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WORK REPT

→ ZHU WENGEN
CONSULTANT FOR CHINESE DELEGATION PARTICIPATE
→ MEETING ON INDUSTRIAL COOPERATION AMONG SELECTED
DEVELOPING COUNTRIES IN THE ASIA REGION.

JULY 22, 1989.
BEIJING

1.7

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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, except 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 and features of the projects;

--emphasized the feasible 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.

(UNIDO)
Industrial Co-operation Project File

Country: China *Project No.: / Presentation date: 8-May 89
Project title: Production of spun silk yarn Project sponsor: Gaixian bang-
sipu floss silk factory

A. Project Summary

1. Product(s): spun silk yarn
2. Planned capacity/output 100,000T/Y
3. Location: Gaixian
4. Market share: % domestic 50: % export: 50
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: 0.1million
Machinery and equipment: 0.2million
Working capital: 0.7million
Other:
Total: 1million
Foreign exchange portion (%): 30
8. Ownership structure envisaged:
 % local private
 % local state
 % foreign
9. Local partner available in public sector
 private sector
 not yet identified
10. Foreign co-operation sought:
 cash investment investment
 as equity joint venture
 as loans supply materials
 joint venture for processing
 subcontracting
 licensing
 sale of technology
 turnkey project
 equipment supply
 market access
 expertise
 management
 technical
 training
 marketing

(UNIDO)
Industrial Co-operation Project File

Country: China *Project No.: 2 Presentation date: 8 May, 98
Project title: Production of high class fabric Project sponsor: Jinzhoudyeing and printing mill

A. Project Summary

1. Product(s): dyed and printed silk fabric cotton and C/T
2. Planned capacity/output 15 million meters
3. Location: Linzhou
4. Market share: % domestic 40 : % export: 60
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: 0.5 million
Machinery and equipment: 1.5 million
Working capital: 1 million
Other:
Total: 3 million
Foreign exchange portion (%): 40
8. Ownership structure envisaged:
 % local private
60 % local state
40 % foreign
9. Local partner available in public sector
 private sector
 not yet identified
10. Foreign co-operation sought:
 cash investment
 as equity compensation trade
 as loans supply materials for
 joint venture processing
 subcontracting
 licensing
 sale of technology
 turnkey project
 equipment supply
 market access
 expertise
 management
 technical
 training
 marketing

* Asterisked items for completion by UNIDO.

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION
(UNIDO)
Industrial Co-operation Project File

Country: China *Project No.: 3 Presentation date: 8- May 89
Project title: Production of dyed yarn and striped Project sponsor: Anshangeneral
knitted wears. A. Project Summary knitting mill

1. Product(s): dyed yarn and stripped knited wears.
2. Planned capacity/output 800,000pieces.
3. Location: Anshan
4. Market share: % domestic 20 : % export: 80
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: 1million
Machinery and equipment: 2million
Working capital: 1million
Other:
Total: 4million
Foreign exchange portion (%):
8. Ownership stucture envisaged:
 % local private
50 % local state
50 % foreign
9. Local partner available in public sector
 private sector
 not yet identified
10. Foreign co-operation sought: cash investment compensation trade
 as equity
 as loans supply materials for
 joint venture processing
 subcontracting
 licensing
 sale of technology
 turnkey project
 equipment supply
 market access
 expertise
 management
 technical
 training
 marketing

* Asterisked items for completion by UNIDO.

(UNIDO)
Industrial Co-operation Project File

Country: China *Project No.: 4 Presentation date: 8 May 89

Project title: Production of high class shoes Project sponsor: Fushun fabric shoes factory

A. Project Summary

1. Product(s): high class shoes .
2. Planned capacity/output 3 million pairs
3. Location: Fushun
4. Market share: % domestic 60 : % export: 20
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 (%): 60
8. Ownership structure envisaged:
_____ % local private
60 % local state
40 % 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 compensation trade
 licensing
 sale of technology co- production
 turnkey project
 equipment supply
 market access

 expertise
 management
 technical
 training
 marketing

* Asterisked items for completion by UNIDO.

(UNIDO)
Industrial Co-operation Project File

Country: China *Project No.: 5 Presentation date: 8-May 89

Project title: production of embroidered products Project sponsor: Liaoyang war knitting mill

A. Project Summary

1. Product(s): embroidered bed covers; embroidered decoration cloth.
2. Planned capacity/output 300,000meters.
3. Location: Liaoyang
4. Market share: % domestic 50: % export: 50
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: 0.7million
Machinery and equipment: 1million
Working capital: 0.5million
Other:
Total: 2million
Foreign exchange portion (%): 60
8. Ownership structure envisaged:
 % local private
 60 % local state
 40 % foreign
9. Local partner available in public sector
 private sector
 not yet identified
10. Foreign co-operation sought: cash investment
 as equity compensation trade
 as loans
 joint venture supply materials for processing
 subcontracting
 licensing
 sale of technology
 turnkey project
 equipment supply
 market access
 expertise
 management
 technical
 training
 marketing

* Asterisked items for completion by UNIDO.

(UNIDO)
Industrial Co-operation Project File

Country: China *Project No.: 6 Presentation date: 8-May 89

Project title: production of dyed yarn Project sponsor: liaoyang warp
knitting mill

A. Project Summary

1. Product(s): dyed yarn for warp knitting fabric
2. Planned capacity/output 750T/Y
3. Location: Liaoyang
4. Market share: % domestic 30 : % export: 20
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: 0.3million
Machinery and equipment: 0.5million
Working capital: 0.2million
Other:
Total: 1million
Foreign exchange portion (%): 80
8. Ownership structure envisaged:
 % local private
50 % local state
50 % foreign
9. Local partner available in public sector
 private sector
 not yet identified
10. Foreign co-operation sought: cash investment compensation trade
 as equity supplying materials for
 as loans processing
 joint venture
 subcontracting
 licensing
 sale of technology
 turnkey project
 equipment supply
 market access

 expertise
 management
 technical
 training
 marketing

* Asterisked items for completion by UNIDO.

Country: China *Project No.: 7 Presentation date: 8-May 89
Project title: Production of denim clothes Project sponsor: Jinzhou textile mill

A. Project Summary

1. Product(s): denim jackets; trousers.
2. Planned capacity/output 100,000 dozens.
3. Location: Jinzhou
4. Market share: % domestic 10 : % export: 90
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: 2 million
Machinery and equipment: 1million
Working capital: 2million
Other:
Total: 5million
Foreign exchange portion (%): 0
8. Ownership structure envisaged:
 % local private
50 % local state
50 % foreign
9. Local partner available in public sector
 private sector
 not yet identified
10. Foreign co-operation sought: cash investment compensation trade
 as equity
 as loans
 joint venture
 subcontracting
 licensing
 sale of technology
 turnkey project
 equipment supply
 market access

 expertise
 management
 technical
 training
 marketing

* Asterisked items for completion by UNIDO.

(UNIDO)
Industrial Co-operation Project File

Country: China

*Project No.: 8

Presentation date: 8 May 89

Project title: production of fabric with filament Project sponsor: Jin Zhou niu er
he textile mill

A. Project Summary

1. Product(s): all kinds of filament fabric
2. Planned capacity/output 6,000,000 meters
3. Location: Fuzhou
4. Market share: % domestic 20: % export: 10
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 million
Machinery and equipment: 3 million
Working capital: 2 million
Other:
Total: 6 million
Foreign exchange portion (%): 0.5 million
8. Ownership structure envisaged:
 % local private
50 % local state
50 % 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 compensation trade
 subcontracting supply materials for
 licensing sale of technology processing
 turnkey project
 equipment supply
 market access

 expertise
 management
 technical
 training
 marketing

* Asterisked items for completion by UNIDO.

(UNIDO)
Industrial Co-operation Project File

Country: China *Project No.: 9 Presentation date: 8-May 89

Project title: Production of dyed and printed fabric Project sponsor: Fushun dyeing and printing mill

A. Project Summary

1. Product(s): high class fabric, such as dyed and printed silk; linen; cotton and s/c.
2. Planned capacity/output 25million meters
3. Location: Fushun
4. Market share: % domestic 50: % export: 50
5. This is a new project
 expansion
 modernization
6. We have a feasibility study dated: January 89
 detailed project description
 other studies:
7. Total project cost (\$US millions)
Land and buildings: 0.5million
Machinery and equipment: 1million
Working capital: 0.5million
Other:
Total: 2million
Foreign exchange portion (%): 50
8. Ownership structure envisaged:
 % local private
50 % local state
50 % foreign
9. Local partner available in public sector
 private sector
 not yet identified
10. Foreign co-operation sought: cash investment compensation trade
 as equity
 as loans supply materials for processing
 joint venture
 subcontracting
 licensing
 sale of technology
 turnkey project
 equipment supply
 market access
 expertise
 management
 technical
 training
 marketing

* Asterisked items for completion by UNIDO.

(UNIDO)
Industrial Co-operation Project File

Country: China *Project No.: 10 Presentation date: 8 May 89
Project title: Production of sewing thread Project sponsor: Jin zhou chemical
fabre plant

A. Project Summary

1. Product(s): Polyester sewing thread
2. Planned capacity/output 500T/Y
3. Location: Jinzhou
4. Market share: % domestic 20 : % export: 80
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 million
Machinery and equipment: 4 million
Working capital: 3 million
Other:
Total: 8 million
Foreign exchange portion (%): 50
8. Ownership structure envisaged:
____ % local private
60 % local state
40 % 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 *with compensation trade*
 subcontracting
 licensing
 sale of technology
 turnkey project
 equipment supply
 market access

 expertise
 management
 technical
 training
 marketing

(UNIDO)
Industrial Co-operation Project File

Country: China *Project No.: 11 Presentation date: 8 May. 1989
Project title: Production of Detector and Alarm Project sponsor: Liaoning

A. Project Summary

1. Product(s): (1) Detect (a) Alarm
2. Planned capacity/output (1) 150,000 set/year (2) 3,000 set/ year
3. Location: Ying kou
4. Market share: % domestic 50 : % export: 50
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: 0,35
Machinery and equipment: 1,00
Working capital: 0,15
Other:
Total: 1,5
Foreign exchange portion (%): 50
8. Ownership structure envisaged:
 % local private
60 % local state
40 % 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
 training
 marketing

(UNIDO)
Industrial Co-operation Project File

Country: China *Project No.: 13 Presentation date: 8, May, 1989
Project title: Production of automobile performance test meter Project sponsor: Liaoning

*Project Summary

1. Description: Rotary Drum test table
2. Planned capacity/output: 10 set/ year
3. Location:
4. Market share: % domestic 70 : % export: 30
5. This is a new project
 expansion
 modernization
6. * Studies feasibility study dated: _____
 detailed project description
 other studies:
7. Total project cost (\$US millions)
Land and buildings: 0.15
Machinery and equipments: 0.15
Working capital: 0.30 0.10
Total: 0.60
Foreign exchange portion (%): 25
8. Ownership structure envisaged:
70 % local private
30 % local state
30 % foreign
9. Local partner available in public sector
 private sector
 not yet identified
10. Foreign cooperation sought: grant investment
 as equity
 as loans
 joint venture
 subcontracting
 licensing
 sale of technology
 turnkey project
 equipment supply
 market access

 expertise
 management
 technical
 training
 marketing

(UNIDO)
Industrial Co-operation Project File

Country: China *Project No.: 13 Presentation date: 8 May, 1989
Project title: Production of electronic piano Project sponsor: Liaoning

1. Project Summary

1. Product(s): Electronic piano
2. Plant capacity/output: 20000 set/ year
3. Location: yingkou
4. Market share: % domestic 30 : % export: 70
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: 0.2
 Machinery and equipment: 0.8
 Working capital: 0.2
 Interest:
 Total: 1.2
 Foreign exchange conversion (%): 50
8. Ownership structure envisaged:
 % local private
 60 % local state
 40 % foreign
9. Funding source available in:
 public sector
 private sector
 not yet identified
10. Type of co-operation envisaged:
 cash investment
 as equity
 as loan
 joint venture
 subcontracting
 licensing
 sale of technology
 turnkey project
 equipment supply
 market access

 expertise
 management
 technical
 training
 marketing

* Asterisked items for completion by UNIDO.

(UNIDO)
Industrial Co-operation Project File

Country: China *Project No.: 15 Presentation date: May, 1989
Project title: Production of control the relay Project sponsor: Liaoning

A. Project Summary

1. Product(s): control and protect the relay
2. Planned capacity/output: 500,000 sets/year
3. Location: South Xin Hua Road Liaoyang City, Liaoning, China
4. Market: Export % 90 : Import % 10
5. This is a new project
 expansion
 modernization
6. We have feasibility study dated: _____
 detailed project description
 other studies:
7. Total project cost (US\$ millions)
 Land and buildings: 0.3
 Machinery and equipment: 0.3
 Working capital: 2
 Other: _____
 Total: 0.8
 Foreign exchange portion (%): 50
8. Ownership structure envisaged:
 50 % local private
 50 % local state
 50 % 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
 training
 marketing

* Asterisked items for completion by UNIDO.

Country: China *Project No.: 16 Presentation date: May, 1989
 Project title: Production of planet and clutch decelerators Project sponsor: Liaoning

A. Project Summary

1. Products: Planet decelerators, and clutch decelerators, electricity-saving units
2. Planned capacity/output: 800,000 units, 1 year
3. Location: Liaoyang
4. Market shares: % domestic 80: % export: 20
5. This is: new project
 expansion
 modernization
6. We have: feasibility study dated: 2.89
 detailed project description
 other studies:
7. Total project cost (\$US millions)
 Land and buildings: 1.5M
 Machinery and equipment: 1.5M
 Working capital: 0.3 M
 Total: 3.3
 Foreign exchange portion (%): 40
8. Ownership structure envisaged:
 % local private
 50 % local state
 50 % foreign
9. Is the project available in: public sector
 private sector
 not yet identified
10. Foreign cooperation sought: cash investment
 as equity
 as loans
 joint venture
 subcontracting
 licensing
 sale of technology
 turnkey project
 equipment supply
 market access
 expertise
 management
 technical
 training
 marketing

Industrial Co-operation Project File

Country: China Project No.: 17 Presentation date: May, 1989
 Project title: Production of Project sponsor: Liaoning

1. friction screw press for fire brick

2. 30-50 sets

3. Location: Liao yany

4. Market share: % domestic 50 : % export: 50

5. no project
 negotiation
 realization

study done
 of project description
 other details

6. 100 million
 a) 1
 b) 2
 c) 2

40%
75
20

- public sector
 private sector
 not identified

- investment
 equity
 loan
 vendor
 contracting
 leasing
 of technology
 new product
 other

- management
 technical
 training
 marketing

* Asterisked items not completed by UNIDO.

Industrial Co-operation Project File

Country: China *Project No.: 18 Presentation date: May, 1989
 Project title: production of dry-cell Project sponsor: Liaoning

A. Project Summary

1. Product(s): R 20 type dry-cell
2. Planned capacity/output: 1.5 million set/year
3. Location: Fu shun
4. Market share: % domestic 50; % export: 50
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: 0.1
 Machinery and equipment: 0.2
 Working capital: 0.1
 Other: _____
 Total: 0.40
 Foreign exchange portion (%): 50
8. Ownership structure envisaged:
70 % local private
0 % local state
30 % foreign
9. Location of investment 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
 training
 marketing

* Asterisked items for completion by UNIDO.

Country: China *Project No.: 10 Presentation date: May, 1989

Project title: Production of tubular heat exchanger Project sponsor: Liaoning

A. Project Summary

1. Product(s): (1) heat exchanger
(2) storage tank
(3) separator
2. Planned capacity/output 9800 T
3. Location: Fushan
4. Market shares: Domestic 15 : Foreign 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
Machinery and equipment: 1.5
Working capital: 2
Other:
 Interest: 5
 Foreign exchange portion: (10) 0.4
8. Ownership structure envisaged:
70 % local private
30 % local state
30 % 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
 training
 marketing

* Asterisked items for completion by UNIDO.

Country: **China** *Project No.: **20** Presentation date: **1989**
Project title: **Production of SCR control unit for battery forklift** Project sponsor: **Liaoning**

A. Project Summary

1. Product: **SCR control unit for battery forklift**

2. Planned capacity/output: **2000_3000 sets a year.**

3. Location: **Fushun city Liaoning Province P.R. China**

4. Market share: % domestic 40: % export: 60

5. This is a: new project
 expansion
 modernization

6. We have: feasibility study dated: _____
 detailed project description
 other studies:

7. Total project cost (\$US millions)
Land and buildings: 1
Machinery and equipment: 1
Working capital: 1.5
Other: 0.5
Total: 4
Foreign exchange portion (%) 25

8. Ownership structure envisaged:
 local private
 local state (75)
 foreign (25)

9. Investment is to be made in:
 public sector
 private sector
 not yet identified

10. Types of co-operation sought:
 cash investment
 as equity
 as loans
 joint venture
 contract contracting
 financing
 sale of technology
 turnkey project
 equipment supply
 market access

 expertise
 management
 technical
 training
 marketing

* Asterisked items for completion by UNIDO.

(UNIDO)
Industrial Co-operation Project File

Country: P.R. CHINA

*Project No.: 21

Presentation date: May 7, 1988

Project title: JOINT-VENTURE PRODUCTION OF 1.8-3
LITER ENGINES FOR LIGHT

Project sponsor: HUO SIYI

A. Project Summary

1. Product(s): MODEL D 495, 493 DIESEL ENGINE
2. Planned capacity/output: 50,000 SETS IN 1995 AND 100,000 SETS IN 2000
3. Location: 10 WU LONG BEI LU, LAIYANG, SHANDONG.
4. Market share: % domestic 20% % export: 80%
5. This is a new project
 expansion
 modernization
6. We have a feasibility study dated: 1988 AND A DETAILED PROJECT DESCRIPTION
 detailed project description
 other studies:
7. Total project cost (\$US millions)
Land and buildings: 20
Machinery and equipment: 18
Working capital: 20
Other: 48.81
Total: 268.81
Foreign exchange portion (%): 3.72
8. Ownership structure envisaged:
 % local private
100 % local state
 % 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
 training
 marketing

* Asterisked items for completion by UNIDO.

(UNIDO)
Industrial Co-operation Project File

Country: CHINA *Project No.: 22 Presentation date: 1989.5
Project title: SLIGHTLY AUTOCBILES SPEED VARIATORS Project sponsor: WANG GUANG D

A. Project Summary

1. Product(s): AUTOCBILES SPEED VARIATORS
2. Planned capacity/output 50,000 Set
3. Location: ZI BO SHANDONG CHINA
4. Market share: % domestic 100 : % export: _____
5. This is a new project
 expansion
 modernization
6. We have a feasibility study dated: 1980.3
 detailed project description
 other studies:
7. Total project cost (\$US millions)
Land and buildings: 1.0
Machinery and equipment: 4.0
Working capital: 1.0
Other: 0.5
Total: 6.5
Foreign exchange portion (%): 50%
8. Ownership structure envisaged:
_____ % local private
100 % local state 100%
_____ % 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
 training
 marketing

* Asterisked items for completion by UNIDO.

Industrial Co-operation Project File

Country: THE PEOPLE'S REPUBLIC OF CHINA *Project No.: 73 Presentation date: May 12, 1988

Project title: FORGEABLE PIECES OF CONNECTING RODS FOR PE TRD ENGINE Project sponsor: ZHAO JIN FU

A. Project Summary

1. Product(s): FORGEABLE PIECES OF CONNECTING RODS FOR PETROL ENGINE.
2. Planned capacity/output FORGEABLE PIECES OF CONNECTING RODS FOR PETRAL ENGINE :
3. Location: FORGEABLE PIECES OF CONNECTING RODS FOR ASSEMBLY FOR PETROL ENGINE:
4. Market share: % domestic 50% : % export: 50%
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:	0.5 MILLION \$
Machinery and equipment:	3 MILLION \$
Working capital:	1.6 MILLION \$
Other:	
Total:	5.1 MILLION \$
Foreign exchange portion (%)	
8. Ownership structure envisaged:

_____ % local private
<u>100</u> % local state
_____ % foreign
9. Local partner available in public sector
 private sector
 not yet identified
10. Foreign co-operation sought:

<input type="checkbox"/> cash investment
<input type="checkbox"/> as equity
<input type="checkbox"/> as loans
<input type="checkbox"/> joint venture
<input type="checkbox"/> subcontracting
<input type="checkbox"/> licensing
<input type="checkbox"/> sale of technology
<input type="checkbox"/> turnkey project
<input checked="" type="checkbox"/> equipment supply
<input type="checkbox"/> market access
<input type="checkbox"/> expertise
<input type="checkbox"/> management
<input type="checkbox"/> technical
<input type="checkbox"/> training
<input type="checkbox"/> marketing

Country: PRC *Project No.: 24 Presentation date: 1988.5.8.
 Project title: Joint venture international
 Standard container Project sponsor: Li Hao
 A. Project Summary

1. Product(s): International Standard Container
2. Planned capacity/output: 5,000 pc.
3. Location: Industrial Street, Hanting Division, Weifang Municipality, Shandong Province
4. Market share: % domestic 50 : % export: 50
5. This is a new project
 expansion
 modernization
6. We have a feasibility study dated: 1988.12.
 detailed project description
 other studies:
7. Total project cost (\$US millions) 10
 Land and buildings: 2.3
 Machinery and equipment: 1.7
 Working capital: 3
 Other:
 Total:
 Foreign exchange portion (%): 50
8. Ownership structure envisaged:
 % local private
50 % local state
50 % 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
 training
 marketing

(UNIDO)
Industrial Co-operation Project File

Country: CHINA

*Project No.: 25

Presentation date: MAY. 8, 1988

Project title:

Project sponsor: LIN ZHONG

A. Project Summary

1. Product(s): SMALL SIZE GEAR AND WORM GEAR BOX
2. Planned capacity/output CENTRE DISTANCE 350 mm LITTLE GEAR-BOX: 10500
3. Location: JINAN SHANDONG PROVINCE CHINA
4. Market share: % domestic 80: % export: 20
5. This is a new project
 expansion
 modernization
6. We have a feasibility study dated: JULY 19, 1988
 detailed project description
 other studies:
7. Total project cost (\$US millions)
Land and buildings: 0.7124
Machinery and equipment: 2.1102
Working capital: 3.2258
Other: 0.1516
Total: 6.2000
Foreign exchange portion (%) 0
8. Ownership structure envisaged:
 % local private
100 % local state
 % 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
 training
 marketing

* Asterisked items for completion by UNIDO.

(UNIDO)
Industrial Co-operation Project File

Country: P. R. CHINA *Project No.: 26 Presentation date: 10/5/1989

Project title: JOINT VENTURE CARDIGAN FACTORY Project sponsor:

A. Project Summary

1. Product(s): CARDIGAN

2. Planned capacity/output 250,000 pieces annually

3. Location: Yantai Economic Develop Zone, P.R. China

4. Market share: % domestic 30% : % export: 70%

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: 0.27
 Machinery and equipment: 0.153
 Working capital: 0.10
 Other: 0.027
 Total: 0.55
 Foreign exchange portion (%): 40%

8. Ownership structure envisaged:
 _____ % local private
 _____ % local state According to proportion
 _____ % 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
 training
 marketing

* Asterisked items for completion by UNIDO.

(UNIDO)
Industrial Co-operation Project File

Country: China *Project No.: 27 Presentation Date: 10/5/1989
Project title: Imitation Wool Knitting Yarn etc. Project sponsor: Yantai Woolen Mill

A. Project Summary

1. Product(s): Imitation wool knitting yarn
Imitation woolen fabric
2. Planned capacity/output
3. Location: at the back of Yantai Woolen Mill
4. Market share: X domestic 70 : X export: 30
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) 8.10 million
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 (X): 50%
8. Ownership structure envisaged:
 local private
50 X local state
50 X 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
 training
 marketing

* Asterisked items for completion by UNIDO.

(UNIDO)
Industrial Co-operation Project File

Country: P.R. China

*Project No.: 28

Presentation date: 10/5/89

Project title: Polypropylene tow for cigarette filter

Project sponsor: Jinan Synthetic Fiber Plant

A. Project Summary

1. Product(s): Polypropylene tow for cigarette filter

2. Planned capacity/output 5000 ton

3. Location: 4 Daqiao Rd, Jinan, Shandong Province

4. Market share: % domestic 100% % export: _____

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:
Machinery and equipment: US\$ 5 million
Working capital:
Other:
Total:
Foreign exchange portion (%):

8. Ownership structure envisaged:
_____ % local private
100% % local state
_____ % 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
 training
 marketing

* Asterisked items for completion by UNIDO.

Project No. 29

Presentation date: _____

Project Name: _____

Project Summary

Poly-6-amide Staple Fibre

1. Planned capacity/output: **4000 tons**
2. Location: **Ding Jia Zhuang, Jinan, Shandong, PRC**
3. Market share: % domestic: 40; % export: _____
4. This is a new project
 expansion
 modernization
5. Have a feasibility study dated: April 7, 1989
 detailed project description
 other studies:
6. Total project cost (\$US millions)
Land and buildings:
Machinery and equipment:
Working capital:
Other:
Total:
Foreign exchange portion (%): **6.6**
7. Ownership structure envisaged:
_____ % local private
100 % local state
_____ % foreign
8. Local partner available in:
 public sector
 private sector
 not yet identified
9. Foreign co-operation sought:
 cash investment
 as equity
 as loans
 joint venture
 subcontracting
 licensing
 sale of technology
 turnkey project
 equipment and
 other services

(UNIDO)
Industrial Co-operation Project File

Country: P.R. China *Project No.: 30 Presentation Date: 10/5/1989
Project title: Western Printed bed sheet Project sponsor: Jining Bed Sheet Plant

A. Project Summary

1. Product(s): pure cotton, widewidth bed sheet
2. Planned capacity/output 1.5 meter /year
3. Location: Jining Bed Sheet Plant of Shandong Province
4. Market share: X domestic 30%: X export: 70%
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) 2.50
Land and buildings: _____
Machinery and equipment: 0.50
Working capital: 2.00
Other: _____
Total: 2.50
Foreign exchange portion (X): _____
8. Ownership structure envisaged:
 X local private
 X local state 20%
 X foreign 80%
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
 training
 marketing

* Asterisked items for completion by UNIDO.

Industrial Co-operation Project File

Country: P.R. China *Project No.: 31 Presentation Date: 10.15.1980
 Project title: Producing knitted T shirt by joint-venture Project sponsor: Jining Knitting Plant
 or compensation: *Project Summary

1. Product(s):
cotton & T/C (polyester and cotton) knitted T shirt with flat knitting collar
2. Planned capacity/output 3 million pec/ year
3. Location: Jining City, Shandong Province
4. Market share: % domestic 20% % export: 80%
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) 3 million
 Land and buildings: 0.5 "
 Machinery and equipment: 2 "
 Working capital: 0.5 "
 Other: 3 "
 Total: 3 "
 Foreign exchange portion (%): 66%
8. Ownership structure envisaged:
 _____ % local private
 74 % local state
 66 % 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
 training
 marketing

* Asterisked items for completion by UNIDO.

(UNIDO)
Industrial Co-operation Project File

Country: _____ *Project No.: 32 Presentation date: 10/5/1989
Project title: Rabbit Hair Cardigan Plant Project sponsor: Linyi Corp

A. Project Summary

1. Product(s):
Rabbit hair cardigan
2. Planned capacity/output: 1 million pec/year
3. Location: Linyi, Shandong Province
4. Market share: domestic less: 30% export: more than 70%
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): 6.60
Land and buildings:
Machinery and equipment:
Working capital:
Other:
Total:
Foreign exchange portion (%):
8. Ownership structure envisaged:
 local private
50 local state
50 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
 training
 marketing

* Asterisked items for completion by UNIDO.

(UNIDO)

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INDUSTRIAL CO-OPERATION PROJECT FILE

Country: People's Republic of China

xProject No:

Presentation date:

Project title: Electronic element (resistor)

Project sponsor: No.6 Radio Factory, Zibo 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 thousands pcs/year

3. Location: ZHIBO CITY, SHANDONG, CHINA

4. Market share: domestic: 50% export: 50%

5. This is a . new project

. expansion

. modernization

6. We have a . feasibility study dated: Mar. 1988

. detailed project description

. other studies:

7. total project cost (USD millions)

Land and buildings: 1,200 square metres

Machinery and equipment: 600,000

working capital: 400,000

other: 200,000

Total: 1,500,000

Foreign exchange portion (X): 70

8. Ownership structure envisaged

----- X local private

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-OPERATION PROJECT FILE

Country: People's Republic of China

Project No:

Presentation date:

Project title: Deflection Yoke for Color TV Set

Project sponsor: No 3 RADIO FACTORY, DEZHOU CITY, SHANDONG, CHINA.

A. Project Summary

- 1. Product(s): Deflection Yoke for Color TV Set
- 2. Planned capacity/output: 2,000,000 pieces/one shift/one year
- 3. Location: 31, XIN HU BEI LU, DEZHOU CITY, SHANDONG, CHINA.
- 4. Market share: domestic: 50% export: 50%
- 5. This is a
 - . new project
 - . expansion
 - . modernization
- 6. We have a
 - . feasibility study dated: May. 1989
 - . detailed project description
 - . other studies:
- 7. total project cost (USD millions)
 - Land and buildings: 1.2
 - Machinery and equipment: 1.8
 - working capital: 1.5
 - other: 0.5
 - Total: 5
 - Foreign exchange portion (%): 50%
- 8. Ownership structure envisaged:
 - % local private

50 % local state

50 % foreign

9. Local part 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
 -
 - . training
 -
 - . marketing
 -

(UNIDO)

INDUSTRIAL CO-OPERATION PROJECT FILE

Country: People's Republic 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, Haigang Lu, Yantai, Shandong, P.R.China.
4. Market share: % domestic : 40% export: 60%
5. This is a . new project
 - . expansion
 - . modernization
6. We have a . feasibility study dated: JUN. 1988
 - . detailed project description
 - . other studies:
7. total project cost (USD millions)
 - Land and buildings: 1.00
 - Machinery and equipment: 0.8
 - working 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
 - . equipment 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 *
modernization
- 6.We have a feasibility study dated:July 1988 *
detailed project description *
other studies
- 7.Total project cost (\$US millions)
Land and buildings:premises 2500 square metres
Machinery and equipment: 100 sets
Working capital:150 \$US millions
Other: 100 \$US millions
Total: 400 \$US millions
Foreign exchange portion (%) : 75%
- 8.Ownership stucture envisaged:
0 % Local private
60% Local state
40% 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
- training
- marketing *

11. Brief description of the project:

It is a key project during Chinese 7th 5-year-plan period, total amount investment of which being RMB1,600 (\$US 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: equity or contractual joint venture, processing customers material, compensation trade, technical transfer etc.

Yantai Computer Company is the keyboard manufacturer under CHINA Great Wall Computer Company since year 1987, current annual production capacity being 60,000 sets, it is the only keyboard manufacturing base in China presently.

Exchange rate used in this profile: 5.75/US\$

Date of exchange rate: June 1989

Presentation of Chinese Projects
for Industrial Cooperation

Zhu Wengen
Consultant for Chinese delegation
participating 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 authorities 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 share 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