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UNIDO INVESTMENT AND TECHNOLOGY PROMOTION OFFICE

For China in Beijing

The Work Report 2012

December , 2012



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FOREWORD

Beijing, December, 2012



Dear friends and colleagues,

2012 marks the 17th year of ITPO-Beijing inception. With the support of the host government and UNIDO established technical supporting mechanisms, we have achieved our commitments indicated in 2012 work plan. Total budget of ITPO-Beijing for 2012 is US\$203,040.00; the government in kind contribution for the operational budget is equivalent to US\$100,000.

The Office focuses during the year on the following areas of interventions :

- *Facilitating on active, rational and effective utilization of direct investment;*
- *Facilitating on the execution of China's "outward investment" strategy;*
- *Facilitating on capacity upgrade and competitiveness of China's organizations, institutions and enterprises, with SMEs in particular.*
- *Facilitating technology innovation and trade facilitation.*

The services of the Office in 2012 has been adjusted with the new UNIDO HQ approach on ITPO operation towards partnership formulation and address the particular needs of the government institutions/organizations so as to cope up with the global economic uncertainty through investment and technology transfer promotion. It features innovative, custom-made solutions to bridging the investment and technology divide as well as trade facilitation under the environment of the world economic turbulence. Therefore, promotion partnership and the demand-driven, tailor-made assistant programs in IP format are the main features of the Office operation of 2012. We also carried out our special investment and technology promotion initiatives on energy and environment, and agro-industry. Under the UNIDO mandate, ITPO-Beijing concentrates its great efforts to work with local, regional, and national governments and the respective business communities to address the challenges of a changing world.

Sincerely

*Hu Yuandong
Head, UNIDO ITPO-Beijing*

I Green Industry (Energy & Environment) & Investment Promotion

3 hard pipeline and 2 EU Switch Asian Projects Implementation

- i Tidal project: UNIDO ITPO – Beijing has facilitated the development and implementation of Sino-Dutch joint development of an entirely new method to generate energy from the tides since 2010. The method, known as Dynamic Tidal Power (DTP), can potentially deliver clean and predictable energy for millions of homes.

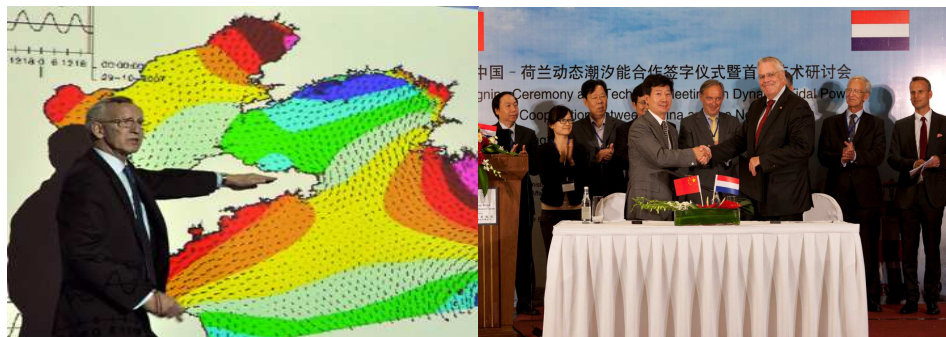
DTP involves construction of a long dam-like structure of over 30 kilometers stretching out from the coast, long enough to influence tidal patterns and cause high and low tides to occur simultaneously on opposite sides of the dam. A significant benefit of DTP, in contrast to traditional tidal power dams, is that it would not require enclosure of a basin, reducing environmental and social impacts.

Studies have shown that a large DTP dam along the Chinese coast could feature installed capacity of 15.000 MW or more, placing it among the world's largest hydropower projects.

Before a full-size DTP power plant can be constructed, a lot of research, development and demonstrations are still required. The plan is to design a suitable demonstration project by 2014. If that demonstration proves successful, China will have a solid basis from which to investigate the application of full-scale Dynamic Tidal Power.

The Netherlands government has awarded a subsidy of EURO1million to the POWER consortium, a group of 8 Dutch companies and universities, to evaluate DTP with China. In August 2012, China's National Energy Administration formed a group of top Chinese companies and research institutes to carry out joint studies with the POWER consortium. The Tidal Power has registered with Sustainable Energy for All Initiatives in May 2012.

UNIDO ITPO – Beijing has provided its support by acting as a neutral broker, facilitating technical exchange, trainings, seminars and dialogue, and designing and coordinating joint studies.



Pictures: Signing of Sino-Netherland Coop. Agreement in 27 Sept. 2012 and the Seminar Presentation

- ii Sweat Sorghum for bio-ethanol: The bio-ethanol has been considered as one of most promising alternative renewable energy. More countries particularly in the

land rich countries have been adopting a bio-ethanol development plan in the recent years.

The Office organized a group of experts in the field to conduct a detailed research through our pipeline project which aims to obtain the first hand data so as to test economically viable of sweat sorghum as the main energy crop for the use of bio-ethanol production at different land conditions. Trial operation at three selected production sites in China has already started in June of 2012 for the data collection. Several Chinese research institutions, SMEs have involved in such operation.



Pictures: the Sweat sorghum production site and its ethanol equipment

- iii High-Altitude Wind Power: An Alternative energy technology producing power at a cost below that of the lease expensive coal-fired power plants. High-altitude winds at an altitude of 500-10,000 m are with advantages of high wind speed, high average power density (over 100 times the ground wind), The geographical distributions, high stability and high persistency (the wind exists over 95% of one year's time every year). Guandong High-Altitude Wind Power Technology Ltd. is the leading high-altitude wind power technology SkyHaul. The Office assisted in conducting a dozen workshops/panels on the research and the support of the subject. The trial system – 10MW SkyHaul II is under construction right now.



Pictures: real demo of SkyHaul I (left) and the models for it

The Office continues in 2012 its effort on the last phase of implementation of EU Switch Asia program. Two projects successfully ended up its operation in 2012 in the field of environmental protection.

- iv China Electric Motor Energy-Saving Challenge: Facilitate over 400 major industrial users of electric motor systems to improve the operating efficiency of their systems, reducing 1 million tonnes of CO₂ emissions, and achieve a far-reaching impact in the demand for high-efficiency motor systems, while actively supporting the creation of a stimulating policy environment.

Results:

- China Motor Systems Challenge Club established
- 8 large workshops with motor system users to convince them of the benefits of upgrading motor systems
- 2 annual award ceremonies to give recognition to excellent cases of energy-savings, including media coverage
- 3 annual trainings to ESCOs on motor system upgrades
- 3 large workshops with motor system producers on new standards
- Policy workgroup meetings
- Promotion of new motor energy efficiency label
- Project evaluation and dissemination



Pictures: Business Seminar and TEDA Quick Win workshop

- v Implementing Industrial Symbiosis and Environmental Management Systems in Tianjin Binhai New Area: Create environmental and economic improvements in TBNA by: (i) developing an industrial symbiosis network based on NISP methodology; (ii) promoting ISO14001 in SMEs; and (iii) building adequate institutional and policy environment to ensure the overall sustainability of the IS network.

Results:

- Over 200 SME members engaged in year 1 and over 800 SMEs in total
- 80 synergies achieved, with the following outputs: 165,000 tonnes of waste diverted from landfill, and 99,000 tonnes CO₂ and 3,000 tonnes hazardous waste reduced
- 300 SMEs gain understanding of ISO14001, 100 SMEs receive one-day walkthrough audits, 30 SMEs successfully obtain certification
- TEDA has the resources, infrastructure, and capacity to sustain the IS Network, continue to complete synergies within and beyond the TBNA, and replicate the network to other industrial clusters.

- Policy instruments adopted at the local level to encourage uptake of IS synergies
- Extensive dissemination to national level, through existing mechanisms, policy study tours, conferences, case study collections, policy recommendation papers, guidelines for IS Network implementation, project website, and media coverage, to maximize probability of uptake across China.

Evaluation of industrial symbiosis impacts is conducted by third party evaluators according to NISP verified methodology. Each of the outputs will be calculated based on the benefits of the synergy lasting for one year.

Being the partner in the implementation of the projects, UNIDO ITPO actively involves in a series of conferences and workshops under the project throughout 2012. These conferences and workshops will be targeted to government, both local and central, think tanks and government supporting bodies, and hundreds of local enterprises.



II Industrial Cluster Development & Sustainable Investment Promotion

3 IP projects implemented in 2012 on Industrial Cluster & Investment Promotion. The Office provided 3 month follow-up activity support to those IP projects formulated and implemented in 2011 after implementations were carried over to 2012. The donors evaluated them in the first quarter 2012 with great satisfaction in line with the following objectives and strategic goals of the program:

The Overall Strategic Goals:

The projects under the program is to develop a lessons-learned format to identify benchmarks and best practices in the industry cluster upgrading through investment & technology promotion. Under the program, there are 3 on-going projects in 2011/2012. The outcomes of these projects are the experimental models aiming for the local industry cluster upgrading by magnifying the collective strength of the existing industrial clusters, facilitating the access to the needed technologies as well as the financial support for such upgrading and building the capacity of the local economic development professionals.

The Significance of the Projects: the problem to be addressed

The consideration of having three working models is the fact that China is a vast developing country with very much uneven economic development. All China's 660 cities are at the different development stages facing challenges during those different stages of the industry cluster development cycle. The experimental

models that come out from the project outcome shall be replicated by other cities in the different regions of China. If they could address the developing issues properly under the assistance of the UNIDO ITPO IP program/project, identical solutions may apply to other Chinese governmental organizations/private sectors and other developing countries as well when they reach the similar level/stage of the economic development.

The Special Features of the Projects:

- location: they are located in West region, Central region and Coastal region of China at the city level – Deyang city, Wuhan city and Foshan city representing different economic development phases;
- Industrial sector: they are on heavy & machinery industry sector, new & high tech sector and light and service industry sectors representing the different need requirements;
- Local sponsors: they are– SOEs (state owned enterprises) - Deyang project; a high tech development park – Wuhan project; and city municipality – Foshan project representing the different stakeholders of the projects;
- The type of the models and the different international cooperation partners and the channels.

Main Activities

- Industrial cluster development implementation plan
- Existing industrial cluster development and new industries/business attraction workshops
- Facilitate regional industrial investment fund's establishment
- Advise fund-raising strategies for companies among private equity
- Promote low carbon projects' access to finance through carbon finance operation
- Explore and extend oversea market for local business through international cooperation
- Identify and promote the technology transfer opportunities for local business as well as facilitate the joint advance technology R&D
- Support local business participate global industrial sourcing and value chain consolidation
- Build local capacity in the field of
 - ✓ Clean-tech Industrial Development, Clean Development Mechanism, Low Carbon Economy
 - ✓ Investment Strategies, How to work with Private Equity, How to Establish Government Supported Investment Fund,¹ How to Negotiate in the Investment Deal, Corporate Governance
 - ✓ International Cooperation Training, Anti-dumping Case Studies, Culture Difference in Multilateral Investment, International Merge and Acquisition
 - ✓ Enhance Corporate Core Competitiveness, Business Model Improvement, Corporate Strategic Planning
 - ✓ Industrial Cluster Upgrading, Logistics Industrial Analysis, Business Process Outsourcing, Advanced Manufacture

Output

- Provide local government an Industrial Cluster Development Implementation Plan, which includes ITPO's independent evaluation on the city's previous industrial cluster development, providing roadmap of new industrial development, finance access and business attraction, linking business resource through partnership networks, and advising investment attraction activities
- Industrial Clusters Development Workshops includes potential entrepreneurs with business explosion plans, industrial association professionals, related industry investors, strategic consulting professionals from both international and domestic business circles
- Public Private Partnership on regional investment funds development with international level professional general partners' management, standard terms and conditions of the fund life circle and commitment.
- Networks built between companies raising funds and private equities with related industry background and initial cooperation and intention between funds and companies
- Identified Clean Development Mechanism projects with information circulated among Carbon Finance community and initial cooperation and intention between funds and companies
- Oversea study tours for local government to have advanced industrial development strategies and business attraction inspiration
- Oversea study tours for local business to link related business partners for future overseas market identification and expansion, technology transfer, sourcing and value chain consolidation.
- Raised awareness of local government and business in industrial development, business management, resource mobilization, and sustainable development.



Those are the final work report covers of four IP project in 2012

III SME Entrepreneurship and Private/Public Partnership

- i At the request of UNIDO Secretariat of UN South-South Expo, the Office mobilized a dozen Chinese non state owned companies' attendance of the Expo. The Office also mobilized EURO5000 in cash to cover the conference bags of the Expo.

- ii The Office mobilized fund and is implementing **IP/GLO/CN12/10** - Investment & Technology Promotion for Small and Medium Sized Enterprises – an experimental pattern of Wuhan National Bio-industry Base in 2012. This project aims to, through facilitating the SMEs in Wuhan National Bio-industry Base to acquire core technology competency, various financing channels and relevant management upgrading and institutional capability building, to set a sample for SMEs in the developing countries on how to build up the above said sustainable competitiveness. This sample has been identified and chosen from Wuhan city of Hubei Province, where the Bio Medical SMEs are the typical enterprises form in the local economy. The relevant experience learned from this project is ready to duplicate to other SMEs through the systematical methodologies drawn from the technology promotion, financing facilitation and institutional capacity enhancement.

The Overall Objective of the Project:

Exploring a valuable pattern and a systematical solution for the SMEs on how to build up sustainable competitiveness in the technology, financing and institutional capacity and finally such model shall be replicated to other SME holding parks.

The Outputs of the Project:

1. to identify the common challenges that SMEs are facing;
2. to explore an executable solution for the local SMEs to better in position to acquire the necessary technology, financing and institutional capability;
3. to work on systematical methodologies in building up sustainable competitiveness for SME in the inland China.

- iii In order to support entrepreneurship, the Office conducted the annual joint research on Methodology of IPR Risk Analysis of Foreign Trade together with the Chinese counterpart: Development Planning Department of State Intellectual Property in 2012.

The Immediate Objective:

Research on the possible risks the enterprises may face on foreign trade in regard to intellectual property right. Such survey shall lay the basis for the project long-term objective which is to set up risk analysis model and appraisal guidelines system.

Conduct country-base sample analysis to evaluate the risk parameters for the enterprises that enter into certain market. It shall lay the basis for extended analysis for other trade partners so as to draw “risk map” of IPR risks in foreign trade.

The long-term objective: Setting up IPR risk analysis model which shall become the main tool for risk identification and analysis of the enterprises. Such model shall demonstrate 3-dimension map on the relations among risk environment, risk level and risk control. It shall be the basis for the IPR risk assessment information system. Such system shall assist the enterprises to self examine their IPR risk so as to reduce the uncertainty of their international business, and work out the appropriate solutions in advance.

- iv The Office assisted in hosting the 5th World summit on Internet and Multimedia/the 1st china international conference for Creative Economy Cooperation from 27-28 November, 2012 in Fuzhou city of China. Such Summit (WSIM) is the global event on multimedia and internet hosted by International Federation of Multimedia Association (FIAM/IFMA). The Office put its efforts this time in (1) conducting the Workshop on Digital Media Projects with Africa. President of African Free Software Users Association (AAUL), Representative, of Organization Internationale de la Francophonie (OIF) as well as Sino-Africa Non-governmental Chamber of Commerce chaired the workshop. (2) being one of the initiators and witnesses of Suzhou Proposal on BRICS Cooperation on Creative Industry together with the representatives from UNDPSSC, UNCTAD, UN ECOSOC. Such proposal was signed by the representatives from China, Brazil, Russia, India and South Africa during the Summit.



Investment & Technology Promotion Related Activities:

- The Office assists in organizing China-African Industry Cooperation Symposium to be held in Beijing in October, 2012 with China-Africa Industrial Cooperation & Development Forum Committee. Over 100 Chinese investors attended the Symposium. Mr. Hu Yuandong, Head of the Office addressed the Symposium.
- The Office assisted GBD Public Diplomacy & Culture Exchange Center in hosting the first DPRK Country Promotion Seminar in Beijing on 26 September, 2012. 47 DPRK investment projects have been promoted at the Seminar. Over 100 Chinese potential investors attended the seminar and the match making networks.
- The Office assisted in hosting the highest level workshops in Beijing, China on “Outbound Investment Strategy” in May and October, 2012. The Workshops were hosted by State-owned Assets Supervision and Administration Commission of the State Council (SASAC). Over 150 CEO, CEF, COO or GM of the top 500 Chinese enterprises attended the workshops. Mr. Hu Yuandong, Head of the Office is the invited speaker on Risk Control of the Outbound Investment.
- The Office puts special attention and offer assistance to the organization of the 4th China Outward Investment Fair to be conducted in Beijing in November 12 by China Industrial Overseas Development & Planning Association and the China Development Bank. For this year’s Fair, the focus have been on (1) China Overseas Investment Planning and Prospect; (2) International Investment Cooperation in Energy; (3) Banking’s Role in china overseas Investment; (4) Green and sustainable Overseas Investment; (5) Outbound Investment risk

Aversion; (5) Investment and Cooperate to Benefit Africa; (6) Mutual Trust and Benefit to Compose a New Chapter of Sino-Latin American Investment Cooperation.

- The Office jointly conducted Hanwang Forum 2012 – “Driving a sustainable Future” from May 9-10 and 12-13 in Beijing and Deyang city of Sichuan Province on Disaster Rehabilitation and economic recovery. Over 50 overseas experts attended the Forum.
- The Office assisted in hosting Seminar on Successful Cases of Renewable and Clean Energy Investment in APEC from 28-29 June, 2012 in Beijing. Mr. Hu made presentation on ITPO-Beijing’s experience on investment and technology promotion in the sector. Over 30 experts all over Asian countries participated the Seminar.
- The Office was one of the supporting agencies of the 14th China West International Equipment Manufacturing Exposition (CWIEME) which was held in Xi’an on March 15-18, 2012. More than 5,000 exhibition booths, approximately 100,000 square meters, were set at the exhibition. CWIEME is the Top 1 China Western Industrial Exhibition, Top 3 Industrial Exhibition in China, Top 1 Exhibition in China Equipment Manufacturing Industry.
- The Office assisted in holding Seminar on Sustainable Overseas Investment of Chinese Financial Institutions in Beijing on 16 April, 2012. Nearly 40 officials mainly from the Chinese various financial institutions attended the Seminar, focusing on the typical investment cases in Africa to find out experience, lessons and the solutions for such the sustainable overseas investment. Mr. Hu Yuandong, Head of the Office made a presentation on roadmap of Chinese overseas investment project formulation.
- The Office participated the 2012 China International Industrial Expo-Renewable Energy and Power Equipment Conference and Exhibition to learn the new trends of the industrial development in the fields of renewable energy and power equipment.
- The Office participated the 10th Multinational Corporations Forum held in Beijing on 21 November, 2012. Over 100 VPs from top Chinese corporations in charge of overseas investment attended the Forum. Mr. Hu Yuandong, Head of the Office made key-note presentation at the Forum.



Pictures: Mr. Hu Yuandong addressed at China Overseas Investment Fair and the Seminar

IV Employment & Investment /Technology Promotion

Employment by Service Outsourcing: In 2012, our IP/GLO/CN12/11 works on “Service Outsourcing Industry Promotion and International High-end Talents Enhancement – an experimental model of Yongchuan, Chongqing”.

The Overall Objective of the Project:

Leveraging UNIDO ITPO systematical investment and technology promotion methodologies, professionalism, neutralism and international industrial resources, this project is aiming to upgrade the service outsourcing industry in Yongchuan by introducing into more international resources in the senior management experience and high level talents from other advanced countries’ successful experiences and finally explore a executable solution for the local service outsourcing industry to further upgrade into more value adding sectors in a sustainable development manner. And eventually this model can be further applied to the service outsourcing industries in other similar developing regions or countries.

The Outputs of the Project:

1. to identify the development needs for local service outsourcing industries in Yongchuan;
2. to explore the effective solution on how to upgrade the local service outsourcing industries by introducing into the advanced successful managing experience from abroad.
3. to drawn a commonly used model for developing service outsourcing industries in the developing regions, that can be applied to other similar situations.



Picture: Symposium Venue on Service Outsourcing

V Agro-Industry & Investment Promotion

- The Office provided the follow-up services after the completion of our 2011 IP project for Agro-industry in line with poverty alleviation, SME development, enterprise/farmer cooperation. The Project - IP/GLO/CN11/006: **Developing Value Chain Pattern for Grain Deep Processing** for development a value chain pattern to identify benchmarks and best practices in the agro-industry, grain deep processing in particular in rural area of China.

- The Office sent one of its Agro Industry experts to attend AU-UNIDO Conference on Economic Diversification and Manufacturing in Africa Investment Opportunities in Pharmaceutical and Agribusiness from 4-5 June in Addis Ababa, Ethiopia. He participated the Investment Promotion Session on the Agro-business and present the cooperative opportunities form China to Africa in the sector.

- Overseas Promotion Mission in Agro-sector:

Mr. Roy Luo, our IP project manager, arranged and accompanied the overseas mission with Wuhan High-tech Agriculture Group (WHHTA, 5 persons) to Malta and Serbia. The delegation met Mr. Nicholas, the chairman and CEO of Malta Council of Science & Technology Development to discuss the potential cooperation in Malta, particularly to introduce Chinese investment in the sector of high-tech commercialization fund, hotel investment and Bio-tech industrial management.

In Serbia, the delegation met the seniors of Serbian Chamber of Commerce to discuss the potential investment in the sector of agriculture. They introduced the general investment climate, specific tax and other incentive policy package to attract FDI. WHHTA wished to develop the high-tech industrial park with local investors and lands-owners if the incentive policy is very attractive under legal framework initially, such as WHHTA could merger one farm with wine castle, etc.

VI Partnership towards Technology Transfer & Trade Facilitation

- The Office established/enhanced the partnership with the relevant government departments/NGOs in the field of technology transfer & trade facilitation.
 - ✓ State Intellectual Property Office (SIPO) – on the joint research project on the relevant IPR protection policy development
 - ✓ Department of Revitalizing Northeast China of NDRC – planning support
 - ✓ Departments of (1) International Cooperation (2) Development Planning of Ministry of Science and Technology – on technology transfer facilitation program
 - ✓ Administration of Science & Technology Industry Parks of MSC – on methodologies and innovative pattern of high-tech park development
 - ✓ TEDA ECO Center and China Carbon Forum – on carbon reduction consultation, follow-ups of the EU project
 - ✓ China National Institute of Standardization – on technology innovation
 - ✓ BJ Institute of Biology & Low Carbon Research und BJ Academy of City Dev. Research – on new coal mining waste water treatment
 - ✓ China Technology Exchange Center – on innovated technology transfer pattern
 - ✓ Sustainable Development of Technology Foundation (SDT) on project identification.

The Office, during the year, conducted a dozen technology related panel/workshops. For instance, one panel was held in Deyang city of Sichuan

province regarding the little bee production technology. It is a biomass transferring to natural gas project.(the responsible officer is Ms Sun Jue, Project Manager for our Deyang IP project) The advantage of this little bee project is the small size equipment it could realize, which is critical to be incorporated to the distributed energy technology. 10 related manufacture companies and potential strategic partners participated in the panel, including several public listed companies. 2 companies demonstrated strong interest in the further cooperation. One of them requested a following up meeting in the second to review the specific features of the technology and the investment amount for the first phase.

- The Office arranged field mission jointly conducted by ITPO-Beijing and ITPO-Seoul with four members to Jilin Province, China - two from the Republic of Korean (Head of ITPO-Seoul and his assistant; Head of ITPO-Beijing and his investment advisor). Such inspection mission was one of the results of the ITPO regional meeting in Tokyo 2010 for the joint efforts of the regional development. The purpose of the mission was to study the investment environment of KAP; to get the knowledge on the preferential policies towards investment and to identify the investment projects through the first-hand information gathering. It took place also at the time of the enhanced movement of Greater Tumen Initiative (GTI). GTI is an intergovernmental cooperation mechanism in Northeast Asia under the support of UNDP, with a four-country membership: P.R. China, Mongolia, the Republic of Korea and the Russian. Our mission is to be laid the foundation for further investment/technology/trade promotion and the economic cooperation in the region.

The delegation paid visit to Antou county of KAP, Hunchun city of KAP which is the unique port city bordering both DPRK and Russian. The Chinese State Council has just approved (No.19 2012 SC Act) the establishment Hunchun International Cooperation Demonstration Zone of China Tumen River Region and we collected all 8 its relevant policy papers that lay the basis for further investment/trade promotion. Over 100 proposed projects were prepared for investment just before we arrived in the city. Talks were held with the vice mayor of the city and the inspection tours were conducted afterwards. The delegation paid visit to Yanji city, the capital city of KAP. and UNDP Tumen Secretariat in Beijing right after coming back from KAP

VII. ITC Tech Solution for Developing Countries against Digital Gap

(IP project)

The office is in the final phase of implementing IP/GLO/CN11/005 – PTT

Application – ITC Tech Solution for Developing Countries against Digital Gap

The major objective of the project is a step forward in bridging digital gap between the developed and developing countries through application of proper new tech and the investment. This objective shall be reached by facilitating new technology application to maximize the existing facilities of the developing countries, LDC in particular. The project is also intended to set a sample of technology holders who are willing to contribute their invention to the developing countries free of charge (license free). The outcomes of the project therefore are:

- (1) One of the most efficient proper ITC technologies be identified that could maximize the usage of the current ITC resources of LED and other developing countries;
- (2) Proper application of such technology in the host country to be a success sample for LDC and the other developing countries to follow;
- (3) An investment proposal is ready for the new technology application to LDC and other developing countries with the special arrangement to eliminate licence fee.



- The Office during the year provided consultations in line with investment and technology transfer to a hundred of overseas and local companies, such as BeyondSoft (Founder and CTO Roger Zhang) Genpact (VP Daniel Tong), GTT (CEO Uma Ganesh), Infosys (Head of Delivery Ramgopal N), Knovia(investor), HiSoft (CIO, Ke Xu), iSoftStone (VP Zen Wang), Accenture (Chief Scientist Kishore S), IBM (Director of Software Henry Lin), VanceInfo (Marketing Director, Ken Schultz), Gartner (Partner, Kevin Zhou), hugh McDaniel, Strategy leader for Northgate Arinso to mention a few.

Annexes

Countries covered under ITPO-Beijing's Activities relating to Investment Promotion

Activities	Countries
6 Promotion Seminar/workshop	1. for all Latin American countries; 4 for African countries; 1 for Asian (DPRK)
4 promotion overseas missions	2 for Asian (India & Cambodia); 1 for E. European Countries (Serbia); 1. for Africa (Ethiopia)
3 Symposium/Forum	3 for South-South Cooperation
4 Investment Project promotion (consultation)	13 for African countries; 4 for Asian countries