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# 17766

WORK REPROT

ZHU WENGEN

CONSULTANT FOR CHINESE DELEGATION PARTICIPATE

MEETING ON INDUSTRIAL COOPERATION AMONG SELECTED

DEVELOPING COUNTRIES IN THE ASIA REGION.

JULY 22, 1989. BEIJING

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From May 25th to June 25th, in cooperation with the Department of International Relations of MOFERT, China International Contractors Association, Liaoning Province and Shandong Province, I prepared project profiles, made a presentation of the Chinese projects at the meeting in Seoul, assisted and facilitated the Chinese delegation in their bilateral cooperation project discussions, and assisted UNIDO in report preparation.

#### 1. PREPARATION OF THE MEETING

- 1.1 To ensure the quality of the projects, I went through all the 65 project proposals prepared by Liaoning and Shandong provinces, and screened the proposals according to the following criteria:
- -- The provinces' five year plan and industrial policy
- --Advantages of their provinces
- --Recent policy and regulations concerning economic cooperation with foreign enterprises
- --Internal approval situation
- -- Raw material availability and supply situation
- --Technology
- --Market situation

#### -- Internal financing

As a result 36 projects were selected. And profiles for these projects were prepared later, brought to Seoul and distributed during the meeting.

- 1.2 It is the first time for all the members of the Chinese delegation, expect Mr. Zhou Zheng head of the delegation who once attended UNIDO seminars, to participate this type of international event. In order to get them well prepared for the meeting, I briefed them the nature of the meeting, what can be expected from the meeting, and how they should prepare themselves accordingly. that briefing made them feel more confident, with a better spiritual and material preparation.
- 1.3. In addition, I assisted the delegation in communicating with UNIDO Headquarters and UNIDO IPS Seoul on various arrangements for participating the meeting.

#### 2. CONSULTANCY AT THE MEETING

- 2.1 In the afternoon of June 12, I introduced the Chinese project proposals. The introduction:
- --pointed out the nature ad features of the projects;
- --emphasized the feasibile points of these projects, introducing the market, raw material availability, internal approval situation and ways of cooperation expected by Chinese

enterprises; secondly the relevant government policy and regulations; And also the industrial basis, availability of resources, and the manpower situation including technical and managerial in these two provinces.

After the introduction, I also answered questions raised, such as what kind of law and regulations are available concerning foreign direct investment in China.

And provided copies of relevant laws and regulations to some participants at their request.

2.2 During the bilateral discussions, many Korean firms approached the Chinese delegation. I assisted them in arranging the right Chinese partner according to their specific industrial sector and cooperation intention. Besides that I assisted the Korean and Chinese in their discussion, bringing them into right direction, concrete result, explaining what kind of cooperation are feasible and what kind of cooperation are difficult, and the ways for settling difficulties.

At the end of the meeting, it is agreed by the foreign partners and the Chinese delegation that follow up work for 18 proposals are required.

2.3 During the meeting at Seoul, I also assisted UNIDO in preparing the meeting report, through participating the discussion of the working group, making some suggestions and comments. Through close contacts with the Chinese delegation, I

tried my best to make sure that the bilateral meetings' result is well recorded, sufficient information is filled in the forms and collect the forms in time.

#### 3. IMPRESSION AND RECOMMENDATION

- 3.1 The meeting in Seoul provided a vehicle for cooperation among developing countries. For their cooperation, project identification and partner identification is essential and a tough job. Very few potential foreign investors know who is the right partner, what project is feasible. Therefore help in information flow and high quality consultancy is absolutely important.
- 3.2 The participants of the meeting were active in exchanging experience and discussing their cooperation projects, since they all have something to offer while they have something to obtain. It is also because of their similar situation in their respective countries.
- 3.3 If a meeting like that held in Seoul can be held continuously as follow up activities, in the participating countries, that can be fruitful, can help enterprises to materialize their cooperation projects and eventually facilitate ECDC/TCDC.
- 3.4 The meeting held in Seoul has typical ECDC and TCDC nature, therefore fund allocated for ECDC / TCDC including country IPF could be sought for this kind of activities.

### (unibo) Industrial Co-operation Project File

Count	cry: China		*Project	No.	: /	Pres	enta	tion date	e: 8-May	89
Proje	ect title:	Production of	spun s	ilk	yarn	Proj	ect	sponsor:	Gaixian	bar
1.	Product(s)	): spun silk ya	.Project	Sum	nary	siņu	ilo	ss silk	factor	у .
				•-						
2.	Planned ca	apacity/output 100	0,0007/	Υ						
3.	Location:	Gaixian								
4.	Market sh	are: % domestic	<u>50_:</u>	•	% expoi	t: <u>50</u>				
5.	This is a	new project expansion modernization	n.						:	
6.	We have a	feasibility s detailed pro other studies	ject des							
7.	Land Mach	ject cost (\$US minery and buildings: 0, inery and equipmenting capital:0.7mm; r:  Total:/million Foreign exchange	.1millint: 0.2	2mil						
8. C	Ownership s	% local pr % local st % foreign			÷					
9.	Local par	rtner available in	1	_	ivate s	ic sector sector (dentified			•	
10.	Foreign (	co—operation sough	nt:	o li	as int veriboontra icensing ale of a	equity loans nture acting s technolog project t supply	4		ment venture materia ocessina	ols Ž
				<u>ဂ</u> ဧာ	o tec	agement hnical				

<sup>\*</sup> Asterisked items for completion by UNIDO.

### (UNIDO) Industrial Co-operation Project File

Count	ry: China	*Pro	oject No.: 2	Presentati	
Proje		Production of his	th class fabric	Project sp	88May, 98 paser: Jinzhoudyeis and printinguill
1.	Product(s)	A.Pro	oject Summary		-
				,	
2.	Planned ca	pacity/output 15 m	million metoro		
3.	Location:	lnzhou			
4.	Market sha	are: % domestic 40	: % export:	<u> </u>	
5.	This is a	new project expansion modernization			:
6.	We have a	o feasibility stud detailed project o other studies:			
7.	Land Machi	ject cost (\$US millio and buildings:0.5mi inery and equipment: ing capital: 1millio r: Total: 7million Foreign exchange por	illion 1.9million on	·	
8. 0	wnership s	tucture envisaged:  % local private % local state % foreign	te -		
9 <b>.</b>	Local par	tner available in	o public o private sec o not yet ide	tor	•
10.	Foreign c	o-operation sought:	cash invest as equ as loa joint ventu subcontract licensing sale of tec turnkey pro equipment so	ity components ns supply re proces thing proces chnology oject supply	ation trade materials for sing
			o expertise o manage o techni o train o market	ical ing	

<sup>\*</sup> Asterisked items for completion by UNIDO.

## UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION (UNIDO)

#### Industrial Co-operation Project File

Count	ry: Cl	nina	*Proje	ct No.: 3	Present	ation dat	e: 8- May 89
Proje	ct tit	le: Production	of dyed	yarn and strip	Project	sponsor:	Anshangener
		and a voice in	A.Proje	ct Summary		kn	itting mill
2.	Planne	d capacity/outpu	st 800,000	pieces.			
3.	Location	on: Anshan					
4.	Market	share: % domest	tic <u>20</u> :	% export:	80_		
5.	This i	s a new pro expansion modernia	on				:
6.	We hav	e a confeasibi o detaile cother s	d project de				
7.	I. M	project cost (\$ and and buildin achinery and eq orking capital: ther: Total: <sup>4,mil</sup> Foreign exc	gs: 1mill uipment: 'n 1million	ìon illion			
8. 0	wnershi	ip stucture envi % loc 50 % loc 50 % for	al private al state				
9.	Local	partner availab	ole in	o public o private sec o not yet ide	tor		•
10.	Forei	gn co-operation	sought:	cash invests as equ as loa joint ventu subcontract licensing sale of tec turnkey pro equipment s market acce	ity ns √suy re ing hnology eject supply	mpensati oply mat orocessi	rials for
				o expertise o manage o techni o traini	cal ing		

<sup>\*</sup> Asterisked items for completion by UNIDO.

Countr	y:China	*Projec	it No.: 4	Present	ation date:8	-Nay 89
Project title: Production of ligh class shoes  A. Project Summary  A. Project Summary  A. Product(s): igh class shoes  2. Planned capacity/output 5 million pairs  3. Location: Pushun  4. Market share: X domestic 20: X export: 25  5. This is a new project expansion modernization  6. We have a feasibility study dated: detailed project description other studies:  7. Total project cost (\$US millions)  Land and buildings: 1.5 million  Machinery and equipment: 2.5 million  Working capital: 1 million  Other:  Total: 5 million  Foreign exchange portion (X): 60  8. Ownership stucture envisaged:  X local private  60 X local state  40 X foreign  9. Local partner available in opublic sector onty et identified	 shun fal Scotory					
		A.Projec	t Summary		<del>- 6.066-1</del>	<del>r c c</del> ory
1. P	roduct(s)	Figh class sloes .			•	
2. F	Planned ca	upacity/output 3 milli	on pairs			٠
3. I	Cocation:	Fushun				
4. ř	larket sha	re: % domestic <u>CO</u> :	% export:	20		
5. 1	This is a	expansion				:
6. 1	We have a	y detailed project de				
7.	Land Mach Work	and buildings: :.5 mil inery and equipment: 2. ing capital: 1 million r: Total: 5 million	lion 5 million			
8. Ow	mership s	% local private 60 % local state	٠			
9 <b>.</b>	Local par	tner available in:	o private sect	or		•
10.	Foreign o	co-operation sought:	cash investm as equi as loan joint ventur subcontracti licensing sale of tech turnkey proj equipment su market acces	ty ss re ng compe unology sect upply	ensation tr co- produ	
			o expertise o managem o technic o trainin o marketi	al ng		

<sup>\*</sup> Asterisked items for completion by UNIDO.

## (UNIDO) Industrial Co-operation Project File

Count	ry: China	*Proje	ct No.:	5 Pr	esentati	on date	: 8-May 89
Proje	ect title:	production of embro	odered	products Pr	oject sp	onsor:	 Siaoyang war knitting mill
		A.Projec	t Summa	ıry			
1.	Product(s)	embroiderel bed ed	overs;	embroidere	d deco	ration	cloth.
2.	Planned ca	apacity/output 800,000	Dile <b>ter</b> :	S.			
3.	Location:	Liceyang					
4.	Market sha	are: % domestic <u>50</u> :	. %	export: 50	-		
5.	This is a	new project expansion modernization		·			:
6.	We have a	feasibility study do detailed project de other studies:		on	-		
7.	Land Mach	ject cost (\$US millions) and buildings: 0.7mil inery and equipment: 1m ing capital:0.3million r: Total:2million Foreign exchange portion	lion million				
8. 0	Ownership s	tucture envisaged:		<u>.</u>			
9 <b>.</b>	Local par	tner available in	o pri	⊃ public sect Vate sector yet identifi			-
10.	Foreign o	co-operation sought:	joi o sub o lic o sal o tur o equ	h investment as equity as loans nt venture contracting ensing e of technolo nkey project ipment supply ket access	ogy ∑ suj		ion trade aterials for sing
				ertise  management  technical  training  marketing			

<sup>\*</sup> Asterisked items for completion by UNIDO.

## (UNIDO) Industrial Co-operation Project File

Count	ry: China	1	*Projec	t No.:	6	Presentation	date: 8-May 89
Proje	ect title:	production o	of dyed y	arn		Project spon	sor:liaoyang war knitting mill
			A.Project	t Summa:	гу		
1.	Product(s)	:dyed yarn	Cor warp	knit <b>ti</b>	ing : br	ic	
2.	Planned ca	npacity/output	<b>7</b> 500/Y				
3.	Location:	Liaoyang					
4.	Market sha	are: % domesti	<u>: 30</u> :	. <b>x</b>	export: _	<u>20</u>	
5.	This is a	new project expansion moderniza					:
6.	We have a	feasibili detailed other stu	project des		on	<del></del>	
7.	Land Mach	ject cost (\$US and buildings inery and equi ing capital: r: Total:1milli Foreign excha	: 0.3mill pment: C.5i 0.2milli	millio on			
8. 0	wnership s	tucture envisa  % local  50 % local  50 % forei			~		
9 <b>.</b>	Local par	rtner available	e in	o priv	public s ate secto yet ident	or	•
10.	Foreign o	co—operation so		o joir o subo o lice o sale o turn o equi	as equitons as loans	e processing nology ect pply	m terials for
				o o	ertise o managem c technic o trainin o marketi	al g	,

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\* Asterisked items for completion by UNIDO.

## Industrial Co-operation Project File

Country:	China	*Projec	ct No.: 7	Present	ation date:	 3-May 8
Project t	itle: Pro	eduction of denim	clothes		sponsor: [i]	
l. Proc	luct(s): )	A.Projec	users.		#H. 1. 4	
2. Plan	nned capac	:ity/output 100,000	dozeno.			٠
3. Loca	ation: Jir	nshou				•
4. Mar	ket share:	% domestic 10:	% export:	90		
5. This	4	new project expansion modernization				:
6. We	. 5	feasibility study d  detailed project de other studies:		<u>_</u>		
7. Tot	Land and Machine Working Other:	t cost (\$US millions) d buildings: 2 mill ry and equipment: 1m capital: 2million tal: 5million reign exchange portion	ion illion	·		
8. Owner	<u> </u>	ture envisaged: % local private O_ % local state O_ % foreign	•			
9. Lo	cal partne	er available in	o public : o private sect not yet iden	or		•
10. Fo	reign co-c	operation sought:	cash investm as equi as loan joint ventur subcontracti licensing sale of tech turnkey proj equipment su market acces	ty COM s e ng nology ect pply	mpencation	trade
			o expertise o managem o technic o trainin o marketi	al Ig		·

<sup>\*</sup> Asterisked items for completion by UNIDO.

## Industrial Co-operation Project File

Country: China	*Proj	ect No.:	8	Presentation date:8-	- May 8	39
Project title:	production of Babr	ic with	filment	Project sponsor: Jin	zhou :	nive
		ect Summa			<del></del>	
1. Product(s)	): all kirds of fil	ment fo	bric			
2. Planned ca	apacity/output6,000,0	00metcr	L;		·	
3. Location:	Jinghou					
4. Market sha	are: % domestic 20:	. %	export:	<u>.                                    </u>		
5. This is a	new project expansion modernization				:	
6. We have a	feasibility study detailed project of other studies:		on			
Land Mach	eject cost (\$US millions) and buildings: 1 millions in equipment: 3 millions capital: 2 millions Total: 5 million Foreign exchange port	lloin milloi on		on		
8. Ownership s	stucture envisaged: % local private % local state 50 % foreign		-			
9. Local par	rtner available in	o pri	⊃ public s vate secto yet ident	r	•	
10. Foreign	co-operation sought:	joi o sub o lic o sal o tur	h investme  as equit  as loans  nt venture  contractin  ensing  e of techn  nkey proje  ipment sup  ket access	compensation  supply mate  cology  cot  process  process	rials :	
			ertise  manageme  technica  training  marketir	al 3		

<sup>\*</sup> Asterisked items for completion by UNIDO.

## (UNIDO) Industrial Co-operation Project File

Count	ry: China	*Projec	t No.:	9	Presentation date: 8-May 89
Proje		roduction of dyed	end pr	intled	Project sponsor: Fushum dyein and printting
		A.Projec	t Summa	гу	-Miti
1.	Product(s)	igh class fabric cetton and f		s dyed	and printted silk; linen;
2.	Planned ca	pacity/output 25millio	c e l	or <b>s</b>	
3.	Location:	Pushun			
4.	Market sha	re: % domestic50:	. %	export: _	50 
5.	This is a	new project expansion modernization			:
6.	We have a	feasibility study d detailed project de other studies:			<u> 39</u>
7.	Land Mach:	ject cost (\$US millions) and buildings: 0.5mi inery and equipment: imi ing capital: 0.5millio r: Total: 2million Foreign exchange portion	llion llior n	9	
8. 0	wnership s	tucture envisaged:  2 local private  50 % local state  foreign		•	
9 <b>.</b>	Local par	tner available in	o priv	o public s vate secto yet ident	r
10.	Foreign o	o-operation sought:	o join o subo o lice o sale o turn o equ	n investment as equit as loans at venture contracting e of technology projections are ket access	supply materials for processing sology ect
			•	ertise o manageme o technica o trainina o marketin	al 3

<sup>\*</sup> Asterisked items for completion by UNIDO.

## (UNIDO) Industrial Co-operation Project File

Countr	y: China	<u> </u>	*Project	No.: 10	Presenta	tion date:8	May	89
Projec	t title:	Froduction of	of sewing	thread		sponsorJin		
1. I	?roduct(s)	· Polyester	A.Project	·		<del>fabi</del>	<del>re p</del> i	lant
		<b>525</b>						-
2. 1	Planned ca	pacity/output	50 <b>0T/</b> Y					
3. 1	Location:,	Jinzhou						
4. 1	Market sha	re: % domestic	<u>20</u> : -	% export:	<u>80</u>			
5. :	This is a	new project expansion modernizat					:	
6.	We have a	feasibility detailed p other stud	roject desc		<del></del>			
7.	Land Mach	ject cost (\$US) and buildings: inery and equip ing capital: 3 r: Total: 8 mill Foreign exchan	1 million ment:4 mill million ion	licn	·			
8. Ov	mership s	tucture envisag% local60_ % local00_ % foreig	private state	÷				
9 <b>.</b>	Local par	tner available	c	o public private sec not yet ide	tor		•	
10.	Foreign o	co-operation sou		cash invest  as equ  as loa  joint ventu  subcontract  licensing  sale of tec  turnkey pro equipment s  market acce	ity ns ire ing chnology ject supply	compensati	m 7	trade
			•	cexpertise commanage contechni commarket	ical ing		•	

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<sup>\*</sup> Asterisked items for completion by UNIDO.

### Industrial Co-operation Project File

Country: China	*Project	No.: 11	Presentation date:8 M	ay.198
Project title: Produc	tion of Detector	and Alarm	Project sponsor: Llac	nırg
	A.Project	Summary		<del></del>
1. Product(s): ( 1)	Detect (a) Alar	ווד		-
2. Planned capacity/	output (1) 150,0	NUU set/year	(2) 3,000 set/ yea	ır
3. Location: Ying	; kou			
4. Market share: % d	omestic <u>5U</u> :	% export: _	<u>50</u>	
	project vansion vernization			•
. ≿y det	sibility study date ailed project descr ner studies:		<u> </u>	
Machinery ar Working capi Other: Total:	ildings: U,35 nd equipment: 1,00 ital: U,15	(%): 5 <sup>U</sup>		
_ 60_ :	envisaged: % local private % local state % foreign	-		
9. Local partner av	c	e public s private secto not yet ident	r	•
10. Foreign co-opera	\text{\tin}\exititt{\text{\te}\tinz{\text{\text{\text{\texi}\text{\text{\texi}\text{\text{\text{\texi}\text{\texi}\text{\texi}\text{\texit{\texi}\text{\texi}\titt{\texi}\texitt{\texi{\texi{\texi{\texi{\texi{\texi{\t	cash investme as equit as loans joint venture subcontracting sale of techn turnkey proje equipment sup	y s sology sct pply	
	ć	expertise manageme technica training marketin	11 3	

<sup>\*</sup> Asterisked items for completion by UNIDO.

Industrial Co-operatio: Project File

Country	C	hına				-			:e:8,flay 1
roject	::::	r: Proc	luction of	automob	ile	perior	nan ce i i i ject	spous.	Llacning
				Altroject	Suz. s	LÀ			
1. P	I s. seeds *	.::): 1	Rotary Dru	im lest t	ab1e				
2. !	lanner!	capaci	ty/output	್ರ set	/ yea	ar			
3. L	acat is	:::							
4. K	larket	chare:	□ domestic	<u>70</u> :	. :	export:	30		
5. 7	nis i	V	new projec expansion modernizat						:
A. 5	i inte	₹/	feasibilit detailed p other stud	roject des		ion			
%2 − 5	ī. ::	ord and Schiner Sching Total	cost (\$05), beildings: y and equip capital: tal: tal:	U.1	<b>υ,</b> 15 υ <b>,</b> 3υ υ	0,1u ,60			
5. C.	n parki		wre envisage 2 local 2			·			
	1. a.i	: Thus	r uvaliable	fix	ر در ۲:	∭public ./ate se .yet ide	ctor		•
în.	J.rei;	ра с сено	peracleu no	armist, s	b jo o li o sa o to o co	on investigation of temperature of t	uity and ure ting chaelogy oject supply		
					උ ආ	q reise , manag y techu o train o marke	nical ning		

<sup>\*</sup> Asterisked items for completion by UNIDO.

Country: \*Project No.: 13 China Presentation date: £ May, 1989 Project title: Project aponson: Liaoning Production of electronic piano A.Project Surgary ì. Electronic piano 20000 set/ year Plant ' repacity/output 3. Locations yingkou = export: \_\_\_\_ harbet chare: % domestic 30 : 4. This is a go new project ₩ expansion o modernization We have a G feasibility study dated: ٠. ـ & detailed project description c other studies: :. Total maject cost (\$85 millions) Lord and buildings: My himory and equipment: 0.8 is thing capital: Total: 1.2 Pareign exclusion strion (%): 50 a. a rambi; a**tucture envisação:** \_ \_ % local private 50 % local st.... and the content would have be V, paulie mactur o Private pester e no yet identified Ter int co-operation sunder e care investment ្នេង១ ២១២1:១ g ad leanns 😼 jo vo venture Warmentracting ر ile maing 3 50 . of technology a to they project a equipment supply O BAS LAS ACCESS o expertise √ management ., technical o training , marketing

<sup>\*</sup> Apperiaked items for completion by UNIDO.

### Industrial Co-operation Project File

\*Project No.: Presentation date: May, 1989 15 China. Project sponsor: Liaoning Project title: Production of control the recay A.Project Summery control and protect the relay Pro-tuct (n): Plannel capacity/on jun 500,000 sets/year South Xim Hoad Liaoyang City, Liaoning, China Locarbair Market share: No. Assize 90: Dewyers: ....\_ This is a on new project w expension o modernication We have a confeasibility study dated: detailed project description o other atuales: Total project cost (SUS millions) Land and buildings: 0.3 He hinery and equipment: Working capital: · · ler: u.e Total: Foreign exchange portion (%): 3. Ownership stucture envisaged: 50 % local private % local state Local partner available in Vrubile sector o private sector e not yet ilentified 10. Foreign co-operation cought: o cach inventment a 45 equity o as leans w, joint venture succontracting 1icensing o sale of technology o turnkey project ecuipment supply o market access o expertise o management technical o training

o marketing

<sup>\*</sup> Asterisked items for completion by UNIDO.

15......

Presentation date: May, 1989 \*Project No.: 16 Country: China Project sponse :: Liaming Project title: Production ofplanet and clutch decelerators A. Project Summary Products: Planet decelerators, and cluctch decelerators, electricitysaving units Manuel capacity/output 800,000 units, 1 year Liaoyang Lucation: : export: 20 Market chare: % domestic 80: This is a conew project 5. √ expansion c, modernization a other studies: Testal project cost (\$05 millions) Louis and buildings: 1.5M the inery and equipment: weeking capital: ... .... 3.3 40 Tyraigh emplorage portion (%): d. Aller. . Steature enviraged: % local private n local state 50 : Pareign Apublic sector The Poly Steer available in o private sector o not yet identified cas i investment Papeling of cooperation sought: is as equity co as loans joint venture & sui contracting Wilconsing o salt of technology o turkey project & equipment supply o market access o expertise a management ,, technical n training ; marketing

<sup>\*</sup> Asterished items for completion by UNIDO.

Project No.:/7 Presentation date: thina Project sponsur: Project title: Production of \_ 100 1 31 friction sevew press for fire brick 30-50 sets Liao yany Market chare: % issuestic 50 : Capert: 50 This is a grant project 🗸 🕝 ja tuliin ...zation of the attacky durish to account es project denotip con project allocations Agency of the Agency (Quit million ) The state of the s 5 Mn. 85 5 2: 999 - 14.0 15 SE F1. 1 - . . . . . . . . . . . . . 25 ing public desires m man to section gue get identified The Branch the second second section in a equity in a si India. V t vental. **V**/ .:. .utractic . √្រ ដែលជាមួយ n an of technica . Version verion verionistic T : 1 :01 e ... toe , Janagement : :::nical , training \_ murliction,

May, 1989

LiaUning

<sup>\*</sup> Asteriaked items : . Somple from by ERIDO.

Count	ry: Chi	na	*Project !	is.: 1 <b>8</b>	Presentation dit: May, 1989
l'roje	ct title:	production of	dry-cell		Project sponsor: Llaoning
			A.Project S	ium tary	
1.	Production	): к <b>2</b> 0 type o	iry-cell		
2.	Plannet c	apacity/output	1.5 milli	on set/	/year
3.	Location	fu sh	un		
÷.	Market of	are: % domestic	50:	i expo	ort: <u>50</u>
5.	This is :	expansion codernizati	.v		:
6.	We have :	feasibility detailed process of other studi		ed: ripnien	
¥.	i Mir	ject cost (\$00 r i and buildings: linery and equips hing capital: er: Total: Foreign enchan	0.1 sens: 0.8	U <b>.</b> 1	
:,.·	with the same of t	707 = 1.001 30 = 1.001			
•	Lane :	ere i avilladita	ت	, provate	iblic sector i sector i identified
****	Foreign	do-ordration pou		and	tracting ing f technology y project ent supply
				o to o tr	ise anagement echnical raining arketing

<sup>\*</sup> Asterisked items for completion by UNIDO.

```
Presentation date: May, 1989
                            *Project No.: 18
           China
Project title:
             Production of tubular heat exchangericct sponsies: Liaoning
                          A.Project Smillary
    Product(%): (1) heat exchanger
                (29 storage lank
                 (う) separater
    Missmed capacity/output
                          9800 T
    Location: Fushan
    This is a garage project

    skipuniston

             & milensimation
    Total project over (MD m/IC/one)
         Littland bases just 1.5
         Medinery and equipment: 1.5 Yearing equal 2
         Ortonia
             ''uz...:
             Further with the portion (%) 0.4
 or uncertify attactude our range it
              to Local purtner cycllable in
                                     - 😾 publik destor
                                  S PF 141 Charter
                                  o now yet identified
 10. Foreign co-operation cought:
                                   ⇒ com a investment
                                       to critical
                                      to as leans
                                   ಕ್ರಂಚ venture
                                   ∠ sui contracting
                                   licensing
                                   c sa. : of technology
                                   o twinkey project
                                   o equipment supply
                                   o mandet access
                                   co expertise
                                       is management
                                       W. technical
                                       of training
                                       : marketing
```

<sup>\*</sup> Asterisked items for completion by UNIDO.

	: ; :	Chi			*Project	=	Presenta		
Proje	·: —·	: itie:	Pr I	roduction of orbattery io	SCR cont	roll unit	Project	spouse::	Llaoning
	_	~ • •			.Project	Sucrary			
:.	<b>:</b> **•	du ter	1):	SCR caitroi	ı unıt i	or batter	y iorkliit		
2.	113	munici	cap	acity/output <b>Z</b>	<b></b> 3000	sets a y	ear.		
3.	Los	rat i e se	:	Fushun city	riaoning	Provence	pk. Lhina		
<b>4.</b>	nat	rket s	liar	e: M (Umestic _	40:	4 expor	t: <u>60</u>		
5.	<b>1</b> :::	Ęt≱ I″	î.	o new project  compansion  sociernization	າກ				:
6.	nir-	177 m		o feasibility of detailed pro o other studi	oject desc	red: rip on			
7.	7.	::	: : : : :	met cont (\$03 m and leildings: mery and equipm my copical: : 0.5 Total: 4	1 ent: 1 1•5	. (#)      25			
5.2	!1.	errice.	.*	ucture envicage  Lleading  75 tlevel  25 trively	ed: private ptate n				
٠	1.			nep av Pikše	is:	O mer Nari O beleates O bap	lid sector sector identified		
10.		tuent y	•	- operation is a	gist. :	an William ve Wani mati Mica ii	equity loans moure recting technology project at outply		,
						; te	ne nagement chnical aining rketing		

<sup>\*</sup> Asterisked items for completion by UNIDO.

### (UNIDU) Industrial Co-operation Project File

\*Project No.: Presentation date: May 7. 198 Country: P.R. CHINA Project title: JOINT-VENTURE PRODUCTION OF 1.8-3 Project sponsor: HUO SIYI LITER ENGINES FOR LIGHT A.Project Summary Product(s): MODEL D 495, 493 DIESEL ENGINE Planned capacity/output: 50,000 SETS IN 1995 AND 100,000 SETS IN 2000 2. Location: 10 WU LONG BEI LU, LAIFANG, SHANDONG. 3. This is a o new project 5. o expansion ~/ modernization We have a feasi lility study dated: 1988. AND A DETAILED PROJECT DESCRIPTION 6. o detailed project description o other studies: Total project cost (\$US millions) 7. Land and buildings: 20 Machinery and equipment: 18 Working capital: 20 Other: 48.81 Toral: 268.81 Foreign exchange portion (%): 3.72 8. Ownership stucture envisaged: \_\_\_\_ % local private 100 % local state \_\_\_ % foreign public sector Local partner available in o private sector o not yet identified cash investment 10. Foreign co-operation sought: as equity das loans o joint venture o subcontracting o licensing o sale of technology o turnkey project o equipment supply o market access o expertise o management o technical o training a marketing

<sup>\*</sup> Asterisked items for completion by UNIDO.

## (UNIDO) A. Industrial Co-operation Project File

Count		*Projec		22	Presentation date: 1989.5
Proje	ect title: SLIGHTLY			ATCRS	Project sponsor: WANG GUANG I
1.	Product(s): AUTCXCE		• • • • •		
2.	Planned capacity/or	itput 50,000	Sat		
3.	Location: ZI BO Si	LANDONG CHINA			
4.	Market share: % don	mestic <u>100</u> :	. *	export:	<del></del>
5.	This is a o new process of the control of the contr				•
6.		ibility study da iled project des r studies:	_		म् राज्यसम्बद्धाः स्टब्स् स्टब्स्यान्स्य
7.	Working capit Other: 0.5 Total: 6	dings: 1.0 equipment: 4.0 al: 1.0		50%	•
8. 0	100 %	nvisaged: local private local state foreign	100	) Djo	
9.	Local partner avai	lable in	o pri	vate sect	sector · · · · · · · · · · · · · · · · · · ·
10.	Foreign co-operati	on sought:	o joi o sub o lic o sal o tur o equ o mar	h investment as equipole as loan nt ventur contractions ensing e of technologiement suket acces	ty s e ng nology ect pply s
				managem technic trainin marketi	a1 g

<sup>\*</sup> Asterisked items for completion by UNIDO.

## (UNITUU) Industrial Co-operation Project File

Cours	OF CHIMA  *Project No.: >}  Presentation date: Nay 12, 198
Proj	ject title: FCRGEABLE PIECES OF CONNECTING RADS FOR Project sponsor: ZHAO JIN PU
	A.Project Sumary
	A.c.o.jeuc Sumary
1.	Product(s): FORGEABLE PIECES OF CONNECTING RODS FOR PETROL ENGINE.
2.	Planned capacity/output FORGEABLE PIECES OF CONNECTING RODS FCR PETRAL ENGINE :
3.	Location: FORGEABLE PIECES OF CONNECTING RODS FOR ASSEMBLY FOR PETROL ENGINE:
	i i i i i i i i i i i i i i i i i i i
4.	Market share: % domestic <u>50%</u> : % export: <u>50%</u>
5.	This is a o new project
	expansion
	comodernization .
6.	We have a o feasibility study dated:
	6 detailed project description
	other studies:
7.	Total project cost (\$US millions)
	Land and buildings: 0.5 MILLION \$
	Machinery and equipment: 3 MILLION \$
	Working capital: 1.6 MILLION \$
	Total: 5.1. MILLION \$
	Foreign exchange portion (%)
_	
8. (	Ownership stucture envisaged:  % local private
	100 % local state
	% foreign
	Local partner available in public sector
9.	Cocal barther wastingte in Chaptic accept
	$\sqrt{\circ}$ not yet identified
••	Foreign co-operation sought: cash investment
10.	Foreign co-operation sought: cash investment as equity
	o as loans
	o joint venture
	o subcontracting
	<pre>licensing sale of technology</pre>
	o turnkey project
	√o equipment supply
	o market access
	compercise control of the control of
	o management
	o technical
	o training
	o marketing

1

<sup>\*</sup> Asserished items for completion by UNIDO.

Presentation date: 1639.5.8. \*Project No.: Country: PRC Project spousor: Li Mao Joint venture international Project title: A. Project Summary International Standard Container Product(s): Planned capacity/output: 5,000 pc. 2. Industrial Street, Hanting Division, Weifang Location: Municipality, Shandon; Province 3. Market share: % domestic 50: . \* export: <u>50</u> This is a o new project 5. o empansion √o modernization We have a vo feasibility study dated: 1938.12. o detailed project description o other studies: Total project cost (\$US millions) 10 7. Land and buildings: Machinery and equipment: Working capital: Other: Total: Foreign exchange portion (%): 50 8. Ownership stucture envisaged: % local private 50 % local state 50 % foreign √o public sector Local partner available in 9. o private sector o not yet identified a cash investment 10. Foreign co-operation sought as equity as loans √o joint venture o subcontracting o licensing co sale of technology o turnkey project a equipment supply o market access o expertise o management o technical o training o marketing

<sup>\*</sup> Asterisked items for completion by UNIDO.

## (UNIDU) Industrial Co-operation Project File

Count	ry: CHINA		*Project No.:	25	Present	acion dac	e: NAY. 8
Proje	ct title:				Project	sponsor:	LIN ZHO
_		A	.Project Summ	3[]			
1.	Product(s)	: SMALL SIZE GEAR	AND WORM GEA	AR BOX			
2.	Planned ca	pacity/output C	ENTRE DISTANCE	350 m	m LITTLE GEA	AR—BOX :: 10	)500 ·
3.	Location:	JIHAN SHANDONG PA	ROVINCE CHINA				
4.	Market sha	re: % domestic	<u>80</u> : . :	K export	: 20		
5.	This is a	new project expansion modernization	1				:
6.	We have a	o feasibility of detailed proposition other studies	ject descript	<u>Μ.Υ 19.</u> ion	1988		<i>:</i>
7.	Land Mach	ject cost (\$US mi and buildings: inery and equipme ing capital: r: Total: Foreign exchange	0.71 nt: 2.11 3.22 0.15 6.20	02 58 16 00			
8. 0	wnership s	tucture envisaged % local pr % local st % foreign	ivate	-		·	
9.	Local par	tner available in	· opr	ivate se	c sector ctor entified		•
10.	Foreign o	co-operation sough	oyjo o su o li o sa o tu oyeq	sh inves  was eq  as lo  int vent  bcontrac  censing  le of te  rnkey pr  uipment  rket acc	uity ans ure ting chnology oject supply	·	
		,	o ex	pertise o manag by techn o train o marke	nical ning		

198

<sup>\*</sup> Asterisked items for completion by UNIDO.

## (united) Industrial Comopetation Project File

Cour	itry: F. R.	CHINA *P	roject Vo.:	26	Prise ation date:	10/5/0000
	ect title:				Project sponsor:	
		JOINT VENTURE C.	COJECT Summa	CTORY		
,	Product(s)			гу		
*-	rroduct(s)	): CARD	<b>IGAN</b>			
				>		
2.	Planned ca	spacity/output 250	0,000 piec	es ennu	ally	
3.	Location:	Yantai Economic	Develope	Zone, P	P.R. China	
4.	Market sha	re: % domestic 30%	_: . x	export:	<u>70%</u>	
5.	This is a	new project co expansion co modernization				:
6.	We have a	o fe libility student detailed project o other studies:	dy dated: _ t description	)n	<del></del>	
7.	Land Machi Worki Ocher	ject cost (\$US million and buildings: 0.00 inery and equipment: 0.10 ing capital: 0.10 ing Capital: 0.55 Total: 0.55 Foreign exchange positions	0 <b>.</b> 153	40% '		
<b>8.</b> C		tucture envisaged:	(4).	,0,0		
••••		% local priva	te			
		% local state % foreign		cording	to proportion	!
9.	Local part	ner available in	0	public	sector	
			o priva	te sect	or Cified	
10.	Foreign co	O-operation sought:	ab joing a joing a subco a licer a sale a turnl a equi	investm as equi as loan ventur ontracti using of tech key proj oment su	ty s e ng nology ect pply	;
			P.	tise managem technic trainin marketi	1 £	:

Ascerished items for completion by UNIDO.

### (uniou) Industrial Co-operation Project File

Presentation date: 10/5/1989 Project No.: Councry: China Yantai Woolen Mill Project spon-Project title: Imitation Wool Knitting Yarn etc. A.Project Summary Product(s): Imitation wool knitting yarn Imitation woolen fabric Planned capacity/output Location: at the back of Yantai Woolen Mill Market share: I domestic 70: X export: 30 This is a & new project o expansion o modernization We have a of feasibility study dated: o detailed project description other studies: Total project cost (\$US millions) 8.10 million 7. Land and buildings: about 1.1 million Machinery and equipment: about 5.6 " Working capital: 0.136 million Other: about 1.6 million Total: 8.1 million
Foreign exchange portion (%): 8. Ownership stucture envisaged: \_ % local private 50 % local state 50 % foreign & public sector Local partner available in o private sector o not yet identified a cash investment 10. Foreign co-operation sought: as equity O as loans ₩ joint venture o subcontracting a licensing o sale of technology o turnkey project o equipment supply o market access & expertise M management W technical d training **₩** marketing

<sup>\*</sup> Ascerisked items for completion by UNIDO.

### (uniou) Industrial Co-operation Project File

Country: P.R. China	*Project No.: 28		
Project title:polypropylene	tow for cigarette fil	Project spon	: Jinan Syntheti <u>- Piber Flan</u> t
	A.Project Summary		
1. Product(s): Folypropy:	lene tow for cijarette	e filter	
2. Planned capacity/output	5000 ton		
3. Location: 4 Daqiao 3d	, Jinan, Shandong Prov	vince	
4. Harket share: % domestic	c 100% z export:		
5. This is a new project of expansion new project of expansion noderniza	L		:
6. We have a of feasibili of detailed of other stu	ity study dated: project description udies:	<del></del>	
Working capital: Other: Total:		n .	
8. Ownership stucture envis  7 loca 100% % loca 2 fore	al private al state		
9. Local partner availab	le in g publi o private se o not yet id	c sector ector lentified	•
10. Foreign co-operation	sought: cash inves cas	quity oans ture cting echnology oroject supply	
	o tech	agement nnical	

<sup>\*</sup> Ascerisked items for completion by UNIDO.

Through Summary

#### Poly-6-amide Staple Fibre

4000ton: Planned capacity/outport Ding Jia Zhuang, Jinan, Shandong, PRC Location: Market share: 2 demestic 40\_1 z export: \_\_\_\_ Thin is a V new project o ex. ension o zederatzation - have a c feasibility study dated: Aprile 7, 1989 o detailed project description other studies: Total project cost (\$US millions) Land and buildings: Machinery and equipment: Working capital: Others Total: Foreign exchange portion (%): 6.6 to penerohip stucture envisaged: \_\_\_\_ Z local private 100- \* local state \_\_\_\_ 2 fefergs. o public sector Local partner available in o private sector √not yet identifie: Cash investment the Foreign to operation cought: o as equity O as loans joint venture 🧓 subcontracting e licensing o sale of technolog , turnser project a equipment sand! James Perliance a Busting, ..... a vertice .. \*\*\*\* . . . . . .

141.00

F1.001 34

### (union) Industrial Co-operation Project File

Country: 1.R. C	hina *Projec	t No.:	30	Presenta	Cio	Jace: 10/5/1989
Project title:	Western Frintted bed	sheet		Project	spoa:.	:: Jining Bed Sceet Plant
	A.Projec		רא			
1. Product(s)	pure cotton, widew	idth be	ed sheet	: .		
2. Planned ca	pacity/output 1.5 me	ter /ye	ar			
3. Location:	Jining Bed Sheet Pla	ant of	Shandon	g Provin	ce	
4. Harket sha	re: % domestic 30%:	. %	export:	70%		
5. This is a	o new project  consistent  con					<b>:</b>
6. We have a	o feasibility study d o detailed project de o other studies:			<del></del>		
Land Mach	ject cost (\$US millions) and buildings: inery and equipment: ing capital: r: Total: Foreign exchange portion	0.50 2.00 2.50				
8. Ownership s	x local private  X local state  X foreign	209 209				•
9. Local pa	rtner available in	o pri	public vate sec yet ide	tor		•
10. Foreign	co-operation sought:	o joi o sul o lic o sal o tu	ch invest  as equ  as loa  int ventu  contract  censing  le of tec  rnkey pro  uipment s  rket acce	ity ns re ing chnology ject supply		
		o ex	pertise o manage o techn o train o marke	ical ing		

<sup>\*</sup> Accerished icems for completion by UNIDO.

omicry: 1.D. Chine	
raject title: Producing knitted T :	shirt by joint-Vrojectespoul : Jining Knits
or compensation Affridect	Summary Tlan
_ Product(s):	
cotton & TAC (polyester and co	ctton) knitted T shirt with flat knitting
collar Planned capacity/output 3 mil	
3. Location: Jining City, Shandon	
4. Market share: X domestic 20%:	x export: <u>RC</u> %
· O	:
expansion expansion	
_	
6. We have a feasibility study d	ated:
detailed project de	scription
other studies:	
7. Total project cost (\$US millions)	3 million
Land and buildings:	0.5
Machinery and equipment:	2 " 0•5 "
Working capital:	0.9
Other: Total:	3 11 1
Foreign exchange porti	on (x): 64%
<pre>8. Ownership stucture envisaged:</pre>	•
74 x local state	
65 % foreign	
9. Local partner available in	o public sector
9. Local partner available in	o private sector
	o not yet identified
no Francis co-operation south:	o cash investment
10. Foreign co-operation sought:	as equity
	o as loans
	S joint venture
	o subcontracting licensing
	sale of technology
	o turnkey project
	equipment supply
	& market access
	o expertise
	O expercise
	o management
	management cechnical training

<sup>\*</sup> Asserisked items for completion by UHIDO.

# (ontpo) Industrial Co-operation Project File

Country: *Project	No.: 32	Presentatio.	:210: 10/5/1469
Project title: Rabbit hair Jardijan i	limi	Project spoud	. Lini ar
A.Project	Summary		
1. Product(:):			
habbit hair cardigan			
2. Planned capacity/output 1 mill	ion pec/yea	r	
3. Location: Linyi, Shandong Prov			
4. Market share: I domestic less: 30%	z export	: <u>mor</u> e than 70	<b>X</b> ;
5. This is a new project expansion modernization			:
6. We have a feasibility study da detailed project des other studies:	ted:		
7. Total project cost (\$US millions)  Land and buildings:  Machinery and equipment:  Working capital:  Other:  Total:  Foreign exchange portio			
8. Ownership stucture envisaged:  7 local private  50 % local state  50 % foreign			
9. Local partner available in	O publ O private s O not yet i	ic sector ector dentified	•
10. Foreign co-operation sought:	o ted o tra	equity loans nture acting  technology project t supply ccess	

<sup>\*</sup> Ascerisked items for completion by UNIDO.

#### INDUSTRIAL CO-OPERRATION PROJECT FILE

Country: People's Rupublic of China

xProject No:

Presentation date:

Project title: Electronic element (resistor)

Project sponsor: No. 6 Radio Factory, Zhibo City, Shandong, China.

#### A. Project Summary

1. Product(s): RS resistor, ZnO2 resistor, chip resistor.

#### MELF resistor

2. Planned capacity/output: RS resistor: 100,000 thousands pcs/year,

ZnO2 resistor: 200,000 thousand pcs/year,

chip resistor: 480,000 thousands pcs/year

MELF resistor: 450,000 Housands pcs/year

- 3. Location: ZHIBO CITY, SHANDONG, CHINA
- 4. Market share: domestic: 50% event: 50%
- 5. This is a . new project
  - . expansion
  - , modernization
- 6. We have a . feasibility study dated: Mar. 1988
  - . detrailed project description
  - . other studies:
- 7. total priojecxt cost (USD millions)

Land and buildings: 1,200 square metress

Machinery and equipment: 600, 000

worlking capital:400,000

other: 200, 000

Total: 1,500,000

Foreign exchange portion (%):70

8. Ownership structure envisaged

\_\_\_\_ X local privates

51% local state

49% foreign

9. Local partner available in .

. public sector

. private sector

. not yet identified

10. Foreign co-operation sought: . cash investment

. as equity

. as loans

. joint venture

. subcontracting .

. licensing

sale of technology

turnkey project

equipment supply

market access

expertise

. management

. technical

. marketing

. training

# (UNIDO)

# INDUSTRIAL CO-OPERRATION PROJECT FILE

Country: People	e's Rupublic of China
xProject No:	• • • •
Presentation da	nte:
Project title:	Deflection Yoke for Golor TV Set
Project sponsor	r; No 3 RADIO FACTORY, DEZHOU CITY, SHANDONG, CHINA.
	A. Project Summary
1. Product(s):	Deflection Yoke for Color TV Set
2. Planned cap	acity/output:2,000,000 pieces/one shift/one year
3. Location: 3	1, XIN HU BEI LU, DEZHOU CITY, SHANDONG, CHINA.
4. Market shar	e: domestic: 50% export: 50%
5. This is a	new project expansion modernization
6. We have a	. feasibility study dated: May. 1989
	. detrailed project description
	other studies:
7. total prtoj	ect cost (USD millions)
Land and	buildings:1.2
Machinery	y and equipment:1.8
woriking	capital:1.5
other:0.5	5
Tota	al: 5
Fore	eign exchange portion (%): 50%
8. Ownership	structure envisaged:
	K loval private

# 50 % local state

# 50 % foreign

9. Local partr available in

. public sector

. private sector

. not yet identified

10. Foreign co-operation sought: . cash investment

•

. as equity

. as loans

. joint venture

. subcontracting

. licensing

. sale of technology

: turnkey project

. equiupment supply

. market access

. expertise

management

technical

.training

marketing

#### (UNIDO)

#### INDUSTRIAL CO-OPERRATION PROJECT FILE

Country: People's Rupublic of China

\*Project No:

Presentation date:

Project title: Analog panel meter, digital panel meter

Project sponsor: Yantai Electrical Meter Factory

## A. Project Summary

- 1. Product(s): Analog panel meter, digital panel meter
- 2. Planned capacity/output: 500,000 pieces/ year
- 3. Location: 14, llaigang Lu, Yantai, Shandong, P.R.China.
- 4. Market share: X domestic: 40X export: 60X
- 5. This is a . new project
  - . expansion
  - modernization
- 6. We have a . feasibility study dated: JUN. 1988
  - . detrailed project description
  - . other studies:
- 7. total prtojecxt cost (USD millions)

Land and buildings: 1.00

Machinery and equipment: 0.8

woriking capital: 1.10

other: 0.4

Total: 3.3

Foreign exchange portion (%): 45%

8. Ownership structure envisaged:

0 % local private 65% local state

35% foreign

9. Local partner available in

. public sector

.. private sector

. not yet identified

10. Foreign co-operation sought: . cash investment

. as equity

. as loans

joint venture

subcontracting

. licensing

.. sale of technology

. turnkey project

. equiupment supply

market access

. expertise

. management

. technical

. marketing

### A. Project Summary

Industrial Co-operation Project File

Country: China Project No: 1 Presentation date: June 1989

Project title:Computer Keyboard Production

Project sponsor: SUI YUAN BAI manager of Computer Company 

1.Product: Computer Keyboard & Key-switch

2.Planned capacity/output:annual Keyboard (PC XT AT): production capacity 400,000 sets

- 3.Location:45 SHIFU STREET YANTAI CITY SHANDONG PROVINCE CHINA
- 4.Market share:% domestic 60; % export 40.
  - 5. This is a new project expansion \* mcdernization

\_\_\_\_\_

- 6.We have a feasibility study dated: July 1988 detailed project déscription \* other studies
- 7. Total project cost (SUS millions)

Land and buildings: premises 2500 square metres Machinery and equipment: 100 sets

Working capital: 150 SUS millions

Other:

100 SUS millions

Total:

400 SUS millions

Foreign exchange portion (%): 75%

- 8.0wnership stucture envisaged:
  - 0 % Local private
  - 60% Local state
  - 40% Foreign
- 9.Local partner available in public sector \* private sector not yet identifica

10. Foreign co-operation sought: each investment

as equity

as loans

joint venture
subcontracting
licensing
sale of technology
turnkey project
equipment supply
market access
expertise
management
technical
training

# 11.Brief description of the project:

It is a key project during Chinese 7th 5-year-plan period, total amount investment of which being RiB1,600 (SUS 3,000,000). Intending to import advanced keyboard and key-switch know-how and equipment, so as to reach the goal of annual production capacity of 200,000-400,000 sets its quality meets FCC, ASA and UL standard. The products will be capable of meeting the international and domestic market and will be compatible with the IBM/PC.XT.AT computer or the same types. CO-operation form: enquity or contractual joint venture, processing customers material, compensation trade, technical transer etc.

marketing

YanTai Computer Company is the keyboard manufacturer under CHIMA Great Wall Computer Company since year 1987, current annual production capacity being 60,000 sets. It is the only keyboard manufacturing base in China procently. Exchange rate used in this profile: 3.73/JBS Date of exchange rate: June 1989

# Presentation of Chinese Projects for Industrial Cooperation

#### Zhu Wengen Consultant for Chinese delegation partcipating at Seoul

Mr. Chairman, Ladies and Gentlemen,

- 1. I am pleased to present you the Chinese Projects for industrial cooperation.
- 1.1 All together 65 project proposals have been prepared out of which 36 project' profiles have been prepared according to UNIDO requirement. These projects are from both Liaoning and Shandong provinces. They are projects from textile, electronic & electrical and machinery industry. Majority of these projects are expansion or modernization projects.
- 1.2 These projects are relatively small, the total investment requirement is within the range of half a million and six million US dollars.
- 1.3 The products and the production capacity of these projects have been projected on the basis of both the domestic and foreign markets requirement, especially the domestic market. The projects to be produced are either in short supply in china or are presently imported from foreign countries.
- 1.4 Majority of the Projects' required raw materials are available in their own province or can be purchased from other province in China. Some raw materials have to be imported due to short supply in China or price difference.
- 1.5 Chinese projects sponsors prefer to cooperate with potential foreign partners in the from of joint venture. subcontracting, or coproduction. Many Chinese sponsors are open to discuss any feasible way of cooperation, there-fore they marked several cooperation forms in the profile.
- 1.6 The projects have been carefully prepared and screened. Some of the projects have been approved by authorties concerned. The rest of the projects will be approved when the cooperation with foreign enterprise is possible to realize. The representatives are representing different sectors of their provinces, They are entrusted to discuss cooperation project, they are authorized to sign cooperation document if necessary.

Mr. Chairman, Ladies and gentlemen,

- 2. Sino-foreign enterprises cooperation in machinery, electronics and textile industries conform with the requirements of the development of china's national economy. These three industries are among the national development priority sectors. They also appear on the list of industries permitted to cooperate with foreign enterprises of the regulations for the implementation of the law on Chinese-Foreign joint venture.
- 2.1 Both Liaoning province and Shandong province have a good industrial basis. These two provinces are rich in a lot of natural resources, which are important for different industries. In addition, these two provinces have the best management and production work force.
- 2.2 Liaoning province has 23,385 industrial enterprises, including 677 large and medium-sized ones which are of very important to the local economy. Liaoning is the country's leading iron and steel centre. it has four major iron and steel enterprises, which furnish about 20% of the country's steel, rolled steel and pig iron.
- 2.3 Liaoning province's machinery industry produces complete sets of equipment for ethylene, synthetic ammonia, urea, complete ranges of power generating units, pumps and valves for thermo electric power projects, for ships and locomotives and Oilfield.
- 2.4 The province has abundant mineral resources. Deposit of more than 100 minerals have been found. Liaoning's iron are reserves account for 23% of china's total, it produces complete rang of coal as well as raw and auxiliary, materials, such as manganese, magnesium, silica, refractory clay and flux limestone.
- 2.5 Shandong Province is also rich in mineral resources, 100 minerals have been discovered, including coal, petroleum natural gas, gold, copper, aluminum, diamond, granite etc. The gold reserves and output all rank the first in China. The petroleum and natural gas reserves in Bohai gulf and in the plain in the north west of Shandong province are fairly rich. Its building materials and non-metal ores are widely distributed with considerable verities and reserves. Now, about 20 different non-metals are under mining.
- 2.6 Shandong has a complete range of industrial production, including light industry, textiles, chemicals, machine building, electronics, metallurgy, coal, silk, tobacco, pharma-ceuticals, building materials.

Mr. Chairman, Ladies and gentlemen,

- 3. When you consider cooperation with Chinese enterprises, please bear in mind some points, which, I believe, will facilitate your business.
- 3.1 Chinese government encourages ---export-oriented

and technology-intensive joint ventures

----sole foreign enterprise

---export processing with provided raw materials

Chinese bank provide export-oriented enterprises with preferential loan as their fixed assets and working capital.

- 3.2 Chinese enterprises are in favour of joint venture. On the one hand, Chinese enterprises expect a close cooperation with foreign partner through joint management, sharing the profit and loss of their joint business. On the other hand, they want to enjoy favorable government policy treatment, for joint venture enterprises, especially management freedom, import & export permit.
- 3.3 Balance of foreign currency is a very important factor which should be considered at the very beginning. Sino-foreign joint ventures are encouraged by Chinese government to export what they produce to generate foreign exchange earning so as to achieve the balance between their foreign exchange revenue and expenditure.
- 3.4 Sino-foreign joint ventures running into foreign exchange deficits may re-invest their snare of Chinese currency profits in other joint ventures which capable of earning more foreign exchange
- 3.5 The products manufactured by Sino-foreign joint venture may replace what urgently needed and are otherwise imported products. but the products must meet the requirements in terms of quality and specification and the price must be internationally competitive. It is also subject to the approval of the departments in charge. And the import substitution should be defined in the joint venture contract signed by the two sides or in the contract signed between the manufacturer and buyer.

Mr. Chairman, ladies and gentlemen,
I hope my presentation will be helpful for you individual
discussion during the meeting and for your future
cooperation with Chinese enterprises.

Thank you very much your attention.

### ATTACHMENT C)

List of projects for follow-up

### Shandong Province

- 1. Scanning yoke for color TV
- ` 2. Computer key board
  - 3. Satellite antenna
  - 4. Telephone
  - 5. Steel plant
  - 6. container
  - 7. T shirt
  - 8. Knitting mill

### ATTACHMENT C)

# Liaoning Province

- 1. Cleaning agent
- 2. Electronic components
- 3. Battery
- 4. Micro phone
- 5. Industrial furnace
- 6. Household furnace
- 7. Mash gas bottle
- 8. Paste
- 9. Arrow-headed weaving machine