中国印度尼西亚商会（INACHAM），对两国长久的双边关系表示祝贺，倍感珍贵。

在佐科维总统和习主席的领导下，印度尼西亚和中国共同推动“全球海洋支点”构想和“一带一路”倡议。2019 年，中国对印尼的直接投资达到 47 亿美元，两国贸易额超过 700 亿美元，这标志着两国的全面战略伙伴关系已创历史新高。

尽管两国已取得上述种种成就，但我相信，仍有很大潜能有待开发，以造福两国。印度尼西亚以其丰富的自然资源而闻名，而且其地处赤道沿线的美丽岛屿上也有丰富多彩的文化。在七世纪，印度尼西亚也曾以“香料之路”而闻名欧洲。另一方面，中国在工程发展和技术发展方面证明了其

实力。这些综合性实力必将在投资、贸易和旅游等方面有新突破，为全球带来便利。中国应运用其技术和专长，进一步利用印尼丰富的可持续资源和原材料生产更多高附加值产品，投入全球市场。印度尼西亚和中国应共同努力，携手做研发工作，利用印尼生物多样性生产各类药品和保健产品，以抗击全球疫情，提高生活质量。

两国作为长久的友邦之交，进一步减少各种限制，加强人文交流、知识 / 技能交流、产品交流和资本交流，也是自然。我们期望两国的友谊和全面战略伙伴关系能够切实体现在人们日常生活中。我们真的希望更多的人能享受印尼的美味产品，包括在中国享受印尼的水果和香料，就如印尼人在本国已享受很多进口的中国商品一样。

我们商会力求将这种相互协同作用发挥到极致。我们祝愿 70 周年能成为印尼和中国两国投资、贸易和旅游迅猛增长的新起点。

Year 2020 has been an unprecedented year. Despite facing the global challenge of Covid19 pandemic & its economic impact, the Republic of Indonesia and the People's Republic of China celebrated the 70th anniversary of bilateral relationship. On behalf of Indonesia Chamber of Commerce in China (INACHAM), I would like to congratulate and cherish this long standing relationship.

Under the leadership of President Jokowi and President Xi, Indonesia and China have joint force to promote the "Global Marine Fulcrum" initiative and the "Belt and Road" initiative. This comprehensive strategic partnership has reached its historical high, marked with a record USD \$4.7 billion China FDI investment to Indonesia and the trade volume exceeding USD \$70 billion in 2019.

Despite above accomplishment, I believe there are a lot more potential can be unlocked for mutual benefits for both countries. Indonesia is known for its abundant natural resources with its rich culture in various beautiful islands, stretch along the equator. During 7th century, it was also well known in Europe for its "Spices route." China, on the other hand, has proven its strength in engineering and technology developments. These combined strengths must be taken to the new

height in all aspects from investment, trade and tourism for global benefits. China should apply its technology and know-how to further utilize abundant sustainable resources & raw materials in Indonesia to produce more high value-added products to be marketed globally. Indonesia and China should also work together to do joint Research and Development to tackle global pandemics and enhance quality of life, by leveraging Indonesia's rich bio-diversity to produce various medicine and health related products.

As a long term friend, it is also natural for both countries to further reduce various restrictions in order to enhance exchanges of people, knowledges / skills, products and capital. We expect this friendship and comprehensive strategic partnership can be reflected in practical way in daily people life. We truly hope that more people can enjoy Indonesia delicious products, including its fruits and spices in China as Indonesian has enjoyed a lot of imported China products in Indonesia.

Our chamber (INACHAM) is ready to contribute to take this mutual synergy to its maximum potential. We wish this 70th anniversary will be the new beginning of exponential growth in investment, trade and tourism between Indonesia and China.

风雨兼程七十载，携手共创新时代

中国驻印尼大使 肖千

2020 年 4 月 13 日是中华人民共和国和印度尼西亚共和国建交 70 周年纪念日，习近平主席与佐科总统互致贺信，两国发布纪念徽标和纪念封，共同庆祝这一美好时刻。

中国和印尼俱为亚洲文明古国。千百年来，两国人民沿着海上丝绸之路，互换商品，分享技术，传播文化，谱写出一曲曲交流融合的华彩乐章。公元 15 世纪，中国明代航海家郑和七下西洋，足迹遍布印尼诸岛，留下许多遗迹和传说，成为中印尼友好象征。

近代以来，两国相互同情、相互支持，为争取民族解放和国家独立进行不懈斗争。1950 年，刚刚独立的中华人民共和国和印度尼西亚共和国建立外交关系，印尼成为最早同新中国建交的国家之一。1955 年，两国联合其他亚非国家倡导以“和平共处、求同存异”为核心的万隆精神，成为国与国相处的重要准则并延续至今。1998 年亚洲金融危机中，中国同包括印尼在内的东盟各国守望相助，共渡难关。

进入新世纪后，两国关系实现跨越式发展，2005 年建立战略伙伴关系，2013 年升级为全面战略伙伴关系，双边关系迎来快速发展的重要时期。

政治互信不断提升。习近平主席 2 次到访印尼，佐科总统 5 次访华，两国元首 8 次会晤、4 次通话，就深化双边关系达成重要共识，引领两国关系发展方向。两国建立副总理级对话机制，政府、议会、政党等交往频密，积极促进双方各领域合作。

战略对接持续深入。印尼是“21 世纪海上丝绸之路”首倡之地。2018 年，两国政府正式签署共同推进“一带一路”和“全球海洋支点”建设的谅解备忘录。两国稳步推进印尼及东南亚首条高铁——雅万高铁建设，积极开展“区域综合经济走廊”政府间合作，助力印尼工业化建设。

互利合作日益紧密。中国连续 9 年保持印尼最大贸易伙伴地位，2019 年双边贸易达 794 亿美元，较 2000 年增长 10 倍。短短 5 年间，中国在印尼海外投资国中由第 9 位跃居第 2 位。两国合作建设印尼最长跨海大桥泗马大桥和第二大水坝加蒂格迪大坝，青山工业园仅用 5 年时间就助力印尼成为世界第二大不锈钢出口国。

人文交流方兴未艾。中国赴印尼公民人数连续多年超过 200 万人次，是印尼外国游客最主要来源地之一。中国是印尼第二留学目的地国，上万印尼留学生在华求学。印尼主要伊斯兰组织多次访华，增进了两国宗教和文化交流。中国大熊猫“湖春”和“彩陶”在茂物安家，成为两国关系的可爱“使者”。

多边事务密切配合。中国和印尼同为亚洲大国和二十国集团成员，两国关系已超出双边范畴。双方共同推动中国—东盟合作、维护南海和平稳定、支持巴勒斯坦民族解放事业，捍卫自由贸易与多边体系，谋求广大发展中国家福祉。



当前，中国和印尼正在共同抗击新冠肺炎疫情。两国元首多次通话致互致慰问和支持，并共同出席二十国集团应对新冠肺炎疫情特别峰会。中方身处困境之时，得到印尼政府及社会各界关心慰问和慷慨援助。中方也坚定支持印尼的抗疫努力，向印尼人民紧急提供医疗物资援助，积极分享防控救治经验。“患难见真情”，两国再次用行动诠释了守望相助、休戚与共的深情厚谊。

70 年风雨兼程，70 年砥砺前行。当今世界正经历百年未有之变局，中国正处在决胜全面建成小康社会首个百年目标冲刺阶段，印尼也在为实现进入全球五大经济体全力奋斗，两国关系站在新起点，面临新机遇。正如习近平主席在致佐科总统贺电中所说：“中国和印尼在双边、地区和多边层面拥有广泛共同利益，合作潜力巨大”。

两国应继续加强高层交往，从战略高度和长远角度为双边关系把握航向，擘画未来；继续以共建“一带一路”和“全球海洋支点”为主线，推进各领域务实合作，造福两国人民；深化文化、教育、宗教、青年等交流，让两国友好深入人心，世代相传；加强国际地区事务合作，推动构建相互尊重、公平正义、合作共赢的新型国际关系，打造人类命运共同体。

“远在天边，近在心田”。中国历来重视“以和为贵”、“敦亲睦邻”、“协和万邦”，印尼则普遍推崇“协商一致”、“殊途同归”、“互帮互助”。在相似的文化基因滋养下，相信中国和印尼一定能够平等相待，相互尊重，求同存异，互利共赢，携手共创两国关系新时代！

来源：中国驻印度尼西亚大使馆

Work Hand in Hand for a New Era of China-Indonesia Friendship

By Xiao Qian, Chinese Ambassador to Indonesia

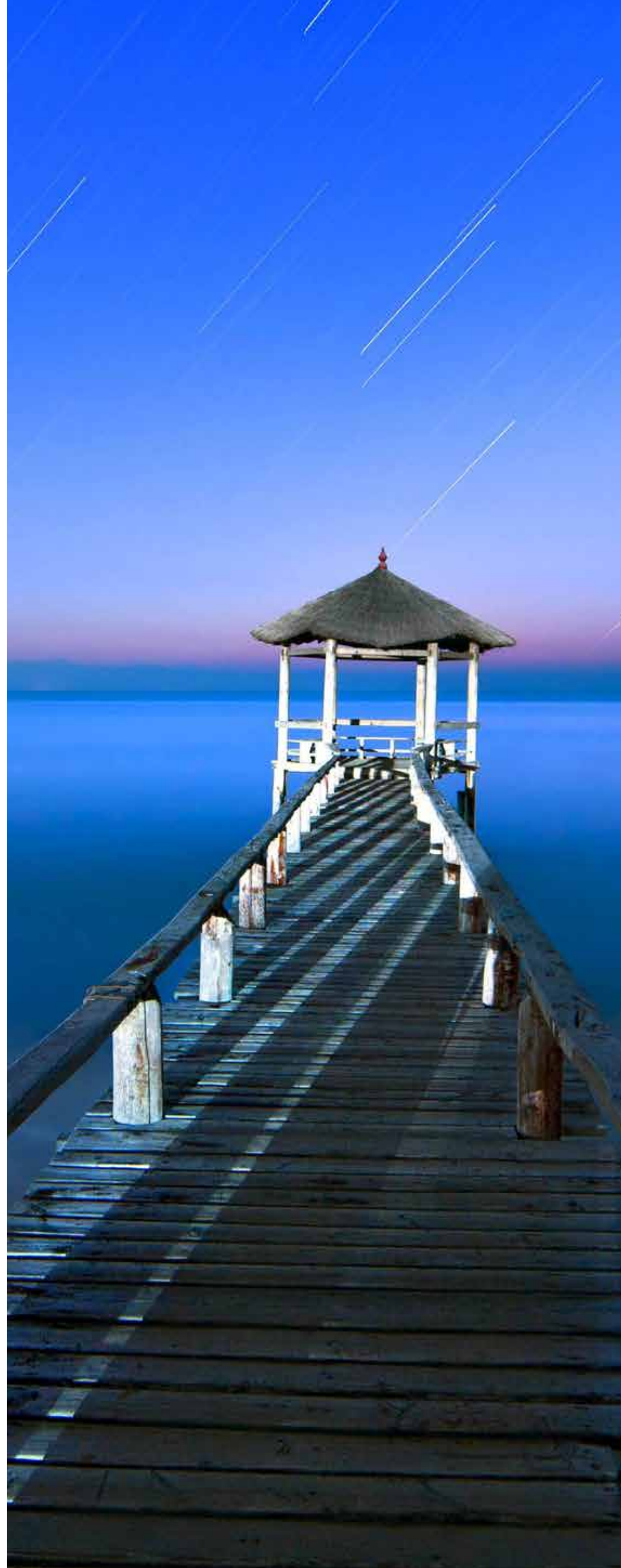
April 13th marks the 70th anniversary of China-Indonesia diplomatic relations. To celebrate this joyous occasion, President Xi Jinping and President Joko Widodo have exchanged congratulatory letters and both countries launched commemorative stamps and envelopes.

Both China and Indonesia are ancient Asian civilizations. Through the ages, people of our two nations had traded goods, shared knowledge, and exchanged cultures along the ancient Maritime Silkroad. Together, they have composed one piece after another of beautiful music about their exchanges and interactions over the centuries. On his seven voyages in the 15th century, Chinese navigator Zheng He visited almost all the major islands of the Indonesian archipelago, leaving behind myriads of relics and folklore and becoming a symbol of friendship between our peoples.

Our peoples sympathized with and supported each other in their respective struggle for national independence and liberation in early 20th century. In 1950, Indonesia was among the first countries to establish diplomatic relations with China shortly after its founding. In 1955, China and Indonesia, together with other Asian and African countries, jointly initiated the Bandung Spirit at the Bandung Conference. With the principles of peaceful coexistence and seeking common ground while shelving differences at its core, the Bandung Spirit remains an important norm governing state-to-state relations. Through solidarity and mutual support, China and ASEAN countries including Indonesia weathered the storm of 1998 Asian financial crisis.

In this new century, bilateral relationship has grown by leaps and bounds from establishing strategic partnership in 2005 to comprehensive strategic partnership in 2013. Our bilateral relations have embarked on a fast lane of growth.

Deepening political mutual trust. Over the years, President Xi paid two visits to Indonesia and President Jokowi 5 visits to China. Together, they held 8 bilateral meetings and exchanged 4 phone-calls, reaching important consensus on bilateral ties and charting the course for future relations. Two countries have established dialogue



mechanisms at vice-premier level and maintained frequent exchanges between governments, parliaments and political parties, which have facilitated cooperation across the board.

Greater synergy between development strategies. The Initiative of 21st Century Maritime Silkroad was first announced in Indonesia. In 2018, the two governments signed MoU on jointly building the Belt and Road and Global Maritime Fulcrum. Steady progress is being made in Jakarta-Bandung high-speed rail, the first of its kind in Southeast Asia. Intergovernmental cooperation on Regional Comprehensive Economic Corridors is well underway. China also plays a facilitating role in Indonesia's industrialization drive.

Increasingly close cooperation for mutual benefits. China has been Indonesia's top trading partner for 9 consecutive years. Two-way trade reached US\$79.4 billion in 2019, up by 10-fold since 2000. In just 5 years, China's local investment ranking jumped from 9th to 2nd place. Together, we have built Indonesia's longest cross-sea bridge, Surabaya-Madura Bridge and second largest dam, Jatigede Dam. Morowali Industrial Park has turned Indonesia into the 2nd largest exporter of stainless steel in just 5 years.

Burgeoning people-to-people exchanges. In recent years, Indonesia has received an annual average of over two million visits by Chinese citizens, making China a major source of foreign tourists in Indonesia. China is also the second largest host of Indonesian students totaling over ten thousands. Through multiple visits to China, major local Islamic organizations have actively promoted bilateral cultural and religious exchanges. The two giant pandas, Huchun and Caitao, who settled in Bogor, have become new envoys of friendship between our peoples.

Close coordination on multilateral affairs. Both China and Indonesia are major countries in Asia and members of G20, which makes our bilateral relations go beyond bilateral context. We are making concerted efforts to push forward China-ASEAN cooperation, uphold peace and stability in South China Sea, support Palestinians in their cause to liberation, safeguard free trade and multilateralism and jointly advance the interests of developing nations.

As both China and Indonesia are battling the COVID-19 outbreak, our presidents have exchanged multiple phone calls and letters to offer sympathies and mutual support, and jointly attended the G20 Summit on COVID-19. When China was in the depths of this outbreak, it has received cordial sympathies and generous donations from the Indonesian government and people across the society. The Chinese side, in return, has spared no efforts in helping Indonesia's fight against the pandemic by providing much-needed medical supplies and sharing best experience and practice on prevention and treatment. A friend in need is a friend indeed. Our action once again testifies to our profound friendship of solidarity and mutual assistance in times of adversity.

For 7 decades, our relationship has kept surging forward; for 7 decades, we striven forward with one heart and one mind. The world today is undergoing profound changes. China is now working to build a moderately prosperous society in all respects, while Indonesia endeavors to become one of the world's 5 largest economies. China-Indonesia relations now stand at a new starting point, facing new opportunities. As remarked by President Xi Jinping in his congratulatory letter to President Jokowi, China and Indonesia share extensive common interests at bilateral, regional and multilateral levels and enormous potential for future cooperation.

We should continue to promote high-level exchanges and bring forward bilateral relations from a strategic and long-term perspective. While promoting greater synergy between BRI and Global Maritime Fulcrum, practical cooperation shall be broadened to even more sectors, all to the benefit of the two peoples. We look forward to stronger exchanges covering culture, education, religion and youth to bring our friendship closer and pass it on from generation to generation. Stronger coordination on global and regional issues is needed to shape a new type of international relations featuring mutual respect, fairness, justice and win-win cooperation and to build a community with a shared future for mankind.

Jauh di mata, dekat di hati(Though living far, it is close to my heart). Chinese tradition advocates peace is more precious than anything else. Chinese people seek good neighborliness and harmony among all nations. Likewise, Indonesia advocates musyawarah(consensus), binneka tunaggal ika(unity in diversity) and gotong royong(mutual assistance). I believe with such similar cultural genes, China and Indonesia will surely enjoy a sound relation built on equal footing and mutual respect, understand and accommodate each other, seek common ground while shelving differences and usher in a new era for bilateral ties featuring win-win cooperation.

印尼中关系发展呈积极态势

——专访印尼驻华大使周浩黎



2020年4月13日是中国和印度尼西亚建交70周年纪念日。印尼驻华大使周浩黎日前在接受记者专访时表示印尼和中国是隔海相望的友好近邻，两国人民的友谊源远流长。作为全面战略伙伴，近年来印尼和中国合作领域广泛，两国关系发展呈现积极态势，相信在建交70周年之际，两国关系一定能呈现更多增长点。

期待两国贸易实现更大增速

周浩黎大使说，建交70年来，印尼和中国友好关系不断发展，特别是两国2013年建立全面战略伙伴关系和中国提出“一带一路”倡议以来，在两国领导人的有力推动下，两国关系持续稳定发展，高层交往日益频繁，各领域尤其是经济领域合作成果丰硕。

周浩黎表示，2019年中国对印尼投资达47亿美元，由2015年的第九大外资来源国一跃升到第二位。2019年1月至11月印尼和中国贸易总额为724亿美元，创历年新高。中国连续8年保持印尼最大贸易伙伴地位，且年均增速达18%。今年是两国建交70周年，印尼也希望通过努力使两国贸易额在原有基础上实现更大增速。

周浩黎还指出，赴印尼的中国游客数量增长也非常明显，印尼已成为中国游客在东盟国家中的第四大旅游目的地。印尼希望中国能成为印尼旅游市场的最大客源国。

两国数字经济合作或将成为增长新引擎

数据显示，2018年中国数字经济规模达到31.3万亿元人民币，占GDP比重达34.8%。周浩黎表示，虽然目前印尼的数字经济对经济的贡献率只有2.5%左右，但是其发展潜力是巨大的。有预测称，到2025年东盟的数字经济规模将达到2300-2500亿美元，而印尼将占到其中一半以上，有望成为东盟国家中数字经济的领跑者。

目前印尼已经有一家“独角兽”公司，以及实现了10亿美元以上规模的5家初创独角兽公司，这其中也有很多来自中国的投资。周浩黎表示，相信两国未来在数字经济领域的密切合作将会为印尼经济增长注入更多的活力和动力，同时也会促进中国及区域的经济增长。

推进共建“一带一路”与“全球海洋支点”的合作

近年来，中国国家主席习近平和印尼总统佐科就对接“一带一路”倡议和印尼“全球海洋支点”构想达成重要共识。两国政府已签署共建“一带一路”和“全球海洋支点”谅解备忘录。目前，双方正在积极探讨和制定在这个框架下的合作文件，就如何落实这个政治共识进行规划。

周浩黎表示，习近平主席提出的共建“一带一路”倡议对于密切两国关系来说尤为重要，因此作为共建“一带一路”的主要伙伴之一，佐科总统和卡拉副总统分别于2017年和2019年出席了在中国举办的“一带一路”国际合作高峰论坛。

作为两国发展战略对接第二阶段标志性项目，印尼四大经济走廊建设政府间合作也已经取得了进展。四大经济走廊建设包括北苏门答腊、北加里曼丹、北苏拉威西和巴厘4省综合经济走廊建设，目前正在推进可行性研究等工作，这也是两国建交70周年庆祝成果当中一个很重要的亮点。

人文交流是支撑两国关系发展的强大基石

周浩黎表示，国之交在于民相亲，民相亲在于心相通。两国间政治和经贸关系有时会因全球化趋势和国际形势的影响而出现变化，而人文交流是支撑两国关系发展的强大基石。周浩黎同时指出，媒体作为大众传播的主要渠道，在两国人文交流中扮演着非常重要的角色。印尼驻华使馆正在有计划地推进两国媒体间的进一步合作和交流。

来源：国际在线

Indonesia-China Relations Witness a Positive Development Trend

——Exclusive Interview with Indonesian Ambassador to China Djauhari Oratmangun

April 13, 2020 is the 70th anniversary of the establishment of diplomatic relations between China and Indonesia. Indonesian Ambassador to China Djauhari Oratmangun recently said in an exclusive interview with reporters that Indonesia and China are friendly neighbors across the sea, and the friendship between the two peoples has a long history. As comprehensive strategic partners, in recent years, Indonesia and China have expanded the bilateral cooperation, and the relationship between the two countries has shown a positive trend. I believe that on the 70th anniversary of the establishment of diplomatic relations, the relationship between the two countries will certainly show more growth points.

Looking forward to greater growth of trade between the two countries.

Ambassador Djauhari Oratmangun said that, since the establishment of diplomatic relations 70 years ago, the friendly relations between Indonesia and China have experienced lasting development. Especially since the establishments of a comprehensive strategic partnership between the two countries in 2013 and China's "Belt and Road" initiative, the two countries have maintained sustainable and stable development. And high-level exchanges are becoming more frequent. Cooperation various fields are fruitful, especially in the economic field.

Djauhari Oratmangun said that China's investment in Indonesia reached US\$ 4.7 billion in 2019, rising to the second largest source of foreign capital in one fell swoop from the ninth place in 2015. The total trade volume between Indonesia and China from January to November 2019 was US\$ 72.4 billion, creating a record high. China has maintained the status of Indonesia's largest trading partner for eight consecutive years, with an average annual growth rate of 18%. This year marks the 70th anniversary of the establishment of diplomatic relations between the two countries. Indonesia also hopes to achieve greater growth in the bilateral trade volume through efforts.

Djauhari Oratmangun also pointed out that the number of Chinese tourists to Indonesia has also grown significantly, and Indonesia has become the fourth largest tourist destination for Chinese tourists among ASEAN countries. Indonesia hopes that China can become the largest source country in the Indonesian tourism market.

Digital economic cooperation between the two countries may become a new growth engine.

Data indicates that China's digital economy reached 31.3 trillion Yuan in 2018, accounting for 34.8% of GDP. Djauhari Oratmangun said that although the current contribution rate of Indonesia's digital economy to the economy is only about 2.5%, its development potential is huge. It is predicted that by 2025, the ASEAN digital economy will reach US\$ 230 billion to 250 billion, and Indonesia will account for more than half of them, and is expected to become the leader of the digital economy in ASEAN countries.

At present, there are already 5 unicorn start-up companies in Indonesia that have

achieved a scale of more than US\$ 1 billion and 1 decacorn company, which also has a lot of investment from China. Djauhari Oratmangun expressed his belief that the close cooperation between the two countries in the digital economy in the future will inject more vitality and impetus into Indonesia's economic growth and will also promote economic growth in China and the region.

Promoting the cooperation of jointly building the "Belt and Road" and "Global Maritime Fulcrum"

In recent years, Chinese President Xi Jinping and Indonesian President Jokowi have reached important consensus on docking the "Belt and Road" initiative and Indonesia's "Global Maritime Fulcrum" concept. The two governments have signed a memorandum of understanding to jointly build the "Belt and Road" and "Global Maritime Fulcrum". At present, both sides are actively discussing to formulate cooperation documents under this framework and to make plans on how to implement this political consensus.

Djauhari Oratmangun said that President Xi Jinping's proposal to jointly build the "Belt and Road" initiative is particularly important for close relations between the two countries. Therefore, as one of the main partners in jointly building the "Belt and Road", President Jokowi and Vice President Kalla attended the "Belt and Road" International Cooperation Summit Forum held by China in 2017 and 2019 respectively.

As a landmark project of the second phase of the two countries' development strategy docking, progress has also been made in intergovernmental cooperation in the construction of Indonesia's four major economic corridors. The construction of the four major economic corridors includes the construction of North Sumatra, North Kalimantan, North Sulawesi and Bali. The feasibility studies and other work in construction of the comprehensive economic corridor are currently advanced. This is also one of the most important highlights in achievements of the 70th anniversary of the establishment of diplomatic relations between the two countries.

People-to-people and cultural exchanges are powerful cornerstones to support the development of relations between the two countries.

Djauhari Oratmangun said that the friendship between the nations lies in the mutual love between the peoples, and the mutual love between the peoples lies in the mutual communication. The political and economic relations between the two countries sometimes change due to the globalization trend and the influence of the international situation, and people-to-people exchanges are a strong foundation for the development of bilateral relations.

Djauhari Oratmangun also pointed out that the media, as the main channel of mass communication, plays a very important role in the cultural exchanges between the two countries. The Indonesian Embassy in China is planning to promote further cooperation and exchanges between the media of the two countries.

中国印尼工商界在疫情后迎来新的发展阶段



近日，中国—东盟商务理事会执行理事长许宁宁在接受记者采访时表示，印度尼西亚是东盟国家中的最大经济体，中国与印尼经济关系休戚与共，疫情对双方企业合作带来了负面制约，但随着中国呈现新型冠状病毒感染肺炎疫情防控形势持续向好、生产生活方式加快恢复的态势，目前双方工商界正在酝酿疫情后加快合作。

资料显示，中国是印尼最大贸易伙伴。2019 年，中国对印尼投资达 47.4 亿美元，是 2018 年的 23.7 亿美元的两倍。全球多个国家发生新型冠状病毒感染肺炎疫情，确实给印尼经济增长带来了不利影响。为此，印尼央行 2 月 20 日宣布，下调基准利率，即将 7 天逆回购利率下调 25 个基点至 4.75%，实施货币宽松政策。

印尼贸易部 3 月 4 日召开 2020 年度工作会议，会议主题是“加速出口增长和强化国内市场需求，迈向印尼进步”，旨在面对全球受新冠病毒疫情影响，如何继续加强印尼出口，同时大力发展国内市场潜力。佐科总统出席开幕式。

作为中国与东盟国家对话合作机制之一，中国—东盟商务理事会在促进中国与印尼经贸往来方面做了大量工作。中国—东盟商务理事会执行理事长许宁宁在接受记者采访时表示，印度尼西亚是东盟国家中的最大经济体，中国与印尼经济关系休戚与共，疫情对企业合作带来了负面制约，双方工商界正在酝酿疫情后加快合作。

近些年来，印尼基础建设和产业发展需求旺盛。在中国“一带一路”倡议的带动下，一批中国企业、中国资本、中国品牌走进印尼，广泛参与了印尼的经济建设活动，包括小米、OPPO 手机等数码产品成为印尼最受欢迎的中国品牌，京东等互联网公司在印尼

蓬勃发展。

许宁宁表示，现在不少中国企业看好印尼实施“工业 4.0 路线图”和基础设施建设项目带来的新商机。印尼“工业 4.0 路线图”提出食品饮料、汽车、电子、纺织、化工是优先发展行业。作为印尼制造业中重要行业的纺织业、鞋业、制药业等的原材料供应，主要从中国进口，如印尼制药原料 60% 来自中国。2019 年 7 月大选后连任的印尼总统佐科表示，印尼经济发展的重大举措之一是继续加速建设高速公路、铁路、港口和机场等大型基础设施。

许宁宁认为，印尼对石油和天然气、石化、有机和无机化学品、医药、半导体、电信、医疗设备、机器、机器人、航运、飞机、铁路、电力和基础设施等领域的投资实施优惠政策，有利于中国企业开展投资合作。

在谈及疫情对中国与印尼经贸往来影响时，许宁宁表示，这仅是暂时的，一是双方产业互补性强，有增进合作的共同需求；二是双方经贸合作基础稳固，政和商通。

中国发生疫情后，印尼各界十分关切，通过捐赠、写信、视频、征集签名等多种形式对中国抗“疫”表示支持。2 月 11 日，国家主席习近平应约同印尼总统佐科通电话，两国领导人表达了同舟共济、守望相助的共同愿望。许宁宁说，双方工商界为抗“疫”做出了积极贡献。当得知中国医疗物资告急时，在印尼的有关中资企业、友好人士、商会组织立即四处奔走，不辞辛劳，在当地采购医用防护服和口罩等并想方设法运至中国，积极募捐，感人事迹举不胜举。

许宁宁指出，双方工商界酝酿疫情后加快合作，正反映了多年来两国经济的融合发展。近来，印尼食品协会、鞋业协会等与中国—东盟商务理事会联系，望双方产业链、供应链不受疫情影响，因为中国产品具有性价比的优势。

许宁宁建议，在当前疫情期，双方企业应及时主动制定经营应对策略，从长计议维系好经营合作伙伴关系，创新出在防疫中发展经贸合作的经营之道。

2020 年是中国印尼建交 70 周年。许宁宁表示，中国和印尼是全天候的友好邻邦，两国关系经受住各种考验，始终保证稳定发展，相信疫情过后两国往来将更加密切，交往合作更加活跃，他对疫情之后的中国印尼经贸发展充满信心。

Chinese and Indonesian Business Circles Will Usher in a New Stage of Development after the Pandemic



Recently, Xu Ningning, President of the China-ASEAN Business Council, said in an interview that Indonesia is the largest economy among ASEAN countries, and China and Indonesia have a close economic relationship. The pandemic has brought negative constraints on corporate cooperation of the two countries. As China presents a situation that the prevention and control of the new coronavirus infection pneumonia pandemic continues to improve, and the production and living order is accelerating to refresh, the business communities of both sides are now planning to speed up their cooperation after the pandemic appeared.

Statistics show that China is Indonesia's largest trading partner. In 2019, China's investment in Indonesia reached US \$ 4.74 billion, which doubled the US \$ 2.37 billion in 2018. The outbreak of a new coronavirus pneumonia infection in many countries around the world has indeed adversely affected Indonesia's economic growth. To this end, the Indonesian Central Bank announced on February 20 that it would lower the benchmark interest rate, that is, reduce the 7-day reverse repo rate by 25 basis points to 4.75%, and implement a monetary easing policy.

The Ministry of Trade Republic of Indonesia held a 2020 annual working meeting on March 4th. The theme of the meeting was "Accelerating Export Growth and Strengthening Domestic Market Demand and Making Progress in Indonesia." It aims how to continue to strengthen Indonesian exports and vigorously to develop the potential of the domestic market with the global impact of the new coronavirus pandemic. President Jokowi attended the opening ceremony.

As one of the mechanisms for dialogue and cooperation between China and ASEAN countries, the China-ASEAN Business Council has done a lot of work in promoting economic and trade exchanges between China and Indonesia. In an interview with reporters, Xu Ningning, President of the China-ASEAN Business Council, said that Indonesia is the largest economy among ASEAN countries. China and Indonesia share economic ties together. The pandemic has brought negative constraints on bilateral corporate cooperation. The business circles of both sides are planning to accelerate cooperation after the pandemic.

In recent years, Indonesia's infrastructure and industrial development have been in high demand. Driven by China's "Belt and Road" initiative, a group of Chinese companies, Chinese capital, and Chinese brands have entered Indonesia and participated extensively in Indonesia's economic construction activities. Digital products including Xiaomi and OPPO mobile phones have become the most popular Chinese brands in Indonesia. Internet companies such as JD.com are booming in Indonesia.

Xu Ningning said that many Chinese companies are now positive about the new business opportunities brought by Indonesia's implementation of the "Industry 4.0 Roadmap" and infrastructure construction projects. Indonesia's "Industry

4.0 Roadmap" proposes that food and beverage, automobiles, electronics, textiles, and chemicals are priority industries. The raw material supplies of Indonesian important manufacturing industry, such as the textile industry, shoe industry, and pharmaceutical industry, are mainly imported from China. For example, 60% of Indonesian pharmaceutical raw materials come from China. Indonesian President Jokowi, who was re-elected after the July 2019 election, said that one of Indonesia's major economic development measures is to continue to accelerate the construction of large-scale infrastructure such as highways, railways, ports and airports.

Xu Ningning believes that Indonesia's preferential policies for investments in oil and gas, petrochemicals, organic and inorganic chemicals, medicine, semiconductors, telecommunications, medical equipment, machines, robots, shipping, aircraft, railways, power and infrastructure are beneficial to Chinese enterprises for carrying out investment cooperation.

When talking about the impact of the pandemic on China-Indonesia economic and trade exchanges, Xu Ningning said that this was only temporary. Firstly, the two sides have strong industrial complementarities and there is a common need to enhance cooperation. Secondly, the two sides have a solid foundation for economic and trade cooperation, and friendly political links and business cooperation.

After the outbreak of the pandemic in China, all circles in Indonesia were very concerned and expressed support for China's fight against the "pandemic" through donations, letter writing, video, and signature collection. On February 11, President Xi Jinping held a phone call with Indonesian President Jokowi at the invitation. The leaders of the two countries expressed their common desire to help each other. Xu Ningning said that the business communities of both sides had made positive contributions to the fight against the "pandemic." When they learned that Chinese medical supplies were urgent, relevant Chinese-funded enterprises, friendly people, and chambers of commerce organizations in Indonesia immediately ran around and worked tirelessly in order to purchase medical protective clothing and masks to ship them to China and actively collected donations... There are too many moving deeds to tell specifically.

Xu Ningning pointed out that the acceleration planning of cooperation between the industrial and commercial circles of both sides after the pandemic is a reflection of the integration and development of the two economies over the years. Recently, the Indonesian Food Association and Indonesian Footwear Association have contacted the China-ASEAN Business Council, hoping that the industrial and supply chains of both parties would not be affected by the pandemic, because Chinese products have the advantage of cost and performance.

Xu Ningning suggested that during the current pandemic situation, the companies of both parties should take the initiative to formulate business response strategies in a timely manner, maintain business partnerships through long-term discussions, and innovate the way to develop economic and trade cooperation in pandemic prevention.

2020 is the 70th anniversary of the establishment of diplomatic relations between China and Indonesia. Xu Ningning said that China and Indonesia are all-weather friendly neighbors. The relationship between the two countries has withstood various tests and has always ensured stable development. He believes that the two countries will have closer exchanges and more active cooperation after the pandemic. He has full of confidence on the economic and trade development of both China and Indonesia.



中国——印尼： 回顾 70 年，展望新发展

文 / 王勤（厦门大学东南亚研究中心主任）



泗马大桥



近年来，中国与印尼关系快速发展，全方位和多领域的合作全面开展，并展现了广阔的发展前景。2005 年，中国与印尼建立了战略伙伴关系。2013 年，中国与印尼关系提升至全面战略伙伴关系。中国国家主席习近平先后两次访问印尼。2013 年，习主席在印尼提出了共建 21 世纪海上丝绸之路重大倡议。2015 年，习主席再次访问印尼，出席亚非领导人会议和万隆会议 60 周年纪念活动并发表重要讲话，提出构建新型国际关系，为万隆精神注入新的时代内涵，也为深化中国与印尼关系注入动力。印尼佐科总统先后多次访华，两国就增进中印尼全面战略伙伴关系达成重要共识，双方在多个领域建立全方位的对话合作机制。印尼是中国周边外交的优先方向，也是“一带一路”建设的重点国家。由于中国和印尼均为新兴的发展中大国，经济互补性强，合作领域广泛，两国可推进发展战略的对接，实现务实合作和互利共赢。

首先，印尼是“一带一路”建设沿线的枢纽国家。

在“一带一路”沿线国家中，除中国外，东盟总体的经济规模（GDP）、进出口贸易、外国直接投资（FDI）流量均列首位，东盟是中国与“一带一路”沿线国家中最大的贸易与投资伙伴。印尼在东盟国家中经济总量最大，其 GDP 总额占 30% 左右。近 10 年来，印尼年均经济增长率达 5.7%，仅次于中国和印度，成为全球经济增长的亮点。

2019 年中国对印尼投资达 47 亿美元，由 2015 年的第九大外资来源国一举跃升到第二位。2019 年 1 月至 11 月印尼和中国贸易总额为 724 亿美元，创历年新高。中国连续 8 年保持印尼最大贸易伙伴地位，且年均增速达 18%，中国到印尼游客达到 206 万人次。中国已连续多年成为印尼最大贸易伙伴，也是印尼最大海外游客来源国。在“一带一路”建设进程中，印尼“全球海洋支点”构想与中方“一带一路”倡议实现对接，印尼是“一带一路”基础设施互联互通的重点地区，是推进国际产能的重要合作区，是中国企业“走出去”的聚集地，也是促进人文交流的示范区。

其次，印尼是“一带一路”基础设施互联互通的重点国家。

“一带一路”将设施联通作为合作重点，提出优先发展交通基础设施，推进国际骨干通道建设，加强能源基础设施建设合作，提高国际通信互联互通水平。近年来，印尼出台了庞大的基础设施投资计划，国内基础设施

建设方兴未艾。2014 年底，印尼新政府制定了 2015–2019 年中期建设计划，其重点是加快 12 个领域大型基础设施建设项目，包括兴建 2650 公里公路、1000 公里的高速公路、兴建 15 个机场、新建 24 个大型港口、建设全长 3258 公里的铁路网、建设 33 座水电站等。2016 年初，印尼政府确定了 2015–2019 年期间将要落实的 225 项战略建设项目，这些项目涉及到至少 23 大类基础设施建设，其中包括高速公路、国家公路、铁路、机场、新建和扩建港口、炼油厂、输气管道、饮水、防洪水坝、水库、宽带等，这也为双方在基础设施建设领域的合作提供了广阔的合作空间。作为两国发展战略对接第二阶段标志性项目，印尼四大经济走廊建设政府间合作也已经取得了进展。四大经济走廊建设包括北苏门答腊、北加里曼丹、北苏拉威西和巴厘 4 省综合经济走廊建设，目前正在推进可行性研究等工作，这也是两国建交 70 周年庆祝成果当中一个很重要的亮点。

第三，印尼是推进“一带一路”国际产能的重要合作区。

当前，印尼加快了工业化发展进程。2016 年印尼制造业占国内生产总值（GDP）比率达 22%，居东盟国家之首，在全球仅次于韩国（29%）、中国（27%）、德国（23%）。2018 年 4 月，印尼佐科总统发布了第四次工业革命路线图，以加速进行第 4 次工业革命的步伐。该路线图提出优先发展的五大工业，即食品和饮料产业、纺织工业、机动车辆工业、电器工业和化工原料工业。到 2030 年，印尼制造业对国内生产总值（GDP）的贡献率将达到 21%–26%，创造 1000 万人就业机会，并成为全球十大经济体之一。

目前，中国在印尼的投资不断扩大，印尼成为中国企业“走出去”的热点地区。中国企业在印尼的投资主要分布在交通、电力、通讯、矿业、金融、装备制造、电子商务等领域，中国企业建设的电站发电量占印尼总发电量的 1/4，两国合作建设的加蒂格迪大坝可灌溉下游 9 万公顷农田，华为、中兴等中国企业已在印尼通讯设备市场占据半壁江山。以青山综合产业园区、聚龙农业产业合作区等为代表的一批产能合作新平台不断涌现，双方正加紧就东部港口、外岛铁路、城市轻轨、旅游区综合开发等重大项目进行探讨。

最后，印尼是促进人文交流的示范区。

人文交流是“一带一路”建设的社会根基，是深化双边和多边合作的民意基础。2015 年，中国与印尼政府建立了人文交流机制。该人文交流机制覆盖教育、科技、卫生、文化、旅游、体育、青年、媒体八个领域，是中国与发展中国家建立的首个高级别人文交流机制，对中国和东盟国家乃至“一带一路”沿线发展中国家人文交流具有积极的示范和引领作用。

目前，中国与印尼签订了学历学位互认协议，中方设立了“中印尼交流专项奖学金”项目、印尼在华留学生人数超过 1.4 万，中国成为印尼第二大留学目的地。

China-Indonesia: Look Back on the Past 70 Years and Look Forward to New Development

In recent years, China and Indonesia have experienced rapid development in relations and all-round and multi-field cooperation, which has shown broad development prospects. In 2005, China and Indonesia established a strategic partnership. In 2013, the relationship between China and Indonesia was upgraded to a comprehensive strategic partnership. Chinese President Xi Jinping visited Indonesia twice in the same year. In 2013, President Xi proposed a major initiative in Indonesia to jointly build the 21st Century Maritime Silk Road. In 2015, President Xi visited Indonesia again, attended the Asian-African Summit and the 60th anniversary of the Bandung Conference, the 60th Anniversary of the Asian-African Leaders Conference and the Bandung Conference, and delivered an important speech, proposing to build a new type of international relations, injecting new era connotations into the Bandung spirit, and injecting impetus for deepening bilateral relations between China and Indonesia. Relationship injects momentum. President of Indonesia Jokowi has visited China several times, and the two

countries have reached important consensus on enhancing China-Indonesia comprehensive strategic partnership. The two sides have established a comprehensive dialogue and cooperation mechanism in various fields. Indonesia is a priority direction for China's peripheral diplomacy and a key country for the construction of the “Belt and Road” initiative. As both China and Indonesia are emerging developing countries with strong economic complementarities and extensive cooperation fields, the two countries can promote the docking of development strategies to achieve pragmatic cooperation and mutual benefit.

First of all, Indonesia is a hub country along the Belt and Road.

Among the countries along the "Belt and Road", except China, ASEAN's overall economic scale (GDP), import and export trade, and foreign direct investment (FDI) flows rank first, and ASEAN is the largest trading and investment partners for China among the countries along the "Belt and Road". Indonesia has the largest

economic aggregate among ASEAN countries, with its GDP accounting for about 30%. In the past 10 years, Indonesia's annual economic growth rate has reached 5.7% after China and India, and has become the highlight of global economic growth.

In 2019, Chinese investment in Indonesia reached US \$ 4.7 billion and China has risen to the second largest source of foreign capital in one fell swoop from the ninth place in 2015. The total trade volume between Indonesia and China from January to November 2019 was US \$ 72.4 billion, creating a record high. China has maintained the status of Indonesia's largest trading partner for eight consecutive years, with an average annual growth rate of 18%, and Chinese tourists that visited Indonesia has reached 2.06 million. China has been Indonesia's largest trading partner for many years and is Indonesia's largest source of overseas tourists. During the construction of the “Belt and Road”, Indonesia's concept of “Global Maritime Fulcrum” is in line with China's “Belt and Road” Initiative. Indonesia is a key area for the interconnection of the “Belt and Road” infrastructure, an important cooperation area to promote international production capacity, the gathering place for Chinese enterprises to "go global", and also a demonstration area for promoting cultural exchanges.

Secondly, Indonesia is a key country in the infrastructure connectivity of the construction of the “Belt and Road”.

The “Belt and Road” initiative takes facility connectivity as the focus of cooperation, puts priority on the development of transportation infrastructure, promotes the construction of international backbone corridors, strengthens cooperation in the construction of energy infrastructure, and improves the level of international communications interconnection. In recent years, Indonesia has issued a huge infrastructure investment plan, and domestic infrastructure construction is booming. In the end of 2014, the new Indonesian government formulated a medium-term construction plan for 2015-2019, which focused on accelerating large-scale infrastructure construction projects in 12 fields, including the construction of 2,650 kilometers of highways, 1,000 kilometers of expressways, the construction of 15 airports, and the construction of 24 new large-scale ports, construction of a railway network with a total length of 3,258 kilometers, and construction of 33 hydropower stations. In early 2016, the Indonesian government identified 225 strategic construction projects to be implemented during 2015-2019. These projects involved at least 23 major types of infrastructure construction, including highways, national highways, railways, airports, new and expanded ports, oil refineries, gas pipelines, drinking water facilities, flood control dams, reservoirs, and broadband, which provides a broad space for cooperation between the two parties in the field of infrastructure construction. As a landmark project of the second phase of the two countries' development strategy docking, progress has also been made in intergovernmental cooperation in the construction of Indonesia's four major economic corridors. The construction of the four major economic corridors refers to comprehensive economic corridors of North Sumatra, North Kalimantan, North Sulawesi and Bali. The feasibility studies in construction of the comprehensive economic corridors and other work is currently advanced. This is also one of the most important highlights in the 70th anniversary of the establishment of diplomatic relations between the two countries.

At present, Chinese companies have undertaken the Jakarta-Bandung High-Speed Railway in Indonesia, and China Construction Communications Engineering Group Corp., Ltd. has built the Indonesia's largest sea-crossing bridge, Surabaya Bridge. China Huadian Corporation Ltd. has built a coal-fired power project in Bali, Indonesia. ZTE has participated in the construction of Indonesia's first 4G LTE network.

Thirdly, Indonesia is an important cooperation area for promoting the “Belt and Road” international production capacity.

Currently, Indonesia is accelerating the process of industrialization. In 2016, Indonesia's manufacturing industry accounted for 22% of its gross domestic product (GDP), ranking first in ASEAN countries, only after South Korea (29%), China (27%), and Germany (23%) in the world. In April 2018, President Jokowi of Indonesia issued a road map for the fourth industrial revolution to accelerate the pace of the fourth industrial revolution. The roadmap proposes five industries to be developed in priority, namely food and beverage industry, textile industry, motor vehicle industry, electrical appliance industry and chemical raw material industry. By 2030, Indonesia's manufacturing industry will contribute 21% -26% of gross domestic product (GDP) and create 10 million jobs, making Indonesia become one of the top ten economies in the world.

At present, Chinese investment in Indonesia is continuously expanding, and Indonesia has become a hot spot for Chinese enterprises to "go global". The investment of Chinese enterprises in Indonesia is mainly distributed in the fields of transportation, electricity, telecommunications, mining, finance, equipment manufacturing, and e-commerce etc. The power generation of power stations constructed by Chinese enterprises accounts for 1/4 of the total power generation of Indonesia. Chinese companies such as Huawei and ZTE have occupied half of the country's communications equipment market. A number of new platforms for production capacity cooperation, such as the Qingshan Comprehensive Industrial Park and Julong Agricultural Industrial Cooperation Zone, are constantly emerging. The two sides are stepping up discussions on comprehensive development of major projects such as the eastern port, urban light rail, and tourist areas.

Finally, Indonesia is a demonstration area to promote cultural exchanges.

Humane exchanges are the social foundation for the construction of the “Belt and Road” and the basis of public opinion for deepening bilateral and multilateral cooperation. In 2015, the Chinese and Indonesian governments established a people-to-people exchange mechanism. The people-to-people exchange mechanism covers eight fields of education, science and technology, health, culture, tourism, sports, youth, and media. It is the first high-level people-to-people exchange mechanism established between China and developing countries, and has playing a positive demonstration and leading role in the cultural exchanges among developing countries.

At present, China and Indonesia have signed an agreement on mutual recognition of academic degrees and degrees. China has set up a "Sino-Indonesian Exchange Special Scholarship" project. The number of Indonesian students studying in China exceeds 14,000. China has become the second largest destination for studying abroad in Indonesia.



花开并蒂 中国印尼共赢路

近两年国际环境复杂多变，在此背景下各国只有增进合作才可立于不败之地。而中国与东盟比邻而居，无疑更加具有合作的区位优势。印尼作为东盟最大的经济体，与中国的经贸合作发展正面临着历史性机遇。统计显示，2019 年前三季度，中国印尼双边贸易额达 576 亿美元，中国对印尼直接投资达 33 亿美元，大幅超过 2018 年全年水平，已跃升为印尼第二大外资来源国。

互惠互利合作共赢

中国和印尼的贸易结构存在互补性。印尼对中国的出口产品以资源型为主，中国对印尼的出口产品以工业半成品为主，双方贸易存在一定的互补性。因此，中国印尼经贸合作建立在坚实的基础上，具有互惠互利、合作共赢的特点，符合各自利益，具有必然性。

中国与印尼经贸合作成效显著得益于两国政府的共同推动和商界的积极参与。近几年中印双边贸易投资自由化和便利化程度进一步提高，中印尼经贸关系发展面临着历史性机遇。中国已经连续多年稳居印尼最大贸易伙伴地位。

另外，区域全面经济伙伴关系 (RCEP) 的谈判在 2019 年结束，有望很快签署相关协议，这更有利于中国－东盟经贸合作的进一步发展；同时，伴随“一带一路”合作开花结果，中国印尼经贸合作领域不断拓展，层次不断提高，成果不断显现。

近期，在印尼－中国商业论坛和中国煤炭进口峰会上，两国企业签订了价值 25 亿美元的进口协议。进口协议中煤炭占了大头，同时还包括电子产品、农产品、食品饮料、塑料和矿产。

2020 年印尼渔业出口目标 60 亿美元，致力开拓更大的中国市场。目前印尼的五种主要渔业出口产品是虾、金枪鱼、鲷科（螃蟹类）、墨鱼、鱿鱼和海藻，主要出口目的地是美国、欧盟和日本，但出口增长停滞不前。印尼海洋渔业部表示将致力开拓中国、中东和非洲等新市场。

双向投资快速上升

中国在印尼对外经贸关系中占有比较重要的地位，近年来双边投资贸易合作呈快速上升的趋势。

1992 年以后，印尼对中国的直接投资有较快的增长。中国批准的印尼来华投资项目日益增加的同时，到印尼寻求投资合作的中国企业也不断增多，涉及领域日益广泛，涵盖矿冶、农业、电力、地产、家电与电子和数字经济等领域。大型投资项目不断涌现，中国不断加强印尼基础建设的投资，如风港电站、达延桥项等工程项目，爪哇 7 号、南苏 1 号等一大批电站建设项目，以及青山镍铁工业园、西电变电器生产项目等。

尤其在中国“一带一路”倡议的带动下，大批中国企业、中国资本、中国品牌来到印尼，广泛参与了印尼

的经济建设活动。从以雅万高铁为代表的基础设施建设到小米、OPPO 手机等数码产品成为印尼最受欢迎的中国品牌，再到 Lazada、京东等互联网公司在印尼蓬勃发展，都为印尼消费者提供了更加轻松、便利、有趣的消费体验。

合作新增长点涌现

除在商品贸易、基建、能源、工程承包等传统领域不断取得成果外，中企对印尼的投资还流向工业制造、人员培训、金融创新、数字经济等新兴领域，合作新增长点不断涌现。

2019 年 9 月，五菱印尼工厂生产的多功能家用车正式向泰国、文莱和斐济出口。在五菱工厂旁边，蒙牛乳业投资 5000 万美元的乳制品工厂已正式建成投产，为当地提供 1000 余个就业机会，产品将辐射整个东南亚。

另外，人员培训成为中印两国合作新亮点。自 2000 年以来，华为已向印尼超过 1.2 万名工程师与 3000 多名学生提供各类技能培训。

相信在双方的共同努力下，未来中国与印尼及其他东盟成员国经贸往来将有更大发展，合作空间更加广阔。

来源：国际商报数字报刊平台

China and Indonesia Enjoy the Win-Win Road with Close Cooperation

In the past two years, the international environment has been complicated and changeable. Under this background, countries can remain invincible only if they enhance cooperation. China and ASEAN countries are neighboring countries. There is no doubt that China and ASEAN have the geographical advantage of cooperation. As the largest economy in ASEAN, Indonesia is facing historic opportunities for economic and trade cooperation with China. Statistics indicate that China-Indonesia bilateral trade volume reached US \$ 57.6 billion, and China's direct investment in Indonesia reached US \$ 3.3 billion in the first three quarters of 2019.

Mutual benefit and win-win cooperation

The trade structures of China and Indonesia are complementary. Indonesia's exports to China are mainly resource-based, and China's exports to Indonesia are mainly industrial semi-finished products. There are certain complementarities between the two sides' trade. Therefore, China-Indonesia economic and trade cooperation is established on a solid foundation, featuring the characteristics of mutual benefit and win-win cooperation, which are in line with their respective interests and are inevitable.

The effectiveness of China-Indonesia economic and trade cooperation has significantly benefited from the joint promotion of the two governments and the active participation of the business community. In recent years, the degree of liberalization and facilitation of bilateral trade and investment between China and India has been further upgraded, and the development of China-Indonesia economic and trade relations is facing historic opportunities. China has maintained its position as the largest trading partner of Indonesia for many years continually.

In addition, the negotiations of the Regional Comprehensive Economic Partnership (RCEP) ended in 2019, and it is expected that the relevant agreements will be signed soon, which will be more conducive to the further development of China-ASEAN economic and trade cooperation. With the fruitful results of the “Belt and Road”, China and Indonesia are constantly expanding the fields of economic and trade cooperation between, and the cooperation results are constantly showing.

Recently, at the Indonesia-China Business Forum and the China Coal Import Summit, companies from both countries signed an import agreement worth US \$ 2.5 billion. Coal accounts for the bulk of the import agreement, but the products in the agreement also included electronics, agricultural products, food and beverage, plastics and minerals.

In 2020, Indonesia's fishery export target is 6 billion US dollars, and it is committed to exploring a larger Chinese market. The Indonesian Ministry of Marine Fisheries said it will strive to explore new markets such as China, the Middle East and Africa.

Two-way investment is rising rapidly.

China occupies a relatively important position in Indonesia's foreign economic and trade relations. In recent years, bilateral investment and trade cooperation has shown a rapid upward trend.

After 1992, Indonesia's direct investment in China has grown rapidly. While the number of Indonesian investment projects approved by China for investment in China is increasing, the number of Chinese enterprises seeking investment cooperation in Indonesia is also increasing, including mining and metallurgy, agriculture, power, real estate, home appliances and electronics, and the digital economy. Large-scale investment projects continue to be developed, and China continues to increase investment in Indonesia's infrastructure.

In particular, driven by China's "Belt and Road" initiative, a large number of Chinese companies, Chinese capital, and Chinese brands have come to Indonesia and participated extensively in Indonesia's economic construction activities. Infrastructure construction represented by Jakarta-Bandung High-speed Railway and digital products, such as Xiaomi and OPPO mobile phones, have become the most popular Chinese brands in Indonesia. Internet companies, such as Lazada and JD.com, are booming in Indonesia, which have provided Indonesian consumers with more ease, convenient and interesting consumer experience.

New growth points for bilateral cooperation emerge.

Except the continuous achievements in traditional fields such as commodity trading, infrastructure, energy, and engineering contracting, Chinese enterprises' investment in Indonesia has also flowed to emerging fields, such as industrial manufacturing, personnel training, financial innovation, and the digital economy. And new growth points for bilateral cooperation are emerging.

In September 2019, the multi-functional family car produced by the Wuling Indonesia plant was officially exported to Thailand, Brunei and Fiji. Next to the Wuling factory, Mengniu Dairy has invested US\$50 million in a dairy product factory that has been officially put into operation, providing more than 1,000 jobs for the local area, and the products will cover the whole Southeast Asia.

Besides, personnel training have become a new bright spot in China-Indonesia cooperation. Huawei has provided various skill trainings to more than 12,000 engineers and more than 3,000 students in Indonesia since 2000.

It is believed that with the joint efforts of both parties, China and Indonesia and other ASEAN member countries will have greater economic and trade exchanges in the future, and the related cooperation space will be broader.



雅万高铁是我们共同的骄傲

2018年5月，印度尼西亚雅万高铁项目建设取得突破性进展，瓦利尼隧道、1号隧道、桥梁工程及大型临时设施等主要工程陆续开工。随着雅万高铁项目的持续推进，印尼瓦利尼地区将呈现出全新的面貌。以雅万高铁瓦利尼车站为中心，这里将发展成为西瓜哇省的健康、养老、医疗以及休闲娱乐中心。

将雅万项目建成世界最现代化的高铁

在雅万高铁1号隧道与瓦利尼隧道的项目现场，雅万高铁展示厅里挤满了前来参观的中印尼各界人士。通过逼真的微缩模型、沙盘以及其他图文并茂的方式，中方企业向参观者生动展示了雅万高铁的技术、运营与管理。不少印尼参观者争相在中国高铁模型前留影。

中国铁路总公司总经理陆东福表示，中方企业将投入最强力量，尽最大努力，向印尼人民展示一条全世界最现代化、最标准化的高速铁路。

印尼国有企业部长丽妮·苏马尔诺说，雅万高铁只是两国合作的开始，希望两国今后在高铁其他技术领域开展进一步合作。

据展示厅工作人员介绍，雅万高铁采用安全可靠、技术先进、运营成熟的中国标准CR400动车组技术平台，并根据印尼当地的气候、线路条件、文化及生活习惯量身打造。

建成后的雅万高速铁路将引入互联网售票、无线网络覆盖车厢、刷脸进站、自助售取检票等世界先进的运输服务技术，为印尼人民提供便捷、舒适的旅行体验。另外，雅万高铁还将采用最新技术的地震监测预警系统，运用三级地震警报模式，根据地震监测数据，采取接触网断电、列车限速或停车等不同处理方式。

瓦利尼隧道项目顺利贯通，雅万高铁建设进入全面提速新阶段

随着“砰砰砰”的机械声响起，隧道深处掌子面上方的泥土不断掉落，一个硕大的金属钻头突然露了出来。泥土洞开后，数名身穿中国中铁工作服的工人鱼贯而出，现场响起了欢呼声。

2019年5月14日10时50分许，在中印尼双方见证下，印度尼西亚雅加达—万隆高铁瓦利尼隧道项目顺利贯通。中印尼员工激动地握手拥抱，庆祝印尼历史上第一条高铁隧道贯通。





印尼雅万高铁首榀架设的箱梁和附近的1号梁场

先后六次来到隧道施工现场的印尼国有企业部长丽妮·苏马尔诺说，雅万高铁只是印尼高铁计划的起点，未来的高铁还要延伸到泗水。

印尼西爪哇省长里德万·卡米勒对雅万高铁将给西爪哇带来的机遇表示期待。在他看来，雅万高铁不仅是一条交通线，更能为本地区提供新的发展空间与生活方式。

瓦利尼隧道全长608米，位于雅万高铁设计线路95公里至96公里段，进口洞门21米，出口洞门34米，暗洞553米，为单洞双线隧道，出口与瓦利尼车站相连。隧道于2017年7月15日正式开工，在雅万高铁全线13条隧道中最先开工并贯通。

出席贯通仪式的中国驻印尼大使肖千表示，雅万高铁是中国与印尼战略对接、“一带一路”倡议务实合作的重大标志性项目，目前进展顺利，期待中国与印尼以瓦利尼隧道贯通为契机，推动雅万高铁建设进入全面提速新阶段。

雅万高铁是我们共同的骄傲

2019年9月30日，印度尼西亚雅万高铁全线首榀箱梁在位于雅加达的项目1号梁厂附近成功架设，标志着雅万高铁建设迈出关键一步，为后续工作奠定坚实基础。

当天，印尼国有企业部长莉尼、西爪哇省省长利德万、中国驻印尼大使肖千和工程建设者代表等数百人出席架梁仪式并观看了首榀箱梁架设全过程。本次架梁工作由中国铁路联合体中国电建印尼雅万高铁项目部一分部承担。

雅万高铁项目由中印尼两国领导人亲自确认和直接推动，是中印尼两国发展战略对接和共建“一带一路”的旗舰项目。在参建的中印尼双方企业携手努力下，雅万高铁建设捷报频传。今年3月，项目1号隧道盾构机安装调试完成；5月，全线首条隧道瓦利尼隧道成功贯通；全线首个梁厂和最大梁厂近期分别通过认证，具备了批量生产箱梁的能力，为雅万高铁建设全面提速打下坚实基础。

莉尼在架梁仪式上表示：“这是印尼的历史性时刻，希望这能给印尼人民尤其是印尼年轻一代以鼓舞。高铁桥梁下部结构由印尼国有建设公司完成，箱梁则由中企生产，这是双方良好合作的范本，这种合作能给我们带来互利共赢。非常感激中方为我们提供的技术支持，让印尼得以加速发展，雅万高铁是我们共同的骄傲。”

肖千在致辞时表示，中印尼互为友好邻邦，是共同发展的重要伙伴。中印尼建交70周年之际，两国关系必将迎来新的更大发展。希望双方团队抓住当前有利契机，推动项目建设全面提速，为印尼人民带来实实在在好处，打造中印尼战略对接和互利合作的最佳范例。



雅万高铁全线首榀箱梁成功架设



5月10日，印度尼西亚雅万高铁全线首个多跨刚构连续梁顺利合龙，是雅万高铁建设克服当地新冠肺炎疫情影响，取得的又一重大进展，标志着项目全线最长的2号特大桥施工进入攻坚阶段。

据了解，雅万高铁2号特大桥全长35.763千米，此次合龙的刚构连续梁由中国电建集团雅万高铁项目部负责施工，该连续梁长213.8米，跨越两条高速公路匝道和一座立交桥，陆地交通网密集，车流量大，施工环境复杂，安全风险高。连续梁主跨采用悬臂挂篮法施工，边跨采用支架现浇法施工。为推进项目施工安全、优质、高效展开，中方建设团队围绕连续梁施工开展重点攻关，通过在施工过程中严格落实“三检三验”和“升级报验”制度，积极与国内外科研单位开展合作，确保安全保障和质量监管到位。

雅万高铁全长142千米，其中桥梁长度87.6千米，占比61.6%。全线连续梁共28联，已合龙2联，正在施工26联。特别是紧邻高速公路及居民密集区的2号特大桥，多次跨越立交桥、高速公路互通匝道及河流，连续梁密度之高在

国内高铁建设中也较为少见，是全线控制性重难点工程。

在雅万高铁项目实施中，中国建设者尊重当地工人的宗教信仰与生活习惯，并积极回馈当地社会，为当地民众提供了诸多便利，改善了他们的交通、卫生以及生活条件。

雅万高铁是“一带一路”建设下中印尼两国共同推动建设的标志性工程，是中国高铁方案“走出去”的第一单。雅万高铁是中国成套技术整体走出去的首条高铁和东南亚第一条最高设计时速350公里的高速铁路。线路全长142.3公里，连接印尼首都雅加达与第四大城市万隆，途经9个市县，全线共设4座车站。

雅万高铁是战略性项目，是中印尼两国友谊的标志，同时也是亚洲地区高铁合作的示范。届时，该项目建成后，雅加达至万隆将由现在的3个多小时缩短至40分钟，将有效缓解雅加达至万隆的交通压力，优化当地投资环境，带动沿线商业开发和旅游产业发展，加快形成高铁经济走廊，造福印尼人民。

今后两国的合作将更加密切，两国友谊将更上一层楼。



奇妙的印度尼西亚

文：刘华

编者按：“国之交，在于民相亲。民相亲，在于心相通。”旅游作为促进各国人民相互了解的最佳方式，在国与国的外交关系中发挥着越来越重要的作用。近年来，前来印尼旅游的中国游客数量一直呈迅猛增长的势头，两国旅游合作的机遇和前景非常广阔。根据印尼旅游部统计，2017 年赴印尼中国大陆游客达 205.9 万人次，2018 年全年赴印尼旅游的中国内地游客人数为 213.75 万人次，比 2017 年增加 2.1%。2019 年，印尼接待中国游客数量达到约 200 万人次，直接旅游收入高达 38 亿美元，人均每人消费 1400 美元。中国已连续多年成为印尼旅游业的最大来源市场。基于此，印尼高度重视中国市场。印尼旅游部加大对华旅游宣传，开通更多游轮和航班直航航线，并改善旅游基础设施，加强与中国公司的合作，吸引更多中国游客，以开拓世界上最大的出境旅游市场，推动中印尼旅游合作更上新的台阶。

印度尼西亚位于亚洲东南部，地跨赤道，与巴布亚新几内亚、东帝汶、马来西亚接壤，是全世界最大的群岛国家，由上万个岛屿组成，是全世界最大的群岛国家，疆域横跨亚洲及大洋洲，别称“千岛之国”。各岛处处青山绿水，四季皆夏，人们称它为“赤道上的翡翠”。印尼是世界上旅游资源最丰富的国家之一，它以旖旎秀丽的热带风光、灿烂辉煌的历史古迹及多姿多彩的民俗风情而闻名于世。

印尼拥有丰富的海洋、湖泊和雨林等自然景观和多姿多采的人文景观。印尼著名的旅游景点不胜枚举，各具特色。下面就盘点一下印度尼西亚最具盛名的旅游胜地。

一、科莫多国家公园

科莫多国家公园由科莫多岛、帕达尔岛和林卡岛 3 个较大的岛屿及附近无数的的小岛组成，组成，这里是科莫多巨蜥的家园。科莫多巨蜥是世界上最大的蜥蜴，也是无比凶猛的食肉动物。这个国家公园建立的目的是保护世上最大的蜥蜴科莫多龙，后来致力于保护包括海洋物种在内的多种生物。它作为一个民族繁衍区、生物圈保护区及世界著名的科莫多蜥蜴保护区而在一九九一年被联合国教科文组织列为世界遗产。

科莫多国家公园四周环水、风景宜人。无数的珊瑚礁同样也是公园景色的一部分，它们组成了水下美丽的风景线。



二、多巴湖

多巴湖位于苏门答腊岛北部的马达高原，海拔 905 米，最深处可达 529 米。长 100 公里，宽 30 公里，面积 1,130 平方公里，东南亚最大的淡水湖。多巴湖周围有许多火山，湖边断层崖达 600 米，海拔高度在 2000 米以上的有西巴亚活火山与森纳布活火山，山口时有轻烟喷出、白云缭绕、景色迷人、山坡松林茂密，也是界上最大的火山湖。

湖中央有一个长约 45 公里，宽约 20 公里的岛屿，名叫沙摩西岛，是世界第五大湖中岛。小岛中央又有一个小湖，形成了“湖中湖”的独特景观。

于这里海拔高，年平均气温只有摄氏 22 度左右，加之湿度极低，因而湖上终年天高气爽，凉风习习，沁人心脾。



三、德格拉朗梯田

德格拉朗梯田位于巴厘岛乌布以北的德格拉朗（Tegallalang）一带，是东南亚著名的梯田，这里的梯田有着雄伟的火山背景，田间点缀的椰树和雄伟的火山背景使它在世界上无数的梯田中独树一帜，热带风光与田园景色完美契合，让人有回归返璞归真的美妙之感。



四、阿贡火山

印尼是世界上火山最多的国家，其中阿贡火山、莫拉比火山等都非常知名。很多人一生与火山为伴，把火山当做圣山一样崇拜，有些巴厘岛人睡觉时头部都会朝向火山，当地形成了特有的火山文化。

阿贡火山是一座位于印度尼西亚巴厘岛东部的活火山，海拔 3142 米，为巴厘岛的最高峰，被当地人奉为圣山。喷发周期约为 50 年。

阿贡火山的地势上，火山北坡陡，南坡缓；气候上，西部湿润，东部干燥。周围大部分为熔岩风化的沃土，种植稻米、玉米、椰子、咖啡、烟叶等。南坡海拔 900 米处有一座著名的规模宏大的供奉印度教诸神的百沙基母庙。



五、蓝梦岛

蓝梦岛是位于巴厘岛东南边的一个离岛，比巴厘岛本岛更安静，仿佛身在马尔代夫一般。这里的海水清澈无比，非常适合潜水，水下生物清晰可见，因此也被称为“玻璃海”。

此外，一个海湾，岸上礁石，海水干净，海浪很大，海浪拍上海湾，雾气升腾，阳光下还能看到彩虹；海浪褪去，海水顺着岩石淌下，形成了无数个微型瀑布，当地人称为恶魔的眼泪。

岛上还有梦幻海滩、红树林等很多著名的景点，非常有特色。岛上椰树茂盛，居民生活安详和乐。



六、金巴兰海滩

金巴兰海滩位于巴厘岛机场南部，海滩狭长，以其壮观的海上日落美景闻名，被评为全球最美的十大日落之一。海滩很好地保留了原来的风貌，村民们特有的热情和朴实使得整个海滩极具亲和力。



七、海神庙

海神庙始建于 16 世纪，坐落在海边一块巨大的岩石上，是巴厘岛最重要的海边庙宇之一，也是巴厘岛三大神庙之一，以独特的海洋落日景色而闻名。傍晚左右，日落同寺庙交相辉映，飞溅的浪花拍打岩石，非常壮观，神庙右侧有一突起岩石是拍摄日落和海神庙的绝佳地点。每逢潮涨之时，岩石被海水包围，孤零零地矗立在海水中，只在落潮时才与陆地相连。



八、圣猴森林公园

圣猴森林公园位于巴厘岛中部，是一片豆蔻林自然保护区，园内林木葱郁茂盛，林中生活着当地特有的巴厘猕猴。巴厘岛居民认为猴子是神猴哈努曼的部下，也应该当作神灵敬奉。因此这里的猴子生活得无忧无虑，还有专人喂养。



九、婆罗浮屠

婆罗浮屠位于印度尼西亚爪哇岛中部马吉冷婆罗浮屠村，是举世闻名的佛教千年古迹。这座宏伟瑰丽的佛教艺术建筑，与中国的长城、印度的泰姬陵、柬埔寨的吴哥古迹和埃及的金字塔齐名，被世人誉为古代东方的五大奇迹。佛塔共有 10 层，四周的中间各有一条笔直的石级通道，由基角直达顶层。整个建筑物共有大小佛像 505 尊，是当时世界上最大的佛教建筑之一。



中国与印尼的能源合作
是两国经贸合作的重点

文：吴崇伯

印尼的资源优势与能源产业发展

石油与天然气。石油和天然气为印尼国民经济的支柱产业，占政府收入的 24%，油气出口收入占出口总收入的 15%。印尼为亚洲第二大石油生产国，石油产量居世界第 20 位。由于国内炼油能力不足，其中 30%~40% 原油出口，如何满足国内能源需求一直困扰着印尼政府。印尼成品油产量只能满足 70% 的国内需求，还需依靠进口成品油。

印尼是亚洲最大的天然气生产国，也是仅次于卡塔尔和马来西亚的世界第三大液化天然气（LNG）出口国。印尼正在加强天然气勘探，努力增加天然气产量，满足长期 LNG 供应合同需求和国内需求。印尼政府制定了今后的发展目标：到 2025 年天然气所占比例将从 2005 年的 23% 增加到占 33%，使天然气成为最重要的能源之一。

由于油气田老化严重，传统区块的天然气产量很难增加，印尼近年来开始关注非常规天然气如页岩气和煤层气（CBM）的开发。据印尼能矿部估计，印尼苏门答腊岛、加里曼丹岛、巴布亚岛和爪哇岛等地区总共蕴藏约 574 万亿立方英尺（TCF）的页岩气资源。印尼将首先尝试开发苏门达腊岛页岩气区块，然后再扩展到其他地区，以逐步增加国内天然气供应。

煤炭。印尼煤炭资源丰富，据印尼能矿部统计，印尼煤炭资源储量为 1049 亿吨，已探明储量 211 亿吨，其中 54 亿吨为商业可开采储量。由于很多地区尚未探明储量，估计煤炭资源总储量达 900 亿吨以上，是世界第四大煤炭储藏国。

印尼煤炭生产和出口的优势主要表

现在以下四个方面：首先是资源分布集中，海运方便。印尼煤炭矿区主要分布在苏门答腊和加里曼丹两岛，其中苏门答腊占 67%，加里曼丹占 31%，均临海，加之煤企多自备港口，海运方便，基本不存在运输瓶颈，且比陆路运输成本低；其次是煤质好。印尼煤的优点是灰分低，硫分低，有的矿井原煤灰分低至 1% 以下，硫分低达 0.1% 以下，是属于特优质的环保煤；第三是距离目标市场近。印尼出口煤矿距海岸线很近，具有铁路运距近和内陆水运便利等优良条件。同时，印尼距离主要的煤炭出口市场中国、印度、韩国的海运距离约是澳大利亚的 1/2，海运成本低；第四是生产的集中度高。印尼全国有 164 家煤矿企业，其中包括 34 家煤炭开采合同制企业，129 家授权煤炭生产企业以及 1 家印尼国营煤矿企业 Bukit Asam 公司。

电力。印尼的水电、火电、风电和地热等各类电力资源都比较丰富，但电力生产发展水平较低。随着经济的快速发展，兴建电力设施已经成为当务之急，因此，作为全球最大能源生产国之一，在印尼开展电力领域具有巨大合作潜力。

新兴清洁能源。印尼是世界地热能储藏量最大的国家，印尼的地热资源约占全球总量的 40%。

印尼地处赤道两旁，常年受日照时间较长，是太阳能运用的理想国家。全国目前太阳能电站提供的电力仅 1.35 万千瓦，印尼政府已在多个地方逐渐大规模试点投资太阳能产业。

中国与印尼能源合作呈现良好态势

中印尼传统的能源合作主要以石油、

天然气和煤炭开发合作为目标。随着近年来传统的能源消费模式渐渐受到质疑，以风能、核能及潮汐、地热等绿色清洁能源为代表的新能源合作成为中印尼能源合作的一大亮点，中国公司在印尼市场表现活跃。

附部分公司：

中国石油天然气股份有限公司

中国石油天然气股份有限公司在雅加达与印度尼西亚国家石油公司（简称印尼国家石油公司）签署谅解备忘录，标志着双方结成战略合作伙伴，进一步增强在油气资源开发领域的合作，“21 世纪海上丝绸之路”能源合作再添硕果。

中国石化于 2002 年进入印尼并成立中油国际（印尼）公司。15 年来，该公司油气产量实现年均 11% 的增长，成为印尼第七大石油公司。目前，该公司在印尼拥有 9 个合同区块，生产油气产品涵盖原油、凝析油、LPG 和天然气等，并被销往东南亚各国，为保障包括印尼本国在内的东南亚区域能源安全做出积极贡献。

协鑫集团

苏州协鑫集团在印尼的燃煤发电项目卡巴一期开工建设，一期工程计划建成两台 10 万千瓦燃煤发电机组，预计 2020 年完工。这是中国民企在印尼落地、签订正式购售电协议的发电项目。

中国核工业建设集团

2016 年 8 月 1 日，中国核工业建设集团公司应邀参会并展出主题为“中国核建集团高温气冷堆产业化”展览。期间，在副总理刘延东和印尼人类发展与文化统筹部长 Puan Maharani 见证下，中国核建集团董事长、党组书记王寿君与



印尼原子能机构主席 Djarot Sulistio Wisnubroto 签署了《中国核建集团与印尼原子能机构关于印尼高温气冷堆发展计划的联合项目协议》。此次联合项目协议的签署，初步明确了双方就印尼高温气冷实验堆项目、培训等方面的合作意向，标志着高温气冷堆技术海外推广又取得了进一步的实质性进展。

中国葛洲坝集团
在印尼首都雅加达，葛洲坝能源重工和印尼 BK 公司正式签订了印尼国家电力公司所属 100MW 及 200MW 双燃料内燃机电站项目的海外供货及指导安装调试服务合同。

中国能建
由中国能建广东院设计、北京电建承建的印尼万丹 1×670 兆瓦超临界燃煤电站项目一次成功通过 720 小时试运行，机组运行稳定，运行期间主机和主要辅机无故障。该项目位于印尼万丹省西瓜哇岛，是印尼政府 35000 兆瓦电力 5 年规划（2015 年 -2019 年）中且是进入商业运行的 IPP 电厂项目，也是广东院在印尼的大型燃煤电厂设计项目，项目总装机容量 670 兆瓦。

中国建材集团
中国建材集团所属中国建材工程与印度尼西亚 P.T Nelly Energi Lestarindo 公司在北京正式签署了 150

兆瓦连锁式生物质发电站合作框架协议，确定了双方联合开发印尼市场、开展连锁式生物质发电项目的战略合作。

中广核技术发展股份有限公司
中广核技术发展股份有限公司（简称“中广核技”）旗下的中广核达胜加速器技术有限公司与印尼 PT ENERGI STERILA HIGIENA (PT. ESH) 公司成功签署一套工业用电子加速器及 X 射线辐照系统供应合同。这是印尼国内首次配有 X 射线转换系统的工业用电子加速器系统，也是中广核继美国、印度、韩国、巴西等国之后，成功进入的第 7 个国家。

中国电力工程有限公司
中电工程东北院与哈电国际在哈尔滨举行了印尼坦竣 A（2 台 66 万千瓦）燃煤电站工程勘测咨询和设计合同签约仪式。该项目位于印尼西瓜哇岛，是印尼 3500 万千瓦电力规划的重点项目。

中国海洋石油总公司
从中国海油所属中海油东南亚有限公司获悉，中海油持有 13.9% 权益的印度尼西亚东固项目 2016 全年累计生产 LNG（液化天然气）首次突破 750 万吨，同比 2015 年增长 1.3%。桶油当量操作费同比 2015 年下降 17.3%，创历史新低。作业和工艺安全管理继续领先全球在产 LNG 项目。目前，东固项目在产设施包

括 2 条陆上 LNG 生产线、2 座海上平台和 13 口生产井，设计产能 760 万吨/年。

中印尼能源合作是两国经贸合作的重点

中国和印尼的能源合作是两国经济合作的重要组成部分。作为世界上最大的发展中国家，能源问题一直是制约中国经济增长的重要因素，东南亚国家作为“一带一路”建设的重要组成部分，其丰富的油气资源使其在国际能源体系中有举足轻重的地位。印尼有着丰富的能源，例如油气能源、清洁能源（水能、太阳能等）。其次，我国与印尼的能源合作有着良好的基础，我国煤炭进口的最大来源国就是印尼，而且中国能源企业从 20 年前就开始参与印尼的能源开发，中海油、中石油、中石化等能源企业在印尼的多个油田拥有股权，并涉及下游炼油业务。最后，中印尼之间的能源产业合作对中国有着极强的战略意义，不仅可以弥补目前中国经济发展中出现的能源缺口，还能对我国能源结构进行优化。

面对中国经济发展对于能源的强劲需求，以及矿石燃料在印尼出口中的支柱性地位，实现中国与印尼能源合作，包括石油、天然气、电力、煤炭和核电站建设等，是两国经贸合作的重点。

Energy Cooperation Is the Focus of Economic and Trade Cooperation between China and Indonesia

Indonesian resource advantages and energy industry development

Oil and natural gas are the pillar industries of the Indonesian national economy, accounting for 24% of government revenue, and oil and gas export revenue accounted for 15% of total export revenue. Indonesia is the second largest oil producer in Asia, with oil production ranking 20th in the world. Indonesia exports 30% to 40% of crude oil, and the output of refined oil can only meet 70% of domestic demand, and it also has to rely on importing refined oil.

Indonesia is the largest natural gas producer in Asia. Indonesia is stepping up exploration of natural gas, striving to increase natural gas production to meet long-term LNG supply contract demand and domestic demand. The Indonesian government has set a future development goal: the proportion of natural gas will increase from 23% in 2005 to 33% by 2025, making natural gas one of the most important energy sources.

Due to the severe aging of oil and gas fields, it is difficult to increase natural gas production in traditional blocks. In recent years, Indonesia has begun to focus on the development of unconventional natural gas such as shale gas and coal bed methane (CBM). According to estimates by the Ministry of Energy and Mineral Resources of Indonesia, a total of approximately 574 trillion cubic feet (TCF) of shale gas resources are stored in Indonesia's Sumatra, Kalimantan, Papua and Java.

Coal: Indonesia is rich in coal resources. According to statistics from the Ministry of Energy and Mineral Resources, Indonesia's

coal resource reserves are 104.9 billion tons, making it the fourth largest coal reserve country in the world.

The advantages of Indonesia's coal production and export are mainly manifested in the following four aspects: firstly, it's the concentrated distribution of resources and convenient shipping. The second advantage is good coal quality. Indonesia's coal is a high-quality environmentally-friendly coal; the third advantage is that it is close to the target market, with excellent conditions such as close railway transportation distance and convenient inland water transportation. The fourth one is the high concentration of production. There are 164 coal mining enterprises in Indonesia.

Electric power: Indonesia's various power resources including hydropower, thermal power, wind power and geothermal power are relatively abundant, but the development level of power production is relatively low. The construction of power facilities has become a top priority in the rapid economic growth. Therefore, as one of the world's largest energy producers, there is a huge potential in developing the cooperation in the sector of electricity in Indonesia.

Emerging clean energy: Indonesia is the country with the largest geothermal energy reserves in the world, which accounts for approximately 40% of the global total geothermal resources. Indonesia has long sunshine hours all year round, making it an ideal country for solar energy. The Indonesian government has gradually piloted a large-scale pilot investment in the solar energy industry in many places.

Energy cooperation between China and Indonesia shows good momentum.

The traditional energy cooperation between China and Indonesia mainly targets the cooperation in oil, gas and coal development. In recent years, new energy cooperation represented by wind, nuclear, tide, geothermal and other green and clean energy has become a highlight of China-Indonesia energy cooperation. Chinese companies have been active in the Indonesian market.

PetroChina Company Limited has signed a memorandum of understanding in Jakarta with the Perusahaan Pertambangan Minyak dan Gas Bumi Negara (Pertamina), marking a strategic partnership between the two parties to further strengthen cooperation in the development of oil and gas resources and adding to another fruitful result in the energy cooperation of the "21st Century Maritime Silk Road."

Suzhou GCL Power Group Limited has started its first phase of construction of coal-fired power generation project in Indonesia. The first phase of the project plans to build two 100,000-kilowatt coal-fired generating units, which are expected to be completed in 2020.

China Nuclear Engineering & Construction Group Corporation Limited and BATAN have signed the "China Nuclear Engineering & Construction Group Corporation Limited and BATAN Joint Project Agreement on the Development Plan of Indonesian High-Temperature Gas-Cooled Reactor", marking that the overseas promotion of high-temperature gas-cooled reactor technology



has achieved further practical progress. CGGC-UNPOWER Co., Ltd. and BK Indonesia formally have signed a contract for the overseas supply and guided installation and commissioning services of the 100MW and 200MW dual-fuel internal combustion engine power station projects of Pertamina.

The 1×670MW supercritical coal-fired power plant project in Banten, Indonesia, designed by China Energy Engineering Group Guangdong Electric Power Design Institute Co., Ltd. and undertaken by China Energy Engineering Group Beijing Electric Power Construction Co., Ltd., successfully passed the 720-hour trial operation at a time. The unit was stable and the main engine and main auxiliary machinery were fault-free during operation. The project is also a large coal-fired power plant design project of Guangdong Electric Power Design Institute Co., Ltd. in Indonesia, with a total installed capacity of 670 MW.

Triumph Group, a member of China National Building Materials Group Corporation, and PT Nelly Energi Lestarindo of Indonesia formally signed a cooperation framework agreement for a 150 MW chain-type biomass power station in Beijing, and determined the strategic cooperation between the two parties to jointly develop the Indonesian market and to develop a chain-type biomass power generation project .

CGN Dasheng Electron Accelerator Technology

Co., LTD, a subsidiary of CGN Nuclear Technology Development Co., Ltd., and Indonesia PT ENERGI STERILA HIGIENA (PT. ESH) successfully signed a supply contract of a set of industrial electron accelerator and X-ray irradiation system. This is the first industrial electron accelerator system equipped with an X-ray conversion system in Indonesia.

Northeast Electric Power Design Institute Co., Ltd. of China Power Engineering Consulting Group and Harbin Electric International Company Limited held the signing ceremony for the survey and design contract of (2 sets of 660,000 kilowatts) coal-fired power plant project. This project is a key project in Indonesia's 35 million kilowatt power plan.

The production facilities for the Tangguh project of China National Offshore Oil Corporation (CNOOC) with 13.9% stake in Indonesia include 2 onshore LNG production lines, 2 offshore platforms and 13 production wells, with a designed production capacity of 7.6 million tons per year.

China-Indonesia energy cooperation is the focus of economic and trade cooperation between the two countries.

The energy cooperation between China and Indonesia is an important part of the economic cooperation between the two countries. As the world's largest developing country, energy issues have always been an important factor restricting China's economic growth. Southeast Asian

countries, as an important part of the construction of the "Belt and Road", are rich in oil and gas resources, making them a pivotal position in the international energy system. Indonesia has abundant energy resources, such as oil and gas energy, clean energy (water energy, solar energy, etc.).

Secondly, China and Indonesia have a good foundation for energy cooperation. China's largest source of coal imports is Indonesia, and Chinese energy companies have been involved in Indonesia's energy development since 20 years ago. Energy companies, such as CNOOC, PetroChina and Sinopec, have equity in many oil fields and are involved in downstream oil refining operations.

Finally, the energy industry cooperation between China and Indonesia is of great strategic significance to China. It can not only make up for the current energy gap in China's economic development, but also optimize the energy structure of China.

Facing the strong demand for energy from China's economic development and the pillar position of fossil fuels in Indonesia's exports, the realization of China-Indonesia energy cooperation, including the construction of oil, natural gas, electricity, coal and nuclear power plants, is the focus of economic and trade cooperation between the two countries.



印度尼西亚基础设施建设市场特点及发展建议

印尼作为“一带一路”沿线重要国家之一，国内基础设施需求旺盛、潜力巨大。

国别概况

印度尼西亚简称印尼，是全球第四人口大国，地处全球市场集中的核心地区。印尼是东盟第一大经济体，最近 10 年来宏观经济一直保持稳定增长。在过去六年里，印尼的营商便利指数排名有了显著提高，从 2014 年第 114 位升至 2020 年第 73 位。印尼许多经济指标都有了明显改善，在世界经济论坛发布的关于 140 个国家的全球竞争力指数中排名第 50 位。所有这些元素都伴随着网络用户数量居高不下（活跃的互联网用户约 1.43 亿，社交媒体用户约 1.06 亿）、制造业成本低廉、生物多样性高，地理环境优越、以及丰富的自然资源，比如地热能、棕榈油、橡胶、锡、镍、咖啡、可可和茶，这些都使印尼成为了当今和未来投资获利可选之地。

市场分析

一、基础设施建设需求潜力大
印尼制定了国家长期发展计划

(RPJPN) 以及《2020–2024 年五年国家中期发展计划》(RPJMN)。国家中期发展计划包括人力资源发展、基础设施发展、法规简化、官僚体制简化以及经济转型等五个总统优先事项。在投资和基础设施项目方面，2018 年 5 月印尼和中国签署了一项协议，将印尼“全球海洋支点”愿景同中国“一带一路”倡议合作对接，旨在推动印尼区域综合经济走廊的发展。合作的重点在于北苏门答腊，北加里曼丹，北苏拉威西和巴厘岛的四大经济走廊以及其他非走廊地区。

二、政府预算支出逐步增加

印尼全国基础设施发展需求较大，加强基础设施建设也是保证印尼经济能够年均增长 6% 的重要因素，因此，印尼政府逐步增加在基础设施方面的政府预算支出且比重不断提升。

三、基础设施总规模预测

根据最近三年的总规模数据，预计未来三年内，印尼市场每年的基建总规模约 500 亿美元至 600 亿美元之间。

四、中资企业重要基建市场

据印尼投资协调委员会的统计，2017 年中国对印尼直接投资达 34 亿美元，同比增长 26%，为印尼第三大直接投资来源国。在海外投资的带动下，截至 2017 年，中资企业在印尼市场累计完

成合同额 785.7 亿美元，印尼成为中资企业在亚洲合同额最大的国别市场；累计完成营业额 424.2 亿美元，印尼成为中资企业在亚洲营业额第五大市场。2019 年，中国成为印尼第二大投资国，已实现投资额达到 47 亿美元，比 2018 年增长 95%。

政治法律环境

一、法规发展

自 2015 年以来，印尼政府一直在改善其法规、财政和组织管理方面的内容，以支持基础设施项目。近年来，印尼政府发布了一系列经济政策，包括改善法律法规以支持印尼经济增长，比如支持国家战略项目的增长。

二、营商环境逐步改善

目前，在高速公路（建设、运营）、非危险废弃物处理、海洋工程等领域的投资，外资可以 100% 持股。在贸易、通信等很多领域，外资可以进行控股投资至 67%。

三、外资企业市场准入

2018 年 7 月初，印尼政府启动了在线提交系统（OSS）。新举措的意义在于缩短企业注册期限，从而大大简化企业注册流程。印尼在物流方面，欢迎外

国投资商使用印尼经济特区和免税物流中心的相关设施，在印尼经济特区和免税物流中心采取更多的激励措施。印尼更多的行业也在向外资所有权方面开放。外资所有权甚至在一些行业已经高达 100%，包括冷库、体育馆、电影制片厂、橡胶颗粒、餐馆和酒吧、药品原材料制造业、以及高速收费运营商和电讯测试企业等。其它行业对主要外商所有权开放，从而增加外资公司参与并造福印尼快速增长的机会。

四、劳工政策

印尼拥有两亿六千多万人口，其中 44% 的人口年龄在 25 岁以下。这意味着，在未来数年内，印尼的劳动力将依靠基本能力使经济运转。佐科维总统提出了一项综合法案，为了提高在印尼经商的便利性、吸引外资，并最终大量增加印尼就业机会，提振印尼经济增长。法案的重点在于简化营业执照，提高印尼对外资的开放程度，使印尼的劳动市场更加灵活。

行业竞争环境

一、印尼本土承包商

《关于外国建筑服务企业实体的准则 2019》9 号法规，由印度尼西亚共和国公共工程和住房部发布，2019 年 6 月 13 日起执行，要求外国承包商作为业务合作伙伴，参与 100 % 印尼控股的当地建筑公司的业务。印尼主要国有承包商包括 Waskita、

Wika、Adhi、PP、Nindya、HK、Brantas 等。

二、当地中资企业发展情况

根据印度尼西亚事业部发布的《印度尼西亚基础设施建设行业投资前景及风险分析报告》估计，目前约有 1000 家中资企业在印尼市场开展业务，在印尼中国企业商会总会注册的有 240 多家，国内主要建筑行业央企，以及部分大型民营企业都已经布局印尼市场。

在交通运输领域，中资企业的业务保持稳定快速发展，呈不断上升趋势；电力建设领域作为中资企业传统优势领域，由于印尼当地企业及外资企业的进入和竞争，中资企业的业务量出现较大幅度的下降；在工业建设、通讯工程领域，中资企业总体保持了相对稳定。

三、其他国际承包商情况

中国作为印尼的第二大投资来源国，其主要承包商均在印尼开展业务，在印尼的油气开发、石油化工、铁路、港口、城市轨道交通、高层建筑等领域竞争实力雄厚。其他主要国际承包商包括荷兰的 BAM 皇家集团、以及欧洲四大疏浚公司、韩国的现代 (Hyundai)、三星 (Samsung)，澳大利亚的 McConnell Dowell 等。

相关发展建议

一、区域综合经济走廊

印尼和中国在区域综合经济走廊框架

内加快实施各种双边基础设施项目合作。鼓励中资企业参与其中。在推动政府框架项目过程中，中资企业应加强同印尼主要国有企业承包商的合作。中资企业可以考虑设立合资企业，从而推动项目进展，也有助于项目的开展实施。

二、创新经营模式，稳步开展投资项目

为解决国内基础设施建设中的资金缺口，印尼政府不断修改“外国投资负面清单”鼓励外资进入基础设施领域，这为中资企业进行基础设施投资创造了大量机遇。

近年来，中资企业在印尼电力建设领域创新经营模式，取得显著成绩。印尼在高速公路、收费公路投资建设方面进一步扩大对外资的开放力度，中资企业面临重要发展机遇且在这些领域优势明显，可以联合印尼当地企业通过 BT、BOT、PPP 等模式进行投资建设。

三、联合国内企业出海，紧抓现汇项目机遇

中国作为印尼当前重要的外商投资来源国，越来越多的中资企业赴印尼开展各类投资，目前主要集中于矿业、金属冶炼、电力建设等领域。国内工程承包商可以加强与国内相关领域大型企业合作，发挥各自优势联合出海，有助于更好地共同开拓印尼市场。

来源：环球印象和印尼驻华大使馆

Characteristics and Development Recommendations of Indonesia's Infrastructure Market

As one of the important countries along the “Belt and Road”, Indonesia has strong domestic infrastructure demand and huge potential.

Country overview

Indonesia is the fourth most populous country in the world and in the heart of global market concentration. Indonesia is the largest economy in ASEAN, and the macro economy has maintained steady growth in the past 10 years. Indonesia's EODB ranking has improved significantly over the last 6 years, from 114th in 2014 to 73rd in 2020. Indonesia is also recording improvement in many economic indicators including 50th out of 140 countries in global competitive index by World Economic Forum. All those factors are accompanied by high number of internet users (around 143 million of active internet users and 106 million of social media users), cheap manufacturing cost, high biodiversity, geographical advantages, as well as abundant natural resources such as geothermal, palm oil, rubber, tin, nickel, coffee, cacao, and tea, making Indonesia the place where investment will be profitable today and in the future.

Market analysis

I. The demand for infrastructure construction has great potential.

Indonesia has formulated the National Long Term Development Plan (RPJPN) and the 5-year Medium Term National Development Plan (RPJMN) 2020-2024. The RPJMN contain 5 Presidential Priorities namely Human Resource Development, Infrastructure Development, Regulation Simplification, Simplification of Bureaucracy, and Economic Transformation. In term of investment and infrastructure projects, in May 2018 Indonesia and China signed an agreement to synergize Indonesia's vision of Global Maritime Fulcrum with China's Belt and Road Initiative (BRI) to promote the development of regional comprehensive economic corridors in Indonesia. Main focus of the cooperation is in 4 economic corridors namely North Sumatera, North Kalimantan, North Sulawesi, and Bali as well as the non-corridors.

II. Government budget expenditures gradually increase.

There is high demand for infrastructure development across Indonesia. Strengthening infrastructure construction is also an important factor to ensure that the Indonesian economy can grow at an average annual rate of 6%. Therefore, the Indonesian government is gradually increasing the government budget expenditure on infrastructure and its proportion has continued to increase.

III. The total infrastructure forecast

According to the total scale data of the last three years, it is estimated that the total scale of infrastructure in the Indonesian market will be between US\$50 billion and US\$60 billion each year in the next three years.

IV. Important infrastructure market for Chinese funded enterprises

According to statistics from the Indonesia Investment Coordinating Board (BKPM), China's direct investment in Indonesia reached US\$3.4 billion in 2017, a year-on-year increase of 26%, making it the third largest source of direct investment in Indonesia. As of 2017, the cumulative contract value of Chinese-funded enterprises in the Indonesian market was US\$78.57 billion, Indonesia became the country market with the largest contract value of Chinese-funded enterprises in Asia; the cumulative turnover was US\$42.42 billion, and Indonesia became the fifth largest market in the aspect of turnover of Chinese-funded enterprises in Asia. In 2019, China become the second largest investor in Indonesia with the realization investment reached US\$ 4.7 billion, rose 95% from 2018.

Political and legal environment

I. Regulation development.

Since 2015, the Indonesian Government has been improving its regulation, fiscal, and organization to support infrastructure projects. For the last couple of years, a number of Economic Policy Package has been issued which included improvement in laws and regulation to support Indonesian economic growth such as the National Strategic Projects.

II. The business environment has been gradually improved.

At present, foreign investment can hold 100% of the investment in highways (construction, operation), non-hazardous waste treatment, offshore engineering and other fields. In many fields such as trade and communications, foreign investment can reach to 67%.

III. Foreign entry into the market.

In the beginning of July 2018, the Indonesian Government launched an Online Single-Submission System (OSS). The new initiative is meant to shorten the business registration period and consequently simplify the process significantly. In terms of logistic in Indonesia, foreign investors are welcome to use the facility in Indonesia's Special Economic Zones and Bonded Logistic Center where more incentives are available. Indonesia is also opening further sectors which are available to foreign ownership, even up to 100% on sectors such as cold storage, sport center, film processing lab, crumb rubber, restaurants and bars, pharmaceutical raw materials manufacturing, as well as toll road operator and telecommunication testing company. Other sectors are opened up to major foreign ownership, increasing the opportunity for foreign companies to take part and benefit in Indonesia's rapid growth.

IV. Labor policy.

Indonesia is the home for more than 260 million people, with 44% of its population under 25 years old. This means, in the next couple of years, Indonesia's workforce will be on its primary capacity to run the economy. To improve the ease of doing business in Indonesia and attract investment which eventually boosting job opportunities and economic growth, President Jokowi initiated an omnibus bill. The bill is focus on streamlining business licenses, making Indonesia more open to foreign investment and more flexible to labor market.

Industry competition environment

I. Indonesian local contractors.

Regulation no. 9 of 2019 on Guidelines for Foreign Construction Service Business Entities issued by



the Minister of Public Work and Housing of the Republic of Indonesia which come into force on 13 June 2019 requires foreign contractors to engage as their business partners 100% Indonesian-owned local construction companies. The main state-owned contractors in Indonesia include Waskita, Wika, Adhi, PP, Nindya, HK, and Brantas.

II. Development of local Chinese-funded enterprises

According to estimates, there are currently about 1,000 Chinese-funded companies operating in the Indonesian market. More than 240 companies are registered in the China Chamber of Commerce in Indonesia. Central state-owned enterprises in the major domestic construction industries and some large private companies have already developed in the Indonesian market.

In the field of transportation, the business of Chinese funded enterprises has maintained stable and rapid development, showing an upward trend; due to the entry and competition of local Indonesian and foreign funded enterprises, the business volume of Chinese funded enterprises has emerged a large degree of decline in the field of power construction; in the fields of industrial construction and communication engineering, Chinese-funded enterprises have remained relatively stable.

III. The situation of other international contractors

China is the second largest investor in Indonesia, its main contractors all conduct business in Indonesia, and have strong competitiveness in Indonesia's oil and gas development, petrochemical, railway, port, urban rail, and high-rise buildings. Other major international contractors include the Royal BAM Group in the Netherlands, the four major dredging companies in Europe, Hyundai and Samsung in South Korea, and McConnell Dowell in Australia.

Related development suggestions

I. Regional comprehensive economic corridors.

Indonesia and China is expediting the implementation on various bilateral infrastructure projects cooperation within the framework of Regional Comprehensive Economic Corridors. Chinese funded enterprises are encouraged to take part in the projects. In the promotion of government framework projects, Chinese-funded enterprises should strengthen cooperation with major Indonesian state-owned enterprise contractors. They may consider setting up joint ventures to promote the projects, which will help the implementation of the projects.

II. Innovate business model and steadily develop investment projects

In order to solve the funding gap in domestic infrastructure construction, the Indonesian government has continuously simplified the “negative list of foreign investment” to encourage

foreign enterprises to invest into the infrastructure sector, which has created a large number of opportunities for Chinese companies to invest in infrastructure. In recent years, Chinese-funded enterprises have developed innovative business models in the field of power construction in Indonesia and achieved remarkable results. Indonesia further expands its opening to foreign investment in the construction of highways and toll roads. Chinese-funded enterprises face important development opportunities and have obvious advantages in these fields. They can cooperate with local Indonesian enterprises to invest in construction through BT, BOT, PPP and other models.

III. Work with domestic enterprises to develop overseas market and seize the opportunities of convertible foreign exchange projects

As Indonesia's current important source of foreign investment, more and more Chinese companies are investing in Indonesia to carry out various investments. Currently, they are mainly concentrated in mining, metal smelting, power construction and other fields. Domestic engineering contractors can strengthen cooperation with large domestic companies in related fields and make good use of their respective advantages to develop overseas market, helping to better explore the Indonesian market together.

印度尼西亚投资指南

1、印尼的地理环境怎样？

1.1 地理位置

印尼位于亚洲东南部，由太平洋和印度洋之间的 17508 个大小岛屿组成，面积 1,904,443 平方公里，海洋面积 3,166,163 平方公里（不包括专属经济区），是世界上第 14 大国家，海陆联合面积排名第 7。印尼群岛东西达 5300 公里，南北约 2100 公里，其中 6000 个岛屿有人居住。印尼处于亚洲大陆及澳大利亚之间，扼守出入太平洋、印度洋之间的门户马六甲海峡，在全球战略上居重要地位。印尼位于环太平洋地震带，境内多火山，是一个地震频发的国家。

印尼首都雅加达位于东 7 时区，比北京时间晚 1 小时。

1.2 行政区划

印尼分 31 个省、2 个特别行政区和 1 个首都地区，有 396 个县、93 个市。首都雅加达（Jakarta）人口 996.9 万，是全国的政治、经济和文化中心。

其他的主要经济城市包括泗水、万隆、棉兰、三宝壟和巨港等。

1.3 自然资源

印尼自然资源丰富，有“热带宝岛”之称。盛产棕榈油、橡胶等农林产品，其中棕榈油产量居世界第一，天然橡胶产量居世界第二。富含石油、天然气以及煤、锡、铝矾土、镍、铜、金、银等矿产资源。矿业在印尼经济中占有重要地位，产值占 GDP 的 10% 左右。据印尼官方统计，印尼石油已探明储量约 97 亿桶（13.1 亿吨），天然气储量 4.8–5.1 万亿立方米，煤炭已探明储量 193 亿吨，潜在储量可达 900 亿吨以上。

1.4 气候条件

印尼地处热带，全年气候温暖湿润，平均气温为 25–27 摄氏度，湿度为 70–90%。



印度尼西亚有两个季节，对于印度尼西亚的大部分地区而言，通常每年 4 月至 10 月为旱季，11 月至次年 3 月为雨季，没有夏季或冬季的极端情况。

1.5 人口分布

印尼是世界第四人口大国，据 2017 年全国人口普查，人口总数 2.64 亿，其中近 53.4% 的人口集中在爪哇岛，该岛是世界上人口最多的岛屿。15 岁以上劳动力人口约 1.31 亿，其中就业人数 1.24 亿。按行业统计，就业人口主要分布在农业、商贸、工业、建筑业及服务业。华人约占人口总数的 3.79%（实际人数高于这一比例），在印尼商贸和服务业领域发挥着重要作用。

2、印尼社会文化环境怎么样？

2.1 民族

根据印尼政府公布的数字，印尼有 300 多个民族，其中爪哇族占人口总数的 45%，其他族占 14%，马都拉族占 7.5%，马来族占 7.5%，华人约占人口总数的 5%，超过 1000 万人。华人在印尼商贸和工业领域发挥着重要作用。

2.2 语言 印尼有 200 多种民族语言，官方语言为印尼语（Bahasa Indonesia）。

2.3 宗教

印尼约 87% 的人信奉伊斯兰教，是世界上穆斯林人口最多的国家，其中大多数是逊尼派。6.1% 的人信奉基督教新教，3.6% 的人信奉天主教，其余的人信奉印度教、佛教和原始拜物教等。

3、印尼对外资的吸引力有多大？

3.1 投资吸引力

目前，印尼经济保持较快增长，国内消费成为印尼经济发展稳定动力，各项宏

观经济指标基本保持正面，经济结构比较合理。印尼持续向好的经济发展前景和特有的比较优势将继续吸引外资涌入。2018 年，印尼实际吸引外资 293.1 亿美元，同比下降 8.8%。从投资来源地看，国外投资前五大来源地依次为：新加坡（91.9 亿美元，占比 31.4%）、日本（49.5 亿美元，占比 16.7%）、中国内地（23.8 亿美元，占比 8.2%）、中国香港（20.1 亿美元，占比 6.8%）和马来西亚（17.7 亿美元，占比 6.2%）。中国内地连续第三年成为印尼第三大外资来源地。

世界经济论坛《2019 年全球竞争力报告》显示，印度尼西亚在全球最具竞争力的 141 个国家和地区中，排第 50 位。世界银行《2019 年营商环境报告》显示，印尼在全球 190 个经济体中，营商便利度排名第 73 位。中国对外承包工程商会发布的《“一带一路”国家基础设施发展指数（2019）》中显示，印度尼西亚连续多年排名榜首，其发展环境、发展潜力和发展趋势指数均排名前列。

从投资环境角度看，印尼的吸引力主要表现在以下方面：

- （1）政局总体稳定，政府重视扩大投资；
- （2）自然资源丰富；
- （3）经济增长前景看好，市场潜力大；
- （4）地理位置重要，控制着关键的国际海洋交通线；
- （5）人口众多，有丰富、廉价的劳动力；
- （6）市场化程度较高，金融市场较为开放。

印尼利用外资快速增长，作为东南亚最大的国家，已成为东盟 10 国中最具吸引力的投资目的国之一。

（1）矿业是外商投资印尼的传统热点行业。印尼矿产资源极为丰富，成为国际煤炭及镍、铁、锡、金等金属矿产品市场供应





的重要来源，吸引了大批外资投入矿业上游行业以稳定原料供应，特别是 2012 年 5 月印尼政府对 65 种矿产品出口加征 20% 出口税并要求外国投资者在印尼投资设立冶炼加工厂等措施，刺激了外商对矿产下游行业的投资，目前矿业已成为印尼第一大外商投资行业，约占利用外资总量的六分之一。但在 2017 年，印尼原矿出口政策出现反复，又对部分企业放开原矿出口，严重挫伤了已兴建冶炼厂企业的积极性。

（2）不断增长的国内需求和庞大的国内市场吸引外资流入。印尼幅员辽阔、人口众多，中产阶级日益壮大，消费需求和消费能力不断增强。长期以来重点投资印尼汽车、家电、化工等制造业领域的日本、韩国等，近年来更加大了投资力度，在利用印尼劳动力成本低、开发东盟市场便利等优势的同时，注重开发印尼国内市场需求。另外，印尼政府大力改善基础设施条件，出台中长期经济发展规划，着力推动交通、通讯等大型基础设施项目建设。

（3）不断改进和完善投资环境。2016 年印尼政府继续完善投资一站式服务并推动税收优惠、宣传推介等政策和措施，对吸引外资有一定促进作用。印尼投资协调委员会以简化手续、提升服务的方式促进外商投资，并进一步简化《投资负面清单》对外开放更多投资领域。印尼工业部、财政部出台税收优惠，以外商投资企业自用设备免征进口关税、出口产品的原材料实行退税、特定行业 and 大规模投资所得税减免等方式，吸引外商投资。

年份	经济增长率(%)	人均 GDP(美元)
2014	5.02%	3531
2015	4.80%	3377
2016	5.02%	3605
2017	5.07%	3877
2018	5.17%	4000

资料来源：印尼中央统计局

3.2 重点 / 特色产业

2018，印尼制造业占 GDP 的比重约为 19.9%；批发零售和摩托车维修占 GDP 的比重约为 13%；农林牧渔业占 GDP 的比重约为 12.8%；建筑业占 GDP 的比重约为 10.5%；矿业占 GDP 的比重约为 8%；交通仓储业占 GDP 的比重约为 5.4%；金融保险业占 GDP 的比重约为 4.2%；其他行业和因素占 GDP 的比重约为 26.2%。

【石油天然气】印尼油气资源丰富，共有 66 个油气盆地，其中 15 个盆地生产石油天然气。政府公布的石油储量为 97 亿桶，折合 13.1 亿吨，其中核实储量 47.4 亿桶，折合 6.4 亿吨。印尼天然气储量 176.6 万亿标准立方英尺（TCF），折合 4.8–5.1 万亿立方米。

【农林渔业】印尼是一个农业大国，全国耕地面积约 8000 万公顷，从事农业人口约 4200 万人。印尼自然条件得天独厚，气候湿润多雨，日照充足，农作物生长期短，主要经济作物有棕榈油、橡胶、咖啡、可可。印尼森林覆盖率为 54.25%，达 1 亿公顷，是世界第三大热带森林国家，全国有 3000 万人依靠林业维持生计；胶合板、纸浆、纸张出口在印尼的出口产品中占很大份额，其中藤条出口占世界 80–90% 的份额。印尼最大的林业和造纸企业集团为金光集团（Sinar Mas）。

【采矿业】印尼矿产资源丰富，分布广泛。采矿业为印尼国民经济发展创造了可观的经济效益，它是出口创汇、增加中央和地方财政收入的重要来源，也为保持经济活力、创造就业和发展地区经济做出了积极贡献，同时还具有辐射社会经济其他领域的间接作用以及对边远地区发展的推动作用。印尼主要的矿产品有锡、铝、镍、铁、铜、锡、金、银、煤等。印尼最大的国有矿业公司为安塔公司（Antam），另外还有印尼国有锡业集团公司（PT Timah Tbk）。

【工业制造业】印尼的工业化水平相对

不高，制造业有 30 多个不同种类的部门，主要有纺织、电子、木材加工、钢铁、机械、汽车、纸浆、纸张、化工、橡胶加工、皮革、制鞋、食品、饮料等。其中纺织、电子、木材加工、钢铁、机械、汽车是出口创汇的重要门类。印尼最大的钢铁企业为国有克拉卡陶钢铁公司（Krakatau Steel）。

【旅游业】印尼旅游资源非常丰富，拥有许多风景秀丽的热带自然景观、丰富多彩的民族文化和历史遗迹，发展旅游业具有得天独厚的条件。从上世纪 70 年代起，印尼政府大力发展旅游业，兴建星级酒店等旅游基础设施，通过发展旅游业的法规，逐步扩大到印尼旅游免办签证的国家，并采取其他有力措施，多方吸引外国游客。2018 年赴印尼旅游的国外游客为 1581 万人次，马来西亚、中国、新加坡、东帝汶和澳大利亚为印尼前 5 大游客来源地。

目前，旅游业日益成为印尼一个重要的创汇行业。此外，为增加外汇收入，印尼财政部计划对出口和旅游行业提供税收减免，央行将给予利率补贴，工业部、旅游部、金融服务总局也会给予政策倾斜。

4、中印尼经贸关系

中国在印尼对外经贸关系中占有比较重要的地位，近年来双边投资贸易合作呈快速上升的趋势。中国—东盟自贸区已于 2010 年 1 月 1 日全面启动，2016 年 7 月，中国—东盟自贸区升级版议定书正式生效，双边贸易投资自由化和便利化程度进一步提高，中印尼经贸关系发展面临着历史性机遇。

【双边贸易】据中国海关统计 中国对印度尼西亚出口的主要产品分别为核反应堆、锅炉、机械器具及零件、电机、电气、音像设备及其零部件、钢铁、钢铁制品、车辆及其零部件、船舶及浮动结构体、贵金属的化合物、棉花、化学纤维长丝、针织物及钩编织物、有机和无机化学品、塑料及其制品、涂料、油灰、家具、灯具、活动房、蔬菜、食用水果及坚果、烟草、烟草及烟草代用品

的制品、矿物燃料、矿物油及其产品沥青、铝及其制品、光学、照相、医疗等设备及其附件、橡胶及其制品、肥料、纸及纸板；纸浆、纸或纸板制品、陶瓷产品、玻璃及其制品；等等。

【承包劳务】据中国商务部统计，2018 年中国企业在印度尼西亚新签承包工程合同 725 份，新签合同额 114.04 亿美元，完成营业额 60.97 亿美元；累计派出各类劳务人员 1.70 万人，年末在印度尼西亚劳务人员 2.29 万人。新签大型工程承包项目包括水电国际工程承包印尼泰普一 443MW 水电站项目；中国葛洲坝集团股份有限公司承包印尼巴苏鲁安 440MW 气电一体化项目；水电国际工程承包印尼雅加达至万隆高铁项目等。

4.1 当地货币

印尼货币为印尼盾，印尼盾可自由兑换。在印尼的金融机构、兑换点，印尼盾可与美元、欧元等主要货币自由兑换。

4.2 外汇管理

印尼实行相对自由的外汇管理制度。印尼盾可自由兑换，资本可自由转移。印尼货币实行自由浮动汇率政策，印尼银行采取一揽子货币汇率定价法，根据印尼主要贸易伙伴的货币汇率的特别提款权的汇率变化来确定印尼盾的对外比价，每日公布其汇率。

4.3 银行和保险公司

【中央银行】印尼中央银行是印尼银行（Bank Indonesia），是与内阁各部门平级的独立机构，具有不受其他部门干预，独立行使职能的权力；强调维护金融稳定、加强监督；制定并履行货币政策，维护盾币稳定；管理货币流通和利率，调节和保证支付系统工作顺利进行；通过监管手段健全银行和贷款体系。

【商业银行】印尼当地的主要商业银行银行有：Bank Mandiri、Bank Central Asia、Bank Nasional Indonesia、Bank Rakyat Indonesia、Bank Internasional Indonesia、

Bank Danamon。

【外资银行】印尼当地外资银行有：汇丰银行、花旗银行、美国运通银行、JP 摩根大通银行、荷兰银行、东京三菱银行、德意志银行、渣打银行、盘谷银行以及中国银行、中国工商银行和中国建设银行。与中国银行合作较多的当地代理行有汇丰银行、Bank Central Asia。

4.4 信用卡使用

印尼信用卡的使用较普遍，中国发行的 VISA 卡和万事达卡在当地可用，中国银联卡也可以方便使用。中国工商银行印尼分行已经在当地发行 VISA 卡和万事达卡，中国银行雅加达办事处也已发行借记卡。

5、印尼对外国投资合作的法规和政策有哪些？

5.1 贸易主管部门

印尼主管贸易的政府部门是贸易部，其职能包括制定外贸政策，参与外贸法规的制定，划分进出口产品管理类别，进口许可证的申请管理，指定进口商和分派配额等事务。

5.2 贸易法规体系

印尼与贸易有关的法律主要包括《贸易法》、《海关法》、《建立世界贸易组织法》、《产业法》等。与贸易相关的其他法律还涉及《国库法》、《禁止垄断行为法》和《不正当竞争法》等。

5.3 进出口商品检验检疫

【卫生与植物卫生措施】印尼所有进口食品必须注册，进口商必须向印尼药品食品管理局申请注册号，并由其进行检测。检测过程繁琐且费用昂贵，每项检测费用从 5 万印尼盾（约合 6 美元）到 250 万印尼盾（约合 300 美元）不等，每一件产品的检测费用在 100 万印尼盾（约合 120 美元）到 1000 万印尼盾（约合 1200 美元）之间。此外，印尼药品食品管理局在测试过程中要求提供极其详细的产品配料和加工工艺情况说明，这可能侵害商业秘密。这些规定加重了出口商的负担。

5.4 海关管理规章制度

【管理制度】印尼关税制度的基本法律是 1973 年颁布的《海关法》。现行的进口关税税率由印尼财政部于 1988 年制定。自 1988 年起，财政部每年以部长令的方式发布一揽子“放松工业和经济管制”计划，其中包括对进口关税税率的调整。印尼进口产品的关税分为一般关税和优惠关税两种。印尼关税制度的执行机构是财政部下属的关税总局。为促进进出口贸易，改善投资环境，印尼财政部关税局 2009 年宣布，决定在部分港口推行和提供每周 7 日每日 24 小时的海关和港口服务。

6、印尼对外国投资有何优惠？

6.1 优惠政策框架

【旅游业优惠】东盟旅游部长会议（东盟旅游论坛）于 1999 年 1 月在新加坡举行，各国一致同意对外资投资旅游业提供以下优惠：（1）兴建观光旅馆、休闲中心、高尔夫球场可免税，外资可持有 100% 股权；（2）旅游设施进口手续简化并免征关税。（3）印尼考虑将旅游土地使用年限延长为 70 年（目前为 30 年），使旅游业成为吸引外资的火车头。印尼投资部考虑像泰国一样成立投资单一窗口，帮助外商办理各项繁杂事务；投资部还将授权印尼驻外使领馆办理外商投资申请前的协调、咨询事务，以使外商能在入境 10 天内完成所有行政手续。

【制造业优惠】1998 年 12 月，东盟各国首脑峰会在越南河内召开，这次会议发表了包括《河内宣言》、《河内行动计划》、《东南亚自由贸易区》及《共同优惠税率计划》在内的《大胆措施方案》。在该方案中，印尼对外商的优惠措施有：所有制造业均允许外资拥有 100% 股权（包括经审核的批发零售业）。外商可拥有已登记注册的新银行的 100% 股权。1 亿美元以下的投资案，审核时间将在 10 天内完成。

【税收优惠】

（1）1999 年 1 月，印尼政府第七号





总统令，公布了恢复鼓励投资的“免税期”政策。对纺织、化工、钢铁、机床、汽车零件等 22 个行业的新设企业给予 3 到 5 年的所得税免征。如投资项目雇用工人超过 2000 人，或有合作社 20% 以上的股份，或投资额不少于两亿美元，则增加 1 年优惠。对于已超过 30% 的规模进行扩大再生产的项目，减免其资本货物以及两年生产所需材料的进口关税。对于某些行业或一些被视为国家优先出口项目和有利于边远地区开发的项目，政府将提供一些税收优惠。上述行业及项目将由总统令具体决定。对出口加工企业减免其进口原料的关税和增值税及奢侈品销售税。对位于保税区的工业企业，政府还有其他的鼓励措施。

（2）根据印尼《有关所规定的企业或所规定的地区之投资方面所得税优惠的第 1 号政府条例》，印尼政府对有限公司和合作社形式的新投资 或扩充投资提供所得税优惠。提供的所得税优惠包括：①企业所得税税率为 30%（根据新《所得税法》，2010 年后为 25%），可以在 6 年之内付清，即每年支付 5%；②加速偿还和折旧；③在分红利时，外资企业所缴纳的所得税税率是 10%，或者根据现行的有关避免双重征税协议，采用较低的税率缴税；④给予 5 年以上的亏损补偿期，但最多不超过 10 年。上述所得税优惠，由财政部长颁发，并且每年给予评估。

（3）印尼政府 2013 年将为企业获得税收优惠进一步简化手续，并降低获得免税期和免税津贴的标准。根据印尼政府现行规定，在基础金属、炼油、天然气、有机基础化学、可再生能源和电信设备等 5 个工业部门，投资额超过 1 万亿印尼盾（约合 1 亿美元）的企业，可获得 5 至 10 年的所得税免税期。同时，对在印尼偏远落后地区投资的 129 个劳动密集型行业的企业，最低投资额 500 亿印尼盾（约合 500 万美元）且投资期限超过 6 年的，可最多按总投资

的 30% 降低应纳税所得。印尼将改变目前仅对投资额超过 1 万亿印尼盾（约合 1 亿美元）给予优惠待遇的政策，视不同情况对有关企业给予同等优惠待遇，以吸引更多大规模的投资，促进印尼经济发展。同时，将增加可获得税收优惠的产业部门，让更多领域的企业投资获得税收优惠，并对企业申请较少的产业部门减少或取消优惠政策。

【经济特区介绍】

2014 年初以来，印尼政府已批准成立 10 个经济特区，分别是北苏门答腊省（Sei Mangkei）、东加里曼丹省（Maloy Batuta）、中苏拉威西省巴鲁（Palu）、北马鲁姑省（Morotai）、南苏门答腊省（Tanjung Api-Api）、万丹省（Tanjung Lesung）、西努沙登加拉省（Mandalika）、北苏拉威 西省比通（Bitung）、邦加勿里洞省勿里洞县 Sijuk 镇丹绒格拉洋（Tanjung Kelayang）和巴布亚省的梭隆（Sorong）特殊经济区。

对于经济特区，印尼期望能引进更多的先行性企业，行业涵盖物流、工业、技术、旅游、能源、出口加工等。投资企业可享受 5 到 10 年不等的免税期。经济特区都将提供开放和灵活的特殊政策，拥有进入国际市场的能力（近海港或空港），位于第一资源地区，欢迎个人和私人资本采用多样化的合作模式进行投资。

7、印尼对外国公司承包当地工程有何规定？

7.1 许可制度 按照印尼法律规定，外国承包商在印尼执行承包工程需获得许可。

7.2 禁止领域 印尼限制外企在政府基础设施工程，以保护国内企业市场份额。外资企业只被允许参加基础设施部门建筑价值在 1000 亿盾以上和其他部门采购和服务价值在 200 亿盾以上的投标。此外，外资企业只许参加合同价值在 100 亿盾以上的服务咨询投标。外企投资受限制的范围

只在经费来源为国家收支预算的政府采购方面。如果工程由私企主导，则不受此限制。

7.3 招标方式

印尼工程建设实行严格的招标制度，不进行公开招标的项目需要特别说明。

8、印尼对中国企业投资合作有何保护政策？

8.1 中国与印度尼西亚签署双边投资保护协定

中华人民共和国政府和印度尼西亚共和国政府关于促进和保护投资协定（1994 年 11 月 18 日）

中华人民共和国政府和印度尼西亚共和国政府关于扩大和深化双边经济贸易合作的协定（2011 年 4 月 29 日）

8.2 中国与印度尼西亚签署避免双重征税协定

中国与印度尼西亚签署避免双重征税协定

中华人民共和国政府和印度尼西亚共和国政府关于对所得避免双重征税和防止偷漏税的协定（2015 年 3 月 26 日）

9、与投资合作相关的主要法律有哪些？

主要法律有：《投资法》、《公司法》、《所得税法》、《劳动法》、《知识产权法》、《破产法》、《贸易法》、《海关法》等。

10、在印尼开展投资合作如何办理相关手续？

10.1 设立企业的形式

在印尼，投资设立企业的形式包括有限责任公司和代表处两种。

10.2 企业注册的受理机构

设立有限责任公司和代表处均需得到印尼投资协调委员会（BKPM）批准。外国投资可以在印尼雅加达由投资协调委员会（BKPM）批准，也可以由其在印尼各地和驻国外的代表机构批准。但是，外资欲在保税区内投资项目，必须经过各保税区管理机构向投资协调委员会（BKPM）

递交投资申请，进而获得投资协调委员会的批准。

10.3 企业注册的主要程序

【查阅投资目录】投资者在印尼投资前，首先应查阅《非鼓励投资目录》（DNI），该目录包含了对国外投资者禁止和限制经营的业务范围。

【资金投资规程】如在印尼进行资金投资，投资者必须专门查阅《资金投资技术指南》（PTPPM），该《指南》中的一些章节列明了允许投资的具体经营范围，资金投资的申请和运作行为，必须按有关规定操作。

【批准机构和证书】若投资申请得到批准，投资协调委员会（BKPM）主席、印尼政府海外代表机构首席代表、或地区投资协调委员会（BKPMD）主席颁布投资批准证书。

【批准时间】从收到申请到颁布投资批准证书全过程，最多只需 10 个工作日。

【登记注册】在颁布投资批准证书后，外国投资公司即可按照有限责任公司的有关条款，以章程公证的形式，到税务等政府部门依法登记注册成立。

11、中国企业到印度尼西亚开展投资合作应该注意哪些事项？

11.1 投资方面

中国企业到印度尼西亚开展投资合作需注意：

（1）适应法律环境的复杂性

印尼的法律体系整体比较完整，但也有很多法律规定模糊，可操作性差，且不同的法律之间存在矛盾和冲突。中国企业到印尼开展投资合作需密切关注当地法律变动的情况，要坚持守法经营，依法保护权利，履行义务。由于法律环境复杂，处理关键法律问题，还要聘请专业律师。

（2）做好企业注册的充分准备

在印尼投资设立公司注册手续繁多，审批时间较长；虽然印尼政府修订了《投资法》、《公司法》，并完善了相关的配套措施，推行“一站式”审批服务，以促

进和吸引外国投资，但执行效果不理想；企业注册可以聘请专业律师、公证员、投资顾问等专门人员代为办理，但要注意甄选和审核，防止法律文件及手续出现瑕疵。

（3）适当调整优惠政策期望值

印尼《投资法》明确规定平等对待内外资，为了吸引外国投资，印尼政府出台了一些投资鼓励政策，但力度并不大。中国企业要调整对优惠政策期望值，不要误以为印尼也会给予外资很多超国民待遇。

（4）充分核算税赋成本

印尼的税收体制比较复杂，企业的税赋成本比较高。印尼国会通过新的《所得税法》调低了企业所得税和个人所得税税率。印尼税法对于中小微型企业有税收优惠，还有其他产业税收优惠措施等。中国投资者要认真研究相关法律规定，用足用好优惠政策，降低税赋成本。

（5）有效控制工资成本

印尼的工资成本整体来说相对较低，但《劳工法》对于劳工保护规定比较苛刻，对资方不利。如果职工离职，企业要支付离职费或者补偿金，即使工人罢工，只要程序合法，也要支付薪水。中国企业到印尼投资要了解当地劳工法关于工资和保护劳工权益的具体规定，精心核算工资成本。

11.2 贸易方面

印尼市场环境整体比较复杂，风险较高。在印尼开展贸易活动必须做好充分的市场调研，结合当地特殊的贸易环境，采取有效措施拓展业务，规避风险。

（1）注意合作伙伴和中介问题

在印尼华人数量众多，相同的语言和文化背景，使很多中国企业更愿意通过华人来开展经贸合作，华人中介在其中扮演了重要的角色，起到了很好的作用。但由于印尼华人中介良莠不齐，恶意欺诈等损害中国企业利益的行为时有发生。良好的合作伙伴或中介是顺利开展业务的重要保证，中国企业要广泛调查，认真研究，慎重选择。

（2）注重提升产品质量

中国产品在印尼占有广泛的市场，品类丰富，价格便宜，富有竞争力，但也存在部分产品质劣问题，对中国产品的整体形象造成一定损害。中国企业应该特别重视产品质量和售后服务，维护中国在印尼市场可持续出口的良好环境。

（3）注意言谈举止

印尼作为“一带一路”建设重点国家和中国企业“走出去”重要目的地，吸引了越来越多的中国企业和人员到印尼投资兴业。独立个体的行为也会直接影响到中国企业的整体形象，中国企业和人员应注意言行举止，与人交往要文明礼貌，讲究诚信，守法经营，共同维护企业 and 国家形象。

11.3 承包工程方面

中国企业到印尼承包工程需注意：

（1）抓住市场机遇

1997 年亚洲金融危机之后，印尼的基础设施建设基本停滞，近年来随着经济逐步恢复，政府加大了对基础设施建设的投入力度，佐科政府自 2014 年执政以来，高度重视基础设施建设，交通、电力、通信等领域基础设施建设规模日益扩大。中国企业近年来进入印尼交通、电力、通信市场 并逐步站稳了脚跟，占据了相当的市场份额，具有较为广泛的影响力。中国企业应该继续发挥已有优势，开拓印尼基础设施建设市场，并通过印尼市场，逐步拓展东盟承包工程市场。

（2）合理控制风险

印尼财力较弱，外汇储备不够充足，资金较为短缺，偿付能力较差。很多大型项目要求带资承包，或者使用外方提供的优惠贷款。对于印尼政府不提供政府担保或者不动产抵押的项目，应谨慎操作，合理评估和控制风险。

（3）加强经营管理

印尼劳动力市场巨大，劳动力成本低，但劳动力技能普遍不高，工作作风散漫，工作效率低下。因此，加强施工前的人员培训和施工中的科学管理十分重要。





11.4 劳务合作方面

(1) 获取工作许可难度大

印尼经济处于稳步复苏期，拥有可持续发展的巨大潜力，对于劳动力特别是高素质劳动力的需求不断增加。但由于印尼对本国劳工保护极为严格，对外国劳工的使用要求非常苛刻，工作签证签发要求很高，除高级管理岗位和高级技术人员之外，本国劳工可以胜任的工作，均不允许使用外国劳工。

(2) 非法居留工作问题

因印尼工作签证审批难度大，外国人使用商务签证或者旅游签证在印尼务工现象普遍存在，印尼有关部门经常采取措施进行打击，非法滞留开展商务的外国人被拘捕或处以刑罚的事件也时有发生。

(3) 企业用工成本问题

自 2012 年 11 月起印尼要求所有企业必须遵守 2003 年颁布的《劳工法》，规定除保洁、保安、司机、矿场服务等少数工种外，不允许企业进行劳务外包，并将大幅上调最低工资标准。该项法令过渡期为 6 个月至 1 年。据调查，该法令将影响超过 1300 家使用劳务外包的企业和 1400 万合同工人。目前中国企业在印尼开展业务以承包工程为主，对当地劳动力需求较大，该法令将增加企业用工成本，从而影响企业整体效益。

11.5 其他应注意事项

外资企业在印尼还需注意：

(1) 印尼各地区工人最低工资、工业用电、燃油价格较大幅度上涨，增加企业特别是劳动力密集型企业成本。

(2) 资源民族主义和贸易保护主义抬头，少数保守社会团体鼓动政府出台不利于外资的政策。

(3) 基础设施滞后问题越发严重，机场、码头、道路运力严重不足，雅加达和重点城市交通干道常年拥堵，猝不及防的水灾、停水、停电时有发生。

(4) 最近，政府有关经济政策带有较强的“民粹”色彩，不利于稳定投资者信心。

(5) 近期印尼盾币值出现浮动，可能对已有投资的收益造成汇兑损失。

(6) 外籍工作人员签证办理手续较为繁琐，费用较高，通常通过中介办理。主要程序如下：①企业须具备经由印尼劳工部批准的《外籍员工使用计划》，主要包括外派人员数量、职位、组织架构等。外派人员仅限于管理职位或当地不能提供的专家，人力资源管理岗位须由当地人员担当。在企业 1-3 年的外籍员工使用计划获批后，方可开始聘用外籍员工。

②在印尼移民局办理临时居留签证（Visa Berdiam Sementara，VBS）。

③在印尼驻中国使馆领取 VBS。

④持 VBS 进入印尼后，须在两周内到以下部门办理有关证件：去移民局办理 KITAS（外籍人员身份证件）和多次出入境准证（如需要）；去劳工部办理工作准证及其他文件。

⑤ KITAS、工作准证和其他文件需每年办理延期手续，每半年办理多次出入境准证延期手续（视需要）。另外，企业须按外籍人员数量，每人每个月交纳 100 美元作为当地人员培训费。缴纳该费用是办理工作准证的必备条件，培训费交至劳工部，名为“工作技能发展基金”。

11.6 防范投资合作风险

在印尼开展投资、贸易、承包工程和劳务合作的过程中，要特别注意事前调查、分析、评估相关风险，事中做好风险规避

和管理工作，切实保障自身利益。包括对项目或贸易客户及相关方的资信调查和评估，对投资或承包工程国家的政治风险和商业风险分析和规避，对项目本身实施的可行性分析等。相关企业应积极利用保险、担保、银行等保险金融机构和其他专业风险管理机构的相关业务保障自身利益。包括贸易、投资、承包工程和劳务类信用保险、财产保险、人身安全保险等，银行的保理业务和福费庭业务，各类担保业务（政府担保、商业担保、保函）等。

建议企业在开展对外投资合作过程中使用中国政策性保险机构——中国出口信用保险公司提供的包括政治风险、商业风险在内的信用风险保障产品；也可使用中国进出口银行等政策性银行提供的商业担保服务。

中国出口信用保险公司是由国家出资设立、支持中国对外经济贸易发展与合作、具有独立法人地位的国有政策性保险公司，是我国唯一承办政策性出口信用保险业务的金融机构。公司支持企业对外投资合作的保险产品包括短期出口信用保险、中长期出口信用保险、海外投资保险和融资担保等，对因投资所在国（地区）发生的国有化征收、汇兑限制、战争及政治暴乱、违约等政治风险造成的经济损失提供风险保障。了解相关服务，请登录该公司网站地址：www.sinosure.com.cn

如果在没有有效风险规避情况下发生了风险损失，也要根据损失情况尽快通过自身或相关手段追偿损失。通过信用保险机构承保的业务，则由信用保险机构定损核赔、补偿风险损失，相关机构协助信用保险机构追偿。

来源：对外投资合作国别（地区）指南

Chapter One Laws and Policies

In order to create a favorable investment environment and to encourage overseas firms to invest in China, since 1979 the Chinese government has gradually set up a relatively complete legal system, and constituted a foreign investment policy system, which mainly includes industrial policies, regional policies, tax policies and financial policies. This Guide only lists out the major ① Chinese laws and regulations (including foreign investment-related laws and regulations)

1.1 Laws and Regulations

Laws and regulations applicable to foreign investment in China:

1.1.1 Major Foreign Investment Laws and Regulations

- (1) The law of the People's Republic of China on Chinese-Foreign Equity Joint Ventures and its implementation regulations;
- (2) The law of the People's Republic of China on Chinese-Foreign Contractual Joint Ventures and its implementation Rules;
- (3) The law of the People's Republic of China on Wholly Foreign-Owned Enterprises and its implementation Rules;
- (4) The Enterprise Income Tax Law of the People's Republic of China and its implementation Rules;
- (5) Provisions on Guiding the Orientation of Foreign Investment; Catalogue for the Guidance of Advantaged Industries for Foreign Investment in the Central-Western Region;
- (6) The law of the People's Republic of China on the Protection of Investment of Taiwan Compatriots and its implementation Rules;
- (7) Provisions on M&A of a Domestic Enterprise by Foreign Investors;
- (8) Provisions on the Establishment of Investment Companies by Foreign Investors;
- (9) Interim Provisions concerning Some Issues

on the Establishment of Joint Stock Limited Companies with Foreign Investment;

① The contents of the laws and regulations covered in this Guide are for reference only. When citing, please refer to the original text of the laws and regulations, which can be found at the official website of China Investment Guide (<http://www.fdi.gov.cn>). Foreign investment-related laws and regulations are applicable to Hong Kong, Macao and Taiwan investors.

- (10) Administration of Foreign-Invested Venture Investment Enterprises Provisions;
- (11) Measures for Strategic Investment by Foreign Investors upon Listed Companies;
- (12) Interim Regulations on the Territory Reinvestment of Enterprises with Foreign Investment;
- (13) Interim Regulations of the Ministry of Commerce on the Equity Investment of Enterprises with Foreign Investment.

1.1.2 General Laws and Regulations

- (1)The Company Law of the People's Republic of China;
- (2)The Contract Law of the People's Republic of China;
- (3)The Insurance Law of the People's Republic of China;
- (4)The Arbitration Law of the People's Republic of China;
- (5)The Labor Law of the People's Republic of China;
- (6) Regulations on the Foreign Exchange System of the People's Republic of China.
- (7)Interim Regulations of the People's Republic of China on Value-Added Tax and its Detailed Rules;
- (8) Interim Regulations of the People's Republic of China on Consumption Tax and its Detailed Rules;
- (9) Interim Regulations of the People's Republic of China on Business Tax and its Detailed Rules.

1.1.3 International Treaties

- (1) By the end of October 2013, China has signed Bilateral Investment Treaties with 132 countries and regions;
- (2) By the end June of 2013, China has signed the

Bilateral Agreement on the Avoidance of Double Taxation with 99 countries and regions.



1.2 Forms of Foreign Investment

Chinese-Foreign Equity Joint Ventures, Chinese-Foreign Cooperative Joint Ventures, Wholly Foreign-Owned Enterprises are the three main forms of foreign investment in China. Other investment forms include Joint Stock Limited Companies with Foreign Investment, Foreign Investment Companies, Chinese-Foreign Cooperative Exploitation, BOT, etc.

1.2.1 Chinese-Foreign Equity Joint Ventures

The Chinese-Foreign Equity Joint Venture is formed in China with joint capital from both Chinese and foreign companies, enterprises, other economic organizations or individuals in accordance with the Law of the People's Republic of China on Chinese- Foreign Equity Joint Ventures and its implementation regulations. The parties of the Chinese-Foreign Equity Joint Venture invest and operate jointly, and share the profits and losses in proportion to their respective shares in the registered capital. The Chinese- Foreign Equity Joint Venture is a Limited Liability Company, and possesses the status of Chinese legal person. In



general, the capital from the foreign party shall not be less than 25% of the total. The partner may make capital contribution in currency or in non-currency property that may be valued in currency such as buildings, workshop, machinery and other physical objects, as well as industrial property right, proprietary technology, and land occupancy right. The profits and other legitimate interest of foreign investors can be remitted out of the country or reinvested in China.

1.2.2 Chinese-Foreign Cooperative Joint Ventures

The Chinese-Foreign Cooperative Joint Venture, also called Chinese-foreign contractual joint ventures, is formed within the Chinese territory by foreign companies, enterprises, other economic organizations or individuals and Chinese companies, enterprises, other economic organizations or individuals in accordance with the Law of the People's Republic of China on Chinese-Foreign Contractual Joint Ventures and its implementation regulations, and is based on their conditions for cooperation.

The parties to a contractual joint venture should clearly prescribe in the contract their respective conditions, rights, obligations, profit distribution, responsibilities for risks and debts, the company's management mode and property disposal upon the expiration. When establishing China-Foreign Contractual Joint Ventures, the foreign party usually provides all or most of the capital, technology and key equipment while the Chinese party provides land use right, existing plants and facilities, or a certain amount of capital.

Upon the expiration of the contractual joint venture stipulated in the contract, all the fixed assets of the contractual joint venture shall be returned gratis to the Chinese party; the foreign party may, within the period of the ventures operation, apply to recoup its capital outlay in advance in the following ways:

- (1) To reach agreement in the contract of the contractual joint venture to enlarge the foreign party's proportion in the distribution of earnings on the basis of distribution according to the investment or conditions the foreign party provide for cooperation;
- (2) Upon the approval by the financial and tax authorities in accordance with relevant tax provisions of the State, to recoup its capital

outlay prior to the payment of income tax by the contractual joint venture;

- (3) To recoup its capital outlay by other methods approved by the financial and tax authorities and other examination and approval authorities.

If the foreign party recoups its capital outlay in advance during the period of the venture's operation according to the provisions mentioned in the preceding paragraph, the Chinese and foreign parties shall be liable for the debts of the contractual joint venture according to the provisions of the relevant laws and the agreement in the contractual joint venture contract.

The Chinese-Foreign Cooperative Joint Venture may possess the status of a legal person or the opposite. A contractual joint venture which has legally attained the status of a Chinese legal person is a limited liability company. The parties to the venture shall bear liability for the contractual joint venture to the extent of their investment or of the conditions for cooperation they contribute, with the exception of those cases otherwise agreed in the contract. The contractual joint venture shall be liable for covering the debts of the venture with all its assets.

1.2.3 Wholly Foreign-Owned Enterprises

The Wholly Foreign-Owned Enterprise is invested entirely by foreign companies, enterprises, other economic organizations or individuals within the Chinese territory in accordance with the Law of the People's Republic of China on Wholly Foreign-

Owned Enterprises and its implementation rules, and does not include branch offices established by foreign enterprises and other economic entities in China.

A wholly foreign-owned enterprise that meets the conditions for legal personality under the relevant Chinese laws shall obtain such status in accordance with the law. The organizational form of a foreign-capital enterprise shall be a limited liability company. Upon approval, the enterprise may also take any other liability form. With respect to a foreign-capital enterprise which is a limited liability company, the liability of the foreign investor to the enterprise shall be limited to the amount of investment subscribed and contributed to the enterprise by the investor. With respect to a foreign-capital enterprise which takes any other liability form, the liability of the foreign investor to the enterprise shall be dealt with in accordance with the provisions of Chinese laws and regulations.

1.2.4 Joint Stock Limited Companies with Foreign Investment

Joint Stock Limited Companies with Foreign Investment are companies set up within the Chinese territory by foreign companies, enterprises, or other economic organizations and Chinese companies, enterprises or other economic organizations on the principle of equality and mutual benefit and through subscribing for a certain proportion of stocks. Foreign investors may also acquire A-shares of the PRC listed companies through medium and long-term strategic merger and acquisition under

relevant laws and regulations.

The total capital of a joint stock limited company with foreign Investment is made up of equal amounts of stocks. Each stockholder would take certain responsibility for the company in accordance with the amount of stocks subscribed, and the company is responsible for debts with all its assets. The company is one of the forms of enterprises with foreign investment and shall be governed by the state according to the relevant laws and regulations concerning enterprises with foreign investment.

1.2.5 Foreign Investment Companies

Foreign investment companies are Chinese-foreign equity joint ventures or wholly foreign-owned enterprises within the Chinese territory that deal with direct investment. They take the form of limited liability companies.

The foreign investor who applies to establish a foreign investment company must enjoy good capital credit, substantial economic strength for setting up an investment company, and meet either one set of the following conditions: A. its total asset must register at least US\$400 million in the year prior to the application; the investor should have already established a foreign-invested enterprise within the territory of China and the amount of the investor's paid-in capital contribution to the registered capital thereof must exceed US\$10million; or B. it should have already established more than ten foreign-invested enterprises within the territory of China, and the amount of the investor's paid-in capital contribution to the registered capital thereof must exceed US \$30 million.

Upon the approval of the Chinese government, a Foreign Investment Company enjoys a broader scope of business than other foreign-invested companies in an attempt to encourage overseas companies to carry out investment plans in China. At present, Foreign Investment Companies can invest in the fields of industry, agriculture, infrastructure and energy that the country encourages and permits.

1.2.6 Foreign-invested Venture Investment Enterprises

The term "venture investment" shall refer to an investment method consisting of equity investment, principally in unlisted high-tech enterprises (Investees), and start-up management services to such enterprises in order to obtain gains in the form of capital appreciation. The term "Foreign-invested Venture Investment Enterprise" (Venture Investment Enterprise) shall refer to a foreign-invested enterprise that is established in China by foreign investors or by both foreign investors and companies, enterprises or other economic organizations that are registered and established according to Chinese law (Chinese Investors). Pursuant to the Administration of Foreign-Invested Venture Investment Enterprises Provisions, the Venture Investment Enterprise engages in venture investment business activities.

The Venture Investment Enterprise may take the organizational form of a non- legal person entity or a company. The investors of a Venture Investment Enterprise that takes the organizational form of a non-legal person entity (Non-legal Person Venture Investment Enterprises) shall undertake joint

and several liability for the debts of the Venture Investment Enterprise. The investors of a Non-legal Person Venture Investment Enterprise may agree in the contract for Venture Investment Enterprise that the requisite investors with venture investment as their main line of business shall undertake joint and several liability when the assets of the Non-legal Person Venture Investment Enterprise are insufficient to discharge the debts, and that the liability of other investors shall be limited to the amount of capital contribution to which they subscribed.

The establishment of a Venture Investment Enterprise shall satisfy the following conditions:

- (1). The number of investors shall be more than two and less than 50, and there shall be at least one requisite investor that has venture investment as its main line of business;
- (2). The minimum amount of capital contribution to which the investors of a Non-legal Person Venture Investment Enterprise subscribed shall be US\$10 million, and the minimum amount of capital contribution to which the investors of a Corporate Venture Investment Enterprise subscribed shall be US\$5 million. Except for the requisite investors, the minimum amount of capital contribution to which each of the other investors subscribed may not be less than US\$1 million. Foreign Investors shall make their capital contributions in a freely convertible currency, whereas Chinese Investors shall make their capital contributions in Renminbi.

1.2.7 Chinese-Foreign Cooperative Exploitation

The Chinese-Foreign Cooperative Exploitation means that a Chinese company and a foreign company sign a venture contract to carry out joint exploration and development of petroleum and mineral resources onshore and offshore. It is a widely-used form of economic cooperation in natural resources throughout the world. The striking features of the Cooperative Exploitation are high risk, high investment, and high return. The Cooperative Exploitation is usually carried out in three phases: exploration, development and production.

1.2.8 BOT

The form of BOT is that the investor takes charge of a certain industrial or infrastructure project in the host country, taking responsibility for its construction, operation, maintenance and transfer.



The investor, within an agreed period, shall run the facilities, and shall recoup its investment and expenses in operation, maintenance and other aspects in the project. At the termination of the contract, the ownership of the project will be transferred to the local government. In China, BOT is tried out in freeways, powerhouses, sewage treatment, etc.

1.3 Enterprises Registration

The Company Law of the People's Republic of China is a general term for the provisions regulating the establishment, activities and dissolution of various forms of company, which is a law of market subjects. On Dec. 28, 2013, the Company Law has been amended on the sixth meeting of the Standing Committee of the 12th Session of the National People's Congress, which has taken effect on March 1, 2014. The latest 2014 Company Law has amended 12 provisions which mainly involve three

aspects:

First, it replaces the paid-up capital registration system with a subscribed capital registration system. In other words, except for the provisions provided by any law, administrative regulation and decision of the State Council with respect to the actual payment of registered capital of a company, it eliminates the statutory restrictions that the shareholders (promoters) should pay in the remaining amount of registered capital within two years after the company's incorporation, and within five years for an investment company; it also eliminates the restriction that the shareholder of a one-person limited liability company shall pay the capital contributions in a lump sum. Instead, under the New Amendments, the sum, form and payment schedule of capital contributions can be determined by the shareholders (promoters) as set forth in the articles of association.

Second, it relaxes the requirements in relation to the

registered capital for company establishment. The

New Amendments repeal the statutory requirements for a minimum amount of registered capital, which previously were RMB 30000 for a limited liability company, RMB 100000 for a single-shareholder limited liability company, and RMB 5 million for a joint stock limited company except for the other statutory requirements for a minimum amount of registered capital of a company; it no longer limits the proportion of the initial capital contributions as well as the proportion of money invested by the shareholders (promoters) when the company is set up.

Finally, it simplifies the registration items and the registration documents. The limited liability companies will not be required to register the capital contributions made by all shareholders and the amount of paid-in capital. Capital verification reports will not be required to be submitted for incorporation.

The comparison of specific amendments to the provisions is as follows:

Comparison of the clauses of the Company Law before and after the New Amendment	
Before the New Amendment	After the New Amendment
Article 29 The capital contributions made by the shareholders shall be verified by a lawfully established capital verification institution and the institute shall issue a certification to prove the contribution.	The entire Article is deleted.
Article 30 After the initial capital contributions made by the shareholders have been verified by a lawfully established capital verification institution, the representative designated by all the shareholders or the agent entrusted by all the shareholders shall apply for establishment registration by submitting a company registration application, bylaw, capital verification and other documents to the company registration authority.	Article 29 After the shareholders subscribe fully the capital provided for in the articles of association, the shareholders' representative or any agent appointed by the shareholders shall apply for registration of incorporation by submitting a company registration application, articles of association, and other relevant document to the company registration authority.
Article 33 A limited liability company shall prepare a registry of shareholders and the registry shall record the following information: (1)The names of all shareholders and their domiciles thereof; (2)The amount of capital contributions made by each shareholder; (3)The serial numbers for all capital contribution certificates. The shareholders recorded in the registry of shareholders may, pursuant to the registry of shareholders, claim to and exercise the shareholder's rights. A company shall register each shareholder's name and its amount of capital contributions in the company registration authority. Where any of the registered items is changed, the company shall modify the registration. If the company fails to do so, it shall not, on the basis of the unregistered or un-modified registration item, stand up to any third party.	Article 32 A limited liability company shall prepare a registry of shareholders and the registry shall record the following information: (1)The names of all shareholders and their domiciles thereof; (2)The amount of capital contributions made by each shareholder; (3)The serial numbers for all capital contribution certificates. The shareholders recorded in the registry of shareholders may, pursuant to the registry of shareholders, claim to and exercise the shareholder's rights. A company shall register each shareholder's name in the company registration authority. Where any of the registered items is changed, the company shall modify the registration. If the company fails to do so, it shall not, on the basis of the unregistered or un-modified registration item, stand up to any third party.
Article 59 The minimum amount of registered capital of a one-person limited liability company shall be RMB 100000 Yuan. The shareholder shall, in a lump sum, pay the capital contributions as specified in the bylaw. One natural person is allowed to establish merely an one-person limited liability company, which shall not establish any more one-person limited liability company.	Article 58 One natural person is allowed to establish merely a one-person limited liability company, which shall not establish any more one-person limited liability company.

Article 77 The establishment of a joint stock limited company shall satisfy the following conditions: (1)The number of promoters meets the quorum requirement; (2)The capital stock subscribed to by the promoters and raised by stock floatation reaches the minimum amount of the statutory capital; (3)The issuance of shares and the preparatory work conform to the provisions of laws; (4)The bylaws formulated by the promoters, and is adopted at the establishment meeting if the company is to be launched by stock floatation; (5)The company has a name and its organizational structure complies with that of a joint stock limited company (6)The company has a domicile.	Article 76 The establishment of a joint stock limited company shall satisfy the following conditions: (1)The number of promoters meets the quorum requirement; (2)Have the capital contributions subscribed to by, or the paid-in capital raised by, all the promoters, which comply with the provisions of the articles of association; (3)The issuance of shares and the preparatory work conform to the provisions of laws; (4)The bylaws formulated by the promoters, and is adopted at the establishment meeting if the company is to be launched by stock floatation; (5)The company has a name and its organizational structure complies with that of a joint stock limited company (6)The company has a domicile.
Article 81 Where a joint stock limited company is established by promotion, its registered capital shall be the total capital stocks subscribed by all the promoters with the company registration authority. The minimum amount of initial capital contributions to be made by all promoters shall be not less than 20% of the total registered capital, and the remaining amount shall be paid by the promoters within 2 years from the day when the company is established, while for an investment company, the remaining amount may be paid within 5 years. Before the registered capital is paid, no stock may be offered to others for subscription. Where a joint stock limited company is established by stock floatation, its registered capital shall be the total actually paid capital stocks registered with the company registration authority. The minimum amount of the registered capital of a joint stock limited company shall be RMB 5 million Yuan. If any law or administrative regulation provides a relatively higher minimum amount of registered capital, such provision shall be followed.	Article 80 Where a joint stock limited company is established by promotion, its registered capital shall be the total capital stocks subscribed by all the promoters with the company registration authority. The company shall not raise capital from others before the promoters fully pay the capital subscribed to by them. Where a joint stock limited company is established by stock floatation, its registered capital shall be the total actually paid capital stocks registered with the company registration authority. Where a law, administrative regulation and decision of the State Council provide otherwise with respect to the actual payment of registered capital and the minimum amount of the registered capital of a joint stock limited company, such provisions shall apply.
Article 84 When establishing a joint stock company limited by promotion, the promoters shall subscribe, in writing, to the full amount of shares provided in the bylaw. In the case of paying the capital contributions at one time, the promoters shall make the payment in a lump sum; in the case of paying the capital contributions by installments, the promoters shall make the down payment immediately. In the case of making capital contributions in non-monetary properties, the promoters shall go through the procedures for the transfer of property rights according to laws. If any of the promoters fails to make capital contributions by following the provisions of the preceding paragraph, it shall bear the liabilities for breach of contract under the stipulations in the promoter's agreement. After the promoters have made their down payment, they should elect the board of directors and board of supervisors. The board of directors shall file a registration application with the company registration authority and submit thereto the bylaw, the capital verification certification as issued by a lawfully established capital verification institution, as well as other documents as provided for by the laws and administrative regulations.	Article 83 When establishing a joint stock company limited by promotion, the promoters shall subscribe, in writing, to the full amount of shares provided in the bylaw, and The promoters shall pay such amount of shares pursuant to the articles of association. If any of the promoters fails to make capital contributions by following the provisions of the preceding paragraph, it shall bear the liabilities for breach of contract under the stipulations in the promoter's agreement. After the promoters have subscribed to the full amount of shares provided in the bylaw, they should elect the board of directors and board of supervisors. The board of directors shall file an application for registration with the company registration authority and submit therewith the articles of association and any other documents required by laws or administrative regulations.
Article 178 Where a company finds it necessary to reduce its registered capital, it must work out balance sheets and checklists of properties. The company shall, within ten days after the decision of reducing registered capital, notify the creditors and make a public announcement on a newspaper within 30 days. The creditors shall, within 30 days after receiving the notice or within 45 days after the issuance of the public announcement if it fails to receive the notice, be entitled to demand the company to pay off the debts or to provide respective guaranties. The registered capital of the company after reducing its registered capital shall not be lower than the minimum amount required by laws.	Article 177 Where a company finds it necessary to reduce its registered capital, it must work out balance sheets and checklists of properties. The company shall, within ten days after the decision of reducing registered capital, notify the creditors and make a public announcement on a newspaper within 30 days. The creditors shall, within 30 days after receiving the notice or within 45 days after the issuance of the public announcement if it fails to receive the notice, be entitled to demand the company to pay off the debts or to provide respective guaranties.

1.4 Policies and Preferences

1.4.1 Industrial Policies

Chinese government's foreign investment-related industrial policies are embodied in the

Provisions on Guiding the Orientation of Foreign Investment (Amended in 2004), according to which projects with foreign investment fall into 4 categories, namely encouraged, permitted, restricted and prohibited ones. The projects with

foreign investment that are encouraged, restricted and prohibited are listed in the Catalogue for the Guidance of Foreign Investment Industries. And those that don't fall into the categories of encouraged, restricted or prohibited projects are the

permitted projects with foreign investment, which are not listed in the Catalogue for the Guidance of Foreign Investment Industries. Foreign investment projects falling into the encouraged and the restricted category in the Catalogue and involving technology transfer, imported equipments for self-use within the aggregate investment, excluding commodities listed in the Catalogue of Import Commodities for Foreign Investment Projects with no Tax Exemption, are exempted from the tariffs and import value-added tax. With respect to encouraged Foreign Investment Projects, the preferential treatment specified in the relevant laws and administrative regulations are offered. For those who engage in the construction or operation of a project involving energy, transportation and urban infrastructure (including coal, petroleum, natural gas, power, rails, roads, harbors, airports, urban roads, wastewater treatment, garbage disposal, etc.), wherein a large investment is made and a long term is required for recouping the capital outlay, the business scope thereof may also be expanded to cover the related items subject to approval. In 1999, with the implementation of China's Western Development Strategy, to encourage domestic and foreign enterprises to invest in the region, relevant government departments promulgated the Catalogue of Advantaged Industries for Foreign Investment in the Central-Western Region. The newly amended Catalogue of Advantaged Industries for Foreign Investment in the Central-Western Region was promulgated in 2013. Foreign-invested projects falling within the Catalogue herein may enjoy the preferential policies for foreign-invested projects under the encouraged category. As for the above two Catalogues, please refer to Part III of this guide. According to the Announcement of State Administration of Taxation on Issues of Enterprise Income Tax Concerning In-depth Implementation of Western Development Strategy, for enterprises established in western China whose main business fall within the scope prescribed in the Catalogue of Encouraged Industries in Western China and which derive 70 percent or more of its total revenue from its main business, a reduced 15% enterprise income tax (EIT) rate shall be applied upon approval by the tax authority in charge, effective from 1 January 2011 to December 31, 2020.

- (1) In accordance with the Provisions on Guiding the Orientation of Foreign Investment, those foreign investment projects under any of the following circumstances shall be listed as the encouraged projects :
- A. Projects for new agricultural technology, comprehensive agricultural development, and for energy, transportation and key raw materials industries;
- B. Projects for high and new technology, advanced applicable technology which can improve the product performance and increase the technology economic efficiency of the enterprises or produce new equipments and new material which the domestic production capacity fails to produce;
- C. Projects which meet the market demands, improve the product quality, develop new markets or strengthen the international competitive capacity of the products;
- D. Projects adopting new technologies and new equipments that can save energy and raw materials, comprehensively utilize resources and regenerate resources, and prevent environment pollutions;
- E. Projects giving full play to manpower and resource advantages in the central- western region of the country and conforming to national industrial policies;
- F. Other cases that are regulated by laws and administrative regulations.
- (2) Foreign investment projects under any of the following circumstances shall be listed as the restricted projects:
- A. Projects adopting backward technologies;
- B. Projects adverse to saving resources and improving environment;
- C. Projects for prospection and exploitation of the specific type of mineral resources to which the state applies protective exploitation;
- D. Projects falling into the industries that the state opens step by step;
- E. Other cases that are regulated by laws and administrative regulations.
- (3) Those foreign investment projects under any of the following circumstances shall be listed as the prohibited projects:
- A. Projects harming the state safety or impairing the social and public interests;
- B. Projects polluting the environment, damaging



- natural resources or harming human health;
- C. Projects occupying large amounts of arable land and being adverse to the protection and development of land resources;
- D. Projects harming the safety and performance of military facilities;
- E. Projects using the particular craftsmanship or technologies of China to produce products;
- F. Other cases that are regulated by laws and administrative regulations.
- (4) The projects with foreign investment that don't fall into the above three categories shall be the permitted projects .
- (5) The permitted projects with foreign investment of which the products are all directly exported shall be regarded as the encouraged projects; the restricted projects with foreign investment of which the export sales accounts for more than 70% of their total amount of sales shall be regarded as the permitted projects upon the approval of the people's governments of provinces, autonomous regions, municipalities directly under the Central Government and cities specifically designated in the state plan or the competent department under the State Council.
- (6) The conditions can be eased for the permitted and restricted projects with foreign investment that really can bring the advantages of the central-western region into full play; among them, those listed in the Catalogue of Advantaged Industries for Foreign Investment in the Central-Western Region can enjoy the preferential policies for the encouraged projects with foreign investment.
- 1.4.2 Regional Policies**
- Since the reform and opening up, China has adopted a holistic strategy of proceeding in an orderly and step-by-step way from the coastal region to inland

cities. Currently, the main economic areas are as follows:

China (Shanghai) Pilot Free Trade Zone: In order to promote the development of China (Shanghai) Pilot Free Trade Zone, the State Council and the Ministry of Culture, Ministry of Communications, China Securities Regulatory Commission, China Banking Regulatory Commission and other relevant departments have introduced relevant policies. (See Section V of this chapter)

Special Economic Zones: Shenzhen, Zhuhai, Xiamen, Shantou, Hainan Island, Kashgar. SEZ is special economic zones which China adopts special policies and flexible measures to attract external funding, especially foreign funds for development and construction. In order to promote the development of SEZ, the state and the provinces which the special zones locate have provided preferential policies in funding, taxes, etc.

State-level New Area: Shanghai Pudong New Area, Tianjin Binhai New Area, Chongqing Liangjiang New Area, ZhouShan Islands New Area, Gansu Lanzhou New Area, Guangdong Nansha New Area, Zhengzhou Zhengdong New Area. The state-level new areas have features as the new national reform pilot areas and the new industrial areas. To speed up the development of corresponding area, and promote the development of the surrounding areas, China has provided greater support concerning policy and funding.

State-level Economic & Technological Development Zone, Border Economic Cooperation Zone, High-Tech Industrial Development Zone: By the end of 2013, there were a total of 210 state-level economic



and technological development zones, 15 border economic cooperation zones and 105 national high-tech industrial development zones, being located in the provinces, municipalities and autonomous regions. The relevant policies like the Opinions on Promoting the Further Development of State-level Economic and Technological Development Zones ratified by the State Council and Management Methods on Financial Discount Interest Funds for Infrastructure Construction Loans in the State-level Economic & Technological Development Zones in Central and Western Regions published by the Ministry of Finance have provided support from the land planning, infrastructure facilities, project approval, financial policy, introduction of talents, etc.

The western development policies: in accordance with the strategy of developing China's western region, investment including that from abroad is encouraged to put into inland China in the central and western region. Policies and measures relevant to the foreign investment are:

(1) Projects included in the Catalogue of Advantaged Industries for Foreign Investment in the Central-Western Region shall enjoy the same policies as encouraged projects.

(2) With regard to foreign businessmen investing in infrastructure and advantaged industry projects in the western region, the limit of the proportion of foreign investment shall be appropriately eased.

(3) Foreign businessmen are encouraged to invest in the western region in infrastructure construction and resource development like agriculture, water conservancy, ecology, transportation, energy, municipal works, environment protection, mineral resources, tourism, etc., and to establish technology research and development centers.

(4) rvice and trade sectors of the western region opened to the outside world are expanded: the pilot projects of foreign investment in banks are extended to municipalities directly under the Central Government, capital cities of provinces and autonomous regions; banks with foreign investment of the western region are allowed to run RMB business step by step; foreign businessmen are allowed to invest in the western region in telecommunications, insurance, tourism, and to set up Chinese-foreign equity joint accounting firms, law firms, municipal public enterprises, and other enterprises of areas promised to open; experimental units of some fields opening to the outside are allowed to start in the western region before in other

places.

(5) Channels of using foreign investment are expanded: BOT and TOT trials are permitted in the western region for foreign investors; foreign-invested projects are permitted to launch project financing which includes RMB; qualified foreign-invested enterprises in the west region are supported to list in domestic and overseas stock markets; enterprises of industries encouraged and permitted by the state in the western region are supported to attract foreign investment by transferring managerial authority, selling stock equity, merger and reorganization, etc.; ways of Chinese-foreign equity joint industry funds and risk investment funds are actively explored to attract foreign investment.

(6) The established enterprises with foreign investment in China are encouraged to reinvest in the western region; and reinvestment projects of which the foreign investment exceeds 25% shall enjoy the treatment of enterprises with foreign investment.

1.4.3 Tax Policies

1.Major Taxes

Taxes applied to foreign-invested enterprises, foreign enterprises and foreign individuals (including compatriots from Hong Kong, Macao and Taiwan) in China are: corporate income tax, individual income tax, turnover taxes (including value-added tax, consumption tax, and business tax), land value-added tax, stamp duty, vehicle and vessel usage license plate tax, urban real estate tax, etc.. Import and export goods shall pay tariff and import value-added tax in accordance with Customs' tariff regulations and relevant provisions.

(1) Enterprise Income Tax: Since the January of 2008, foreign-invested enterprises or foreign enterprises which have set up institutions or sites in China to engage in production or business operations shall pay corporate income tax in accordance with the amount of taxable income, and the tax is levied at the average rate of 25 percent; however, foreign enterprises that have not set up institutions or sites, in China but have gained profits(dividends), interest, rent, royalty, and other income from Chinese territory shall pay 20 percent income tax.

(2) Value-Added Tax: All entities and individuals engaged in selling goods or providing processing, repairs, replacement, labor services and the imported goods within the territory of the People's Republic of China are taxpayers of Value-Added Tax. The

basic tax rate of VAT shall be 17% (for grain, edible vegetable oils, tap water, books, newspapers, magazines, feeds, chemical fertilizers, pesticides, agricultural machinery and some other goods, the tax rate shall be 13%).

In 2011, the Ministry of Finance, State Administration of Taxation jointly issued the pilot plan of levying value added tax in lieu of business tax. It prescribed that on top of the original VAT rates at 17% and 13%, two new rates at 11% and 6% were added. The VAT tax rate is 17% for the tangible property leasing services industry, 11% for the transportation industry and construction industry, and 6% in the remaining modern service industries.

(3) Business Tax: All entities and individuals engaged in providing transportation and communications, posts and telecommunications, finance and insurance, construction, culture and sports, entertainment, services, the transfer of intangible assets or selling immovable properties within the territory of the People's Republic of China are taxpayers of Business Tax. There are 3 different tax rates of Business Tax, from the lowest 3% (such as transportation and communications fee) to the highest 20% (such as entertainment).

In 2011, approved by the State Council, the Ministry of Finance and the State Administration of Taxation jointly issued the scheme on carrying out the pilot practice of levying value added tax in lieu of business tax on the transportation industry and some modern service industries in Shanghai since 1 January 2012. Till August 1, 2013, the pilot practice of “levying value added tax in lieu of business tax” had been promoted to the whole country.

(4) Stamp Duty: All entities and individuals engaged in the procession of purchase and sale, processing, contracting, property leasing, goods transportation, warehousing, loans, property insurance, technological contract, as well as documents for transfer of property rights, business account books, and certificate of authorization within the territory of the People's Republic of China shall pay Stamp Duty in accordance with regulations. The lowest tax rate of Stamp Duty is 0.05‰, and the highest is 1‰. Each certificate of authorization and business account book (excluding account book that records capital) must paste a stamp for 5 Yuan.

(5) Import and Export Tariff: At present, the average import tariff rate of China is 9.8%. Except

for several important resource commodities, China imposes no export tariff on other commodities.

(6) Consumption Tax: All entities and individuals engaged in production, commissioned processing or import of consumer goods like tobacco, alcoholic drinks, alcohol, cosmetics, skin-care and hair-care products, precious jewelry and jade, firecrackers, fireworks, gasoline, diesel, automobile tires, motorcycles, and motor cars, within the territory of the People's Republic of China are taxpayers of Consumption Tax. There are 14 taxable items and 14 types of tax rates (tax amounts) of Consumption Tax, from the lowest 3% to the highest 45%. The computation of tax payable for Consumption Tax shall either determine the quota by the amount or fix the rate by the price.

(7) Deed Tax: All entities and individuals as the acceptors of the transfer of land or housing ownership within the territory of the People's Republic of China are taxpayers of Deed Tax. The transferring of land and housing ownership refers to: Remising national land-use rights, excluding the transferring of management rights of rural collective land contracting; Transferring of land-use rights, including selling, gifting and exchanging; House buying and selling; House gifting; House exchanging. The rate of Deed Tax ranges from 3% to 5%.

(8) Urban Real Estate Tax: The house property owned by foreign-invested enterprises or foreigners shall pay Urban Real Estate Tax. The computation shall follow either with the original value of house property after a one-off deduction of 10%-30%, and the annual tax rate is 1.2%; or with the rent of

house property, and the tax rate is 12%. Urban Real Estate Tax takes one year as a unit, and is paid by stages.

(9) Vehicle and Vessel Tax: Vehicles and vessels owned by foreign-invested enterprises shall pay Vehicle and Vessel Tax in accordance with the Vehicle and Vessel Tax Law of the People's Republic of China and Schedule of Vehicle and Vessel Tax Items and Amounts.

(10) Individual Income Tax: An individual, who has a domicile within the territory of China or who has no domicile but has stayed within the territory of China for one year or more, shall pay individual income tax for his income obtained in and/or outside the territory of China according to the Law of the People's Republic of China on Individual Income Tax and its implementation regulations.

In accordance with *the Regulations for the Implementation of the Individual Income Tax Law of the People's Republic of China*, "an individual having domicile in China" refers to any individual habitually residing within the territory of China on account of family register, family ties or economic interests. In the case that an individual has no domicile but has resided within the territory of China for a period ranging from one year to five years and with income obtained outside the territory of China , upon approval by the tax authorities, he shall pay individual income tax on the part paid by companies, enterprises and other economic institutions or individuals established in China; and in the case of having resided in China for more than five years, he shall pay individual income tax on all of the income from overseas sources beginning



from the sixth year. An individual, who has no domicile and does not stay within the territory of China or who has no domicile but has stayed within the territory of China for less than one year, shall pay individual income tax for his income obtained within the territory of China according to the provisions of this Law. An individual, who has no domicile within the territory of China but has resided in China for less than 90 days at a stretch or intermittently within a tax year, shall be exempted from individual income tax on that portion of income obtained in China but paid by an overseas employer and not borne by the institutions and other establishments in China of the overseas employer.

Individual Income Tax Rates		
Grade	Monthly Taxable Income (RMB)	Tax Rate (%)
1	1,500 yuan or less	3
2	that part in excess of 1,500 to 4,500 yuan	10
3	that part in excess of 4,500 to 9,000 yuan	20
4	that part in excess of 9,000 to 35,000 yuan	25
5	that part in excess of 35,000 to 55,000 yuan	30
6	that part in excess of 55,000 to 80,000 yuan	35
7	that part in excess of 80,000 yuan	45
Note: The monthly taxable income in this Schedule refers to the balance after deducting 3,500 Yuan and additional expenses from the monthly income pursuant to Article 6 of this Law.		

The income of wages and salaries obtained within the territory of China is subject to individual income tax. The progressive tax rate in excess of the specific amount is applicable to individual income tax and the rate ranges from the lowest 3 percent to the highest 45 percent. For the income of wages and salaries, the taxable income amount shall be the balance after deducting 3,500 Yuan from the monthly income. For a taxpayer who has no domicile within the territory of China but has obtained wage and salary income within the territory of China but has obtained wage and salary income abroad, an additional deduction of 1300 yuan for expenses can be determined in light of his average income level, living standards and the change of exchange rates. The scope and the standard for the additional deduction for expenses shall be formulated by the State Council. Individual income from remuneration for labor services, income from remuneration for

manuscripts, income from the use of royalties, and income of interests, dividends and bonuses shall be subject to individual income tax. For the income from remuneration for manuscripts, the flat tax rate is applicable and the tax rate is 20 percent, and a 30 percent tax deduction shall be applied to the amount of tax payable.

For the income from remuneration for labor services, the flat tax rate is applicable and the tax rate is 20 percent. The excessively high income refers to a single payment of remuneration for labor service with a taxable income higher than 20,000 yuan. The part of taxable income in excess of 20,000 to 50,000 yuan shall be levied an additional income tax of 50% in addition to the proper tax payable calculated according to the Tax Law, and the part in excess of 50,000 yuan shall be subject to an additional tax rate of 100%.

For the income from royalties, income from interests, dividends and bonuses, income from the lease of properties, income from the transfer of properties, occasional income and other incomes, the flat tax rate is applicable and the tax rate is 20 percent.

For the income from remuneration for labor services, the income from remuneration for manuscripts, the income from royalties and the income from the lease of properties, the taxable income amount shall be the balance after deducting 800 yuan if a single payment does not exceed 4,000 yuan, and be the balance after deducting 20 percent of expenses if a single payment exceeds 4,000 yuan.

For a taxpayer who has obtained incomes

outside the territory of China, the amount of individual income tax already paid outside China can be deducted from the payable tax amount. Nevertheless, the deducted amount cannot exceed the payable tax amount for the taxpayer's incomes from abroad as calculated according to the provisions of this Law.

2. Preferential Tax Policies

Since the January of 2008, the Chinese government has started implementing the new Enterprise Income Tax Law, unifying the preferential tax policies and adopting a new tax preference regime which takes industrial preference as principal and regional preference as supplementary.

For enterprises engaged in industries of high and new technology, infrastructure, agriculture, forestry, animal husbandry and fishery, environmental protection, safety production, etc..., preferential tax policies are implemented, including those policies mentioned below: High-tech enterprises shall enjoy the preferential tax rate of 15%; small thin-profit enterprises shall enjoy the preferential tax rate of 20%; foreign-invested enterprises located in the western region that are engaged in the encouraged industries of the state shall enjoy the preferential tax rate of 15%; for the incomes generated from investment in and business operations of the important public infrastructure projects supported by the State, from the tax year they obtain their first income of production and operation, enterprises shall enjoy the treatment of three-year tax reduction and two-year tax exemption; enterprises engaged in agriculture, forestry, animal husbandry and fishery



industries can enjoy the reduction of or exemption from corporate income tax; enterprises' equipment procurement and investment in environmental protection, energy and water conservation and safe production, can be deducted from the taxable income; enterprises' expenditures for research and development shall enjoy an additional deduction of 50% of the R & D expenditures in accordance with the provisions on the basis of the actual deductions, whereas intangible assets have been capitalized, they shall be amortized at 150% of the cost of the intangible assets; the portion of taxable income not exceeding 5 million yuan earned by a enterprise from technological transfer in a tax year shall be exempted from corporate income tax, and the portion in excess of 5 million yuan shall be taxed at a 50% reduced rate; the newly established high-tech enterprises in the five Special Economic Zones and Shanghai Pudong New Area shall, from the tax year they obtain their first income of production and operation, enjoy the three-year tax reduction and two-year tax exemption treatment; venture investment enterprises engaging in venture investments may deduct a certain proportion of the investment from the taxable income. If an enterprise has already been set up and enjoyed low tax rates upon approval before the promulgation of the present Law, it can gradually transfer to the tax rate as prescribed in the present Law within five years as of the promulgation of the present Law; if an enterprise enjoys the preferential treatment of tax exemption for a fixed term, after the promulgation of the new Law, it can continue to enjoy such treatment until the fixed term expires. In the Framework Plan for the China (Shanghai) Pilot Free Trade Zone issued by the State Council in 2013 it is prescribes that: (1) Implement tax policies to boost investment. For enterprises or individual shareholders registered in the China (Shanghai) Pilot Free Trade Zone that carry out investment using non-monetary assets, the income tax payable due to the increase in asset valuation can be paid by installments within a five-year period. Where enterprises within the China (Shanghai) Pilot Free Trade Zone award highly-skilled employees or employees in short supply by means of shares or capital contributions, the relevant individual income tax may be paid by installments as same as the policies piloted in Zhongguancun. (2) Implement tax policies



to promote trade. Financial leasing companies registered or project companies set up by financial leasing companies with registration in the China (Shanghai) Pilot Free Trade Zone may enjoy the pilot policies of export tax refund for qualified financial leasing business. A domestic leasing company registered or its project companies with registration in the Pilot Free Trade Zone may enjoy reduced import VAT on an aircraft with empty weight no less than 25 tons, provided that such aircraft is to be leased to a domestic airline with approval from competent authorities. Import VAT and consumption taxes will be applicable in accordance with relevant laws and regulations, on the products manufactured or processed by a company within the China (Shanghai) Pilot Free Trade Zone but sold to the Mainland China outside of the China (Shanghai) Pilot Free Trade Zone. Enterprises will be provided with the option of calculating import duty according to the duty rates applicable to the finished goods or the imported parts. Currently, the imported machines, equipment and other goods required by manufacturing enterprises as well as manufacturing service companies that are set up in the China (Shanghai) Pilot Free Trade Zone, may be exempt from import taxes, other than those imported by consumer services companies or those which cannot enjoy import taxes exemption as stipulated in laws and regulations. Tax refund policies on the port-of-departure will be improved, and the expansion on pilot scope (e.g. departure ports, carriers and means of transport) will be studied.

1.4.4 Finance and Foreign Exchange Management

Currently the finance organizations in China are in a pattern that state-owned commercial banks dominate with diverse financial institutions developing side by side. The government is enforcing a system of separate operation and separate supervision and regulation of respective industries such as banks, securities, insurance and trust. The state is enforcing its supervision and regulation on the financial market through the monetary control and management measures of the Central Bank. China establishes a managed floating exchange rate regime based on market demand and supply with reference to a basket of currencies. Strict management is still enforced upon RMB free exchange under current account and foreign exchange under capital account. The revenue and spending of the foreign exchange has adopted an exchange settlement and sales system of the bank to conduct cancel after verification for the import and export .

Foreign Exchange Registration: Foreign-invested enterprises shall take a copy of the Certificate of Approval of Foreign-Invested Enterprise and that of the Business License, within 30 days after the issuing of the Business License, to the foreign exchange administration to take the Foreign Exchange Certificate of Foreign-Invested Enterprises and fill the Form of Basic Information of the Foreign-Invested Enterprise, with which to open an account in the designated bank for foreign exchange. To open an account in a different place or abroad, an approval should be acquired from local foreign exchange administration first.

The Exchange Settlement and Sales System

of the Bank: The income of foreign exchange of an enterprise should open an account in the designated foreign exchange bank or sell to it; and the payment in foreign exchange by the enterprise should, with valid proof or upon approval of the foreign exchange administration, be paid with by its foreign exchange account or transacted in the designated foreign exchanged bank. All cases of purchase and sales of foreign exchange in places other than where are authorized by the state are illegal.

Free Exchange of RMB under current account: Institutions within the Chinese territory (including foreign-invested enterprises), when in need of foreign exchange under current account, with valid proofs, shall buy foreign exchange with RMB from the designated bank for foreign exchange or pay with their foreign exchange accounts. Advance payment and commissions, when exceed certain proportion or amount, can get converted into foreign currencies at designated banks upon approval of the authenticity by the foreign exchange administration.

Government's Management of Balance of Income and Payment of Foreign Exchanges Under Capital Account: first, foreign exchange income under current account must be transferred back except for stipulations of the State Council otherwise; second, foreign exchange income under capital account must be kept at special foreign exchange account opened in designed banks; approval of the foreign exchange administration is required if it is sold to designated banks; third, purchase or payment of foreign exchange under capital account must, upon approval of the administration of foreign exchange, get converted into foreign currencies at designated banks upon presentation of the approval.

External Debt Management: The Chinese government adopts the system of registration upon external debt. Foreign-invested enterprises can directly borrow foreign capital from banks or enterprises outside the Chinese territory, but the accumulated medium and long-term debt from abroad cannot exceed the difference between the total investment and registered capital as stipulated in the contract or agreement. Enterprises must, after signing the contract of loan, register the

external debt in the administration on a regular or case-by-case basis timely. The enterprises must use the foreign capital after approval and give feedback to the administration after actually using the foreign capital. All payment of the loan or the interest should get the approval of the administration (except for the bank).

Report of Foreign Exchange Balance: The report is in a term of a half-year. The first half-year report with textual description must be submitted to relevant departments before July 10th of the year and the second half-year report before March 10th of the next year.

Year-End Financial Statement: The year-end financial statement of the previous year must be submitted to relevant departments before March 31 and an audit report by certified public accountants registered in the People's Republic of China must be attached.

1.4.5 Purchase of the Land Use Right

In China, urban land is state property. Land in rural and suburban areas are collective property except those legalized as state property. The state has the right to implement a practice of land use purchase in addition to grant state-owned land use right in accordance with the law. Foreign-invested enterprises are permitted to purchase the land use right for a certain period.

As stated in the Land Administration Law of the People's Republic of China and the Interim

Regulations of the People's Republic of China Concerning the Assignment and Transfer of the Right to the Use of State-owned Land in Urban Areas, the purchase of the land use right indicates the practice of local governments allowing the state-owned land to be developed and operated under the conditions of land size, term for land use and functions by the assignee after paying the land use right granting fee and the rent. The transfer of the land use right indicates the practice of the assignee's subleasing the land use right. During the time of such transferring practice, the land remains the state property. The purchase of the land use right excludes all the underground natural resources, buried and hidden properties.

Foreign-invested enterprises acquire the land use right through requested application procedures and fulfillment of payment. The land use right can be purchased by one of the three means: contract, bidding and auction. Any land purchased by such means can be transferred, subleased and secured as agreed in the contract on condition that all the required application, permission, registration and taxation are completed by the competent authorities according to the law.

The current regulation prescribes a maximum land use duration of 70 year for residential purpose; 50 years for industry, education, technology, culture, hygiene and sports; 40 years for commerce, tourism and entertainment; and 50 years for a



comprehensive functions or other uses. When the land use right expires, the assignee can apply for renewal except that it is otherwise conditioned in the contract or it is in conflict with the city planning. Foreign-invested enterprises can also legally obtain land use right through methods such as transfer and lease.

1.4.6 Employee Recruitment, Salary, Insurance, Welfare and the Working Hour System

Employee Recruitment: As stated in the Labor Law of the People's Republic of China and other relevant laws and regulations, foreign-invested enterprises have the right to decide for their company structures and staffing as necessary for their production and operation. They also have the right to recruit their own employees in a variety of channels, including entrusting the talent market and intermediaries recognized by the local labor department; direct recruitment through various human resource exchanges; and publishing or broadcasting Recruitment Advertising (Notices) on various media. The recruitment of employees from

foreign countries, Hong Kong, Taiwan and Macao shall be approved by the local labor department; and related procedures like the employment permits shall be carried out in accordance with relevant regulations of the state.

Salary: In accordance with the provisions the Labor Law of the People's Republic of China, the distribution of wages shall follow the principle of distribution according to work and equal pay for equal work. Foreign-invested enterprises shall be in line with the national and local minimum salary standards. The increase of the average salary of the employees is based on the development of the enterprise. Based on the company's annual return, labor productivity, as well as the local urban consumer price index and wage guidelines, the payroll are determined by the board of directors or through collective negotiation of the enterprise.

Insurance and Welfare: Foreign-invested enterprises are supposed to participate in the social insurance systems of pension, unemployment, medical care, work injury and childbirth through

regular and adequate payment to the insurance agencies in accordance with the standards prescribed by the local government as required by relevant regulations. Insurance premiums should be expensed in accordance with state regulations. And also employees should pay the required amount for their pension, medical care and unemployment insurances in accordance with relevant regulations. In addition to the insurances above, there are other welfare like housing fund, professional training, stipends and statutory holidays.

Working Hour System: Foreign-invested enterprises implement China's current working hour system— no more than 8 hours per day and on average no more than 40 hours per week. Upon approval by the labor department, if the enterprises cannot operate on the standard working hours due to the characteristics of their production, the enterprises can operate on a non-standard working hour system, e.g. irregular working hours and comprehensive working hours scheme.



Chapter Two Examination and Approval Procedures for Verifying and Setting up Projects

2.1 Examination and Approval Authority

According to existing national laws and regulations, the establishment of foreign-invested enterprises is subject to term-wise examination, approval and registration by the government. The total investment size and the categories set in the

Catalogue for the Guidance of Foreign Investment Industries are the main basis for the examination and approval of the central government and local governments.

The setup and changes of enterprises with foreign investment under the categories of encouragement

and permission with a total investment of US\$300 million and the category of restriction with a total investment of US\$50 million (hereinafter referred to as the limit) in accordance with the Catalogue for the Guidance of Foreign Investment Industries are subject to the approval of the competent

department of commerce of provinces/ autonomous regions, municipalities directly under the Central Government/ separately planning cities/ Xinjiang Production and Construction Corps/ sub-provincial cities (including Harbin, Changchun, Shenyang, Jinan, Nanjing, Hangzhou, Guangzhou, Wuhan, Chengdu, Xi'an) as well as National Economic and Technological Development Zone (hereinafter referred to as the local approval authorities). The limit for the Joint Stock Limited Company with Foreign Investment is measured by its registered capital. The limit for the company that is restructured into a Joint Stock Limited Company with Foreign Investment is measured by its post-assessment net assets. The limit for the merger of a domestic enterprise by a foreign investor is measured by the value of the M&A.

The examination, approval and regulation of matters concerning single capital increase below the limit are handled by local competent authorities. The examination, approval and regulation of matters concerning single capital increase above the limit are handled by local competent authorities on condition that the project is under the category of encouragement and requires no overall balance of the state.

The examination, approval and regulation of matters concerning the establishment and changes of investment companies by foreign investors with the registered capital of below US\$300 million and foreign-invested venture investment enterprises with total capital of below US\$300 million are handled by local competent authorities.

To fulfill China's WTO commitments, in accordance with the three laws and their implementing regulations (rules) concerning foreign investment, China has developed and promulgated over 40 laws and regulations in the fields of trade in services, e.g. finance, commerce, transportation, film and television production and so on. The examination and approval of matters concerning foreign-invested projects in these fields are subject to corresponding laws and regulations.

2.2 Procedures for Establishing Enterprises with Foreign Investment

2.2.1 Procedures for Establishing Chinese-Foreign Equity Joint Ventures (EJV) ,Chinese-Foreign Cooperative Joint Ventures (CJV) and Wholly Foreign- Owned Enterprises (WFOEs)

(1)Project verification and approval. Joint ventures and cooperative joint ventures established within China's territory must be able to promote the development of China's economy and the improvement of the science and technology for the benefit of socialist modernization. Businesses and industries in which the establishment of joint ventures is encouraged, prohibited or restricted by the State shall be decided in accordance with provisions of the State in the Regulations on Foreign Investment Guidelines and the Guideline Catalogue of Foreign Investment Industries. If the investment project is subject to verification and approval, the application for verification and approval procedures should be submitted to the development and reform department, and the relevant documents should be applied from the relevant department of urban and rural planning, land resources, environmental protection based on the actual situation of the project.

(2) Name pre-registration. Application for company name pre-registration should be submitted to the administration for industry and commerce. Then the "Notification of Company's Name Pre-Approval" will be issued.

(3) Examination and Approval of the Contracts and Articles of Association; Applying and Obtaining the Certificate of Approval for the Establishment of Enterprises with Foreign Investment. Upon the approval of the project, the Chinese investor(s) shall submit the contract and articles of association and other legal documents to the examination and approval authority (commerce departments). The examination and approval authority shall decide to approve or not the establishment of the EJV within 90 days (or the establishment of the CJV within 45 days) upon receiving the feasibility study report, contract, articles of association and other documents. Upon approval, the commerce department will issue a certificate of approval.

(4)Applying and Obtaining the Business License. Upon obtaining the certificate of approval for

the establishment of enterprises with foreign investment, the Chinese and foreign investors shall register at and obtain the business license from the industry and commerce administration departments within 30 days. The signing date of the business license is regarded as the date of establishment of the EJV/CJV.

(5)Other formalities .WFOEs shall go through other registration formalities at relevant departments within 30 days upon obtaining the business license. For example, to open a foreign exchange and RMB account at a bank; to register at the tax authority, customs, foreign exchange administrative department,etc.

2.3 One-Stop Examination and Approval Services

To facilitate the examination and approval procedures for Chinese and foreign investors and to improve the government efficiency, many local governments summon commerce and other relevant departments to provide One-Stop Examination and Approval Services by handling matters concerning foreign investment in a centralized manner. All provinces, autonomous regions, municipalities directly under the Central Government and separately planning cities have established Foreign Investment Service Centers to provide one-stop services for foreign investors. The services provided include the following: A. at the earlier stage, the Center can help foreign investors select partners and sites, prepare project proposals and submit them, register the enterprise's name, prepare the feasibility study report, draft contracts and articles of association, and apply for a business license; B. at the mid-stage, it can help foreign investors handle construction-related procedures, e.g. planning and design, engineering construction, land use, environmental protection, fire protection, and utilities; C. at the later stage, it can help foreign investors recruit employees and provide relevant information and other services. In addition, consulting firms, law firms, accounting firms and other intermediary agencies can also provide investors with efficient and effective services.

Flow Chart for Establishing EJVs, CJVs and WFOEs			
Procedures	Approval Departments	Documents to Be Submitted	Certificates
1.Project Approval	National Development and Reform Commission	Project application reports, enterprise registration certificates (business licenses) of Chinese and foreign investors, business registration certificates and audited latest corporate financial statements (including balance sheets, income statements and cash flow statements), capital credit certificates issued by the bank, term sheet, the Board resolution for recapitalization and M&A project, a financing letter of intent issued by the bank, an EIA issued by the provincial or national environmental protection authority, a position paper on planning and site selection issued by the provincial planning authority, a position paper on the preliminary review of the land use of the project issued by the provincial or national land resources authority. If the contribution is made by the state-owned assets or land use rights, a confirmation document issued by the relevant competent authority is required.	
2. Contracts and Articles of Association	Commerce departments	Project approval documents, industrial and commercial registration and credit certificates of both Chinese and foreign investors, contracts, articles of association; the list of directors of both parties. The joint venture contract is not required for a WFOE.	Certificates of approval
3.Registration	Industrial and commercial administrative departments	Certificates of approval from relevant authorities, contracts and articles of association, list of the members of the board of directors	Business licenses
4. Registration at the taxation, customs and foreign exchange authorities and at the banks.	The taxation, customs, foreign exchange authorities and the banks	Within 30 days upon obtaining a certificate of approval, the enterprise shall collect its business license from the local administration of industry and commerce and go through related procedures concerning corporate code, taxation, finance, customs, and foreign exchange and so on.	Re gi s t r a t i o n certificates
<div>Notes:</div> <div>1.The above procedures apply to the establishment of enterprises engaging in both production and service.</div> <div>2.Some provinces and municipalities currently provide package approval for foreign investment project proposals, feasibility study reports, contracts and articles of association.</div> <div>3. To fulfill China's WTO commitments, in accordance with the three laws and their implementing regulations (rules) concerning foreign investment, China has developed and promulgated over 40 laws and regulations in the fields of trade in services, e.g. finance, commerce, transportation, film and television production and so on. The examination and approval of matters concerning foreign- invested projects in these fields are subject to corresponding laws and regulations.</div>			

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深圳市沃客非凡科技有限公司

SHENZHEN WOKE TECHNOLOGY Co.,LTD

深圳市沃客非凡科技有限公司（简称WOOK），WOOK是东南亚首家融合O2O模式的S2b2C移动跨境出口电商平台，旨在通过移动互联网平台高效连通中国制造、中国品牌与一带一路新兴国家。经过探索，公司目前已形成成熟、高效的S2b2C的商业模式，打造大供应链平台，赋能小B客户，共同服务C端用户，产品涵盖3C数码、智能硬件、智能家居、安防监控、建材、生活潮品等多个品类。公司在商业模式、运营管理、国家政策及东南亚人口红利等多因素驱动下快速发展。WOOK秉承“团队、高效、创新、用户价值”的核心价值观，凭借精细化的管理、持续的产品创新、与时俱进的商业模式、坚实的地推、平台化的开放思维，实现了公司营业收入的不断增长，逐渐树立在东南亚市场特别是在印尼市场的品牌与行业领导地位。

WOOK通过自主研发APP+OA+ERP，将中国优质品牌、产品与印尼线下零售店高效链接。目前已覆盖20000+零售店，拥有30+分公司、1500+员工，成为VIVO、海康威视、大疆DJI、TP-LINK等一大批品牌产品在印尼市场的优秀合作伙伴。同时WOOK拥有印尼最大的、覆盖最全的 3C数码配件自主品牌VIVAN与ROBOT。

在推动3C数码产品及生活潮品的同时，WOOK利用整合国内供应链和高度运营印尼市场的优势，紧密聚合制造企业、品牌企业，物流商、经销商及客户等各大群体，驱动库存高效周转，致力于打造一个跨品类融合、互利共赢的高效S2b2C供应链商业生态圈，积极推动跨境电商行业健康发展，同时扩充品类，打造“WOOK SHOP”新零售加盟连锁体系。

WOOK不断创新与完善供应链管理体系，紧密聚合制造企业、品牌企业，物流商、经销商及客户等各大群体，驱动库存高效周转，致力于打造一个跨品类融合、互利共赢的高效S2b2C供应链商业生态圈，积极推动跨境电商行业健康发展。

WOOK在印尼搭建了呼叫中心，专业客服团队和客户保持紧密的沟通，处理客户遇到的问题，提升WOOK对客户的服务质量。强大的地推、品牌营销、售后服务，WOOK为国内品牌出海和实现本土落地提供最强有力的支持。

WOOK以优秀的模式及广阔的发展前景吸引了众多投资机构的关注。先后于2014年11月和2015年10月引入A轮融资和A+轮融资，由前腾讯高级执行副总裁&微光创投创始人吴青光、旦恩创投凌代鸿、源政投资、黑马基金和长安私资本联合投资，2017年5月获得由麦星投资领投，方德旦恩资本跟投的B轮融资1.5亿人民币。

WOOK将通过供应链资源整合、移动互联网与地推服务体系，打造一个扎根东南亚新兴市场的新零售平台！打造中国品牌与中国产品进入一带一路新兴国家市场的“高速公路”！

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SHENZHEN WOKE TECHNOLOGY Co.,LTD. (referred to as WOOK), WOOK is the first S2b2C mobile cross-border export e-commerce platform in Southeast Asia that integrates O2O model, and aims to efficiently connect Chinese manufacturing, Chinese brands and emerging countries along the Belt and Road through a mobile Internet platform. After exploring the company has formed a mature and efficient S2b2C business model, creating a large supply chain platform, empowering small B customers, and serving C users together. The products cover 3C digital, intelligent hardware, smart home, security monitoring, building materials,fashion lifestyle products and many other categories. Driven by many factors such as business model, operation management, national policy, and demographic dividend in Southeast Asia, the company has developed rapidly.WOOK adheres to the core values of "team, high efficiency, innovation, and user value". With refined management, continuous product innovation, a business model that keeps pace with the times, solid push, and a platform-based open thinking, the company has achieved business The continuous growth of revenue has gradually established its brand and industry leadership in the Southeast Asian market, especially in the Indonesian market.

Through independent research and development of APP + OA + ERP, WOOK effectively links Chinese high-quality brands and products to offline retail stores in Indonesia. WOOK has 30+ branches and 1500+ employees, and has become an excellent partner for a large number of branded products in the Indonesian market such as VIVO, Hikvision, DJI, and TP-LINK. At the same time, WOOK owns Indonesia's largest and most comprehensive 3C digital accessories independent brands VIVAN and ROBOT.

While promoting 3C digital products and fashion lifestyle products, WOOK uses the advantages of integrating the domestic supply chain and highly operating the Indonesian market to closely aggregate major groups such as manufacturing companies, brand companies, logistics providers, distributors and customers to drive efficient inventory turnover. , WOOK is committed to creating a cross-category integration, mutual benefit and win-win high-efficiency S2b2C supply chain business ecosystem, actively promote the healthy development of the cross-border e-commerce industry, while expanding categories, create a "WOOK shop" new retail franchise chain system.

WOOK continuously innovates and improves the supply chain management system, closely aggregates major groups such as manufacturing enterprises, brand enterprises, logistics providers, distributors, and customers to drive efficient inventory turnover and is committed to creating an efficient S2b2C supply that integrates across categories and is mutually beneficial The chain business ecosystem actively promotes the healthy development of the cross-border e-commerce industry.

WOOK has established a call center in Indonesia, and the professional customer service team maintains close communication with customers, handles problems encountered by customers, and improves WOOK's service quality to customers. Powerful ground promotion, brand marketing, and after-sales service, WOOK provides the strongest support for domestic brands going overseas and achieving local landing.

WOOK has attracted the attention of many investment institutions with its excellent model and broad development prospects. In November 2014 and October 2015, A round of financing and A+ round of investment were introduced. The former senior executive vice president of Tencent & founder of Welight Capital Wu Xiaoguang, DanEn Capital Ling Daihong, Yuanzheng Investment, Dark Horse Ventures Co-invested with Changan Private Capital. In May 2017,WOOK obtained a round B financing of RMB 150 million led by Maison Capital.

WOOK will build a new retail platform that is rooted in emerging markets in Southeast Asia through the integration of supply chain resources, mobile Internet and ground push service system! Create a "highway" for Chinese brands and Chinese products to enter the emerging markets of the Belt and Road!

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张朝阳

中国银行雅加达分行 行长

中国银行雅加达分行热烈祝贺中国-印度尼西亚建交70周年！

当前，中国“一带一路”倡议与印尼“全球海洋支点”战略对接行稳致远，引领中印尼两国驶入了互利共赢、携手发展的快车道。中国银行雅加达分行愿继续秉承“根植于斯，服务于斯”的宗旨，为在印尼“走出去”的中资企业提供全面的金融服务，全力支持印尼本地经济进步，为促进中国与印尼友好往来、中国与印尼的经贸合作持续贡献力量。

祝伟大祖国繁荣昌盛，祝中印尼人民友谊长存！

Bank of China Jakarta Branch warmly congratulates the 70th anniversary of the establishment of diplomatic relations between China and Indonesia! Nowadays, China's "Belt and Road Initiative" and Indonesia's "Global fulcrum of the Ocean" strategy are steadily connected, leading China and Indonesia to enter the fast lane of mutual benefit and win-win development. Bank of China Jakarta Branch is willing to continue to uphold the tenet of Rooted and Serve in Indonesia, provide the comprehensive financial services for Chinese "going out" companies in Indonesia, fully support Indonesia's local economic progress, and promote friendly exchange between China and Indonesia, and continue to contribute to the economic and trade cooperation between the two countries.

We wish the great motherland all the best and the friendship between Chinese and Indonesian peoples!



中國銀行 雅加达分行
BANK OF CHINA JAKARTA BRANCH

中国银行雅加达分行业务发展再上新台阶

在中国驻印尼使馆的领导下，中国银行雅加达分行紧密围绕总行、中银香港战略要求，立足本地，支持“一带一路”建设，支持印尼经济发展，履行社会责任，促进中印尼经贸发展和民间友好往来，实现业务快速健康发展。2019年末分行经营收入突破1亿美元大关；税后利润突破5700万美元，同比增长20%，比2017年末增长90%，人均税后利润18万美元，再次迈上了新台阶。

中国银行雅加达分行稳健经营和良好管理赢得了市场的好评。2019年印度尼西亚权威金融杂志《INFOBANK》对2018年度印尼全部114家银行各项经营指标综合考核，中国银行名列印尼四大银行之后，排名第五、评级为优秀，列印尼外资银行分行第一。印尼商业权威媒体Bisnis Indonesia根据近三年来自本国各行业商业经济实体生产和经营表现情况评比，颁发中国银行2019年度“最佳外资银行”称号。2020年3月1日，分行获得印尼监管批准，正式成为商业银行3级银行（Buku3），积极进入印尼主流银行的行列。

回首过去，1938年，中国银行巴达维亚（雅加达旧称）经理处成立，是第一家进入印尼的中资企业，也是印尼第一家中国金融机构。正值中华民族生死存亡之际，在开展业务的同时，金融前辈们积极筹集资金支援国内抗战。

前辈们的家国情怀一直激励着中行人积极服务“一带一路”建设，为“走出去”中资企业提供全面的金融服务。除融资业务以外，分行代发薪、双币卡业务已成为印尼中资企业的首选，服务范围已覆盖印尼各省中资企业，2019年直汇笔数超过2.6万笔，总金额超过3亿元人民币；代理业务也占印尼80%的中资项目。

在支持印尼本地经济发展上，分行向印尼基建、交通、能源、农业、零售及民生消费等项目直接融资超过10亿美元。同时充分发挥国际化、多元化优势，为3000余户印尼留学生提供一揽子金融服务。“留学中国”已成为分行在印尼市场上响亮的品牌，较好地促进了中印尼民间友好往来。

在印尼人民币国际化进程中，中国银行雅加达分行一直发挥着领军者的作用，是印尼人民币国际化的主渠道。分行人民币清算业务量连续七年保持市场份额第一，占整个印尼市场的63%。

植根于斯，服务于斯，分行积极在本地开展捐资助学和扶贫济困等活动，2018年、2019年多次向印尼地震和洪水灾区捐赠，持续履行企业社会责任，树立了中资企业的良好形象；2019年底分行张朝阳行长以高票当选为第七届印尼中国商会总会主席；2020年初新冠疫情肆虐，分行快速协调打通善款汇兑通道，第一时间减免抗疫救灾物资的汇款费用。印尼本地疫情爆发后，分行积极向当地捐赠物资、捐赠爱心抗疫包。为减轻疫情期间客户负担，分行向客户推出一系列费用减免和便利措施，同时响应监管要求，为受疫情影响严重的客户提供特殊服务，赢得了客户及当地社会的广泛好评。

2020年是中印尼建交70周年纪念年，雅加达分行将继续遵照中国银行总行“建设新时代全球一流银行”的战略要求，扎根印尼、服务印尼，继续发挥中银香港一体化经营优势，努力在中印尼经贸合作项目上取得新突破，为中印尼经贸合作贡献自己的力量。



2019年荣誉奖牌



雅加达分行成立80周年图片展



雅加达分行向印尼捐款抗击疫情



人民币论坛嘉宾与专家合影



PT WANATIARA PERSADA

金川集团股份有限公司 印尼金川WP公司

JINCHUAN GROUP CO., LTD PT. WANATIARA PERSADA

打造中国“一带一路”中印尼合资企业的典范

Building the Belt and Road Initiative Model of China Indonesia Joint Venture Company

金川集团位于中国甘肃省金昌市，是以矿业和有色金属冶炼为主业，采矿、选矿、冶炼、化工、深加工联合配套，机械制造、工程建设等相关产业共同发展的跨国集团。镍产量居全球第3位，铜产量居中国第3位，钴产量居全球第4，铂族金属产量居中国第1位。2018年，位列中国企业500强第87位，中国制造业企业500强第29位，中国跨国公司100大第45位。2019年位列世界500强第369位。

印尼金川WP公司（印尼文名称：PT.WANATIARA PERSADA）为金川集团股份有限公司在印度尼西亚投资成立并控股的一家合资公司。公司主要从事红土镍矿资源开发、镍铁生产与矿产品销售。

公司现有员工2000余人，下设矿山部、冶炼部、电厂部等管理机构13个，总部设在雅加达。2016年11月，公司投资6.58亿美元在印尼北马鲁古省建设年产20万吨镍铁的大型冶炼项目。该项目是国家提出“一带一路”倡议以来，甘肃省首个海外投资项目，也是金川集团在海外首个自行设计、自行施工、自行监理、自行主导运营的资源开发项目。该项目采用最先行的全密闭、节能环保型RKEF冶炼工艺，年产Ni15%镍铁20万吨，预计年销售收入4.8亿美元，被国家发展改革委列入中国——印尼“一带一路”政府间国际产能合作重点项目。

该项目历经35个月的艰苦鏖战，至2019年10月30日，项目电厂三台机组和冶炼厂四条生产线全面建成投产，标志着金川集团实质性进入红土镍矿领域，实现硫化镍矿、红土镍矿资源全覆盖，为金川镍资源与镍产品结构战略性调整奠定了坚实基础，对金川巩固全球镍行业地位具有极为重要的意义。

随着印尼金川WP公司第一艘满载镍铁的货轮鸣笛出港，标志着金川集团首个印尼年产20万吨镍铁冶炼项目建设、生产、运营全流程打通，也标志着金川从走了半个多世纪的硫化镍矿领域从此进入了氧化镍领域，为集团镍产业结构调整和镍产业规划的实施开创了新纪元。

公司在项目建设、生产运营过程中，始终秉持“依法治企、尊重当地风俗习惯，努力维护社区和谐”的理念，创树了中国国企良好的社会形象，赢得了印尼政府、合作方和印尼员工信赖和支持。该项目为当地提供约2000多个就业岗位，带动了当地经济的发展。公司高度重视社区关系，累计捐助当地政府、村民用于宗教信仰、文化传播、村民健康、幼儿教育、种植养殖等公益活动达600多万人民币，履行社会责任深受当地百姓好评。通过此项目的开发，探索并形成了“金川主导、中西融合、系统配套、



项目所处地理位置
The Project Geographic Location



3x50MW燃煤电厂
3 x 50 MW Coal Fired Power Plant



冶炼厂首条生产线投产仪式现场
Smelter First Production Line Commissioning Ceremony

综合发展”的海外项目管控准则，也成为金川集团依托海外资源项目“建基地、扩规模，以点带面抓综合”的一个良好典范。先后荣获2018年印尼北马鲁古省最佳纳税企业、2019年中国企业海外形象建设“卓越社会责任类”优秀案例等殊荣。

展望未来，公司信心满怀、倍加努力，与一切有识之士精诚团结、合作共赢，持续推进社区和谐和当地公益事业，只争朝夕、不负韶华，携手奋进2020年，再创中印尼合资企业新辉煌！



4条33MVA的RKEF生产线
4 x 33 MVA RKEF Production Line



为“体育友谊赛”获奖的印尼员工颁奖
Giving the Award for the Indonesia Employee in Friendly Sport Event

Jinchuan Group headquarter is located in Jinchang, Gansu, China, is a large multinational mining metallurgical, chemical and machinery integrated enterprise, the world third largest producer of nickel, the world fourth largest producer of cobalt, China's third largest producer of copper, and China's largest producer of platinum group metal. In 2018, ranked 87th among China's top 500 Enterprises, ranked 29th among China's top 500 Manufacturers, and ranked 45th among China's top 100 Multinational Enterprises. In 2019, ranked 369th on Fortune Global 500.

PT. Wanatiara Persada is a joint venture company in Indonesia established and controlled by Jinchuan Group, mainly engaged in nickel laterite resources development, nickel ore and ferronickel production and sales.

The Company headquarter is located in Jakarta, now has more than 2,000 employees, organized into 13 departments including Mining Department, Smelter Department, and Power Plant Department. In November 2016, the Company invested 658 million USD to build the large-scale smelter with annual capacity 200,000 tons of ferronickel in North Maluku, Indonesia. This project is the first overseas investment project of Gansu Province Government since the China Belt and Road Initiative was first proposed, and also the first overseas resource development project that independently designed, constructed, supervised and operated by Jinchuan Group. This project uses the most advanced fully enclosed, energy saving and eco-friendly RKEF technology with annual capacity 200,000 tons ferronickel at Ni 15% and estimated annual sales income 480 million USD. This project is listed as the main project in Multilateral International Energy Cooperation between China and Indonesia Government under the Belt and Road Initiative.

After 35 months of hard work spent on the project, on 30 October 2019, three lines of the power plant and four lines of the smelter were fully completed and put into operation, symbolized Jinchuan Group has substantially entered the nickel laterite business, achieving the fully coverage of nickel sulfide and nickel laterite resources, laying a solid foundation for Jinchuan resources and nickel product structure strategic adjustment, and very important meaning for Jinchuan to consolidate the position in the global nickel industry.

The ferronickel first shipment of PT. Wanatiara Persada marked the construction, production and operation of Jinchuan Group's first Indonesian ferronickel smelting project with an annual output of 200,000 tons, it also symbolized Jinchuan entered the nickel oxide field after half a century running the nickel sulfide business, and created the new era for the group nickel industry structure adjustment and implementation of the nickel industry plan.

During the construction, production and operation, the Company always uphold the law, respect local culture, put effort to maintain the social harmony, creating positive image of China State Owned Enterprise and winning the trust and support from Indonesian Government, Partners and employees. The project has provided more than 2,000 jobs for the local community and spurred the growth the local economy. The Company attaches great importance to community relation, and has donated a total of more than 6 million CNY to the local Government and community for public welfare activities such as religious beliefs, cultural dissemination, health, early childhood education and cultivation, and its social responsibility has been well received by the local people. Through the development of this project, Jinchuan has explored and formed the whole independent, modern and integrated overseas project management and control guidelines, become the foundation and good model for Jinchuan Group to expand the overseas resources project. Since then has won the Best Taxpayer Award in North Maluku, Indonesia in 2018, and China Overseas Enterprise Outstanding Corporate Social Responsibility in 2019 and other awards.

The Company has full confidence in the future prospects, by working harder, building solid teamwork and mutual cooperation, promoting the social harmony and local public welfare, joint hands and strive towards 2020, and make the China Indonesia Joint Venture Company great again.



金川集团党委书记、董事长王永前先生莅临项目现场指导工作
Mr. Wang Yongqian, Secretary of the Party Committee and Chairman of Jinchuan Group, visited the project site to guide the work



印尼传统节日日期间慰问项目所在地周边村民
Donation for the Local Community During the Indonesian Religious Holiday



中印尼员工“迎新年”文艺活动
Chinese Indonesian Employees Celebrating New Year Art Performance



项目现场员工生活区
Project Living Area



新希望印尼有限公司 PT. New Hope Indonesia



热烈祝贺中印建交70周年



老人捐赠



设立奖学金

新希望六和股份有限公司创立于1998年并于1998年3月11日在深圳证券交易所上市。公司立足农牧产业、注重稳健发展，业务涉及饲料、猪养殖、禽产业及食品等，公司业务遍布全国及越南、菲律宾、孟加拉、印度尼西亚、柬埔寨、斯里兰卡、新加坡、埃及、美国等20多个国家。2018年，公司实现销售收入691亿元，控股分子公司500余家，员工6.2万人，是中国最大的农牧食品企业；

印度尼西亚是新希望六和股份有限公司在海外投资最大的国家。公司于2007年进入印尼市场同时成立新希望印尼有限公司。为响应国家一带一路的号召，股份总部在2012年决定扩大投资，在印尼的棉兰、楠榜、唐格朗、井里汶、三宝垄、泗水、莫佐托和望加锡等地相应成立公司，从当初的2家饲料公司发展为目前的12家产业化分子公司，拥有本地员工近2000人，业务覆盖原料加工贸易、饲料、种禽、养殖、食品贸易和水产，年销售额达40亿多人民币；未来公司将进一步致力于产业建设，协同产业发展，力争年销售额突破100亿人民币；

不忘初心，公司一直秉承“为耕者谋利、为食者造福”的宗旨，帮助农民增收致富，满足消费者对安全肉食品的需求；公司在发展的同时也一直积极参与印尼当地的民生和教育事业，12家分子公司每年多次给当地的老人和儿童进行实物捐赠；公司从2015年开始先后在印尼的5所大专院校设立了奖学金，帮助当地的贫困优秀学子顺利完成学业。新希望印尼有限公司将继续融入当地文化，为消费者提供优质的产品，在国家倡导的一带一路中发挥积极的作用。一如既往的为促进印尼社会文明进步，做出更大贡献；

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上汽通用五菱带领全价值链深耕印尼市场

上汽通用五菱印尼汽车有限公司于2017年7月正式建成投产，总投资7亿美元，采用完全自主模式深耕印尼市场，建成占地60公顷的主机厂和供应园区，实现全价值链向海外输出，力求在印尼实现长足发展。

针对印尼当地市场需求，印尼公司基于国内成熟的平台车型进行本地化研发，推出Confero、Cortez、Almaz三个系列产品，通过产品差异化的竞争优势以及深度本地化的发展策略，为印尼本地的消费者提供了更多样化的产品选择，整体销量进入印尼市场前六，印尼消费者对中国汽车品牌的消费热情及信心也在不断提升。

上汽通用五菱在印尼市场的发展得到了印尼政府的大力支持和积极推动，印尼政府也十分认可上汽通用五菱印尼公司为本地经济发展所带来的积极影响。印尼公司正式投产运营当日，印尼副总统优素福·卡拉先生代表印尼政府出席并为下线的第一款产品签名留念，发言表示：“十分欢迎上汽通用五菱在印尼投资建厂，参与汽车行业竞争，为印尼消费者提供更多的选择，促进印尼汽车行业的健康发展。”2018年印尼国际车展上，佐科维总统来到印尼公司展区了解并体验五菱品牌产品，表示十分佩服上汽通用五菱作为一个不会说印尼话的外资企业，勇于在印尼做如此大的投资。未来，上汽通用五菱将扎根印尼并深耕当地市场，把最好的产品和服务带给印尼人民。



青岛瑞源控股集团成立于1997年，位于美丽的国家级新区—青岛西海岸新区，下设青岛瑞源工程集团和青岛鲁泽集团两大专业集团。集团总资产近百亿元，业务范围涉及水利市政房屋工程施工总承包、勘察测绘、建筑设计、房地产开发、物业管理、人工智能、健康医养、金融投资、农机制造、汽车销售与维修、生态农业、餐饮配送、港口物流等领域，现有子公司38个、上市（新三板）企业2个、省级技术中心1个。

20多年来，瑞源控股集团依托工程施工主业，大力践行“走出去”发展战略，目前已在全国24个省、自治区、直辖市设立了分公司、办事处，并多次承接海外施工业务。

2019年初，瑞源控股集团为顺应中国-东盟经济合作与发展的大趋势，贯彻落实“一带一路”国家战略，决定在印度尼西亚投资建设“青岛瑞源中小企业产业园”。

该产业园与华夏幸福国际合作，一期规划面积2.3公顷。项目位于雅加达卡拉旺产业新城，距离首都雅加达中心50公里左右，距离雅万高铁卡拉旺站2公里。产业园正在规划建设90米长、72米宽、10.4米高的标准厂房两组，出租或出售给中小企业客户。

我们欢迎社会各界参观考察印尼青岛瑞源中小企业产业园，期待符合条件的企业入驻园区，我们将竭诚提供服务。

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瑞源集团总部大厦



集团董事长于瑞升参加园区开工仪式



印尼卡拉旺园区厂房效果图

Qingdao Ruiyuan Holdings Group was founded in 1997 and located in Qingdao West Coast New Area, the beautiful state-level new area. It consists of two professional groups, namely Qingdao Ruiyuan Engineering Group and Qingdao Luzu Group. With total assets valued at about 10 billion RMB, Ruiyuan group has 38 subsidiary companies; two companies listed in China's new OTC stock market and a provincial technical center. Presently the business scope of the group includes EPC capabilities of water conservancy and water-power projects, public utilities projects, and building construction projects, along with surveying and mapping, architectural design, real estate development, property services, artificial intelligence, health care, financial investment, agricultural machinery manufacturing, automobile sales and maintenance, ecological agriculture, catering distribution, port logistics, etc.

Over the past two decades, Ruiyuan Holdings Group has set up branches and offices in more than 24 provinces and regions in China, relying on the main business of construction projects to boost the "go out" strategy. It has also implemented many overseas projects so far.

In early 2019, Ruiyuan Holdings Group is determined to invest and develop Qingdao Ruiyuan SME Industrial Park in Indonesia, in order to comply with the general trend of China-ASEAN economic development and cooperation and to implement the national strategy of the "Belt and Road".

The industrial park cooperates with CFLD International, with land area covering 2.3 hectares for project Phase I. It is located in Karawang New Industrial City, about 50 kilometers from Jakarta, and 2 kilometers from Karawang Station of Jawa High-speed Railway. The industrial park is building two sets of high-standard factory buildings with 90 meters long, 72 meters wide, and 10.4 meters high each, aiming to be leased or sold to the SME customers.

We welcome all circles of society to visit Qingdao Ruiyuan SME Park in Indonesia to discuss the cooperation, hoping the qualified customers to enter the Park. We will offer you the best service.

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祝贺中国和印度尼西亚 建交70周年

中国和印度尼西亚建交70周年，标志着两国战略合作关系发展的一个重要里程碑。作为印度尼西亚最大的贸易伙伴以及该国第三大外国投资方，中国对印度尼西亚的经济发展起到了非常重要的作用。我们两国一直以来都保持着和谐的合作关系，通过投资加强区域经济协作，从而进一步加强两国双边关系。

作为一家国际享有盛誉的律所，Budidjaja International Lawyers (BIL) 律师事务所秉承着“客户至上”的合作理念，在国内外广泛开展业务，合作伙伴遍及全球很多国家，包括中国、新加坡、泰国、韩国、缅甸、澳大利亚和美国等，在印尼巴厘、巴淡、泗水和加拉璜设有分公司，为客户提供以客户需求为导向，双方共赢、费用低廉的一站式法律服务。

从2015年开始，BIL设立了“中资服务团队”，该团队由讲中文和了解中资企业文化的律师组成，致力于为中国客户提供法律援助，这证明了我们致力于为客户最有效的法律解决方案。

我们祝贺印度尼西亚和中国举行周年庆典，并希望两国的纽带更为紧密，祝愿两国的未来更加繁荣昌盛。

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中建海峡建设发展有限公司
CSCEC STRAIT CONSTRUCTION AND DEVELOPMENT CO.,LTD.

中建海峡建设发展有限公司是全球最大的投资建设综合企业集团—中国建筑股份有限公司在福建海西市场设立的首家区域总部实体运营公司。扎根福建30多年来，连续多年位居福建省市场行业排名第一，福建省建筑业企业综合排名第一，是全国文明单位，全国优秀施工企业，福建省建筑业龙头企业，先后创鲁班奖、国家优质工程、闽江杯等省部级以上优质工程百余项。

公司注册资本金15亿元，年经营规模600亿元，拥有建筑工程施工总承包特级、市政公用工程施工总承包一级及公路工程、水利水电工程施工总承包资质，拥有钢结构工程、地基基础工程、起重设备安装工程、电子与智能化工程、消防设施工程、防水防腐保温工程、建筑装饰装修工程、建筑机电安装工程、建筑幕墙工程、古建筑工程、园林工程、特种工程（结构补强）及模板脚手架等专业承包壹级资质，拥有建筑行业（建筑工程、人防工程）工程设计甲级、建筑装饰及建筑幕墙专项设计甲级及风景园林工程设计资质，拥有工程咨询甲级及城乡规划编制、岩土工程勘察等资质。公司旗下厦门中建东北设计院是福建地区最富盛名的甲级设计院之一。

公司现有员工4200余人，业务涉及城市综合开发与建设、房地产、基础设施项目建设和投资运营、高端房屋建筑工程承包与代理、工程勘察、设计、规划咨询等，近年来，公司紧跟国家和区域经济发展导向，先后承接了以福州海峡奥体中心、海峡文化艺术中心、木兰大道（三期）PPP项目等为代表的一系列投资建设工程。

近年来，公司加大海外业务拓展力度。2015年3月委派国别组调研印度尼西亚建筑市场，当年末成立中建海峡驻印度尼西亚代表处，负责印尼区市场营销与项目管理。至今，印尼机构已实现员工属地化，并获得B2级施工资质，主营业务为多栋或群体住宅、仓库、基础设施、商业建筑、道路、桥梁、隧道及地铁施工服务。2016年2月至2020年2月期间先后承接苏迪曼7.8办公楼项目、印尼区域碧桂园BSD项目、塞彭彭花园公寓（一期）项目、泗水标准画廊项目、东八公寓项目。



104国道连江至晋安段改线工程
104 State Road Rebuilding
Project from Lianjiang to Jin'an



海峡文化艺术中心
Strait Culture and Art Centre

CSCEC Strait Construction and Development Co., Ltd. (hereinafter referred to as "CSCEC Strait") is the largest investment construction group worldwide-the first operational entity of CSCEC in Fujian Province, serving as the regional headquarters and aiming for the market on the west coast of the straits. For over three decades, CSCEC Strait has remained in the first place of the construction industry in Fujian Province and maintained the top ranking among the local construction companies for many consecutive years. CSCEC Strait is recognized as National Civilized and Excellent Contractor, and Provincial Industry Leading Enterprise. There are More than 100 projects were awarded "Luban Award", "National Superior Quality Award", "Minjiang Cup" or other provincial and ministerial honors.

The Registered Capital of CSCEC Strait is 1.5 Billion Yuan, annual turnover is up to 60 Billion Yuan. Company holds a number of top tier qualifications, including Grade-S General Contractor of Building Construction, First Class General Contractor of Public Facilities and General Contractor Qualification of Highway, Water Conservancy and Hydropower Construction, First Class Specialized Contractor of Steel Structure, Ground Foundation, Lifting Equipment Installation, Electronic and Intelligentize, Fire-fighting Facilities, Waterproofing and insulation, Architectural Decoration and Finishing, M&E Installation, Curtain Wall, Ancient Architecture, Landscape, Special Engineering (Structural Reinforcement) and Formwork and Scaffolding Engineering, Grade-A Construction Industry (both construction engineering and civil defense engineering covered) Engineering Design, Grade-A Architectural Decoration Design and Curtain Wall Design, Design Qualification of Landscape Architecture, Grade-A Engineering Consultation, Qualification of Urban and Rural planning and Geotechnical Investigation, etc. The subsidiary of CSCEC Straits, Xiamen CSCEC Northeast Architectural Design and Research Institute, is the most prestigious Grade-A State-level Design Institute in Fujian.

Currently, our company has more than 4200 employees. Our specialties include comprehensive urban development and real estate, infrastructure investment, development and operation, contracting and representation of high-end housing development projects, engineering survey and design, planning consultation, etc. In recent years, our company has closely followed the national and regional investment orientation, as represented by Fuzhou Strait Olympic Sports Center, Strait Culture and Art Centre

In recent years, the company has stepped up efforts to expand overseas business. In March 2015, a country team was appointed to investigate the Indonesian construction market. At the end of the year, the China Construction Straits Representative Office in Indonesia was established to be responsible for marketing and project management in Indonesia. So far, Indonesian institutions have achieved localization of employees and obtained B2 level construction qualifications. The main business is multi-building or group housing, warehouses, infrastructure, commercial buildings, roads, bridges, tunnels and subway construction services. From February 2016 to February 2020, it successively undertook Sudirman 7.8 Office project, Country Garden BSD Project, Apartment Serpong Garden Project, One Signature Gallery Proyek, and Apartment East Delapan Project.



福州海峡奥体中心
Fuzhou Strait Olympic Sports Center



福州升龙环球中心
Fuzhou Shenglong Global Center



印尼苏迪曼7.8项目
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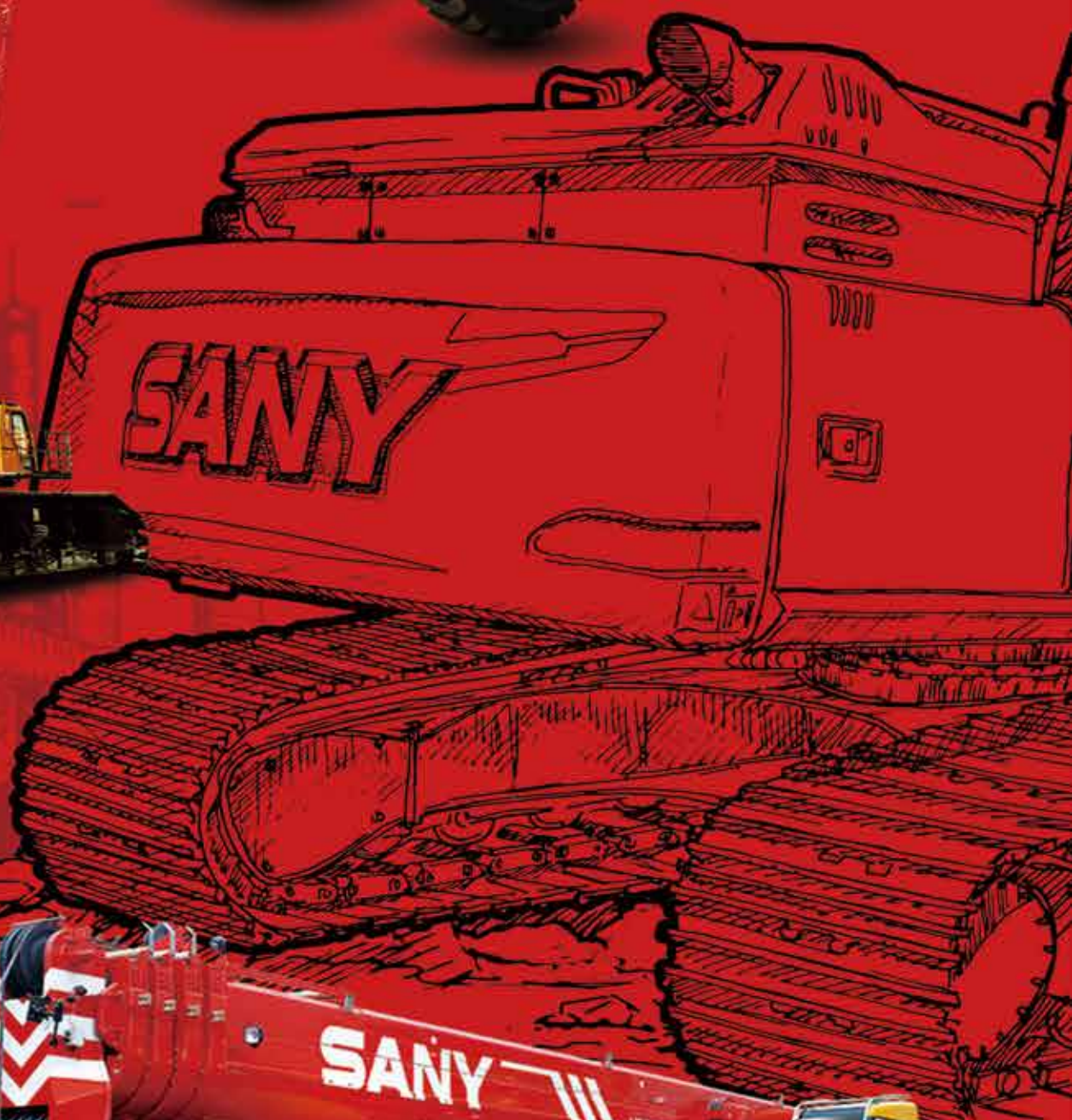
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