

序 言



读者朋友：

自1950年9月14日中华人民共和国和瑞士联邦建交以来，中瑞关系已走过65个年头。我们十分高兴庆祝中瑞建交65周年。

65年来，中瑞秉承勇于开拓、敢为人先的创新精神，携手夯实友好基础，全面推进务实合作，大力促进人文交流，双边关系互利共赢，不断发展。

经过65年的深厚积累，中瑞关系正站在新的历史起点，面临新的发展机遇。

新形势下，中瑞之间共识和共同利益日益增加。双方本着相互尊重、平等相待的精神共同努力，必将推动两国关系在新的历史起点上更上一层楼。

经贸务实合作是中瑞关系的重要组成部分，双方合作成果丰硕，给两国人民带来实实在在的好处。

在中瑞建交65周年之际，以经贸合作为主线，全面梳理两国互利合作具有重要意义。《中瑞建交65周年经贸回顾与展望》向各位读者朋友呈现了中瑞友好关系特别是两国经贸合作的可喜成就、巨大潜力和美好未来。

许镜湖

中华人民共和国驻瑞士联邦
特命全权大使



Preface

Dear readers:

Since the People's Republic of China and the Swiss Confederation established diplomatic relations on September 14th, 1950, the Sino-Swiss relations have gone through 65 years. We are very happy to celebrate the 65th anniversary of the Sino-Swiss diplomatic ties.

For 65 years, bearing the pioneering and innovative mind of exploration, China and Switzerland worked together to consolidate the friendship, facilitated pragmatic cooperation and promoted cultural exchanges, driving the bilateral relations forward with mutual benefits.

After 65 years, facing new development opportunities, the China-Switzerland relations stand at a new beginning.

Under the new global circumstances, there's increasing consensus and common interests between China and Switzerland. With both countries bearing the mind of mutual respect and equality, the bilateral relations will surely come to a new level.

Economic and trade cooperation is an important part of China-Switzerland relations, with abundant achievements bringing tangible benefits to the two peoples.

On the occasion of the 65th anniversary of the Sino-Swiss diplomatic ties, it is of great significance to look back on the mutually beneficial cooperation of the two countries with focus on economic and trade cooperation. This book, entitled "Review and Outlook of Economic and Trade Cooperation - 65th Anniversary of the Establishment of Diplomatic Relations between China and Switzerland", presents the achievements, vast potential and bright future of the Sino-Swiss friendship and cooperation, especially on the economic and trade cooperation.

Xu Jinghu

Ambassador of the People's Republic of
China to the Swiss Confederation



中瑞双边关系近况简介

A brief introduction to the Sino-Swiss bilateral relations



瑞士于1950年1月17日承认中华人民共和国，同年9月14日，两国正式建立外交关系。瑞士是最早同新中国建交的西方国家之一。建交65年来，双边关系总体发展平稳顺利。近年来，这一关系进入快速发展的新时期。

两国高层互访频繁，政治互信不断加深。2013年5月，中国国务院总理李克强就任后首次正式出访即选择瑞士作为首个往访的欧洲国家。7月，瑞联邦主席兼国防、民防和体育部长毛雷尔访华并出席生态文明贵阳国际论坛。2014年7月，瑞联邦议会联邦议院长格奥尔曼正式访华并出席生态文明贵阳国际论坛2014年年会。2015年1月，李克强总理出席达沃斯世界经济论坛2015年年会并对瑞士进行工作访问。同年6月，瑞联邦副主席兼经济部长施耐德-阿曼赴华代表瑞联邦政府签署亚投行协定。此外，两国外交部政治磋商等20余个对话磋商机制运作顺畅，双方在国际事务中沟通合作良好。

经贸合作提质升级。瑞士是中国在欧洲第7大贸易伙伴，中国是瑞士在亚洲最大贸易伙伴。2013年中瑞双边贸易额达创纪录的595.3亿美元。2014年双边贸易额435.8亿美元，其中中国对瑞出口30.9亿美元，从瑞进口404.9亿美元。2013年7月两国签订《中瑞自由贸易协定》，这是中国与欧洲大陆国家和全球经济前20强国家签署的首个双边自贸协定，在两国经贸

Switzerland recognized P. R. China on January 17, 1950, and the two countries established formal diplomatic relations on September 14 of the same year. Switzerland was one of the first Western countries to establish diplomatic ties with P. R. China. Through 65 years, the bilateral relations have had a smooth development in general. Especially in recent years, the ties have entered a new period of rapid development.

Frequent high-level exchanges and deepening political mutual trust

In May 2013, China's Prime Minister Li Keqiang chose Switzerland as the first European destination in his first official visit after inauguration. In July, Ueli Maurer, President of the Swiss Confederation and Head of the Federal Department of Defence, Civil Protection and Sports, visited China and attended the Eco-Forum Global Guiyang. In July 2014, Hannes Germann, President of the Council of States of Switzerland's Federal Assembly officially visited China and attended the Annual Conference of the Eco-Forum Global Guiyang 2014. In January 2015, Prime Minister Li Keqiang attended 2015 Annual Meeting of the World Economic Forum in Davos and had a working visit to Switzerland. In June, Johann Schneider-Ammann, Vice President of the Swiss Confederation and Head of the Federal Department of Economic Affairs visited China on behalf of the Swiss Confederation to sign the Articles of Agreement of the Asian Infrastructure Investment Bank. In addition, there are more than 20 functional dialogues and consultation mechanisms between the two countries, such as the political consultation between the foreign ministries, and the two countries have good communication and cooperation in international affairs.

Upgrade in economic and trade cooperation

Switzerland is China's 7th-largest trading partner in Europe, while China is Switzerland's top trading partner in Asia. In 2013, the Sino-Swiss bilateral trade volume reached a record high of USD 59.53 billion. The bilateral trade volume of 2014 was USD 43.58 billion, where China exported USD 3.09 billion to Switzerland, and imported USD 40.49 billion. In July 2013, the two countries signed the Sino-Swiss Free Trade Agreement, the first bilateral free trade agreement between China and continental European countries and between China and one of the 20 largest economies, marking a milestone in the development of economic and trade relations between the two countries. Since it came into effect on July 1, 2014, the agreement has promoted improvements in bilateral trade structure and brought tangible benefits to the businesses and peoples of the two countries.

关系发展中具有里程碑意义。自2014年7月1日正式生效以来，该协定促进了两国贸易结构改善，给两国企业和人民带来实实在在的好处。

金融合作已成为中瑞务实合作新亮点。2013年5月，两国签署《中国人民银行与瑞士联邦财政部金融对话谅解备忘录》，并建立中瑞金融对话机制。2014年7月，中国人民银行与瑞士国家银行签署规模为1500亿元人民币/210亿瑞郎的双边本币互换协议。2015年1月，李克强总理访瑞期间宣布给予瑞士500亿元人民币合格境外机构投资者配额，双方签署《中国人民银行与瑞士国家银行合作备忘录》。目前，中国建设银行正在苏黎世筹备开设分支机构，在瑞开展人民币离岸业务有望实现突破。

两国科技合作不断加强。继1989年中瑞签署双边科技合作协议书后，2008年两国签署《中瑞科技合作联合声明》，中国成为瑞士双边科技合作重点国家。瑞联邦政府专门设立了对华科技合作专项基金。近年来，双方在生命科学、材料科学、环境保护、医药及能源等领域开展了一系列科研合作。2015年初，中瑞科技合作2013-2016年执行期9个项目开始启动。

两国教育合作不断深化。截至2014年底，中国在瑞留学生约4000人。瑞12所综合性大学中有6所先后与中国的大学和科研机构签署校际交流协议或科研合作协议，两国中学及中高等职业院校师生和管理人员交流日趋密切。中瑞合作在日内瓦大学和巴塞尔大学分别开设孔子学院，并每年在瑞士举办“汉语桥”比赛活动。2014年11月，首届中瑞教育对话在北京举行。

两国重要文化交往频繁。双方高品质品牌文化活动不断涌现，合作举办了多场富有特色的绘画、电影和艺术等交流展览。2013年3月至11月，在伯尔尼举办的“兵马俑军队与统一的秦汉王朝——陕西出土文物展”受到瑞民众热烈欢迎。2014年5月，“无形之形·中国当代抽象艺术展”在圣·乌尔班博物馆开幕。卢塞恩中国新春音乐会已连续10年举办，“巴塞尔中秋节”系列活动已举办4届，成为当地知名品牌活动。

中瑞两军关系保持良好发展势头。双方多层次交往活跃，交流领域持续拓宽、战略互信不断加深。两国国防部年度工作对话迄今已进行9轮。双方积极开展安全政策、国际维和、军事医学等方面人员培训，高寒山地训练等专业领域交流增加。

两国地方交往不断拓展，迄今共结成14对友好省州（市）关系，分别是：昆明市与苏黎世市，长沙市与弗里堡市，北海市与卢加诺市，上海市与巴塞尔城市，黄山市与因特拉肯市，甘肃省与索罗图恩州，江苏省与卢塞恩州，香格里拉县与阿罗萨市，重庆市与苏黎世州，杭州市与卢加诺市，山东省与阿尔高州，广东省与苏黎世州，鄂尔多斯市与克萊恩-蒙塔纳市，贵州省与上瓦尔登州。

Financial cooperation has become a new highlight of Sino-Swiss cooperation

In May 2013, the two countries signed the Memorandum of Understanding on bilateral dialogue on financial matters between the People's Bank of China and the State Secretariat for International Financial Matters, marking the establishment of Sino-Swiss financial dialogue mechanism. In July 2014, the People's Bank of China and Swiss National Bank signed a bilateral currency swap agreement for CNY 150 billion/CHF 21 billion. In January 2015, during the visit of Prime Minister Li Keqiang, China announced giving Switzerland a CNY 50 billion quota as qualified foreign institutional investors, and the People's Bank of China and Swiss National Bank signed a Memorandum of Understanding. Currently, China Construction is preparing to open a branch in Zurich, marking a breakthrough in offshore CNY business in Switzerland.

Furthering bilateral scientific and technological cooperation

Following the establishment of bilateral agreement on technical and scientific cooperation between China and Switzerland in 1989, the two countries signed the joint declaration of Sino-Swiss science and technology cooperation in 2008. China has become a priority country for Switzerland in bilateral science and technology cooperation. The Swiss Federal Council established a special fund for science and technology cooperation with China. In recent years, the two countries have had a series of research cooperation in life sciences, material sciences, environmental protection, medicine and energy. In early 2015, the 9 projects of the phase 2013-2016 of Sino-Swiss Science and Technology Cooperation were launched.

Deepening cooperation in education

As of the end of 2014, about 4,000 Chinese students are studying in Switzerland, 6 of the 12 comprehensive universities in Switzerland have signed inter-institutional exchange agreements or research collaboration agreements with Chinese universities and research institutes, and the exchange between secondary and higher vocational school teachers and staff has become increasingly closer. Confucius Institutes were established at the University of Geneva and the University of Basel thanks to the cooperation of both sides, and the "Chinese bridge" competition is held annually in Switzerland. In November 2014, the first Sino-Swiss Education Dialogue was held in Beijing.

Frequent quality cultural exchanges

High-quality cultural activities from both countries keep emerging, and various distinctive exhibitions of paintings, films and art have been held. From March to November 2013, "Qin - The Eternal Emperor and His Terracotta Warriors" held in Berne was widely welcome by the Swiss public. In May 2014, "Forms of the Formless: Exhibition of Chinese Abstract Art" was launched in St. Urban Museum. The Grand Chinese New Year Concert has been held in Lucerne for 10 consecutive years, and the Mid-Autumn-Festival in Basel series has been held for 4 times and become a renowned local activity.

Sino-Swiss military relations have maintained a good momentum

The two countries have active exchanges at all levels with expanding horizon and deepening strategic mutual trust. The annual working dialogue between the ministries of defence of the two countries has been held for 9 rounds. Both sides actively perform personal education on security policy, international peacekeeping, and military medicine, with increasing exchange in fields such as trainings in high-elevation and frigid mountainous regions.

The two countries expands exchange on local levels

They formed 14 partnerships between provinces/cantons (cities): Kunming and Zurich, Changsha and Fribourg, Beihai and Lugano, Shanghai and Basel-Stadt, Huangshan and Interlaken, Gansu Province and Canton of Solothurn, Jiangsu Province and Canton of Lucerne, Shangri-La County and Arosa, Chongqing and Canton of Zurich, Hangzhou and Lugano, Shandong Province and Canton of Aargau, Guangdong Province and Canton of Zurich, Erdos and Grans-Montana, and Guizhou Province and Canton of Obwalden.

携手并行，共赢未来

Go hand in hand to a win-win future



[翟谦，中国商务部欧洲司商务参赞]

● *By Zhuo Qian, Commercial Counsellor, Department of European Affairs,
Ministry of Commerce of P. R. China*

中瑞两国的经贸关系源远流长。早在14世纪，中国丝绸已销往瑞士；18世纪，瑞士钟表进入中国市场。19世纪末，两国贸易往来愈加频繁，以嘉基公司为代表的瑞士企业陆续在华开设分公司和代表机构。中华人民共和国成立之初，百废待兴，瑞士作为最早与新中国建交的西方国家之一，先后与中国商签了《中瑞贸易协定》、《中瑞政府关于相互促进和保护投资协定》等一系列经贸协定，成为当时中欧贸易往来的重要窗口。1978年，中国重新向世界敞开国门，中瑞经贸合作步入快车道，双方在贸易、投资和技术等领域的合作取得长足进步。2007年，瑞士成为最早承认中国完全市场经济地位的欧洲国家之一，这不仅展现了瑞士开展对华经贸合作强烈的政治意愿，也为两国经贸关系的全面发展营造了更公平的环境。

时至今日，历经65年发展的中瑞经贸关系始终保持“快速、紧密、稳定”的合作主旋律。双边贸易额从两国建交当年的600万美元增至2014年的435.8亿美元，年均增幅为14.9%。特别是中国入世之后，这一数字更是高达25.1%，远超同期中国外贸15.2%的年均增幅。目前，瑞士已成为中国在欧洲第七大贸易伙伴国，中国则是瑞士在亚洲最重要的贸易伙伴。中瑞贸易额占瑞士外贸比重从2002年的1.7%提升至2014年的5%，中瑞双边贸易对瑞士经济的重要性不断凸显。与在欧洲最大的贸易伙伴——德国相比，瑞士人口虽只有德国的

The trade between China and Switzerland has a long history. As early as the 14th century, the Chinese silk had been exported to Switzerland, and in the 18th century, Swiss watches came to the Chinese market. By the end of 19th century, the trade between the two countries became increasingly frequent, and Swiss enterprises, such as Geigy, started to open branches and agency offices in China. When People's Republic of China was newly established, the destructed country needed to be restored. Switzerland, as one of the first Western countries to establish diplomatic ties with P. R. China, signed a series of economic and trade agreements, such as the China-Switzerland Trade Agreement and the Agreement between the government of China and Switzerland on the Promotion and Reciprocal Protection of Investments, and became an important channel for trade between China and Europe. In 1978, China re-opened itself to the world, leading the China-Switzerland economic and trade cooperation to a fast track. The two countries made great progresses in cooperation in the fields of trade, investment and technology. In 2007, Switzerland became one of the first European countries to recognize China's full market economy status, which not only demonstrated the strong political will of the Switzerland to have economic and trade cooperation with China, but also laid out a more level playing field for the all-round development of the bilateral economic and trade relations.

Today, after 65 years of development, the China-Switzerland economic and trade relations have maintained a "rapid, close and stable" cooperation. The bilateral trade volume has grown from USD 6 million when the diplomatic relations were first established, to USD 43.58 billion in 2014, with an average annual growth of 14.9%. Especially after China's entry into WTO, the growth figure reached as high as 25.1%, far exceeding China's average annual foreign trade growth of 15.2% of the same period. At present, Switzerland has become China's seventh-largest trading partner in Europe, while China is Switzerland's most important trading partner in Asia. The share of China-Switzerland trade in the gross foreign trade of Switzerland has increased from 1.7% in 2002 to 5% in 2014, highlighting the growing importance of the China-Switzerland bilateral trade to Switzerland. Compared to Germany, China's biggest trading partner in Europe, Switzerland has only one-tenth of German population, while the China-Switzerland trade volume is up to one-fourth of the China-Germany figure. Swiss enterprises have always been a "pioneer" in investment. As early as 1980, Schindler China Elevator Co. Limited, a Sino-Swiss joint-venture, was the first industrial joint venture established in China. Since then, large multinationals such as Nestle, Novartis and Roche came to China in succession, while Swiss small and medium enterprises also showed growing interest to the Chinese market.

十分之一，但中瑞贸易额却达中德贸易额的四分之一。在投资领域，瑞士企业历来是“先行者”。早在1980年，中瑞合资迅达电梯有限公司就成为中国批准成立的第一家工业合资企业。此后，雀巢、诺华、罗氏等大型跨国企业相继来华布点，瑞士中小企业也对中国市场表现出越来越浓厚的兴趣。即使在深受金融危机影响的2009年，瑞士对华实际投资额依然逆势增长25%，达3亿美元，其对华投资热情可见一斑。截至目前，瑞士在华投资项目已超过1600个，投资总额年内有望突破60亿美元。

中瑞经贸合作丰硕成果的取得离不开两国政府的共同努力，离不开双方企业的执着投入，但更深层次的原因则在于两国经济结构的高度互补，在资源要素、产业优势和消费需求等方面的差异为双方开展合作提供了强大的内生动力。瑞士以化工、医药、食品、精密仪器等领域的产品和技术闻名全球，中国拥有丰富的劳动力和成熟的上下游产业配套技术，两国基于比较优势开展合作，既降低了瑞士优势产业的生产成本，提高了其国际竞争力，又提升了中国相关产业的技术水平，推动了产业改造升级，实现互利共赢。此外，随着中国居民消费水平不断提高和产业的升级改造，瑞士高端产品和服务将在华拥有更为广阔的市场空间。瑞士国内物价水平较高，对物美价廉的中国产品也有较大需求。中瑞贸易往来可优化资源配置，也能有效弥合双方市场需求的差异性。

特别值得一提的是，2014年7月1日，中瑞自贸协定正式生效，为两国经贸合作开启了新的篇章。该协定是中国与欧洲大陆国家签署的第一个一揽子自贸协定，是一个高质量、高标准、内涵丰富、互利共赢的协定。据瑞方统计，协定生效一年来，瑞对华出口和自华进口分别同比增长2.3%和4.1%，增幅远超瑞士与其他国家和地区的贸易增幅。中瑞自贸协定体现了双方加强经贸合作的决心和信心，将为两国经贸关系的长远发展注入巨大活力，并对深化中欧经贸合作产生重要的示范和引领作用。

与此同时，中瑞经贸交流与互动的平台也得到不断拓宽。中瑞经贸联委会已召开23次会议，联委会项下各工作组为加强双方了解和互信、推动具体领域的合作发挥了重要作用；中瑞镇江生态园项目稳步推进，目前已有30个项目落户园区，协议投资额超过3亿美元，成为瑞士对华合作的重要窗口；2013年建立中瑞金融对话机制以来，两国金融领域合作也不断取得新的突破。

回首往昔，中瑞两国在发展双边经贸关系历程中孕育了深厚的友情，瑞士既是中国风雨兼程的66年兴国之路的见证者，也同样是改革开放的受益者。2015年中瑞迎来建交65周年，希望双方继续携手前行，在中国经济发展“新常态”下，共同挖掘新的合作机遇，迎接新的挑战，实现新的突破。

Even in the depth of the financial crisis of 2009, the actual investment in China from Switzerland grew by 25%, amounting to USD 300 million, showing its keen enthusiasm in investing in China. So far, there are more than 1,600 Swiss investment projects in China, with total investment expected to exceed USD 6 billion by this year.

The great achievements in China-Switzerland economic and trade cooperation wouldn't be possible without the joint efforts of both governments, or without the dedicated investment of the enterprises of both countries, but a more fundamental drive is that the two countries are highly complementary in economic structure, while discrepancies in resource elements, advantageous industries and consumption demands create strong endogenous impetus for the cooperation. Switzerland is renowned for its products and technologies in fields such as chemical, pharmaceutical, food and precision instruments, while China has abundant labour force and mature industrial support chain. The cooperation based on the comparative advantages of the two countries not only reduces the cost of Swiss industries and improves its international competitiveness, but also improved the technologies of China's related industries, driving industrial upgrades and achieving mutual benefits. In addition, with the increasing living standards of Chinese residents and upgrading industries, high-end products and services of Switzerland are enjoying an expanding market in China. Switzerland, with its relatively high domestic price levels, also has a greater demand for economical Chinese products. The trade between China and Switzerland can also optimize the allocation of resources, and bridge the differences in market demands.

Particularly on July 1, 2014, the China-Switzerland Free Trade Agreement came into effect, which opened a new chapter for bilateral economic and trade cooperation. The agreement is the first FTA package signed between China and European countries, and is an agreement of high quality, high standard, rich content and mutual benefit. According to statistics from Switzerland, within one year since the agreement came into effect, Switzerland's exports to and imports from China grew by 2.3% and 4.1% respectively, an increase far beyond those with other countries and regions. The China-Switzerland FTA demonstrates the determination and confidence of the two countries to strengthen economic and trade cooperation. It will create great vitality for the long-term development of bilateral economic and trade relations, and set a leading paradigm for the deepening China-EU economic and trade cooperation.

Meanwhile, the platform of economic and trade exchange between China and Switzerland has also been expanding constantly. The Sino-Swiss Joint Economic Commission has held 23 sessions, and the working groups thereof have played important roles in strengthening bilateral understanding and trust and promoting cooperation in specific fields. The Sino-Swiss Zhenjiang Ecological Park project is advancing steadily with 30 projects settled in and committed investment of over USD 300 million, making it an important channel for Switzerland to cooperate with China. Since the establishment of China-Switzerland financial dialogue mechanism in 2013, the two countries are constantly having breakthroughs in financial cooperation.

Looking back, China and Switzerland has built profound friendship during the development of bilateral economic and trade relations. Switzerland is a witness of China's 66 years of striving for rejuvenation, and also a beneficiary of China's reform and opening up. In 2015, on the occasion of the 65th anniversary of the China-Switzerland diplomatic ties, we hope that the two countries will continue to hold hands in "new normal" of China's economic development, to explore new cooperation opportunities, to face new challenges and to achieve new breakthroughs.

从丝绸之路到圣哥达山口

From the Silk Road to the Gotthard



[罗伊大使，瑞士联邦经济总局双边经济关系司司长]

● *By Livia Leu, Ambassador, Head of the Bilateral Economic Relations Division, State Secretariat for Economic Affairs of the Swiss Confederation*

在现代运输方式发明前，瑞士和中国之间的距离几乎是不可逾越的。中世纪时，威尼斯商人马可·波罗的探险经历向欧洲人描绘了中国这一遥远国度的图景。根据传说，这也可能带来了首批沿着著名丝绸之路到达圣哥达山口的货物。

在相反方向（尽管是多年以后），钟表作为最早已知的商品之一从瑞士运往中国，其中有些甚至成为了故宫博物院的藏品。因此，播威兄弟1822年在广州建立首家已知的瑞士贸易公司，向中国南部销售怀表，这绝非偶然。

外交关系紧随贸易往来，这常见于瑞士历史。在一项友好条约缔结三年后，瑞士于1921年在繁华的上海开设了第一个总领馆。

尽管双方的贸易关系在中华人民共和国成立后一度承受压力，但1950年瑞士政府较早承认（新中国）又为其恢复奠定了良好基础。这也是为何我们今年庆祝两国建交65周年的原因。

早在上世纪70年代，两国政府已开始合作搭建有利的贸易与投资框架条件，今年也正逢双边贸易协定签

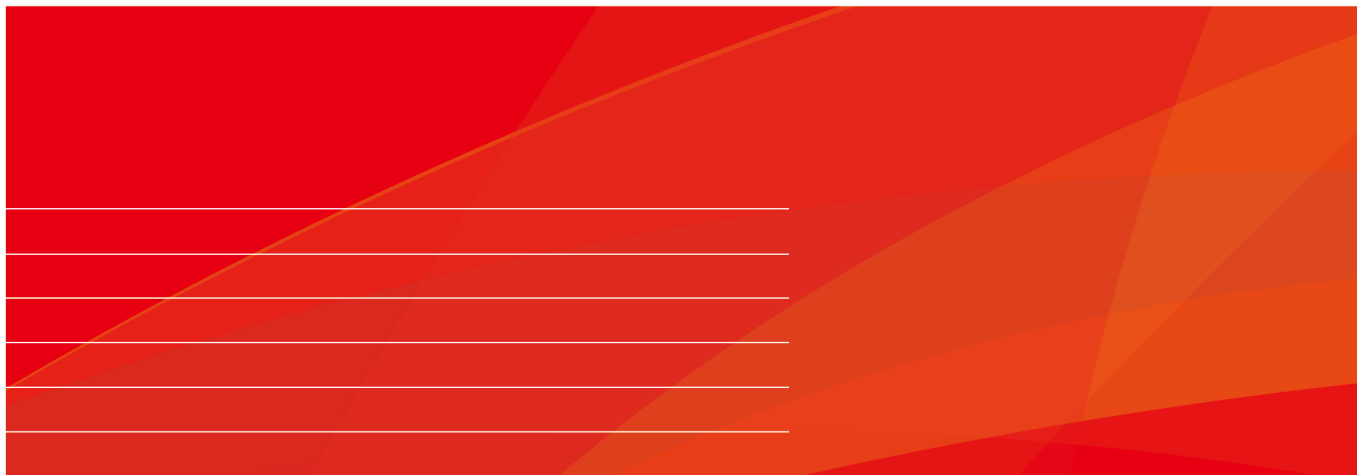
Before the invention of modern means of transportation, the distance between Switzerland and China was all but unsurmountable. In the Middle Ages, accounts of an adventurous journey by the Venetian merchant Marco Polo opened the horizon of Europeans to the existence of this faraway land called China. Together with the stories, it is likely that also the first goods travelled the famous Silk Road all the way to the Gotthard.

In the other direction (albeit many years later), watches were among the first known goods delivered from Switzerland to China. Some of them even found their way into the collection of the Forbidden City's Palace Museum. It was certainly no coincidence, that the Bovet Brothers founded in 1822 the first known Swiss commercial presence on Chinese soil in Canton (Guangzhou) from where they supplied the south of China with their pocket watches.

As was often the case in Swiss history, diplomatic relations followed in the footsteps of commercial ties. In 1921, Switzerland opened the first Consulate General in booming Shanghai after concluding a friendship treaty three years earlier.

Although commercial relations underwent some strains after the proclamation of the People's Republic of China, its early recognition by the Swiss government in 1950 provided a good basis for their recovery. That is why we can celebrate 65 years of diplomatic relations this year.

Already in the nineteen seventies, our two governments started working together to create favourable framework conditions for trade and investment. This year, we can also celebrate the 40th birthday of our bilateral trade treaty. It was thus more than a coincidence that a Swiss enterprise formed the first-ever industrial joint venture with a Chinese company. While the obligations from WTO membership and more recently our bilateral Free Trade Agreement have superseded those under the trade treaty, the latter still remains the basis of the Joint Economic Commission Switzerland-China. This body is the platform for our institutionalised dialogue on economic and trade matters and convenes regularly under the co-chairmanship of the Swiss State Secretariat for Economic Affairs SECO and the Chinese Ministry of Commerce MOFCOM. It has served as starting point and an accompanying body to the fundamental transformation of our bilateral trade and investment relations over the last decades. As such, the Joint Economic Commission (JEC) remains to this day an exchange platform among officials and, as its special feature, it also includes representatives from the private sector from both countries. Over the years, the JEC created a number of working groups to address topics of particular interest, such as Intellectual Property Rights and "Industry Roundtables". Furthermore, the JEC also follows specific projects such as the Sino-Swiss Eco-Industrial Park in Zhenjiang (Jiangsu Province). At the beginning



署40周年。因此，瑞士企业参与创办中国第一家工业领域外资企业也就不只是巧合。世界贸易组织和新近的中瑞自贸协定规定的义务超越了贸易协定，但后者仍是瑞中经贸联委会的基础。这一机制在瑞士联邦经济总局和中国商务部共同主持下定期举行，是我们开展经济和贸易问题对话的平台，是两国贸易和投资关系在过去几十年发生根本转型的起始点和陪伴者。瑞中经贸联委会至今仍是官方交流平台，更特别的是也涵盖了两国私人部门的代表。多年来，联委会建立了数个工作组以探讨特别关注的议题，如知识产权和产业界圆桌会。此外，经贸联委会也关注中瑞镇江生态产业园等具体项目。该项目以联邦委员约翰·施耐德-阿曼和时任商务部长陈德铭签署的一项协议为基础，目前正在由私人部门推进。

如观察瑞中双边贸易发展，我们能看出中国2001年加入世贸组织带来的深刻影响。不仅是关税减免，它反映了中国经济转型的规模，这也反过来增加了对瑞士产品的需求。

过去几十年，伴随着全球化的扩大，瑞士的对外贸易也经历着深刻转变。周边的欧洲仍是瑞士最重要的经济伙伴，而瑞士与亚洲和美洲的贸易增长则特别引人注目。2010年起，中国成为瑞士在亚洲最大的贸易伙伴，2013和2014年双边贸易额均达到约300亿瑞郎（含黄金）。除了金锭，瑞士对华出口的主要是医药品、机械设备和钟表，自华进口机械设备、纺织和钟表及配件。

此外，两国服务贸易的重要性不断增强。例如，去年中国游客在瑞士过夜数量首次突破100万人次。瑞士企业也保持着投资步伐，累计对华直接投资已超过170亿瑞郎。

瑞中自贸协定去年生效为双边经济关系树立了新的里程碑。最初的经历证明，我们的经济参与者已开始利用并受益于协定带来的优惠措施。为了让企业真正受益于框架条件的改善，关联规则应当尽可能地为用户提供方便。当国际贸易变得越来越复杂，这一领域很有可能将成为最大挑战。伴随着包括自贸协定在内的每一次改善，正确付诸实践的成本也在增加。防止诸如人事、时间、资金等成本导致企业不利用某项协定，这符合我们的共同利益。以双边自贸协定为良好基础，加上经贸联委会的支持，我们已准备好克服这样或那样的挑战，将丝绸之路和圣哥达山口紧密相连。

of this singular project lays an agreement between Federal Councillor Johann N. Schneider-Ammann and then-Minister of Commerce Chen Deming, and it is now realised by the private sector.

Looking at the development of bilateral trade between Switzerland and China, we recognise the profound impact of China's accession to the World Trade Organisation in 2001. Beyond the mere reduction in tariffs, it reflects the scope of transformation of the Chinese economy which in turn stimulated demand for Swiss products.

Swiss foreign trade has also undergone a deep change with the spreading globalisation over the last decades. While surrounding Europe remains Switzerland's most important economic partner, the growth in trade with Asia and the Americas in particular catches the eye. Since 2010, China has become our biggest trading partner in Asia, with a bilateral trade volume (including gold) of approx. 30 billion Swiss Francs in both 2013 and 2014. Besides gold ingots, Switzerland exports primarily pharmaceuticals, machinery and watches to China, and imports machinery, textiles as well as watches and watch components.

Moreover, trade in services between our two countries continues to gain in significance. Last year, for instance, the number of overnight stays by Chinese tourists surpassed one million stays for the first time ever. Swiss companies also continue to invest considerably. The total of Swiss foreign direct investment in China exceeds 17 billion Swiss Francs.

The entry into force of the Switzerland–China Free Trade Agreement last year forms a new milestone in our bilateral economic relations. First experience shows that our economic operators are beginning to make use of and benefit from the preferential treatment the Agreement provides. For companies to actually profit from these improved framework conditions, the connected rules need to be as user-friendly as possible. It may well be that this area will prove to be one of the biggest challenges as the world of international trade becomes more and more complex. With each new partial improvement, like for example our bilateral Free Trade Agreement, the cost of its correct application grows as well. It is in our common interest to prevent that such costs in personnel, time and money can lead an enterprise to the decision not to make use of an agreement. On the sound basis of our bilateral Free Trade Agreement and with the support of the Joint Economic Commission, we are well set to overcome this and other challenges to connect the Silk Road with the Gotthard.

中国-瑞士自由贸易协定——中瑞经贸合作的新动力

China-Switzerland Free Trade Agreement – A new impetus to China-Switzerland trade and economic cooperation



● By Zhang Shaogang, Director-general of the Department of International Trade and Economic Affairs, Ministry of Commerce of P. R. China

2014年7月1日，中国-瑞士自由贸易协定（以下简称中瑞自贸协定）正式生效，迄今已顺利实施一周。中瑞自贸协定是中瑞经贸关系的里程碑，开启了中瑞双边贸易零关税的新纪元，正推动双边经贸合作不断迈上新台阶。

一、中瑞自贸协定的诞生

中瑞之间产业和贸易结构互补性强，且互为重要经贸伙伴，合作潜力巨大，这为双方商签自贸协定奠定了坚实基础。

在中瑞两国领导人的共同关心下，中瑞双方于2011年1月宣布启动中瑞自贸区谈判。此后经过9轮谈判，2013年5月24日，在中国国务院总理李克强和瑞士联邦主席于利·毛雷尔见证下，中国商务部部长高虎城与瑞士联邦委员兼经济部长约翰·施耐德-阿曼在瑞士伯尔尼签署了关于完成中瑞自贸区谈判的谅解备忘录。2013年7月6日，高虎城部长与约翰·施耐德-阿曼联邦委员代表两国政府在北京正式签署中瑞自贸协定。此后，双方高效推进协定生效工作，在完成各自内部法律程序后，使协定于2014年7月1日正式生效。

On July 1st 2014, the China-Switzerland Free Trade Agreement (hereinafter referred to as "China-Switzerland FTA") came into force, and has been implemented successfully for one year. The China-Switzerland FTA is a milestone for China-Switzerland economic and trade relations, marking a new era of zero tariff in China-Switzerland bilateral trade and driving the bilateral economic and trade cooperation to a new level.

The birth of the China-Switzerland FTA

China and Switzerland are highly complementary in the industrial and trade structure, and have huge potential for cooperation as important trading partners, which laid a solid foundation for the negotiation of free trade agreement.

Led by leaders from both countries, China and Switzerland announced the launch of China-Switzerland free trade area negotiation in January 2011. After 9 rounds of negotiations, on May 24th 2013, witnessed by Premier Li Keqiang and Ueli Maurer, President of the Swiss Confederation, Gao Hucheng, China's Minister of Commerce and Johann Schneider-Ammann, Federal Councillor and Head of the Department of Economic Affairs, signed a memorandum of understanding on completion of China-Switzerland free trade area negotiations in Berne, Switzerland. On July 6th 2013, on behalf of the governments of the two countries, Gao Hucheng and Johann Schneider-Ammann officially signed the China-Switzerland Free Trade Agreement in Beijing. Since then, both parties worked efficiently on the respective internal legal procedures, and the agreement entered into force on July 1st 2014.

A New Impetus to China-Switzerland economic and trade cooperation

1. The rich contents of the China-Switzerland FTA

China-Switzerland FTA is the first bilateral free trade agreement that China signed with continental European countries or top 20 economies. With wide coverage, high opening level and many preferential measures, this high quality and mutually beneficial free trade agreement is one of most comprehensive FTAs that China signed in recent years.

First, the China-Switzerland FTA has a big portion of zero tariff items, giving each other more favourable market access conditions. Products with eliminated or reduced tariff take 96.5% and 99.99% of the total imports of Switzerland and China respectively. Second, the China-Switzerland FTA covers many new rules and policies such as government procurement, environment, labour and employment cooperation, intellectual property and competition, well demonstrating China's determination to speed up the

二、中瑞经贸合作新的强大动力

（一）中瑞自贸协定内容丰富。

中瑞自贸协定是中国与欧洲大陆国家和全球经济前20强国家达成的第一个双边自贸协定。协定覆盖面广、开放水平高、优惠措施多，是高质量、宽领域、互利共赢的自贸协定，也是近年来中国对外达成的水平最高、最为全面的自贸协定之一。

首先，中瑞自贸协定零关税比例很高，将相互给予对方更加优惠的市场准入条件。中瑞双方最终取消和削减关税的产品，占自对方进口总额的比例分别达96.5%和99.99%。其次，中瑞自贸协定涉及政府采购、环境、劳工与就业合作、知识产权、竞争等许多新规则和新议题，示范效应强，展现了中国加快建设高标准自由贸易区的决心。再次，中瑞自贸协定为中瑞双方搭建了良好的合作平台，有利于中瑞双方进一步深化务实合作。中瑞双方在协定中设立了“经济技术合作”章节，规定了合作的具体领域和内容，包括可持续发展、政府采购、劳动和就业、钟表、卫生、电影、旅游、中医、质量监督检验检疫和知识产权等。

（二）中瑞自贸协定意义重大。

中瑞自贸协定是中国加快实施自贸区战略的一个重大成果。在当前全球经济低速增长、贸易保护主义有所抬头的情况下，中瑞自贸协定展现了中国继续扩大开放、坚决反对贸易保护主义的决心和信心，表明中国将以更加开放的姿态参与国际竞争与合作、积极参与经济全球化和区域经济一体化，有利于凝聚各方共识，继续推进全球贸易自由化进程。

中瑞自贸协定有利于进一步深化中瑞经贸合作。中国是世界第二大经济体，也是最大的发展中国家，正处在工业化、信息化、城镇化和农业现代化加快推进的关键阶段。中国还是全球第二大市场，今后5年将进口超过10万亿美元的商品，市场容量巨大、前景广阔。瑞士地处欧洲中心位置，是欧洲的一个重要国家，拥有较高的国际地位和广泛的影响力，制造业先进、对外贸易发达，市场容量较大。中瑞产业结构和贸易结构互补性强，合作潜力大，中瑞自贸协定的达成，必将进一步提升双方的经贸合作水平，实现双方优势互补、共同发展。

construction of high-quality free trade area. Third, the China-Switzerland FTA has built a good platform of cooperation for both countries to further bilateral pragmatic cooperation. The China-Switzerland FTA has a chapter of "Economic and Technical Cooperation", stipulating the specific areas of collaboration, including sustainable development, government procurement, labour and employment, horology, public health, films, tourism, traditional Chinese medicine, quality supervision, inspection and quarantine and intellectual property rights.

2. Great significance of the China-Switzerland FTA

The China-Switzerland FTA is a great achievement in acceleration of China's free trade area strategy. In this global circumstance of low economic growth and rising trade protectionism, China-Switzerland FTA demonstrated China's determination and confidence in further opening and strong opposition to trade protectionism, pronouncing that China will take a more open attitude in international competition and cooperation, actively participate in economic globalization and regional economic integration, and will forge consensus and facilitate the global trade liberalisation process.

China-Switzerland FTA will drive the China-Switzerland economic and trade cooperation further. China is the world's second largest economy, and also the largest developing country. It is at a key stage of accelerating industrialisation, informatisation, urbanisation and agricultural modernisation, China is the world's second-largest market, with huge capacity and prospect where goods of more than USD 10 trillion will be imported in the next 5 years. Switzerland, located in the centre of Europe, is an important country with high international standing and extensive influence. It has advanced manufacturing, strong foreign trade and large market capacity. China and Switzerland are highly complementary in the industrial and trade structure, and have huge potential for cooperation. The establishment of China-Switzerland FTA will definitely promote bilateral economic and trade cooperation between the two countries, complementing each other to develop together.

The China-Switzerland FTA will also facilitate the economic and trade cooperation between China and the European Union (EU). As an important member of the European Free Trade Union, Switzerland keeps a close cooperation with the EU in economy, trade as well in as other regions, and has strong radiation to the whole European market. The Implementation of the China-Switzerland FTA will further strengthen the economic and trade cooperation between China and other European



2011年4月，伯尔尼古尔腾山，参加中瑞自贸协定首轮谈判的代表

Gurten, Bern in April 2011, both delegations of the 1st round of FTA negotiations

中瑞自贸协定还将有利于深化中欧之间的经贸合作。瑞士是欧洲自由贸易联盟重要成员，与欧盟在经贸等领域合作密切，对整个欧洲市场有很强辐射作用。中瑞自贸协定的实施，将进一步密切中国与其他欧洲国家的经贸合作，对其他欧洲国家产生较大示范效应，带动中欧经贸关系加快发展。

三、中瑞自贸协定实施成效显著

中瑞自贸协定自2014年7月实施以来，已展现了其对中瑞经贸合作的积极推动作用。据瑞方统计，中瑞自贸协定实施一年来，双边贸易增长显著，瑞士对华出口增长2.3%，自华进口增长4.1%。而同期，瑞士出口总额仅增长0.9%。据中方统计，中瑞自贸协定实施一年来，中方对瑞士出口的电器及电子产品、计算机与通信技术产品、电话机、金属制品、箱包、灯具、家具等均呈快速增长态势；同期，中方自瑞士进口的机械设备、手表、生命科学技术产品、医药品、金属加工机床、汽车零配件、农产品和化妆品等也增长较快。

考虑到中瑞自贸协定于去年下半年才开始实施，随着实施的推进，协定框架下关税的进一步削减，协定对双边贸易的促进作用还将进一步显现。

中瑞自贸协定是中瑞经贸合作新的起点。我们相信，中瑞双边经贸合作将以此为契机，驶入高速发展的快车道。中方将与瑞方密切合作，及时解决协定实施过程中出现的问题，确保协定继续顺利实施。同时，加大对协定的推介，增加双方企业对协定的了解，提高协定的利用率，让双方企业和民众更大程度享受到市场开放带来的实实在在的好处，共同谱写中瑞经贸合作的新篇章！

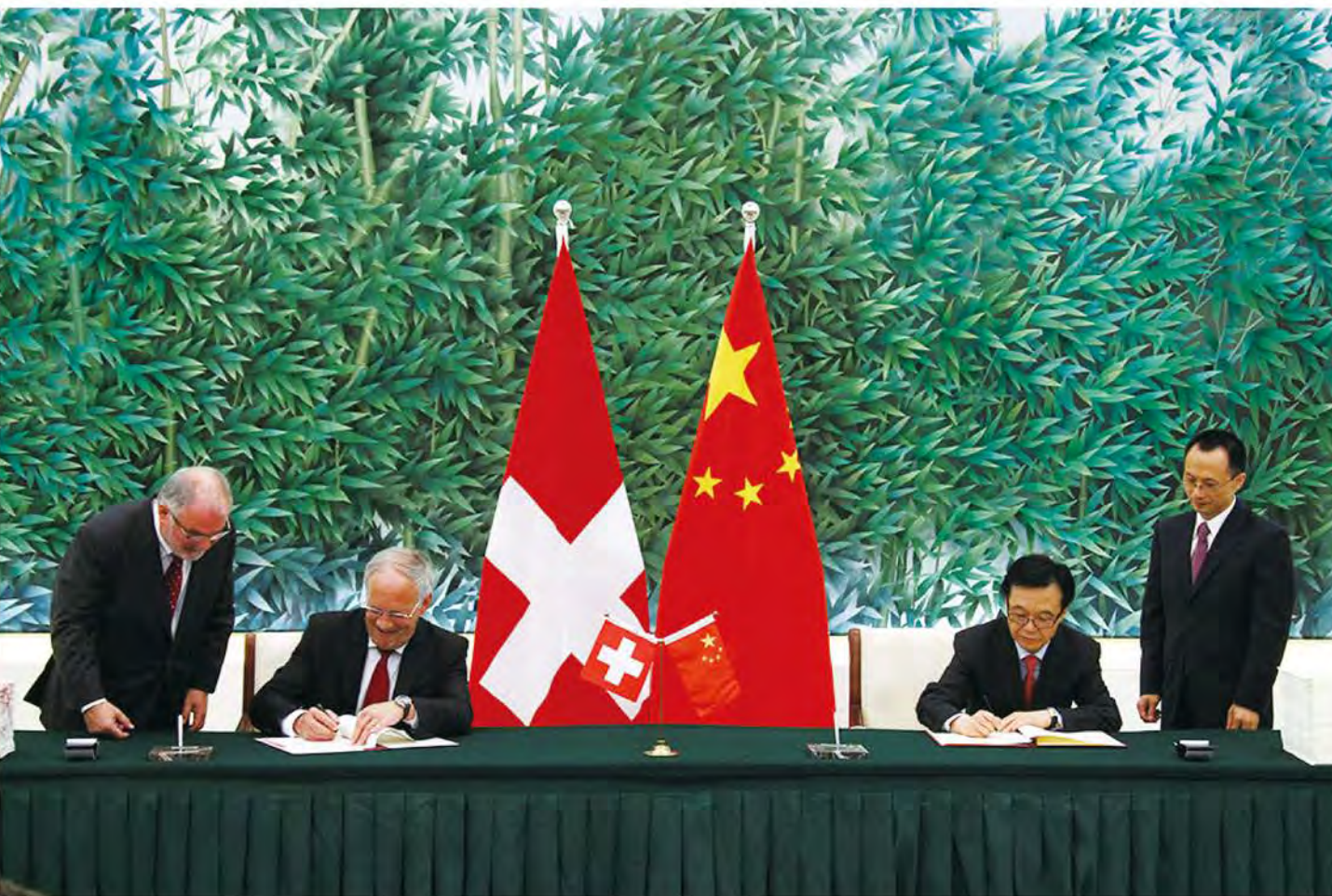
countries, setting a paradigm for other European countries and accelerating the development of China-EU economic and trade relations.

Remarkable achievements from the China-Switzerland FTA

Since the China-Switzerland FTA was implemented in July 2014, it has already demonstrated positive impetus to China-Switzerland economic and trade cooperation. According to Switzerland's statistics, in the one year since the China-Switzerland FTA was implemented, the bilateral trade has grown significantly, with Switzerland's exports to China growing by 2.3% and imports from China growing by 4.1%. In the same period, the gross exports of Switzerland increased by only 0.9%. According to China's statistics, China's fast growing exports to Switzerland include electrical and the electronic products, computer and communications technology products, telephones, metal products, luggage and bags, lighting fixtures and furniture; while the imports from Switzerland of mechanical equipments, watches, life science and technology products, medical products, metal processing machineries, automobile spare parts, agricultural products and cosmetics are also growing fast.

Taking into account that the China-Switzerland FTA was only implemented in the second half of last year, with the advance of implementation and the further reduction of tariffs under the agreement framework, the FTA's promotion to bilateral trade will be more pronounced.

China-Switzerland FTA is a new beginning for China-Switzerland economic and trade cooperation. We believe that the bilateral economic and trade cooperation will come to the fast track at this opportunity. China will cooperate closely with Switzerland to resolve arising issues to ensure smooth implementation of the agreement. Meanwhile, we will keep promoting the FTA and increase the awareness of the FTA in enterprises of both countries to make it more utilized, bring more benefits of the open market to the enterprises and the public, and start a new chapter in China-Switzerland trade and economic cooperation!

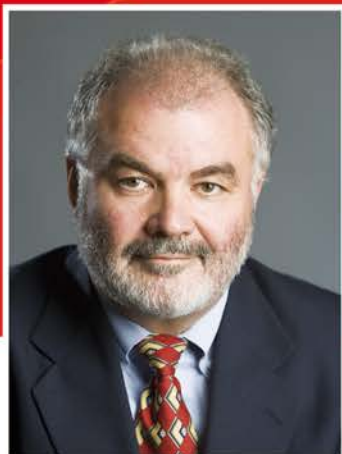


2013年7月6日，中国商务部长高虎城与瑞士联邦委员兼经济、教育与科研部长约翰·施耐德-阿曼在京共同签署中国与瑞士自由贸易协定。
新华社拍摄。

On July 6th 2013, Mr. Gao Hucheng, Minister of Commerce of China and Mr. Johann Schneider-Ammann, Swiss Federal Councillor and Head of the Federal Department of Economic Affairs, Education and Research signed the Free Trade Agreement between China and Switzerland in Beijing. Photographed by Xinhua News Agency.

瑞士-中国自由贸易协定：瑞士观点

The Switzerland-China Free Trade Agreement: A Swiss View



[瑞士联邦经济总局埃特大使，联邦委员会自贸协定代表，
中瑞自贸协定瑞方首席谈判代表]

- *By Christian Etter, Ambassador, Federal Council Delegate for Trade Agreements, State Secretariat for Economic Affairs, Swiss Head of Delegation and Swiss Chief Negotiator in the negotiations of the China-Switzerland Free Trade Agreement*

一、引言

2014年7月1日，中国与瑞士之间一项全面的自由贸易协定生效。2007年底，在此前数年一系列高级别政治会见之后，两国官员就中瑞自贸协定进行了最初的接触。接下来，双方在2009和2010年举行了内部协商和试探性会议。自贸谈判开始于2011年初，经过九轮谈判，自贸协定于2013年7月6日由中国商务部长高虎城和瑞士联邦委员兼经济、教育和科研部长施耐德-阿曼共同签署。

从瑞士的角度看，与三大贸易伙伴之一（还有欧盟和美国）中国的自贸协定是瑞士自由贸易网络最重要的一次扩展。值得注意的是，在此前瑞士与欧盟外任何一个伙伴的自贸协定生效时，瑞士官方从未注意到经济参与者对协定提供的机会表现出如此强烈的兴趣。相应地，两国的进出口企业从一开始就充分利用了中瑞自贸协定。

二、瑞士与中国：长期极佳的双边关系

2015年是瑞士与中国建立外交关系65周年。早在1950年，瑞士就成为最早正式承认中华人民共和国的西方国家之一。参与建立中国最早的中外合资企业则是

I. Introduction

On 1 July 2014 a comprehensive Free Trade Agreement (FTA) between the People's Republic of China and Switzerland entered into force. After a number of high level political meetings in preceding years, first contacts in view of possible Sino-Swiss FTA-negotiations were established at the level of government officials in late 2007, followed by internal consultations on each side and exploratory meetings in 2009 and 2010. The negotiations were launched early 2011, and it took nine rounds of negotiations until the FTA was signed on 6 July 2013 by the Chinese Minister of Commerce, Gao Hucheng, and the Swiss Minister of Economic Affairs, Education and Research, Federal Councillor Johann Schneider-Amman.

From a Swiss perspective, the FTA negotiated with China, one of the three main trading partners of Switzerland (the other two being the EU and the USA), is a most important enlargement of the Swiss free trade network. Significantly, never before at the entry into force of a free trade agreement concluded with a partner outside the EU, the Swiss authorities noticed a similarly great interest of economic operators in the new opportunities provided by the FTA. Correspondingly, exporters and importers of both sides have made extensive use of the Sino-Swiss FTA from its beginning.

II. Switzerland and China: Long Standing Excellent Bilateral Relations

The year 2015 marks the 65th anniversary of diplomatic relations between Switzerland and China. Switzerland was among the first western countries to officially recognize, as early as 1950, the People's Republic of China. In another pioneering move, the first ever Chinese joint venture with a foreign enterprise was a joint venture with a Swiss company. Ever since, bilateral trade and investment relations increased steadily, and the two countries established many bilateral cooperations and dialogues covering a broad range of political and economic subjects such as trade and investment, financial affairs, intellectual property rights, environmental protection, human rights, science, technology and education, labour and employment, cultural affairs, and tourism.

China is now Switzerland's most important trading partner in Asia, and the third most important destination of Swiss exports worldwide (after the EU and the USA). Also foreign direct investment and trade in services are of great importance in Sino-Swiss bilateral economic relations. Besides many Swiss industrial companies, also a considerable number of Swiss service providers have operations in China. Conversely Chinese companies show a rising tendency of establishing subsidiaries and affiliates in Switzerland. Against the background of these important trade and investment relations, the FTA adds a significant institutional dimension to the already broad based

瑞士企业的另一个先锋角色。一直以来，中瑞双边贸易和投资关系稳定发展，两国建立了多个双边合作和对话机制，覆盖贸易、投资、金融、知识产权、环境保护、人权、科技、教育、劳动和就业、文化、旅游等诸多政治和经济领域。

目前，中国是瑞士在亚洲最重要的贸易伙伴和第三大出口目的国（仅次于欧盟和美国）。直接投资和服务贸易在双边经济关系中也占据重要位置。此外，瑞士许多工业企业和相当数量的服务提供商在华开展业务。与此相对，中国企业在瑞士设立分支机构也呈增加趋势。以此重要的经贸关系为背景，中瑞自贸协定为已有扎实基础的中瑞双边关系新增了重要的机制维度。

三、瑞士对外经济政策：聚焦中国

瑞士以不足900万的人口和相对有限的内部市场跻身全球20大经济体，其重要原因是瑞士经济充分利用了跨境贸易和投资。考虑到对国际经济关系的重要依赖，瑞士对外经济政策的主要目标是保障在国外的市场准入和强化国际经济活动的法律框架。瑞士政府通过世界贸易组织、与最紧密贸易伙伴欧盟的条约关系及与海外国家签署自贸协定来达成上述目标。

作为瑞士最重要的贸易伙伴之一，中国是瑞士在相互市场准入与合作方面加强贸易和投资关系的重点伙伴。在这方面，中瑞自贸协定是一项重要成就，因为它简化了广阔和发展迅速的中国市场对瑞士公司的准入，从而加强了瑞士贸易关系的多样化。与此相对，中瑞自贸协定也为中国参与者进入瑞士市场提供便利，中国产品可以在此找到购买力强的客户，中国公司和消费者能够获得高科技和高质量的产品。

四、中瑞自贸协定的主要内容

中瑞自贸协定是一项全面的自贸协定。协定包含货物贸易（工业品和农产品）、原产地规则、海关程序和贸易便利化、贸易救济、技术性贸易壁垒、卫生和植物卫生措施、服务贸易、知识产权保护、竞争、投资促进、政府采购透明度、环境问题、经济技术合作以及机制条款。与自贸协定同时，关于劳动和环境合作的协议以及关于贸易技术壁垒、卫生和检疫措施领域合作的五个协议也获得签署，并采纳了一项经济技术合作的工作计划。

bilateral ties between China and Switzerland.

III. Swiss Foreign Economic Policy: A Focus on China

With a population of less than 9 million inhabitants and a correspondingly limited internal market, the Swiss economy generates the 20th largest GDP worldwide, owing to the fact that the Swiss economy makes heavy use of cross-border trade and investment. In view of this marked dependency on international economic relations, the main objective of Swiss foreign economic policy is to secure market access abroad and to strengthen the legal framework for international economic activities. The Swiss government pursues this goal in the WTO, by contractual relations with the EU (Switzerland's closest trading partner), and by concluding free trade agreements with overseas countries.

China as one of the three most important trading partners of Switzerland is a priority partner for Switzerland when it comes to strengthening trade and investment relations, both in terms of mutual market access and cooperation. The FTA concluded between China and Switzerland is a major achievement in this regard, as it facilitates access for Swiss companies to the large and growing Chinese market, thereby contributing to the diversification of Switzerland's trade relations. Conversely, the China-Switzerland FTA facilitates access for Chinese operators to the Swiss market, where Chinese products meet high purchasing power customers and where Chinese companies and consumers source high technology imports and quality products.

IV. The Contents of the China-Switzerland Free Trade Agreement

The FTA concluded between China and Switzerland is a comprehensive free trade agreement. The Agreement covers trade in goods (industrial and agricultural products), rules of origin, customs procedures and trade facilitation, trade remedies, technical barriers to trade, sanitary and phytosanitary measures, trade in services, protection of intellectual property rights, competition, investment promotion, transparency in government procurement, environmental issues, economic and technical cooperation, and includes institutional provisions. In parallel to the FTA, an Agreement on Labour and Employment Cooperation as well as five Agreements on cooperation in the area of Technical Barriers to Trade and Sanitary and Phytosanitary Measures were concluded, and a Work Programme for Economic and Technical Cooperation was adopted. The broad based agreement improves mutual market access for Swiss

涵盖广泛的协定提升了中瑞商品和服务的双向市场准入，为双边经济交流和知识产权保护提升法律保障，推动可持续发展，深化多个领域的双边合作。特别是自贸协定完全或部分地削减了双边贸易中的绝大多数关税，具体说，不同产品还有特定的过渡期。此外，通过双方主管部门间加强合作，自贸协定有助于减少技术性贸易壁垒、卫生和检疫措施等非关税障碍。

五、自贸协定第一年：经历与展望

中瑞自贸协定为经济参与者提供了更好的框架条件，但把握新的机会需要靠他们自己。即使一年对进行总结来说太短暂，许多产品的关税减让过渡期按照协定时间表尚未结束，瑞士海关近期的贸易统计还是令人鼓舞。尽管欧洲和中国的商业周期从整体看都在趋弱，但与瑞士和其他国家的总体贸易情况相比，瑞士自华进口和对华出口均取得更大增幅。自贸协定的另一项积极结果是中瑞主管部门之间保持了顺畅的沟通和合作。譬如，中瑞海关部门间的合作使有关在华申报文件的程序问题得到缓解。双方海关将继续合作，简化形式要求，为利用协定提供便利。

生效第一年，中瑞自贸协定通过了初步的实践检验。自贸协定生效标志着谈判进程的圆满结束，也标志着旨在确保协定长久顺利运行并与时俱进的合作的开始。

and Chinese goods and services, enhances legal security for bilateral economic exchanges and for the protection of intellectual property rights, contributes to sustainable development and deepens bilateral cooperation in various fields. In particular, the FTA dismantles tariffs fully or partially for the vast majority of bilateral trade, as the case may be subject to product specific transition periods. In addition, the FTA contributes to reducing non-tariff obstacles relating to technical barriers to trade and sanitary and phytosanitary measures, inter alia through enhanced cooperation of the competent authorities of both sides.

V. The First Year of the FTA: Experiences and Outlook

The FTA provides improved framework conditions for economic operators, up to them to make use of the new opportunities. Even if one year is too short to draw conclusions, and transition periods for tariff dismantling on a number of products according to the schedule of the FTA have not yet fully elapsed, recent figures of the trade statistics of Swiss Customs are encouraging. In spite of an overall weakening business cycle, as well in Europe as in China, Swiss imports from, and exports to, China increased at higher growth rates compared to overall Swiss trade with the other partners. Another positive result of the FTA is that communication channels and cooperation between Swiss and Chinese competent authorities work well. Cooperation between the Chinese and Swiss customs authorities, e.g., allowed to attenuate procedural issues such as relating to the documentation required for preferential customs clearance in China. The customs authorities of both sides continue their cooperation with a view to further streamlining formal requirements and facilitating the use of the Agreement.

One year in operation, the FTA between Switzerland and China has passed its first practical test. While the entry into force of the FTA marked the end of a successful negotiation process, it also marks the beginning of a cooperative process with a view to secure continuous smooth operation of the Agreement and to keep the substance of the Agreement up to date.

中国—瑞士 自由贸易协定生效



Inkrafttreten des Freihandelsabkommen Schweiz – China

01.07.2014

44.3%

机床

29.4%

其他机械

6.6%

钟表及零部件

5.7%

基本化工产品

9.5%

OPTISCHE
UND MEDIZINISCHE
INSTRUMENTE

16.5%

UHRWERK-
WAREN

18.9%

PHARMA-
ZEUTISCHE
ERZEUGNISSE

27.4%

RESTLICHE
EXPORTGÜTER

27.7%

MASCHINEN



中华人民共和国 Switzerland.

01.07.2014

中国—瑞士自由贸易协定生效
Entry into force of the Switzerland – China FTA
Inkrafttreten des FNA Schweiz – China



中华人民共和国 Switzerland.

01.07.2014

中国—瑞士自由贸易协定生效
Entry into force of the Switzerland – China FTA
Inkrafttreten des FNA Schweiz – China

2014年7月1日，中瑞自贸协定正式生效。中国常驻世界贸易组织代表俞建华大使和瑞士联邦委员兼经济、教育与科研部长约翰·施耐德-阿曼在巴塞尔出席庆祝活动。新华社拍摄。

On July 1st 2014, the Free Trade Agreement between China and Switzerland came into effect. Mr. Ambassador Yu Jianhua, the permanent representative of China in WTO and Mr. Johann Schneider-Ammann, Swiss Federal Councillor and Head of the Federal Department of Economic Affairs, Education and Research attended celebration activities in Basel. Photographed by Xinhua News Agency.

瑞士钟表业及其对华关系

—— 专访瑞士钟表工业联合会主席帕什

Swiss Watch Industry and its relations with China

Interview with Jean-Daniel Pasche, President of the Federation of the Swiss Watch Industry



[帕什，瑞士钟表工业联合会主席]

● Jean-Daniel Pasche, President of the Federation of the Swiss Watch Industry

请您先简要介绍一下瑞士钟表工业联合会。

瑞士钟表工业联合会（以下简称“联合会”）是瑞士制表业的主要行业组织，总部位于汝拉山脚下的比尔，一座瑞士法语区和德语区边界的双语城市。

联合会约有40名工作人员，并在香港、东京和里约热内卢常设办事处。联合会的500家会员单位中包括行业领先的制表集团、自主品牌、分包商以及制表有关的其他机构。

联合会旨在通过努力改善框架条件和促进出口推动瑞士钟表业的发展，包括支持自由贸易，消除贸易壁垒，在财政政策、竞争法、对外经济政策等方面对管理机构进行游说以保护制表商的利益。联合会向媒体及会员单位提供与制表相关的信息，并负责钟表制造的标准化（ISO钟表标准）。联合会向成员提供法律、经济、商业和技术支持。其最重要的任务之一是打击仿冒行为，包括收缴仿冒品、为主管部门提供培训、技术分析、跟踪互联网上的假冒产品，并为阻止“瑞士制造”标志的滥用采取其他措施。

First of all, could you give us a brief presentation of the Federation of the Swiss Watch Industry?

The Federation of the Swiss Watch Industry (hereinafter referred to as "FH") is the leading association of Swiss watchmakers. It is based in Biel, a bilingual city (called Biel in German and Bienne in French) at the foot of the Swiss Jura Mountains and at the border between the French-speaking and German-speaking parts of the country.

The FH employs some 40 employees and has permanent bases in Hong Kong, Tokyo and Rio de Janeiro. The FH's 500 members include the major watch manufacturing groups, independent brands, subcontractors and other institutions linked to the world of watchmaking.

The FH's mission is to contribute to the development of the Swiss watch industry by advocating for improvements to its framework conditions and by spurring exports: promotion of free trade, elimination of trade barriers, and lobbying of authorities to defend watchmakers' interests (tax policy, competition law, foreign economic policy, and so on). The FH sends information to the media and its members on subjects relating to watchmaking. It is also responsible for the normalization of watch manufacturing (ISO Horology standards). The FH provides legal, economic, commercial and technical support to its members. Its priority tasks include anti-counterfeiting activities (seizures of copies, training of authorities, technical analyses, and tracking of fake goods online) and other actions to put an end to abuses of the "Swiss Made" label.

How is Switzerland's watchmaking sector faring recently?

In 2015, Swiss watch export levels remain high, despite a difficult economic climate. This result is comparable to 2014, which was a banner year. The strength of the Swiss franc has influenced this situation, as has the negative evolution of certain markets such as Hong Kong and Russia. Other markets are proving sturdier, like the United Kingdom and South Korea. The results are mixed amongst watch manufacturers, and a number of suppliers in particular are going through a difficult period.

How do you estimate the role of Chinese market? What will the further opening-up of China mean for Swiss Watch Industry?

After a good decade of growth, the Chinese market is now the third largest for our industry, representing total exports worth CHF 1.4 billion in 2014. Although we experienced two years of

瑞士钟表业的发展近况如何？

2015年，尽管面临困难的经济环境，瑞士钟表出口仍维持在一个较高的水平，今年的业绩可以和创纪录的2014年相比。瑞郎的强势产生了不利影响，例如在香港和俄罗斯等市场出现了消极的发展趋势。有些市场则相对稳定，如英国和韩国。制表商的处境各不相同，特别是很多供应商正在经历一段艰难的时期。

您如何评价中国市场的地位？中国扩大对外开放对瑞士钟表行业有怎样的影响？

经过十年的快速增长，中国市场已成为瑞士钟表业在全球的第三大市场，2014年对华出口达14亿瑞郎。尽管在过去两年有所下降，瑞士钟表对华出口额在2015年上半年再次小幅上升。

中国于本世纪初加入世界贸易组织标志着我们对华出口强劲增长的开始，从90年代后期的几千万瑞郎跃升至2012年的16.5亿瑞郎，之后在2013和2014年保持在14亿瑞郎左右，部分是因为中国经济增速相对放缓。总的来说，瑞士钟表对华出口在过去的十年里取得了非常可观的发展。

中瑞自由贸易协定是否已经为瑞士钟表出口带来了积极影响？

中瑞自贸协定体现了中国和瑞士之间的良好关系，为双边合作提供了有利的框架条件。具体来说，就做出的承诺而言，它将有助于更好地在中国保护知识产权，特别是“瑞士制造”。

协定中规定的关税减免措施是积极的，但因为降税是随着时间分步进行的，目前还没有产生明显的影响。长远来看，我们期待看到协定的积极效果。

双方在自贸协定框架下的合作取得了哪些进展？

我们建立了一个对话机制，并在伯尔尼和北京举行了两轮会议以探讨具体措施。会上决定，联合会将为中国的主管部门开展知识产权方面的培训。中方部门将支持我们业界打击网上的钟表假冒。我们联合会将为国家钟表质量监督检验中心提供钟表鉴定方面的支持。下一次会议将于2016年在瑞士举行。

中国钟表业发展很快，您认为它与瑞士钟表业的最大差距在哪里？您如何看待两国钟表产业未来竞争与合作的前景？

瑞士制表工艺的精益求精体现在质量、精度、工艺、传统与创新还有教育上。这些价值成就了瑞士钟表的声誉，也是其成功，特别是在中国成功的原因。瑞士钟表业将继续对这些价值的投入，以保持其世界领先的地位。

中国已经是全球制表业中的重要一员，它毫无疑问将尽最大努力以进一步升其地位。尽管事实上我们两个行业处在竞争中，瑞士将继续对华出口瑞士钟表，同时自华进口钟表产品。

downturn, our exports rose slightly during the first half of 2015.

China's accession to the WTO in the early 2000s marked the beginning of strong growth in our exports to that country. From a few tens of millions of francs in the late 1990s, they skyrocketed to 1.65 billion in 2012 before settling at around 1.4 billion in 2013/2014, partly because of the relative decline in China's growth. Despite everything, the increase over the past decade has been spectacular.

Has the China-Switzerland Free Trade Agreement already had a favourable impact on the export of Swiss watches to China?

The free trade agreement testifies to the solid relationship between China and Switzerland, and provides bilateral cooperation with positive framework conditions. In concrete terms, the commitments made in the agreement will allow us to better to protect our intellectual property in China, particularly the "Swiss Made" label.

The planned reduction in customs duties is a good thing, but it has not yet had a major impact because its implementation is being staggered over time. In the long term, we expect to see positive effects.

What kind of progress have you and your Chinese partner made in cooperation in the framework of the FTA?

We have established a dialogue and two meetings, one in Bern, one in Beijing, have already taken place in order to decide on concrete measures. It has been decided that our federation will organize training sessions for the Chinese authorities in the field of intellectual property. The Chinese authorities will support our industry to struggle fake watches on Internet. Our federation will give support to the National Horologe Quality Supervision and Inspection Center in order to authenticate watches. The next meeting will take in Switzerland in 2016.

The Chinese watch industry is developing quickly. What is in your opinion the main gap between the Swiss and Chinese watch industry? How do you expect the competition as well as cooperation between them in the future?

The excellence of Swiss watchmaking lies in its quality, precision, craftsmanship, tradition and innovation, and training. These values have built the reputation of Swiss watchmakers and explain their success, in China in particular. The Swiss watch industry will continue to invest in those values to preserve its worldwide ranking.

China has already become a major player in watchmaking at the global level, and there can be no doubt that it will do everything in its power to further improve its position. Despite the fact that our two industries are in competition, Switzerland will continue to export Swiss watches to China and to import Chinese watch products.

中瑞经贸合作大事记

Chronicle of the China-Switzerland trade and economic cooperation

1950年	中华人民共和国和瑞士联邦建立外交关系
1974年	中瑞贸易混合委员会成立
1979年	瑞士给予中国普惠制待遇
1980年	瑞士迅达公司参与建立中国工业领域首家中外合资公司
1987年	中瑞双边投资保护协定签署
1990年	中瑞避免双重征税协定签署
1998年	中国国家旅游局在苏黎世设立办事处
2007年	瑞士成为最早承认中国完全市场经济地位的欧洲国家之一
2011年	中瑞自由贸易协定谈判启动
2013年	中瑞自由贸易协定签署
	瑞士联邦主席毛雷尔出席生态文明贵阳国际论坛年会第一届中瑞对话分论坛
	中瑞金融对话机制启动
2014年	中瑞自由贸易协定生效
	中国人民银行与瑞士国家银行签署1500亿元人民币/210亿瑞士法郎的双边本币互换协议
	中瑞镇江生态产业园正式开园
	中国游客在瑞士过夜数量突破百万
	新的中瑞避免双重征税协定生效
2015年	瑞士获得500亿元人民币合格境外机构投资者配额
	中资银行拟于年内在瑞士开设首家分支机构

1950	People's Republic of China and the Swiss Confederation established diplomatic relations
1974	Sino-Swiss Joint Trade Committee was established
1979	Switzerland gave China GSP treatment
1980	Schindler Group participated in setting up the China's first industrial Sino-foreign joint venture
1987	China-Switzerland Agreement on the Promotion and Reciprocal Protection of Investments was signed
1990	Double taxation agreement between China and Switzerland was signed.
1998	The China National Tourism Administration set up an office in Zurich
2007	Switzerland was one of the first European countries to recognize China's full market economy status
2011	Negotiation on China-Switzerland free trade agreement started
2013	China-Switzerland Free Trade Agreement was signed
	President Ueli Maurer of the Swiss Confederation attended the first session of the China-Switzerland dialogue sub-forum of the Eco Forum Global Annual Conference Guiyang
	China-Switzerland financial dialogue mechanism was launched
2014	China-Switzerland Free Trade Agreement came into effect
	People's Bank of China and Swiss National Bank signed a bilateral currency swap agreement for CNY 150 billion/CHF 21 billion
	The Sino-Swiss Zhenjiang Ecological Industrial Park was opened
	Number of Chinese overnight tourists in Switzerland exceeded 1 million
	New double taxation agreement between China and Switzerland came into force
2015	Switzerland received CNY 50 billion quota for qualified foreign institutional investors
	Chinese banks plan to open its first branch office in Switzerland

中国石化阿达克斯公司的成功整合与发展

Successful integration and development of Sinopec Addax Petroleum



[张毅，中国石化阿达克斯公司首席执行官]

● By Zhang Yi, CEO of Sinopec Addax Petroleum

2009年，中国石化集团公司（以下简称中国石化）以76.49亿美元成功收购阿达克斯公司全部股份，是迄今为止中国公司进行海外油气资产收购金额最大的交易之一。中国石化阿达克斯公司总部位于瑞士日内瓦，资产主要分布在尼日利亚、加蓬、喀麦隆等国家以及英国北海和伊拉克库尔德地区。员工1056名，来自36个国家和地区。其中，外籍员工占98%，中方23名员工占2%，以高级管理人员为主。

经过六年多的接管、整合、变革和发展，中国石化阿达克斯公司拥有高度国际化的人才队伍、完备的国际化管理运营体系和从陆上到海上作业者管理运营能力，是中国石化海外上游最大的油气生产基地和区域性资产管理运营平台，也是中国石化海外国际化程度最高的油气勘探开发公司。六年来，公司累计权益油产量5000万吨，向中国石化上缴利润数十亿美元；资产快速扩充，并购壳牌喀麦隆资产实现增值发展；并购塔利斯曼英国公司，实现中国油企首次进入北海富油区。

跨越文化鸿沟

跨国并购的关键是企业文化的整合。阿达克斯和中

In 2009, China National Petrochemical Corporation (hereinafter referred to as "Sinopec") acquired all stake of Addax Petroleum with USD 7.649 billion, which is by far one of the biggest deals of overseas oil and gas assets acquisition by Chinese enterprises. Sinopec Addax Petroleum is headquartered in Geneva, Switzerland, assets mainly distributed in Nigeria, Gabon, Cameroon as well as North Sea of the United Kingdom North Sea and Iraq Kurdistan region. We have 1,056 employees from 36 countries and regions, where foreign employees account for 98%, and 23 Chinese members (mainly senior management) account for 2%.

After six years of taking-over, reorganization, transformation and development, Sinopec Addax Petroleum have highly internationalised talents, complete management and operation system, and operation capacity from onshore to offshore. It is Sinopec's largest overseas upstream oil and gas production base and regional asset management platform, and Sinopec's most internationalised company for oil and gas exploration and development. In the six years, the company's accumulated equity oil production reached 50 million tons, submitting billions of dollars of profits to the Sinopec. Our assets expand rapidly, acquiring assets in Cameroon of Shell to increase the value. We acquired Talisman of UK and it was the first time that Chinese oil enterprises came to the oil-rich region of the North Sea.

Across the Cultural Gap

The key to transnational merger and acquisition is the merging of enterprise culture. The biggest difference between Addax Petroleum and Sinopec is the cultural gap. The original employees come from more than 30 countries with various ethnic origins, languages, beliefs, backgrounds and much diversified cultures. On one hand, Sinopec kept the continuity and stability of the original Addax Petroleum culture while respecting cultural customs of employees; on the other hand, Sinopec introduced activities with Chinese and enterprise characteristic, such as the celebration of Spring Festival and the long-term service awards for employees. Sinopec also started the "PEARL initiative", standing for People, Energy, Action, Results and Leadership, a customized cultural training for Chinese, western and African employees to facilitate cultural fusion and promote cohesion.

The successful acquisition and integration of Addax Petroleum by Sinopec made a paradigm for Chinese enterprises to "go global" for strategic acquisitions, effective integration and sustainable development. In 2012, it became a classic case study for MBA at Lausanne International Institute for

Addax全球资产分布图

Addax assets worldmap



Management Development (IMD). On July 6th 2013, Addax Petroleum was awarded "Best Chinese Investor in Switzerland".

Merging with local

The 243 employees of Addax Petroleum headquarters in Geneva come from more than 30 countries, where 24% is Swiss and 44% is French. Addax Petroleum has made contribution to local taxation and employment.

The company actively reinforces the communication with local governments and the public, and coordinate with the community in the resource countries, winning recognition and respect from the locals, which are valuable reputation assets creating favourable external environment for the oil and gas operations.

Addax Petroleum also supports employees to actively participate in public service activities in Switzerland, and raised fund for NGOs (such as the United Nations Children's Fund and Caritas Internationalis) and Movember (proceeds were donated to the Swiss cancer research institutes). In addition, Addax Petroleum keeps close relationship with local academics, with participation of IMD's Corporate Learning Network and cooperation with the University of Geneva (attended the 19th International Congress of Sedimentology in 2014).

Corporate responsibility

In production and operation activities, with the advantageous international platform, Addax Petroleum actively undertook social responsibilities, established the responsible image of Sinopec, and won wide respect from the international community, providing great reference for more Chinese enterprises to "go global" and merge into the culture and community of the resource countries.

First, Addax gives HSSE very high priority and operates with top safety and cleanness. The HSSE incident index remains below international standards. The company took the lead to apply new environmental protection technologies. During offshore operations in Nigeria, the company implemented gas re-injection to boost oil production and avoid environmental problems caused by burning natural gas on the sea, which realised harmless offshore production and gained wide acclaim from the local government.

Second, Addax creates a platform for charity fund. In 2011, Addax Petroleum registered in Geneva for "Sinopec-Addax Petroleum Founda-

国石化之间最大的差异是文化差异。原公司员工来自30多个国家，地域、民族、语言、信仰、工作背景各不相同，员工构成复杂，文化差异大。为此，中国石化一方面保持阿达克斯公司原有文化连续性和稳定性，尊重员工文化习俗，另一方面积极宣传中华民族文化和中国石化企业文化，引入庆祝春节、颁发员工长期卓越服务奖等具有中国特色和企业特色的活动，并专门实施了旨在加深文化融合、提升员工凝聚力和向心力的“珍珠工程”（PEARL工程），意为以人为本、激发动力、行动为先、结果导向和领导力，为中国、西方和非洲员工量身制作有针对性的文化培训。

中国石化对阿达克斯公司的成功并购整合，塑造了中国企业“走出去”战略资产并购、有效整合、持续发展的成功典范，2012年成为洛桑国际管理发展学院（IMD）管理学MBA全球经典案例。2013年7月6日，阿达克斯公司荣获“瑞士2013年度最佳中国投资者奖”。

融入当地

阿达克斯公司日内瓦总部的243名员工来自30多个国家，其中24%是瑞士人，44%是法国人。阿达克斯公司为当地税收和就业做出了贡献。

公司积极加强与当地政府和社会公众的沟通交流，在各资源国积极协调社区关系，赢得了当地民众的广泛认可与尊重，为企业带来了宝贵的声誉资源，为油气资产经营创造了良好的外部环境。

阿达克斯公司还支持员工积极参加瑞士的公益活动，多次为非政府组织（比如联合国儿童基金会、Caritas组织等）以及11月份长胡子活动（Movember，所募资金捐献给瑞士联邦癌症研究机构）等募集资金。此外，Addax公司和当地学术界保持紧密联系，参与IMD的Corporate Learning Network，并与日内瓦大学合作（2014年参加第19届国际沉积学大会）。

企业责任为重

在生产经营活动中，阿达克斯公司通过充分发挥国际化平台优势，主动承担社会责任，树立中国石化高度负责任的形象，赢得了国际社会高度尊重，更为中国企业“走出去”、融入资源国文化与社会提供可供借鉴的经验。

一是高度重视HSSE工作，全面实现安全生产、清洁生产。公司



加蓬公司员工的儿子头戴HSE安全帽
Child in Gabbon with a safety helmet

HSSE事故指标始终低于国际标准，率先应用环保新技术，在尼日利亚海上作业中，通过实施天然气回注工程提升油田产量，避免了天然气海上燃烧造成的环境问题，实现了海上无害化生产作业，得到了当地政府的广泛赞誉。

二是打造公益基金平台。阿达克斯公司于2011年在日内瓦注册成立了独立非盈利机构“中国石化Addax公益基金会”，先后在喀麦隆、赞比亚、乌干达、摩洛哥、多哥、伊拉克和尼日利亚等18个非洲和中东国家开展了22个健康、教育和环境公益项目，得到了政府、社区居民、媒体以及合作伙伴的充分认可和尊重。2013和2014年，基金会在日内瓦成功举办两届“增添希望”（AddHope）论坛。

被收购六年来，阿达克斯公司虽然为中资所有，但依然是驻瑞企业。瑞士是全球重要的原材料贸易中心，也是大型原材料企业开展国际业务的窗口。中国石化和阿达克斯公司将本着兼容并蓄的精神，履行好企业责任，服务当地经济和社会发展，为中资机构在瑞士开展生产经营提供有益的借鉴。

tion", an independent non-profit organization. It has run 22 projects on health, education and environment in 18 African and Middle East countries, such as Cameroon, Zambia, Uganda, Morocco, Togo, Iraq and Nigeria, receiving full recognition and respect from the local government, community residents, media and partners. In 2013 and 2014, the Foundation successfully held two AddHope Forums in Geneva.

Six years after the acquisition, although Addax Petroleum is owned by Chinese capital, it is still a business rooted in Switzerland. Switzerland is an important trade centre of raw materials, and a channel for large raw material enterprises to run international businesses. With an inclusive mind set, Sinopec and Addax Petroleum will fulfil their responsibilities as enterprises, serve local economic and social development and provide useful reference for Chinese organizations to operate in Switzerland.



2014年5月22日，第二届AddHope论坛
Representatives of the 2. Addhope Forum
on 22.05.2014

乘风来去：国航搭起中瑞友谊的桥梁

On the wings of the Phoenix: Air China builds a bridge of friendship between China and Switzerland



[王凡，中国国际航空公司日内瓦营业部总经理]

● By Wang Fan, General Manager, Geneva Office of Air China

2013年5月7日国航开通日内瓦-北京直飞航线，转眼已进入第三个年头。作为日内瓦到中国的唯一直达航班，国航不仅为旅客提供了更多便利，成为往返中瑞及连接亚太的最佳出行选择，也进一步促进了两国人民的友好交往，极大地推动了两城、两国之间的政治、经济、文化交流。

航线运营两年多来，累计提供11万人次优质安全的航空运输服务，运输进出港货物5800吨。直航的开通使得中国-日内瓦双向流量同比增长了43%，北京-日内瓦的双向流量同比增长了55%，国航北京至日内瓦航线的旅客人数占到北京至日内瓦直达和中转航班旅客总人数的一半以上，市场份额增长达到60%。

国航作为中国唯一载国旗飞行的航空公司，代表中国形象，向世界展示中国。国航秉承“放心、顺心、舒心、动心”的服务理念，对北京-日内瓦航线的服务产品做了精心设计，力求为旅客提供美好、独特的服务体验。日内瓦航线启用空客A330-200机型执飞，公务舱座椅可轻松调至任何角度并完全放平，成为一张180度全平躺的宽大睡床。经济舱配备8.9英寸个人娱乐系统屏

It has been in the third year since Air China opened the direct route of Geneva-Beijing in May 7th 2013. As the only direct flight from Geneva to China, Air China not only provides more convenience for passengers and becomes the best travel options between Switzerland and China or even the Asia-Pacific, but also has facilitated the exchanges between the two peoples and greatly promoted the political, economic and cultural exchanges between the two cities and the two countries.

In the two years since the route was opened, we provided safe and quality air transport to more than 110,000 passengers, with freight of 5,800 tons. With the opening of direct flight, the yearly bi-directional traffic between China and Geneva has risen by 43%, and by 55% between Beijing and Geneva. This direct flight of Beijing-Geneva carries more than half of all passengers traveling from Beijing to Geneva, either with or without transit. The market share has grown to 60%.

Air China, as the only airline bearing China's national flag, represents the image of China and presents China to the world. With service philosophy of "Credibility, Convenience, Comfort and Choice", Air China carefully designed the Beijing-Geneva route, and strives to provide passengers with great and unique service experience. The Geneva route uses Airbus A330-200 aircraft, with business class seats with 180-degree recline to a completely flat bed. The economy class is equipped with personal entertainment systems of 8.9-inch screen and rich contents updated monthly. We also staffed excellent crew and ground services personnel, arranged departure and arrival time at noon in Beijing to enable convenient traveling and transition for the passengers. The network of Air China in Beijing not only covers all major cities of China, but also of Japan, Korea, Australia and South-East Asia. Air China provides free VIP buses and transit hotel accommodations, as well as seamless service of checking luggage directly to the final destination.

Air China has received strong support in Switzerland, with international customers including multinational companies such as Novartis and Nestlé. In 2014, Air China signed designated carrier agreement for VIP customer with 14 international organizations affiliated with the United Nations, the International Olympic Committee (IOC) and the International Air Transport Association (IATA). In August 2014, Geneva Office of Air China cooperated with the Youth Olympic Games, flying thousands of athletes from around the world. On July 31st 2015, Beijing won the bid to host the 2022 Winter Olympics, and Air China provided excellent services to China's Olympic bidding delegation to and from Lausanne.

Bearing the idea of "giving back to the community and taking public responsibility", Air China actively participates in philanthropic undertakings. We took part in the charity activities of the UN Women for

幕，丰富内容每月更新。同时选配优秀的空中和地面服务人员，北京进出港航班时刻都选择在中午，充分考虑到旅客日程安排的合理性，乘机、转机的便利性。国航在北京的航空网络不仅可以覆盖中国各大城市，也覆盖了日本、韩国、澳大利亚和东南亚各大城市；国航免费提供贵宾车接送、中转酒店住宿等服务，乘坐国航便可以享受一票通达、行李直挂的无缝衔接服务。

国航在瑞士得到了各行各业人士的大力支持和鼎力帮助，诺华、雀巢等跨国公司都是国航的全球客户。2014年，国航先后与联合国下属的14家国际组织、国际奥委会IOC和IATA国际民航组织等签订了指定承运大客户协议。2014年8月，国航日内瓦营业部与青奥会成功合作，承运了来自世界各地的几千名运动员参赛；2015年7月31日北京成功申办2022年冬奥会，国航多次为往返洛桑的中国申奥代表团提供了出色的服务保障。

本着“回馈社会、承担公责”的理念，国航在当地积极参与社会公益事业，如连续2年参与联合国国际妇女儿童组织的慈善义卖活动，得到了联合国妇女署主席的感谢。2015年，国航作为日内瓦国际马拉松赛的赞助商之一，积极参与全民健身运动，获得了很好的市场宣传。

国航在瑞士还得到了中国驻瑞士使领馆、中国驻联合国代表团和常驻世界贸易组织代表团的鼎力支持，2014年5月7日，开航一周庆典在美丽的日内瓦湖畔举办，中国驻瑞士大使许镜湖女士和日内瓦州议员到场祝贺，对国航在瑞士的经营发展予以了充分肯定。2015年5月，国航在洛桑和苏黎世分别举行了两场面向华人华侨和企业客户的推介会，获得社会各界的肯定。

瑞士是一个充满魅力的国家，旅游资源丰富，多姿多彩的自然、人文景观引人入胜；金融、贸易行业发达，是欧洲重要的商务中心。2015年是中瑞建交65周年，中瑞友好合作关系将获得新的发展动力。借用李克强总理1月在达沃斯论坛上点评的滑雪三要素：“速度、平衡和勇气”，相信随着中国经济的发展和公民出境旅游的持续升温，国航在瑞士业务必将有序平稳发展。



2014年5月7日，北京-日内瓦航线开航一周庆典
07.05.2014, 1-Year Ceremony of Opening Airline to Geneva

2 consecutive years, and received the thanks from the Executive Director of UN Women. In 2015, as one of the sponsors of Geneva International Marathon, Air China actively participated in the national fitness campaign and received good market response.

Air China has also received support from the embassy and consulates of China in Switzerland and consulates, Mission of P. R. China to the United Nations and the Permanent Mission of China to the World Trade Organization. On May 7th 2014, on the occasion of the 1st anniversary of the Geneva-Beijing route, Ms. Xu Jinghu, Ambassador of China to Switzerland and the councillor of Canton Geneva attended the ceremony at the scenic Lake Geneva, and acclaimed the business of Air China in Switzerland. In May 2015, Air China held two promotions in Lausanne and Zurich respectively for the overseas Chinese and enterprise customers, receiving great feedback from the community.

Switzerland is a country of charm - rich tourism resources, fascinating natural and cultural landscape. It has leading financial and trade industry and is an important business centre in Europe. 2015 marks the 65th anniversary of the diplomatic ties between China and Switzerland, giving more power to the cooperation between the two countries. As Chinese Premier Li Keqiang mentioned at the Davos Forum, good skiers needs to "go at the right speed, keep balance and be courageous", we believe that with China's economic development and booming international traveling, the business of Air China in Switzerland will surely have a great future.



从“华为瑞士”到“瑞士华为”——华为在瑞士发展之路

From “Huawei Switzerland” to “Swiss Huawei” – The development of Huawei in Switzerland



[肖海军，华为瑞士子公司首席执行官]

● By Xiao Haijun, CEO, Huawei Technologies Switzerland AG



华为是全球领先的电信解决方案供应商，其产品和解决方案已经应用于全球170多个国家，服务于全球运营商50强中的45家，员工人数超过17万人，其中7.6万人从事研发工作。

华为2008年进入瑞士，总部位于伯尔尼附近的利伯菲尔德，成立之初只有5名员工。今天，华为瑞士公司已扩展为伯尔尼、苏黎世及洛桑3个地区办公室，300多名员工来自超过33个国家。公司的销售订单从2008年的300多万美元增至2014年的3亿多美元，增长100余倍。目前，华为在瑞士主要经营三大业务群：

一、运营商网络业务群。华为致力于为瑞士所有电信运营商提供宽带接入、移动、传输和IP网络等领域领先的产品和解决方案。华为专为瑞士市场提供定制化的解决方案，在全国范围内包括农村地区促进了超高速固定和移动宽带的部署。通过与瑞士电信合作，华为的G.Fast解决方案在2015年5月份成功帮助比伯恩的一位客户实现超宽带连接，后者成为全球第一个G.Fast用户，上网速度达每秒500兆字节！该方案很快得到推广，几乎所有瑞士家庭将得以享受超宽带上网。

二、企业网业务群。华为为瑞士政府和企业客户提供领先的ICT产品和解决方案，包括IP网络、服务器、

Huawei is a global leader of telecommunication solutions and today serves 45 of the top 50 telecom operators in more than 170 countries, employing more than 170,000 people of which 76,000 are engaged in research and development.

Huawei entered Switzerland in 2008 and established its Swiss headquarters in Liebefeld (Bern) with 5 employees. Today, Huawei Switzerland has more than 300 staff of over 33 nationalities in three main offices: Liebefeld, Dübendorf and Lausanne. During the last seven years, Huawei Switzerland achieved significant growth from USD 3 million in 2008 to more than USD 300 million in 2014, in the three main business groups:

I. Carrier network business group. Huawei provides state of the art products and solutions to the main Swiss telecom operators in the areas of fixed access, mobile, transmission and IP networks. Huawei developed unique solutions tailored for the Swiss market, thus contributing to the deployment of the ultra-fast fixed and mobile broadband across the country, including the rural areas. Huawei partnered with Swisscom to reach an important milestone in the wire line business: in May they successfully connected the first test customers of the village of Bibern to the G.fast technology solution, allowing them to be able to surf at speeds of up to 500 Mbps. The rollout will soon start so that almost all Swiss households can enjoy ultra broadband speed.

II. Enterprise business group. Huawei provides governments, companies and industry customers with leading ICT products and solutions, including IP network, servers, storage, cloud computing, data centre, and M2M (machine to machine) solutions. In addition, Huawei is committed to cooperating and integrating global and Swiss local partners, to make full use of partners' advantages in customer service transactions.

III. Consumer business group. Huawei is present on the Swiss market with its own branded smartphone since August 2012. From the first Huawei branded smartphone P1 to the latest P8, various flagship smartphones have been successfully launched on the Swiss market in different segments. Since December 2014, a Huawei-branded tram is running in Berne and Zurich, greatly increasing the brand awareness.

Caring for employees

We consider our employees to be our most valuable assets and the key to retaining our competitiveness and leadership in the long run. Customers are our focus while dedicated employees are our foundation. This is why Huawei provides employees with varied career paths based on their special

存储、云计算、数据中心以及M2M（机器到机器）解决方案等。此外，华为致力于与全球和瑞士本地合作伙伴展开合作和协同集成，共同为客户提供最佳服务和解决方案。

三、消费者业务群。华为从2012年8月起在瑞士市场推出Huawei品牌智能手机。从第一款智能手机P1到最新款P8，华为在瑞士各细分市场成功发布各种旗舰智能手机。2014年12月起，带有华为字样的有轨电车穿梭在伯尔尼和苏黎世市区，品牌知名度大大提升。

关爱员工

在华为，员工是我们最宝贵的财富，是保持我们长期竞争力和领导地位的关键。我们坚持以客户为中心，而敬业的员工队伍正是我们为客户提供优质服务的基石。秉承这种认识，华为根据员工的不同技能为其设计合适的职业发展通道，帮助员工实现个人价值。

除了提供各种在线和现场职业培训，我们还资助成立篮球、羽毛球等业余俱乐部，组织月度生日聚会，举办员工家人参观办公室、做游戏的家庭日活动等，拉近员工和企业间的距离。

华为学生项目Global ICT Programme

为了促进青年人才发展和信息通信技术教育，华为2014年起开始资助开展一个本科生培训项目，今年8月已开展第三批培训。

该项目从位于瑞士不同语言区的七所应用科技大学挑选十多名学生前往华为中国总部和上海研发中心进行为期10天的培训，获得技术和创新等方面的知识。通过项目验证后，学生们还可以拿到3个ECTS学分（通用于“欧洲学分转移和积累机制”）。

当地公益项目

一、利伯菲尔德公园攀岩设备。从一开始，华为瑞士的座右铭就是“我们扎根于此”。为了兑现对社会的承诺，华为2010年向瑞士总部附近的利伯菲尔德公园捐赠了攀岩设备，以提升公园的吸引力。

二、杜本多夫社区儿童运动营。2015年7月，华为瑞士赞助儿童体育夏令营活动，让儿童在暑假期间获得教练、老师以及学生的专业照顾，共吸引250个青少年参与。

三、creaTiV!活动。自2011年9月至2014年底，华为瑞士在伯尔尼的保罗·克雷中心举办creaTiV!活动，指导年轻人如何使用新旧技术制作动画电影、视频作品和多媒体动画。

四、KiBuK读书节。今年，华为瑞士首次赞助在克尼茨举办的第六届KiBuK读书节，旨在鼓励青少年理解并参与阅读和文学。为了让孩子们更贴近中国文化，组织者将举办一场关于中国文字演变的小组活动。

虽然华为在瑞士仍是一个新兴企业，但我们承诺扎根于此。得益于瑞士稳定的政治环境、开放公平的竞争氛围，华为在保持持续增长的同时，将坚持在当地投资以及促进教育和信息通信技术的发展，做一个优秀的负责任的企业公民！

“瑞士制造”作为瑞士公司高质量的标签而闻名世界，华为瑞士将秉承“让HUAWEI成为ICT行业高质量的代名词”的集团质量目标，并以行践言。



skills to help them realise their individual value.

In addition to providing a variety of career trainings (online and on-site), we also established activity clubs to enrich free time. At Huawei we celebrate birthdays and organize Family Days for family members to visit the office and get to know the company better.

Huawei student programme - Global ICT Programme

In order to promote the development of young talents and ICT education, Huawei set up an undergraduate student programme in 2014, and has carried out its third edition in August 2015.

A dozen selected students from seven Swiss universities of applied sciences from different language regions are given a 10-day training opportunity in Huawei headquarters in Shenzhen and R&D centre in Shanghai to gain knowledge in new technologies and innovation. Upon validation of their project, the students get 3 ECTS credits (applicable in the European Credit Transfer and Accumulation System).

Local projects

I. Climbing rock in Liebefeld Park. Since its very beginning, Huawei Switzerland's motto was "We are here to stay". To show our commitment to the local community, Huawei donated a climbing rock to enhance the attractiveness of the Liebefeld Park, close to our Swiss headquarters.

II. Kids Sports Camp Dübendorf. In July 2015, Huawei Switzerland sponsored the Kids Sports Camp event, where children are taken care of by coaches, teachers and sports students in a professional way during the summer holidays. The camp registered a record participation of 250 kids and young people.

III. CreaTiV! From September 2011 to the end of 2014, Huawei Switzerland sponsored creaTiV! project in Zentrum Paul Klee in Bern, teaching young people to use old and new technologies to produce animated films, videos and multimedia animation.

IV. KiBuK Festival. Huawei Switzerland has sponsored for the first time the 6th KiBuK Festival in KÖniz, which wants to give kids desire to tell stories, read and understand literature. In order to bring Chinese culture closed to the children, the organizers have held a workshop on the evolution of Chinese characters.

Though Huawei Switzerland is still a new player, we are committed to Switzerland. Thanks to the political stability, the open and fair competition business environment, Huawei will continue to grow and invest in the country as well as to contribute to the education and ICT, to be a good responsible corporate citizen.

Swiss companies are known worldwide for their "Swiss Made" label of quality; Huawei Switzerland strives to learn and practice from the best.

冠城：民族品牌+瑞士制造，打造世界级的钟表集团

Citychamp: Building world-class watch group with national brand+ Swiss manufacturing



[韩国龙，冠城钟表珠宝集团董事长]

● By Han Guolong, Chairman of Citychamp Watch & Jewellery Group

冠城钟表珠宝集团有限公司（前名：中国海淀集团有限公司）于1991年在香港联交所主板上市，是中国集设计研发制造、销售为一体的龙头企业，主要业务为设计、生产及销售钟表及时计产品。其依波（EBOHR）及罗西尼（ROSSINI）属于中国钟表界四大品牌，广受钟表业界关注及市场认可，均为中国500最具价值品牌企业。依波创立于1991年，2009年曾获日内瓦的国际品牌评审机构颁发的“世纪质量金奖”；罗西尼创立于1985年，2011年被评为珠海市经济标杆企业。2015年，世界品牌实验室评定依波和罗西尼的品牌价值分别为56.26亿元及85.66亿元人民币，是响当当的中国民族品牌。

瑞士钟表闻名于世，特别是中高端品牌手表受到消费者青睐，其他国家的钟表产业难以望其项背；同时，中国已经成为瑞士钟表出口的第三大市场，市场潜力巨大。因此，冠城萌生了将中国表业做大做强的梦想。2011年，冠城成功收购具有百年历史的瑞士品牌绮年华（ETERNA）；2013年又斥资约7.13亿港元收购瑞士顶级品牌昆仑（Corum）100%股权，成为迄今为

Citychamp Watch & Jewellery Group Limited (formerly known as China Haidian Holdings Limited) was listed on the main board of the Hong Kong Stock Exchange in 1991. It is China's leading enterprise integrating design, development, manufacturing and sales of watches and timepieces. Our EBOHR and ROSSINI brands are among the "big four" of Chinese watch brands and widely recognized by the watch industry and the market. Both are listed as China's 500 most valuable brands. EBOHR was founded in 1991, and has been awarded the Century International Quality ERA Award in 2009 by Business Initiative Directions in Geneva. Rossini brand was founded in 1985, and has been awarded as Economic Benchmark Enterprise of Zhuhai City in 2011. In 2015, World Brand Laboratory made an evaluation for EBOHR brand of CNY 5.626 billion and ROSSINI brand of CNY 8.566 billion, proving again that they are big national brands in China.

Renowned around the world, Swiss watches, especially high-end brands are much pursued by consumers, which the watch industry in other countries simply cannot match. Meanwhile, China has become the third largest export market for Swiss watches with a vast market potential. Therefore, Citychamp came up with the dream to strengthen and expand China's watch industry. In 2011, Citychamp acquired the Swiss brand ETERNA with history of over a century. In 2013, we spent about HKD 713 million to acquire 100% stake of Corum Group, one of the top Swiss brand, making it so far the biggest investment of China in Swiss watch industry. The Embassy of Switzerland in China and the Swiss Chamber of Commerce honoured the Company with the award named "the Most Successful Deal in Switzerland 2013 Special Recognition". Eterna has the international patents on making mechanical watch movement, and has been exclusively authorized to produce watch brand "Designed by Porsche". With its unique "Golden Bridge" series, Corum has made outstanding contribution to the making of timepieces. The acquired Swiss watch enterprises is gradually making profits, rejuvenating the century-old brands. With respect and a mind of learning, Citychamp assimilated the advanced technology and management experience of Swiss brands, laying solid foundation for going global.

To make the "Chinese Dream" come true, Citychamp Watch & Jewellery Group keeps expanding its business. In 2014, the Group acquired 100% stake of Dreyfuss Group of U. K. who owned brands such as Rotary, Dreyfuss & Co and J&T Windmills. Today, Citychamp owns 5 international brands and 2 national brands, 5 watches sales company, 2 manufacturers of spare parts, 1 manufacturer of mechanical watch movement, and over 2,400 brand stores and distribution points around the world. In 2014, the sales revenue exceeded HKD 3.5 billion. We have formed the business landscape

止中国在瑞士钟表行业的最大投资，并且获得瑞士驻华使馆及瑞士商会共同颁发的“2013年度最佳交易特殊业绩”奖。绮年华具有生产机械手表机芯国际专利技术，曾获授权独家生产“保时捷设计”品牌手表；昆仑独有的金桥技术更为钟表制作做出了卓越贡献。被并购的瑞士钟表企业逐步实现扭亏为盈，百年品牌得以重生，而冠城秉承尊重和学习的态度，汲取瑞士品牌先进的技术、管理经验，为集团走向国际化奠定了坚实的基础。

为实现“中国梦”，冠城钟表集团继续对外扩大业务，2014年以2700万英镑收购拥有劳特莱（Rotary）、帝福时（Dreyfuss & Co）和J&T Windmills等品牌的英国德赖弗斯集团（The Dreyfuss Group）100%股权。如今，冠城拥有5个国际知名品牌和2个民族品牌，5家手表销售公司，2家手表零配件生产企业和1家机械手表机芯生产企业，全球品牌零售店及分销点超过2400处。2014年销售收入达35亿港元，形成了集自主品牌设计研发、生产制造、品牌运营、工业旅游观光等功能为一体，以分销国际知名手表品牌、机芯制造和高端手表配件生产相结合的业务格局。通过不断创新、积极参与国际竞争，冠城已在国际钟表业乃至巨头林立的奢侈品行业中占据了一席之地。我们仍将怀着“立志打造国际化的民族表业品牌”的雄心，在打造中国民族品牌的艰难道路上继续稳步前进。

integrating R&D of self-owned brands, manufacturing, brand management and industry tourism, with distribution of renowned brands, movement manufacturing and production of high-end watch parts. Through continuous innovation and active participation in international competition, Citychamp has found its place in the international watch industry and even the luxury industry. We will continue to hold the ambition of “creating a global watch brand of China” and proceed steadily on the rough path of building national brands.



www.keytrade.ch

“KEYTRADE AG is a global fertilizer trader which operates in over 115 countries. Peoples Republic of China played a most significant role in KEYTRADE AG’s development since its foundation in 1997. We have transacted over 10 million metric tons of different kinds of fertilizers in and out of China which represents 19% of our business since inception. Our Beijing office with 10 highly qualified local professionals performs a seamless business plan. The significance of China in the world of fertilizers has become so important that I cannot think of life without China.”

Melih Keyman
CEO

Our mission is to provide a profitable environment for our customers and suppliers while fulfilling their requirements through reliable, prompt and trustworthy performance.

Our Word is our Bond.

宝世达：立足中国，放眼欧洲

Baoshida: Based in China with vision over Europe



[尚兴军，宝世达集团董事长]

● *By Shang Xingjun, President of Baoshida Group*

宝世达国际控股集团有限公司成立于2002年，是铜加工、发电设备用高性能铜合金行业的领先企业，拥有中国最大的石油专用电缆生产制造基地，是中国3500米深井潜油电泵电缆及10000米超长测井电缆的唯一制造商。目前，宝世达在济南、瑞士、上海、禹城、东营等拥有制造园区，总资产达40亿元，员工3000余人，国际员工占10%。控股16家公司，2013年工业品销售额逾50亿元（不含瑞士）。

宝世达涉足先进制造、金融投资、地产开发三大业务，前者包括精密铜加工、电线电缆、LED光电子、环保产业、石油装备与石油钢管等产业。宝世达坚持国际化道路，于2013年1月成功全资并购拥有150余年历史的铜加工知名企业——瑞士金属公司。同时，公司在香港、美国和瑞士分别设立亚太区、美洲区、欧洲区销售中心，搭建起全球销售网络，产品远销30多个国家与地区。

宝世达瑞士金属公司拥有勒孔维里耶、多尔纳赫工业园，致力于铜及铜合金产品的精益制造，生产超过

Founded in 2002, Baoshida Holding Group Co., Ltd is a leader company in copper processing and high-performance copper alloys for power generation equipment. It has China's largest manufacturing base of cable for the oil industry, and is the only manufacturer for 3,500m deep-well submersible pump cable and 10,000m ultra-long well logging cable in China. At present, Baoshida has manufacturing park in Jinan, Switzerland, Shanghai, Yucheng and Dongying, with total assets of up to CNY 4 billion and more than 3,000 employees, where 10% of the employees are located overseas. The group holds 16 companies, and the total sales revenue of industrial products exceeded CNY 5 billion in 2013 (Switzerland not included).

Baoshida is engaged in three major businesses of advanced manufacturing, financial investment and real estate development, where the first one includes precision copper processing, wire and cable, LED optoelectronics, environmental protection, oil equipment and petroleum steel pipe. Baoshida goes by the path of internationalisation. In January 2013, it fully acquired Swissmetal, the famous copper processing enterprise with a history of more than 150 years. Meanwhile, Baoshida established sales centres in Hong Kong, the United States and Switzerland, covering Asia Pacific, America and Europe respectively. Its global sales network exports the products to more than 30 countries and regions.

With industrial parks in Reconvilier and Dornach, Boshida-Swissmetal Ltd. is dedicated to lean manufacturing of copper and copper alloy products. More than 120 kinds of special copper alloy products can meet the rigid requirements of high-end markets, such as aerospace, military, automotive industry, power and electrical engineering, mechanical engineering, watchmaking and construction.

Develop through technology and innovation

The technical centre of the group headquarter is a "State Enterprise Technology Centre". The Company has also set up an "Overseas R&D centre" in Switzerland, as well as 3 "Provincial Enterprise Technology Centres" and 1 "Provincial Centre of Semiconductor Lighting technology". The Company has leading technologies in refined copper processing, electromagnetic wires, cables and wires, LED lighting products, oil equipment, complex industrial wastewater treatment and high-concentration organic wastewater treatment.

120种特殊铜合金产品，可以满足包括航空航天工业，军事工业，汽车工业，电力和电气工程，机械工程，钟表业和建筑业等高端市场的严格要求。

科技兴企、创新发展。

集团总部技术中心现为“国家级企业技术中心”，在瑞士设立了“海外研发中心”，同时拥有3个“省级企业技术中心”与1个“省级半导体照明工程技术中心”。公司在铜材深加工、电磁线、电线电缆、LED照明产品的研发与应用、石油装备、高难度工业废水、高浓度有机废水处理等领域处于行业领先水平。

立足中国、放眼欧洲。

宝世达秉承“创新、坚持、诚信、拼搏”的道路，以质量赢得市场、以创新赢得竞争，为社会创造价值，为客户实现需要，为员工谋求福利。十三年的实践证明，这正是我们能扎根中国，走向欧洲的根基所在。在中瑞建交65周年，双边经贸合作蒸蒸日上之际，我们愿与中瑞各界朋友一起携手共进，共创美好未来！

Based in China with Vision over Europe

Baoshida follows the path of “innovation, perseverance, integrity and hard work” to win the market with quality and innovation, and to create value for the community, to realise the needs of the customers and to gain benefits for the employees. 13 years of experience has proved that this is the approach for us to be rooted in China with vision over Europe. On the occasion of the 65th anniversary of China-Switzerland diplomatic ties, with booming bilateral economic and trade cooperation, we would love to work with friends from all walks of life in China and Switzerland to create a more prosperous future!



A partnership spanning generations.

As a Swiss-based company doing business with China for 88 years, we offer our congratulations on the 65th anniversary of Sino-Swiss bilateral relations.

Rieter is worldwide the only supplier of excellent complete systems for all 4 spinning processes. From planning to operation, even small projects flourish with Rieter to become successful plants. Rieter grows with you, and you grow with Rieter. A wide scope of services supports you on the entire journey.

More under www.rieter.com

The Comfort of Competence

RIETER

建设银行加快国际化布局，积极助力中瑞金融合作

CCB Accelerates International Presence to Facilitate China-Switzerland Financial Cooperation



[杨爱民，中国建设银行国际业务部总经理]

● *By Yang Aimin, General Manager of International Business Department, China Construction Bank Corporation*

中瑞建交65年来，两国经济、金融合作不断深化，特别是近年来人民币国际化和人民币离岸金融中心建设的加速，为两国金融领域带来更为广阔的合作空间。作为一家具有国际影响力的大型中资金融机构，建设银行从满足客户需求、丰富服务渠道、加快国际化转型的角度出发，积极布局瑞士，进一步推动中瑞金融合作深入发展。

一、扎根中国，致力于建设国际一流银行

中国建设银行是中国最大商业银行之一，在境内拥有三百多万公司客户和三亿多个人客户，具备坚实的业务基础。经过60余年发展，建设银行资产规模和利润已跃居世界银行业前列，经营业绩赢得了市场和业界的普遍认可，先后荣获美国《环球金融》杂志“2014中国最佳银行”、新加坡《亚洲银行家》杂志“2014中国最具实力银行”、“2015中国最佳大型零售银行”，在英国《银行家》杂志2015年“世界银行1000强排名”中，以一级资本总额位列全球第二，在美国《福布斯》杂志2015年度全球企业2000强排行榜中连续三年排名第二。2014年末，建设银行市值规

China and Switzerland has been continuously deepening their economic and financial cooperation since both countries established diplomatic relations 65 year ago. In particular, the RMB internationalization and establishment of offshore RMB financial centers accelerated in recent years provide broader cooperation potential in financial sector between the two countries. As a large Chinese financial institution with an international influence, China Construction Bank (CCB) is seeking to make a presence in Switzerland to further promote China-Switzerland financial cooperation from the perspective of meeting customer needs, diversifying service channels, and speeding up internationalization transformation.

1. Base in China, Strive to Become a First-class International Bank

As one of China's largest commercial banks, CCB, which has a strong customer base in China, provides financial services to more than 3 million corporate clients and over 300 million individuals. After more than sixty years' development, CCB has ranked among the world's top banks by assets and profits, broadly recognized across the market and the industry for its sound operating performance. CCB was named the "2014 Best Bank in China" by the Global Finance, "2014 Strongest Bank in China" and "2015 Best Large-scale Retail Bank in China" by The Asian Banker, ranked the second place in the "Top 1000 World Banks" published by The Banker in terms of total tier-one capital in 2015, also ranked the second in "Global 2000" published by Forbes for three consecutive years. At the end of 2014, the Bank's market capitalization reached USD 207.9 billion, ranking fourth among listed banks in the world. CCB Group recorded RMB 17.48 trillion in assets as at 31 March 2015 and generated RMB 67.13 billion in net profit in the first quarter 2015. Annualized average ROA and annualized weighted average ROE were 1.57% and 21.03%, respectively. Capital adequacy ratio and core tier-one capital adequacy ratio were 14.97% and 12.51%, respectively.

In the context of global economic integration and financial globalization, CCB pursued the transformation in five aspects to build a bank featuring integration, multifunctional service, intensive development, innovation and intelligence. CCB is accelerating its pace of "going global" in a bid to realize international operation and global development, strive to build an international first-class integrated banking group. CCB has significantly improved its influence and integrated service capability in global financial markets. In June this year, CCB officially opened four branches in Paris, Amsterdam, Barcelona and Milan. China's Premier Li Keqiang and his French counterpart Manuel Valls unveiled the official license plate for the launch of CCB Paris Branch. To date, CCB has established total of 133 overseas institutions across twenty-four countries and regions, including twenty-six tier-one institutions.

模达2079亿美元，居全球上市银行第四位。截至2015年3月末，集团资产总额达17.48万亿元人民币，1-3月实现净利润671.29亿元人民币，年化平均资产回报率和年化加权平均净资产收益率分别为1.57%和21.03%，资本充足率与核心一级资本充足率分别为14.97%和12.51%。

在世界经济一体化和金融全球化背景下，建设银行确定了全面深化改革和转型发展思路，向综合性银行集团、多功能服务、集约化管理、创新银行和智慧银行五个方面转型，加快“走出去”发展步伐，实现国际化经营和全球化发展，努力打造国际一流的综合化银行集团，全球金融市场影响力和综合服务能力大幅提升。今年6月，建设银行在巴黎、阿姆斯特丹、巴塞罗那和米兰的四家分行正式开业，中国国务院总理李克强和法国总理瓦尔斯共同为巴黎分行开业揭牌。截至目前，建设银行已在境外设有26家一级机构，各级机构总数133家，覆盖24个国家和地区。

二、布局瑞士，助力经贸合作深入发展

瑞士是全球最富裕、经济最发达的国家之一，宏观经济运行良好、金融市场发达、银行体系健全，高素质金融人才众多，是商业银行海外布局的重要目标市场。

中瑞两国建交65年以来，特别是近10年，两国高层互访频繁，经贸投资往来取得跨越式发展，金融合作水平不断提升。同时，瑞士是欧洲大陆和世界经济前20强国家中第一个与中国正式签署自贸协定的国家。但目前中资银行在瑞士当地的机构设置仍属空白，与两国经贸合作程度较不匹配。

随着中国企业走出去、人民币国际化和离岸人民币中心建设，建设银行作为经营人民币的大行，有责任也有义务支持中国企业走出去，支持中瑞两国经济贸易往来，同时也为企业更多的使用人民币提供方便，展示建设银行全面的优势。2015年1月8日，经中国银行业监督管理委员会批复，建设银行正式启动苏黎世分行境外申设工作，目前各项工作正在全力推进中。未来苏黎世分行将立足于传统批发银行业务，大力发展跨境人民币业务，重点服务于国内“走出去”的大中型企业客户和瑞士当地优质企业，特别是与中国经贸投资往来密切的客户。

建设银行在苏黎世设立分行的行动得到了中瑞两国政府和监管机构双方的指导和支持。今年1月，国务院总理李克强出访瑞士期间明确表示，中

II. Presence in Switzerland to Facilitate In-depth Economic and Trade Cooperation

As one of the world's wealthiest, most developed nations, Switzerland is a target market for international banks seeking overseas presence due to its sound macro-economic operation, developed financial market, full-fledged banking system and a large number of high-calibre finance professionals. In the sixty-five years of diplomatic relations between China and Switzerland, particularly in the past decade, the two countries have exchanged high-level visits frequently, made giant leaps in bilateral trades and investments, and continuously enhanced financial cooperation. In addition, Switzerland is the first nation to sign a free trade agreement with China among the Continental Europe nations and the world's twenty largest economies. However, the current absence of Chinese banks in Switzerland does not match with the level of economic and trade cooperation between the two countries.

In consideration of Chinese companies "Going Abroad", Renminbi internationalization and offshore RMB centers setups, CCB, as a major RMB bank, is obligated and responsible to facilitate the aforementioned pursuits, in order to further develop economic and trade relations between China and Switzerland, make businesses more convenience by broader use of RMB, thereby manifesting strengths of CCB in all areas. On January 8th, 2015, after obtaining the approval from China Banking Regulatory Commission (CBRC), CCB formally launched Zurich Branch project in Switzerland. Currently, all preparation works are underway at full throttle. CCB Zurich Branch will build itself on traditional wholesale banking while vigorously developing cross-border RMB business, focus on providing services to large and medium-sized Chinese companies going abroad and high-quality Switzerland-based businesses, in particular those with close economic, trade and investment ties with China.

CCB's branching move in Zurich received positive feedbacks from both Chinese and Swiss governments and regulators. During his January visit to Switzerland, China's Premier Li Keqiang stated that China welcomes Switzerland to take a part in RMB internationalization process and supports the establishment of offshore RMB market in Zurich, and hoped that Switzerland would facilitate the branching of Chinese banks in Switzerland. Chinese Ambassador to Switzerland Madam Xu Jinghu also paid great attention to CCB Zurich Branch setup. CCB's future presence in Switzerland not only represents a move of CCB towards international

中国建设银行总部，北京。

Headquarter of China Construction Bank, Beijing.

方欢迎瑞方参与人民币国际化进程，支持苏黎世人民币离岸市场建设，希望瑞方为中资银行在瑞开设分行提供便利。中国驻瑞士特命全权大使许镜湖女士也多次了解并推动分行申报。可以说，建设银行在苏黎世设立分行既是出于自身国际化布局的考量，也顺应中瑞两国深化金融合作的趋势。

三、把握机遇，共建离岸人民币市场

目前，苏黎世已经具备建设人民币离岸中心的良好基础。2013年5月李克强总理访问瑞士期间，两国就开启了金融对话机制。随着双边本币互换协议和关于在瑞士建立人民币清算安排合作备忘录的签署，我们相信，瑞士离岸人民币市场将迎来更为广阔的发展前景，未来建设银行苏黎世分行的成功设立将进一步推进落实两国有关人民币清算的安排。

作为拥有雄厚人民币业务实力的中资银行，建设银行曾先后被中国人民银行指定为伦敦和智利人民币清算行，此举为建设银行在瑞士开展人民币清算业务积累了宝贵的经验。同时，建设银行在当地市场也曾做过若干尝试，为未来发展打下了良好的业务基础。建设银行全资子公司——建行亚洲曾于2014年在瑞士发行3年期12.5亿元人民币债券，是瑞士发行的首支人民币债券，获得1.8倍超额认购。此前，建行亚洲作为首个中资机构在当地发行的5年期3亿瑞郎债券也获得投资者追捧，反映出瑞士投资者对于中国市场的浓厚兴趣。

建设银行作为唯一一家即将落户瑞士的中资银行，未来必将积极支持在瑞企业使用人民币，为客户提供丰富的人民币交易、投资和融资工具，促进双边贸易、投资便利化，致力于为建设瑞士离岸人民币市场和进一步深化中瑞经贸合作做出贡献。

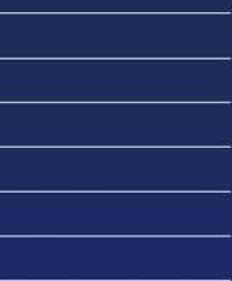
III. Seize Opportunities to Jointly Establish Swiss Offshore RMB Center

Currently, Zurich has laid a sound foundation for establishing an offshore RMB center. China and Switzerland opened up the financial dialogue mechanism during China's Premier Li Keqiang visit to Switzerland in May 2013. As the bilateral local currency swap agreement and the MoU on establishing RMB clearing arrangements in Switzerland were signed between the two countries, we believe that the Swiss offshore RMB market will embrace a bright future. The setup of CCB Zurich Branch will further promote RMB clearing arrangements between China and Switzerland.

As a Chinese bank with strong RMB business capability, CCB was named the RMB clearing bank in London and Chile by the People's Bank of China, which provides valuable experience for CCB providing RMB clearing business in Switzerland. Also, CCB had several successful attempts to tap into the Swiss local market, which built a sound foundation for future business developments. CCB (Asia), a wholly-owned subsidiary of CCB, issued RMB 1.25 billion of 3-year bond in Switzerland in 2014; it was the first RMB bond issuance in Switzerland which is over-subscribed by 1.8 times. The five-year CHF 300 million bonds issued by CCB (Asia) earlier was also much sought after by local investors, reflecting Swiss investors' strong interests in investing in China or related business.

As the sole Chinese bank to make a presence in Switzerland in the near future, CCB will actively support Switzerland-based businesses to use RMB after launch, provide customers with a broad range of RMB trading, investment and financing instruments, facilitate bilateral trade and investment, devote itself to building the Swiss offshore RMB market in order to further deepening the economic and trade cooperation between China and Switzerland.





雀巢：在中国创造共享价值

Nestlé: Creating shared value in China



[张国华，雀巢大中华区董事长兼首席执行官]

● By John Cheung, Chairman and CEO, Nestlé Greater China



咖啡已经成为普洱经济的一个重要组成部分。

Coffee has become a key aspect of the local economy in Pu'er.

首先，热烈祝贺中国和瑞士建立外交关系65周年。作为总部位于瑞士日内瓦湖畔但又深深植根于中国经济的雀巢公司，我们在中国的业务受益于中瑞两国互利共赢的关系，同时我们的成功又促进了两国人民之间的互信互敬。

雀巢是中国大型食品饮料集团之一，致力于营养、健康和幸福生活。公司在华业务广泛，并与太太乐、徐福记、银鹭建立了良好的合资伙伴关系。雀巢在华销售的产品九成以上采用本地原材料并在本地生产。

针对当地消费者的营养、健康和口味的需求，雀巢在中国成立了四个研发中心和一個食品安全研究院，分别位于上海、北京、东莞和厦门。这些机构是雀巢全球研发网络的重要组成部分，可以及时将最新的研发成果转化为产品。

雀巢坚信，公司要获得长期成功，必须为股东及运营所在社区都创造价值，即创造共享价值。雀巢公司实行从农田到餐桌的全产业链管理，并确保创造共享价值原则贯穿在产业链的各个环节。在农业原材料采购方面，雀巢携手当地农户和相关部门，通过大量无偿技

First of all, I would like to extend our congratulations to the 65th anniversary of diplomatic relations between China and Switzerland. Headquartered by Lake Geneva in Switzerland yet deeply rooted in the economy of China, Nestlé's business in China benefits from the China-Switzerland win-win bilateral relations, and our success promotes the mutual trust and respect between the two peoples.

In China, Nestlé is one of the large food and beverage groups, dedicated to nutrition, health and well-being. The Company has extensive operations in China, and has established good partnership with Totole, Hsu Fu Chi and Yinlu Group. 90% of Nestlé's product sales in China are produced locally with local raw materials.

To cater for the demand for nutrition, health and taste of local consumers, Nestlé has set up four research and development centres and a food safety Institute in China, located in Beijing, Shanghai, Dongguan and Xiamen respectively. These institutions are important parts of Nestlé's global research and development network, timely converting the latest research and development results into products. Nestlé firmly believes that to achieve long-term success, the company must create value for shareholders and the communities where it operates, or the "shared value". Nestlé runs full industry chain management "from farm to table", and strive to ensure the principle of creating shared value is envisioned throughout all aspects of the industry chain. In terms of procurement of agricultural raw materials, Nestlé works with local farmers and authorities, and provides a lot of technical training and support to help farmers improve yield and quality and facilitate their transition to large-scale modern operation. At the same time of supporting local economy, we ensure the stability and security of food materials, establishing a sustainable win-win value chain.

For example, since the 1980s, Nestlé has been helping to develop coffee planting in Yunnan, establishing the Nestlé Agricultural Services and Paradigm Farms, and providing farmers (many of them from remote ethnic minority areas) with on-site training and technical support, which laid the groundwork for local coffee plantation.

In support of the internationalisation of Pu-Erh tea coffee, Nestlé reached an agreement with Pu-Erh city in 2014 to invest in building a coffee centre including farming training centre, laboratories and storage facilities, which can provide training on sustainable farming for thousands of coffee farmers, agronomists and coffee professionals.

The coffee-growing activity of Nestlé in Yunnan has won wide acclaim from the society. In June 2012, the night before the United Nations Conference on Sustainable Development was held in Rio de Janeiro, Brazil, the project was awarded "World Business and Development Awards" by United Nations

术培训和支持，帮助农户提高产量和质量，支持农户向规模化、现代化转型，在扶持当地经济发展的同时，也确保了食品原料的稳定与安全，建立了一个多赢、可持续的价值链。

例如，雀巢自1980年代起在云南帮助发展咖啡种植，陆续建立了雀巢农艺服务部和示范农场，为农户（其中许多人来自边远少数民族地区）提供现场培训和技术支持，为当地的咖啡种植奠定了基础。

为支持普洱咖啡走向世界，2014年，雀巢与普洱市达成协议，在普洱市投资建设包括种植培训中心、实验室和仓储设施的咖啡中心，该中心每年可以为几千位咖农、农艺师和咖啡专业人士提供可持续种植方法的培训。

雀巢在云南的咖啡种植活动获得了社会各界的广泛好评。2012年6月在巴西里约热内卢召开的“联合国可持续发展会议”前夜，该项目获得由联合国开发计划署等单位颁发的“世界商业和发展奖”。

另一个例子是奶区建设。雀巢于1987年开始在黑龙江省双城发展奶区，系雀巢自改革开放以来首个在华投资项目。近30年来，雀巢与当地政府和奶农谱写了一个执着、承诺和共同发展的成功故事。雀巢的奶源专家提供了大量、及时、免费的培训和技术支持，帮助奶户不断提高鲜奶的质量和产量，不仅提升了奶农的收入，也为当地经济开创了一条可持续的发展道路。

为配合和支持中国奶业向现代化、规模化转型，提高奶牛养殖的可持续性，基于多年来开发建设奶区的成功经验，2014年10月，位于双城的雀巢奶牛养殖培训中心正式投入运营。

该中心由三个不同规模的牧场、一个培训教学中心和多个实验室组成。中心面向全行业开放，学员中既有兄弟公司负责奶牛养殖的同行，也有个体牧场主、学生以及科研人员。通过与国内外知名大学以及奶业供应链各环节的领先公司的战略合作伙伴关系，中心提供一流的理论培训和牧场实习，内容涵盖了目前奶业转型过程中所面临挑战的各个方面。

雀巢公司在中国致力于长期、可持续发展，为消费者提供营养、健康、美味的食品，并为所在社区创造共享价值。雀巢迄今在华所做的各项工作都为实现这一愿景奠定了基础。

今年正值中瑞建交65周年。长期以来，中瑞两国始终致力于发展合作共赢、互利互惠的关系，在各个领域保持广泛而活跃的合作。瑞士是第一批与新中国建交的西方国家之一，在改革开放之初，包括雀巢在内的一批瑞士企业率先进入中国投资建厂。

近年来，随着双边经贸往来日益活跃，中瑞合作也迈上了更高层次。瑞士成为欧洲大陆第一个与中国签署自由贸易协定的国家，也是亚洲基础设施发展银行的创始成员国之一。同时，中国连续多年保持瑞士在亚洲最大的贸易伙伴。这些交往都为雀巢公司在华开展业务活动创造了有利的氛围。我相信，雀巢公司会继续发挥作为全球最大食品企业的作用，不断加强和相关各方的沟通和交流，增进相互理解和信任，推动中瑞两国的友好关系不断发展。

Development Programme and other organizations.

Another example is the establishment of milk districts. Starting from 1987, Nestlé has been developing milking areas in Shuangcheng, Heilongjiang province, which was Nestlé's first investment project in China since the reform and opening up. For almost 30 years, Nestlé had written a success story of dedication, commitment and shared development with the local government and dairy farmers. Nestlé's milk source experts have provided extensive, timely and free training and technical support to help dairy farmers improve the yield and quality of fresh milk, not only increasing their incomes, but also creating a sustainable development path for the local economy.

To facilitate and support China's transition to a modern large-scale dairy industry, and improve the sustainability of dairy farming, in October 2014, with years of experience in the development of milk districts, Nestlé inaugurated the Dairy Farming Institute in Shuangcheng.

The institute includes three different sized training farms, one training centre and multiple laboratories. The institute is open to the whole industry, with students from cow-raising practitioners in other companies as well as individual farmers, students and researchers. Through the strategic partnerships with renowned domestic and international universities as well as leading companies in all aspects of the dairy supply chain, the institute can provide first-class training and farm practice, covering all challenges faced by the transitioning dairy industry.

Nestlé in China is committed to long-term sustainable development, to providing consumers with nutritional, healthy and delicious food, and to creating shared value for the community. All the efforts that Nestlé has put in China to date have laid the groundwork for achieving this vision.

This year is the 65th anniversary of the China-Switzerland diplomatic relations. Through time, China and Switzerland has always been committed to the development of cooperation and mutually beneficial relations, and has maintained a comprehensive and active cooperation in various fields. Switzerland was one of the first Western countries to establish diplomatic ties with P. R. China. At the beginning of the reform and opening up, several Swiss enterprises, Nestlé included, took the lead to invest and build factories in China.

In recent years, with increasingly active bilateral economic and trade ties, the China-Switzerland cooperation has come to a higher level. Switzerland became the first European countries to sign a free trade agreement with China and also one of the founding members of Asian Infrastructure Investment Bank. Meanwhile, China has been Switzerland's largest trading partner in Asia for many years. All these have created a favourable background for Nestlé's operations in China. I am confident that Nestlé will continue to play a role as the world's largest food company, continue to strengthen communication and exchanges with all relevant parties to enhance mutual understanding and trust, and promote the development of friendly relations between China and Switzerland.



世界一流的雀巢奶牛养殖培训中心面向全行业开放。

World-class Nestlé Dairy Farming Institute is open to the whole industry.

ABB：携手中国，迈入“新阶段”

ABB: Partnering with China to a “new stage”



[顾纯元，ABB中国董事长兼总裁]

● *By Gu Chunyuan, Chairman and President of ABB China*

自1907年提供第一台蒸汽锅炉开始，ABB与中国已携手走过了一个多世纪。回首百年，特别是改革开放以来，作为电力和自动化领域的龙头企业，ABB始终积极参与市场与行业建设，也受益于中国经济和社会的发展。ABB于1979年在京设立永久办事处，1992年在厦门成立在华首家合资企业，1995年在京成立ABB（中国）投资有限公司，2005年在北京和上海设立全球性研究中心，2010年提出“在中国、为中国、为世界”战略。目前，ABB在中国开展研发、制造、销售和工程服务等全方位的业务活动，拥有1.9万名员工、39家本地企业和遍布126个城市的销售与服务网络。中国是集团全球第二大市场。

最初，ABB将欧洲先进的产品、技术和丰富的管理经验带来中国，并随着市场需求不断扩大逐步实现全价值链本土化。如今，我们与合作伙伴携手技术发展与创新，开发了更多面向未来、适用于中国乃至全球的新技术和产品。我们认为这是政府、企业、学术、社会各方齐心协力，谋求共赢的可持续发展模式。

Since providing China with the first steam boiler in 1907, ABB has gone hand in hand with China for more than a century. Looking back over the century, and especially the period after reform and opening up, ABB, as the leading enterprise in power and automation, has always been actively involved in the construction of market and industry, and also benefited from China's economic and social development. ABB set up a permanent office in Beijing in 1979, launched its first joint venture in Xiamen in 1992, founded ABB China Limited in Beijing in 1995, established global research centres in Beijing and Shanghai in 2005, and introduced "In China, for China and the world" strategy in 2010. At present, ABB carries out a full range of business activities in China, including research and development, manufacturing, sales and service, with 19,000 employees, 39 local businesses and sales and service network over 126 cities. China is ABB's second largest market in the world. Initially, ABB brings advanced products, technology and rich experiences from Europe to China, and with the expanding market demand, the whole value chain is gradually localised. Today, we are working with our partners on technical development and innovation, and have developed more future-oriented new technologies and products for China and the world. We see this as a sustainable development model seeking win-win with concerted efforts from the government, business, academia and all walks of the community.

Experience of a Century to Fuel up China's Take-off

ABB is a leader in the power and automation industries, and is the inventor of steam turbines, turbochargers, engine motor drive system, adjustable speed motor inverter, electric industrial robots, gas insulated switches, gearless electric motor transmission, electric propulsion systems and high-voltage DC power transmission and many other power and automation technologies and products.

The high voltage DC power transmission that ABB pioneered 60 years ago can realize efficient, cost-effective and eco-friendly power transmission of high capacity, long distance and low loss, which is particularly applicable in large countries such as China and India. Currently, more than half of the world's high-voltage DC transmission projects are led by ABB. In China, ABB has participated in 20 of the 28 high-voltage DC transmission projects.

In the field of industrial robotics, ABB realized the localisation of the whole value chain in China, from development, production, marketing, engineering, system integration to support. In 1995, it was the first in use robots in general assembly workstations of automobile production. In 2002, ABB built the

百年积累，助力中国腾飞

ABB引领电力和工业行业发展，是蒸汽轮机、涡轮增压器、机车电机传动系统、可调速电机变频装置、全电动工业机器人、气体绝缘开关、无齿轮电机传动、船舶电力推进系统和高压直流输电等众多电力和自动化技术与产品的发明者。

ABB在60年前开创的高压直流输电可以实现高效、经济、环保的大容量、长距离、低损耗输电，在中国、印度等幅员辽阔的国家尤为适用。目前，全球一半以上的高压直流输电项目由ABB负责建造。在中国，ABB参与了28个高压直流项目中20条线路的建设。

在工业机器人领域，ABB在中国实现了从研发、生产、销售、工程、系统集成到客服全价值链本土化，1995年率先在汽车生产总拼工位上使用机器人，2002年成功打造中国第一条机器人自动化冲压线，2013年成为国内第一家提供水性胶系统解决方案的机器人供应商。ABB还是目前唯一完整拥有冲压、焊接、涂装和总装这汽车制造四大工艺技术的机器人厂家，产品广泛用于上海通用、上海大众、广州本田、东风标致、吉利、长城等汽车的生产线。

此外，ABB 1987年研发出的Azipod吊舱式电力推进系统，确保船舶运行的安全性，赋予船舶出色的机动操纵性能，并能够大幅降低系统能耗，减少废气排放。产品早在2003年就被烟台大渡轮客运专线引进，为其节省燃料20%。

正是这些业内标杆项目，确立了ABB进入中国市场以后在电力与自动化行业的技术领导者地位。

四个阶段，本土化结硕果

如果说初期的项目成功是为ABB在华发展奠定基础，那么从研发、制造、销售到工程服务的全价值链本土化就是ABB未来长期发展的有力保障。目前，ABB在中国90%的销售收入源自本地产品、服务和解决方案。2014年在华订单及销售收入双双超过58亿美元，创历史新高，中国保持集团第二大市场的地位。

ABB的本土化进程大致可分为四个阶段。第一阶段：使优势产品进入中国市场；第二阶段：通过引进技术实现本地生产；第三阶段：通过ABB

first robotic automatic stamping line in China. In 2013, it became the first robot vendor offering water-based glue system solutions. ABB is currently the only robot manufacturer covering all four major processes of automobile manufacturing - stamping, welding, painting and final assembly. Its products are widely used in production lines of Shanghai GM, Shanghai Volkswagen, Guangzhou Honda, Dongfeng Peugeot, Geely, Great Wall, etc.

In addition, in 1987, ABB developed Azipod, the podded electric propulsion system, ensuring safety of marine operation while enabling good mobile control and significantly reducing energy consumption and emission. This product was used by Yantai-Dalian ferry passenger line as early as 2003, saving 20% of the fuel.

These lighthouse projects established ABB as the leader in power and automation industry after entering the market of China.

Fruitful localisation in four stages

If we say that the initial success laid the groundwork for ABB to develop in China, the localisation of the whole value chain, from research and development, manufacturing to sales and engineering services is the guarantee of ABB's long-term development. At present, 90% of ABB's sales revenue in China comes from local products, services and solutions. Both orders and sales revenue in China reached a record high of over USD 5.8 billion in 2014, keeping China as ABB's second largest market.

ABB's localisation process can be divided into four stages:

Stage I: leading advantageous products to enter the Chinese market.

Stage II: local production through import of technology.

Stage III: through the ABB global R&D platform, performing secondary development based on local customized needs and exporting the products overseas.

Stage IV: independent local R&D driving innovation and technical development with "Made in China".

Celebrating its 10-year anniversary in this April, ABB Corporate Research Center in China is one of ABB's seven research centers worldwide. ABB Corporate Research Center in China plays a central and leading role in fields of mechanical, control, material, power electronics, etc., and has filed close to 200 international patent applications.

A series of projects led by or heavily involving the development team of

全球研发平台，针对本地定制化需求进行二次开发并将产品出口海外；第四阶段：实现本土自主研发设计，以“中国创造”推动创新和技术发展。

今年4月迎来十岁生日的ABB中国研究院是集团全球七大研究院之一，目前中国研究院在机械、控制、材料、电力电子等技术领域发挥着核心和带动作用，申请国际专利近200项。

一系列由ABB中国研发人员领导开发及深度参与的项目已结出硕果，如±800千伏高压直流输电技术，实现长距离、低损耗输电并提升可再生能源利用效率的525千伏高压直流电缆，ABB最小的工业机器人IRB120和在今年汉诺威工博会上正式推出的全球首台真正实现人机协作的机器人YuMi等。

除了业务发展，ABB在中国也积极履行社会责任。2014年8月云南鲁甸地震发生后，我们第一时间联络电力公司客户，了解灾区电力设备的损毁状况，提供包括技术、设备在内的所有必要的支持，同时通过中国扶贫基金会人道救援前线救援办公室捐款100万元。2008年以来，ABB已累计在历次自然灾害中捐款1700余万元，帮助灾区人民度过难关，重建家园。

我们还连续11年向“ABB-新长城特困大学生助学基金”捐款，资助国内高校电气工程和自动化等专业特困学生完成学业，截止目前累计捐款超过1200万元，来自全国44所高校的2000多名大学生从中受益。

携手共进，开创可持续发展未来

2015年4月，ABB宣布为“西电东送”的重点项目之一的宁夏灵州至浙江绍兴特高压直流输电工程提供换流变压器及组件、穿墙套管和直流断路器，支持该线路实现高效、稳定的电力输送。其中，ABB的800千伏特高压直流换流变压器及组件采用了创新技术，将首次实现750千伏高压交流输电网与800千伏特高压直流线路的连接，提高特高压直流输电的输送能力至前所未有的水平。

在机器人行业，ABB在华的研发重点也逐渐从汽车工业的大型机器人转向了3C（计算机、通信和消费电子）行业升级改造需要的小型机器人，本地开发了IRB 120和IRB 1200等产品，并于2013年在上海成立的ABB精密组装工程中心。

ABB积极支持国内企业“走出去”。比如，与中石化炼化工程（集团）股份有限公司下属子公司洛阳工程有限公司达成协议，将向其承建的哈萨克斯坦阿特劳炼油厂原油深加工项目提供220千伏变电站解决方案，保障当地生产的电力供应。

改革开放30多年来以来，中国取得了举世瞩目的成就。伴随着改革红利的进一步释放，在经济“新常态”背景下，新型城镇化、能源结构调整和产业升级为我们带来了新的机遇。电力与自动化领域的重大变革，如智能电网的发展、可再生能源并网以及“物、服务与人互联”的趋势，也为我们提供了广阔的舞台。

展望未来，ABB将继续携手各界，支持中国经济发展，用领先的电力与自动化技术帮助客户和社会实现可持续发展。感谢中国政府经济主管部门和中国驻瑞士使馆长期对企业在华发展的支持，祝愿中瑞两国友谊世代相传，不断取得新的合作成果！

ABB China has come to great achievements, such as the ±800 KV high-voltage DC transmission technology, the 525 KV high-voltage DC cable enabling long-distance transmission with low loss and promoting the utilisation efficiency of renewable energy, ABB's smallest industrial robot IRB 120 and robot Yumi, world's first truly collaborative robot officially launched in Hannover Messe this year.

In addition to business development, ABB China also actively fulfils its social responsibilities. After the earthquake in Ludian County of Yunnan in August 2014, ABB immediately contacted the power company customers to learn the damage of power equipment, and provided all necessary technical and equipment support. We also donated CNY 1 million through the humanitarian aid and front-line rescue office of China Foundation for Poverty Alleviation. Since 2008, ABB has donated more than CNY 17 million in various natural disasters to help people overcome obstacles and rebuild their homes.

We also donate to "ABB-New Great Wall Education Fund for Impoverished College Students" for 11 consecutive years to fund impoverished students in electrical engineering and automation majors. The donation has amounted to over CNY 12 million to date, benefiting more than 2,000 students from 44 universities nationwide.

Create a Sustainable Future Together

In April 2015, ABB announced it would provide converter transformers and components, wall bushing and DC circuit breakers to one of the key projects of "West Electricity to the East" - UHVDC transmission project from Lingzhou, Ningxia Province to Shaoxing, Zhejiang Province, to enable efficient and stable power transmission. In this project, the ABB 800 KV UHVDC converter transformers and components employ innovative technologies to achieve connection between 750 KV high-voltage AC transmission grid and 800 KV UHVDC lines, raising the transmission capacity of UHVDC transmission to an unprecedented level.

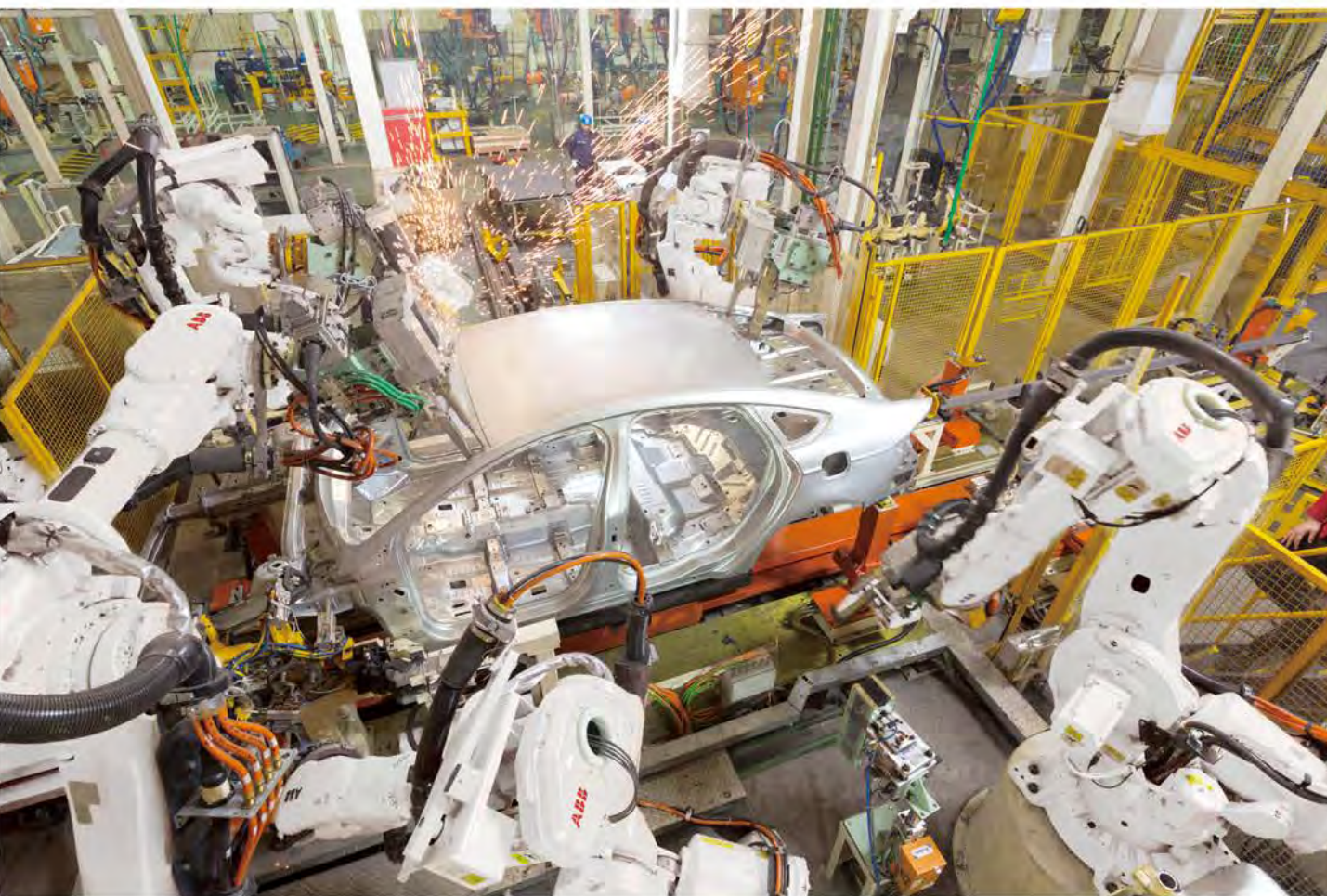
In the robot industry, the focus of ABB R&D in China has gradually shifted from large robot of automotive industry to small robots needed by the upgrading of 3C (computer, communication and consumer electronics) industry. We have locally developed products such as IRB 120 and IRB 200 products, and established ABB Precision Assembly Engineering Centre in Shanghai in 2013.

ABB actively supports Chinese enterprises to "go global". For example, we reached an agreement with Luoyang Petrochemical Engineering Corporation, a subsidiary of Sinopec Engineering (Group) Co. Ltd. (SEG) to provide a 220 kV main substation solution for a crude oil processing project at the Atyrau Refinery in Kazakhstan, guaranteeing reliable power supply for enhanced local production. In the three decades since the reform and opening up, China has made remarkable achievements. With further release of benefits from the reform, under the "new normal" of economy, the new urbanisation, energy structure adjustment and industrial upgrade has brought us new opportunities. Major changes in the fields of power and automation, such as the development of smart grids, grid-connected renewable energy and the trend of Internet of Things, Service and People also provide us with vast potential.

Looking to the future, ABB will continue to work together with the whole community to support China's economic development, and to help customers and community to achieve sustainable development with leading power and automation technologies. I would like to express our thanks to the economic authorities of the Chinese government and the Embassy of China in Switzerland for their long-term support. We wish a long-lasting friendship between China and Switzerland and new achievements from the cooperation!



ABB多家本地企业在震后全力以赴生产灾区所需设备。
A number of local enterprises of ABB going all out to produce equipment needed in the disaster-stricken areas.



ABB为长安福特提供了最新的柔性车身总拼定位系统。
ABB provides Chang'an Ford the latest flexible body general assembly positioning system.

诺华：创新科技，承诺中华

Novartis: Innovative technology with commitment to China



[诺华中国公司]

● By Novartis China

诺华是全球领先的医药健康公司，总部位于瑞士巴塞尔。自创立以来，诺华一直保持创新的基因，开拓性地研发新型药物和治疗方法，惠及亿万患者。2007年以来，诺华每年将销售收入的16%以上投入研发，2014年集团研发投入达99亿美元，并为全球超过10亿患者提供医疗服务。

在中国，诺华始终秉承“承诺中华”的理念，立足于在中国的长期投入与发展。自1987年进入中国以来，诺华通过不断创新的产品和服务，致力于提高中国人民的健康水平和生活质量。同时，诺华还积极开展与中国各级政府以及医疗机构的多方面合作，支持中国政府打造一个更健康的中国。

诺华在中国开展顶级研发

随着环境及生活方式的改变，胃癌和肝癌等癌症发病率不断攀升，人口的老齡化趋势也让高血压、白内障等疾病日益影响着中国人的健康。

诺华投资10亿美元在上海设立集团三大研发中心之一的诺华（中国）生物医学研究中心，后者不仅参与全

Novartis is a leading pharmaceutical and healthcare company, headquartered in Basel, Switzerland. Since its inception, Novartis has maintained the gene of innovation, with pioneering work in the research and development of new drugs and treatments benefiting millions of patients. Since 2007, Novartis invest over 16% of its annual sales revenue to R&D. In 2014, the R&D investment reached USD 9.9 billion, and the company provided medical services to more than 1 billion people worldwide. In China, Novartis adheres to the notion of “commitment to China” and strive to have long-term investment and development in China. Since it entered China in 1987, Novartis is committed to improving the health and living standard of the Chinese people through innovative products and services. Meanwhile, Novartis actively cooperates with the Chinese government and medical institutions at all levels to support the Chinese government in creating a healthier China.

Novartis Having Top-Notch R&D in China

As the environment and lifestyle changes, the incidence rate of stomach and liver cancer continues to rise. The aging population in China is also suffering more from diseases like hypertension and cataracts.

Novartis has invested USD 1 billion to set up Novartis (China) Institutes for Biomedical Research in Shanghai, one of the three major R&D centres of the group. Not only is it involved in global projects, but also specifically works on cancer of high incidence in China (such as stomach cancer and liver cancer) and liver diseases (hepatitis and liver fibrosis, etc.) to meet the urgent medical needs of the patients. Meanwhile, Novartis (China) Institutes for Biomedical Research cooperates with Shanghai Institute of Materia Medica, Chinese Academy of Sciences and other key research institutes and biotechnology companies to boost the R&D capacity in China. In the past ten years, Novartis has been cooperating with Shanghai Institute of Materia Medica, Chinese Academy of Sciences to study the compounds extracted from natural products.

In addition, Novartis Pharmaceutical Development Centre in Changshu, Jiangsu is committed to the R&D of innovative drug process and analysis method as well as the production technology. This development centre supports early-stage clinical trials in Europe and the United States through toxicity research and recipe development in laboratory. It also develops safe, effective and environmentally-friendly production processes used in the mass production and optimizes the production process to improve the yield and quality of the product.

球项目，更针对中国高发的癌症（如胃癌和肝癌等）及肝病（肝炎和肝纤维化等），以满足病患迫切的医药需求。同时，诺华（中国）生物医学研究中心还与中国科学院上海药物研究所等重点科研院所和生物科技公司合作，支持中国医药自主研发能力的提升。过去十年间，诺华一直在与中国科学院上海药物研究所合作，从天然产物中提取化合物进行研究。

此外，诺华集团（中国）位于江苏常熟的化学研发中心则致力于创新性药物工艺与分析方法的研究及其生产技术的开发。这家研发中心通过实验室的毒理研究及配方开发支持欧洲及美国的早期临床试验，它还开发安全、高效、环保的生产工艺用于大规模生产，并优化生产工艺以提高产品产量及质量。

诺华支持中国的医疗卫生事业

诺华突破思维定式，坚持不懈寻找创新方法，以全面改善人们的医疗环境。通过新疆“健康快车”等项目，诺华支持政府在基层开展健康教育，帮助改善医疗基础设施，建立可持续发展的医疗专业能力。项目正式启动五年以来，已为150万人次学生及11万名成人进行了健康卫生知识培训，并有超过3000名医生、护士和医疗专业人员接受了传染病诊疗和慢性病的专业培训。

此外，诺华通过与政府及慈善机构合作，帮助经济困难患者获得急需的药品及医疗服务。自2003年以来，诺华与中华慈善总会合作，为超过3万名无法负担药品的癌症患者提供药物。诺华集团下属企业爱尔康（中国）为“中华健康快车”项目捐赠眼科手术设备，并为基层眼科医生进行专业培训，迄今已帮助超过16万名患者恢复视力。

同时，诺华始终积极加强与政府的研讨及沟通，致力于将诺华的医药健康行业专业经验与中国政府及行业分享，从而推动中国医药健康行业的提升。

诺华在中国执行最高专业标准

作为世界领先的医药健康公司，诺华致力于在公司运营的各个方面遵循最高专业准则，并推动行业标准的提升。不论身在世界何处，不论身肩何职，诺华的员工都充分领会一丝不苟地遵守最高专业准则的重要性。

诺华在中国的三大生产基地统一接受瑞士的技术和质量管理体系，始终以一流的质量标准提供高品质药物。诺华致力于培养最优秀的本土人才，诺华（中国）生物医学研究中心的200多名科学家有三分之二来自国内顶尖高校、医学研究中心和研究所，并通过“诺华中国大学”培训平台、与哈佛大学和北京大学等开展合作，保持员工领先的科研水平。诺华因此多次荣膺怡安翰威特（Aon Hewitt）、杰出雇主调研机构（Top Employers Institute）等颁发的“最佳雇主”、“中国杰出雇主”等荣誉。

同时，诺华积极为中国提供全球最佳的实践经验。通过论坛研讨和培训项目，诺华与中国医疗专业人士分享医药科学领域的最新发现与进展，推动中国医药行业整体标准的提升。

Novartis supports China's medical and health services

Novartis keeps thinking out of the box and perseveres to find innovative ways to improve the healthcare environment. Through initiatives like "Health Express" in Xinjiang, Novartis has supported the government in grass-roots health education, helped improve the healthcare infrastructure to establish sustainable medical capacity. In the five years that the initiative was launched, 1.5 million students and 110,000 adults received training on healthcare and hygiene, and more than 3,000 doctors, nurses and medical professionals took professional training on the diagnosis and treatment of epidemics and chronic diseases.

In addition, through cooperation with the government and charities, Novartis helps patients with financial difficulties to get urgently-needed medicines and medical services. Since 2003, Novartis has collaborated with China Charity Federation to provide drugs for more than 30,000 cancer patients who cannot afford them. Alcon (China), one of the subsidiaries of Novartis Group, donated eye surgery equipment to the "China Health Express" and provided professional training to ophthalmologists of the base level, who have helped more than 160,000 patients to recover vision.

Meanwhile, Novartis has been active in the discussion and communication with the government, committed to sharing our pharmaceutical and healthcare experience with the Chinese government and the whole sector, so as to improve China's whole medicine and healthcare industry.

Novartis implements highest professional standards in China

As the world's leading pharmaceutical and healthcare company, Novartis is committed to observing the highest professional standards in all aspects of company operations and promoting the upgrading of industry standards. Regardless of location and title, Novartis employees fully understand the importance of scrupulous compliance with the highest professional standards.

Novartis' three major production bases in China are managed centrally by Switzerland on technology and quality, and have always been providing high quality drugs to the top quality standards. Novartis is committed to developing the finest local talent. More than two thirds of the 200 scientists of Novartis (China) Institute of Biomedical Research come from top Chinese universities, medical research centres and institutes. Through the "Novartis China University" training platform, we cooperate with Harvard University and Peking University to keep our employees on the edge of scientific research. For this reason, Novartis has repeatedly won the honours of "Best Employers" and "China's Top Employers" from Aon Hewitt and Top Employers Institute.

Meanwhile, Novartis actively provides China with the best global practices. Through seminars and training programs, Novartis shares the latest discoveries and progress in medical science with Chinese medical professionals, facilitating the upgrade of the overall standards of China's medicine industry.



先正达：激发植物潜能，焕发精彩生活

Syngenta: Bringing plant potential to life



[柯博尔，先正达中国区总裁]

● By Pierre Cohadon, Territory Head, Syngenta China

2000年11月13日，诺华和捷利康合并旗下农业部门，成立了总部位于巴塞爾的先正达公司——第一家专注于农业领域的全球化集团。

今天，先正达在全球90多个国家和地区拥有超过2.8万名员工，致力于“激发植物潜能，焕发精彩生活”的公司使命，拥有从高品质农药到各种作物、园艺和花卉种子的丰富产品线，能提供产品到技术服务的完整解决方案，在高价值种子市场位列第三。通过世界一流科技、遍布全球的业务网络和对客户的承诺，积极推动提高作物生产力、保护环境、改善健康水平和生活质量。先正达在华相关总投资已超过3.6亿美元，在中国设有五家独资企业、一家合资企业、一家合作企业和多家办事处，拥有员工2000余人。

引领技术创新

2014年，先正达在研发领域的投入达到14亿美元，在全球拥有5000名研发人员。先正达对创新的追求开发出广泛的安全、有效的整合作物解决方案，帮助种植者提高生产效率。

On November 13th 2000, Novartis and Zeneca merged their agricultural businesses to form Syngenta. Headquartered in Basel, it is the first global agricultural group focusing on agribusiness.

Today, Syngenta has more than 28,000 employees in over 90 countries and regions. With the purpose of "Bringing plant potential to life", the company has comprehensive product portfolio from high-quality pesticides to seeds of crops, horticulture and flowers, and can provide complete solutions from products to technical services. The company ranks third in the high-value seed market. Through world-class science, global business network and commitment to our clients, we advocate the increase of crop productivity, protect the environment and improve people's health and quality of life. Syngenta has invested a total amount of over USD 360 million in China, and has set up five wholly foreign-owned enterprises, one joint venture, one collaborative enterprise and a number of offices with more than 2,000 employees in total.

Leading technology innovation

In 2014, Syngenta has investment in R&D reaching USD 1.4 billion and 5,000 researchers around the world. Syngenta's pursuit of innovation has developed a wide range of safe and effective integrated crop solutions to help growers improve productivity.

Syngenta Biotechnology China (SBC) is the Group's sixth research and development centre worldwide. Established in Zhongguancun Life Science Park in Beijing in 2008, it now has a team of more than 150 high quality researchers. As the first foreign-funded agricultural biotechnology research institution in China, Syngenta Biotechnology China works together with Chinese research institutions, focusing on early biotechnology and natural agronomic research of major crops such as corn and soy beans, in order to improve crop yield, drought resistance and disease and insect resistance and facilitate the development of agriculture in China.

Integrated crop solutions - think like a grower

Syngenta has a wide range of technologies in crop protection, seeds and seed coating which are unmatched in our sector. Not only can we provide integrated services to growers now, we can also provide truly innovative and revolutionary technologies in the future. Our strategy advocates thinking like growers, and to understand their considerations on land and crop in a comprehensive and integrated manner. For the Chinese market, we have launched "Tao of Rice" integrated solutions for

先正达生物科技（中国）有限公司是先正达全球第六个研发中心，于2008年春落户北京中关村生命科学园，目前拥有一支由150多人组成的高素质科研团队。作为国内首家外资农业生物技术研究机构，先正达生物科技（中国）有限公司携手中国各科研院所，专注玉米、大豆等主要作物早期生物技术和天然农艺性状领域的研究，用于提高作物产量、抗旱性及抗病抗虫能力，推动中国农业发展。

综合作物解决方案——像种植者一样思考

先正达在植保、种子和种衣剂领域具备广泛的技术，这使我们在业内拥有独一无二的地位，不仅能在现阶段为种植者提供整合的服务，也能在未来提供真正具有创新性和革命性的技术。我们的战略倡导像种植者一样思考，以全面、整合的方式去理解他对土地和作物的考虑。我们针对中国市场推出了“稻之道”水稻综合解决方案、“好开始，高产量”玉米综合解决方案及“健康种薯”马铃薯综合解决方案能够实现更少投入，更多产出，并有效减少植保产品的使用，更有效地保护环境。

健康、安全和环保

先正达在华工厂严格执行世界一流的安全标准和环保标准，承诺为中国农业及食品行业提供全面、创新、环保的作物解决方案。

先正达南通作物保护有限公司于1999年创建，是中国最大的外资农化项目之一。2013年先正达追加投资，启动新的“配制包装”项目，生产高品质的环保型产品，南通工厂是先正达全球八大原药生产基地之一。

对可持续发展的贡献

先正达于2013年9月正式启动“绿色增长计划”，旨在应对全球粮食安全和可持续发展面临的挑战，提高农耕生产力和资源使用效率，令生态系统焕发活力并为农村社区带来繁荣。该计划包含到2020年的六大承诺：

一、让作物更有效率地生长：在不消耗更多土地、水和其他资源投入的前提下，将世界主要作物的平均生产效率提高20%。2014年，先正达建立了一个由860个参考农场和2700多个基准农场所组成的网络，其中涉及玉米、水稻和马铃薯的34个参考农场和209个基准农场位于中国。参考农场采用定制的作物解决方案以提高生产力，先正达通过对比基准数据来衡量提高生产力的进展。

二、拯救更多耕地：提升濒临退化的1000万公顷耕地的肥力。先正达设计了相关项目和教育机会，帮助种植者在耕种过程中将对土壤的破坏降到最低。2014年，先正达的项目覆盖了80万公顷土壤。

三、促进生物多样性：在500万公顷耕地上提高生物多样性。2014年，先正达在20多个国家开展了约50个项目，覆盖了70万公顷农业地区。在中国我们推广免耕和少耕的种植方法并与全国农技中心等机构合作，在浙江省水稻田中应用稻之道，并在农田边缘和缓冲地带建立丰富的生物栖息地。我们下一步将在中国采取授粉行动旨在商业农场中提升授粉昆虫如蜜蜂的数量。

rice, “Good start, high-yield” integrated solutions for corn and “Healthy growing” integrated solutions for potatoes, in order to achieve more output with less investment, and effectively reduce the use of plant protection products and better protect the environment.

Health, safety and environmental protection

Syngenta facilities in China strictly implement world-class safety standards and environmental standards, and commit to provide China's agriculture and food industry with comprehensive, innovative, environmentally-friendly crop solutions.

Founded in 1999, Syngenta Nantong Crop Protection Company Limited is one of China's biggest foreign-funded agricultural projects. In 2013, Syngenta made additional investment to launch the new “preparation package” project for high-quality eco-friendly products. The Nantong facility is one of Syngenta's eight major production bases of active ingredients over the world.

Contribution to sustainable development

Syngenta officially launched “Good Growth Plan” in September 2013 to address the global food security and sustainable development challenges, focusing on boosting agricultural productivity and resource efficiency, rejuvenating ecosystems and strengthening rural communities. The plan includes six commitments by 2020:

· Make crops more efficient: Increase average productivity of the world's major crops by 20% without using more land, water or inputs. In 2014, Syngenta established a network of 860 reference farms and more than 2,700 benchmark farms, where 34 reference farms and 209 benchmark farms involving corn, rice and potato are located in China. The reference farms use customized solutions to improve the productivity of the crops. Syngenta measures the improvement of productivity by comparing them with benchmark data.

· Rescue more farmland: Improve the fertility of 10 million hectares of farmland on the brink of degradation. Syngenta designed programs and educational opportunities to help growers minimize damage to the soil during cultivation. In 2014, Syngenta's project covered 800,000 hectares of soil.

· Help biodiversity flourish: Enhance biodiversity on 5 million hectares of farmland. In 2014, Syngenta initiated about 50 projects in more than 20 countries, covering 700,000 hectares of agricultural landscape. In China, we rolled out the farming methods of less or no tillage. Together with the National Centre for Agricultural Technology, we used “Taò of Rice” in rice fields in Zhejiang Province, and created diversified biological habitats on the edge of farmlands and the buffer regions. For the next step, we'll carry out pollination in China to raise the number of pollinating insects such as bees in commercial farms.





四、帮助小农户：接触2000万小农户，帮助他们将生产效率提高50%。先正达通过销售途径已经接触了153万小农户，主要分布在亚洲。在中国，先正达2014年间接触了729万小农户，并通过像农民会和先正达学习中心的田间活动直接接触了14.9万小农户。

五、确保农业从业人员安全：为2000万农场工人提供劳动安全培训，尤其在发展中国家。2014年，先正达通过专门的安全用药培训项目或业务活动培训了470万人，并建立了基准数据，以便衡量进展。在中国，先正达2014年培训了35万人，其中17.9万人是小农户。

六、关爱每一位工人：在我们整个供应链网络争取公平的劳动条件。如今，该项目已经覆盖了先正达全球5万家种子供应农场的一半以上。先正达正在取得公平劳工协会（Fair Labor Association）对此项目的认证。

对中国农业现代化及可持续发展的承诺

先正达全力支持中国的农业现代化和可持续发展，运用先进科技和全球资源来帮助提高生产力、保护环境、改善人们的生活。我们引领品质和安全标准，致力于为中国农民研发、生产并提供全面的作物解决方案，创造价值。

我们还非常重视对中国农业人才的培养，在2001年设立了先正达农业科教发展基金。截至到2015年，在此基金成立15周年之际，共有约3000多名优秀的农业院校大学生、研究生及40名有突出贡献的农村实用人才获得了相关资助。

展望未来，创新、技术及合作将会是我们持续发展的强劲动力。作为位于瑞士的全球领先的农业科技企业，先正达将继续以技术为核心的综合作物解决方案及战略适应本土的需求，充分利用我们的创新能力为中国市场带来更高效的新产品和解决方案，帮助中国种植者提高生产效率，繁荣农村社区，拓展本地采购，与中国的合作伙伴一起，共同为促进中国农业的可持续发展做出贡献。

Empower smallholders: Reach 20 million smallholders and enable them to increase productivity by 50 percent. Syngenta reached 15.3 million smallholders, primarily in Asia. In China, Syngenta reached 7.29 million smallholders indirectly in 2014, and directly reached 149,000 small holders through farmers' meetings and field trips of the Syngenta learning centre.

Help people stay safe: Train 20 million farm workers on labour safety, especially in developing countries. In 2014, Syngenta engaged 4.7 million people with safety training programs on pesticides, and established baseline data to measure future progress. In China, Syngenta trained over 350,000 people in 2014, of whom 179,000 were smallholders.

Look after every worker: Strive for fair labour conditions throughout our entire supply chain network. Today, the project has covered more than half of Syngenta's 50,000 seed supplying farms all over the world. Syngenta is getting the certification on the project from the Fair Labour Association.

Commitments to the agricultural modernisation and sustainable development of China

Syngenta fully supports China's agricultural modernisation and sustainable development, and will use advanced technology and global resources to help improve productivity, protect the environment and improve people's lives. We lead the quality and safety standards, and are committed to developing, producing and providing comprehensive crop solutions to Chinese farmer and creating value.

We also attach great importance to the cultivation of agricultural talents in China, and have set up Syngenta Agriculture Education & Research and Rural Community Development Fund in 2001. As of 2015, at the 15th anniversary of the establishment of the fund, a total of more than 3,000 outstanding undergraduates and graduate students from agricultural colleges as well as 40 rural talents with outstanding contributions had been funded.

Looking to the future, innovation, technology and cooperation will be the strong impetus of our sustainable development. As a global leading agricultural technology enterprise in Switzerland, Syngenta will continue to adapt to local needs with technology-centred integrated crop solutions and strategies, and make full use of our innovation capacity to bring more efficient new products and solutions to the Chinese market, help Chinese growers to improve productivity, empower rural communities, expand local procurement, and contribute to the sustainable development of China's agriculture together with our partners in China.

科莱恩：推进在华发展，做真正的中国市场局内人

Clariant: Develop in China to be a true insider of the Chinese market



[严凯鹏，科莱恩大中华区总裁]

● By Jan Krelbaum, Regional President of Clariant Greater China/ Korea

在中国与瑞士建立外交关系65周年之际，作为一家在中国拥有众多业务并坚持可持续发展的瑞士公司，科莱恩对于能获得如此有利的成长环境深感荣幸。

涉足中国

科莱恩是全球领先的特种化学品公司，总部位于瑞士。目前，科莱恩拥有100多家集团公司，在60多个国家设有办事处，并在全球建立了200多个生产基地，主要面向护理化学品、催化剂、自然资源、塑料与涂料四大业务领域。我们在全球拥有超过1.7万名员工。在2014年财务年度，科莱恩的持续经营业务销售额达到了61.16亿欧元。

我们与中国的渊源可以一直追溯到100多年前，当时公司的前身赫斯特公司（Hoechst）1895年首次涉足中国市场。与化工公司山德士（Sandoz）分拆后，我们1995年以科莱恩的名字再次进入中国市场，当时仅在天津设立了一家办事处。此后，我们开始与当地客户发展更加紧密的关系，直至持续成长为中国特种化学品行业的知名企业。现在，我们在大中华区（包括中国

On the occasion of the 65th anniversary of China-Switzerland diplomatic relations, as a Swiss company with many businesses in China and keeping sustainable development, Clariant is honoured to be part of such a favourable environment for growth.

Presence in China

Clariant is a global leader in speciality chemicals, headquartered in Switzerland. At present, Clariant has more than 100 group companies, with offices in more than 60 countries and over 200 production bases around the world, mainly focusing on four business areas: care chemicals, catalysis, natural resources, plastics and coatings. We have over 17,000 employees worldwide. In fiscal year 2014, Clariant's sales revenue from continuing operations reached CHF 6.116 billion.

Our relations with China can be traced back to more than 100 years ago, where Hoechst Corporation, the predecessor of the company first ventured into the Chinese market in 1895. After the spin-off from the chemical company Sandoz, we entered the Chinese market again in 1995 under the name of Clariant, and we had only one sales office in Tianjin by then. After that, we began to develop closer relations with local customers, and gradually grew into a renowned player in the speciality chemicals industry. Currently, we have manufacturing facilities, offices and technical services centres in 19 major cities of the Greater China region (including mainland China, Hong Kong, Taiwan and Korea), with more than 1,500 employees.

The vibrant Chinese economy has offered us with a lot of opportunities, enabling us to sustain development in this thriving market. McKinsey research has shown that China is already the world's largest chemicals market. China accounts for about 30% of the global chemicals production. With the ongoing urbanisation and rising of the middle class, the share is expected to reach 50% in 2030.

New development on different frontiers

In fact, to a large extent, the success of Clariant in the Chinese market within a short period of time can be attributed to our capacity and competitiveness to develop with the outside world. Today, China's economy is transitioning to a more sustainable development model. China's economy under the "new normal" is no longer in simple pursuit of economic growth in absolute numbers, but focuses more on the quality of the growth. The Chinese government is actively coping with challenges such as environmental pollution, energy shortage and product safety, which are the just the focus of

大陆，香港，台湾和韩国）的19个主要城市设有生产工厂、办事处和技术服务中心，员工超过1500名。

充满活力的中国经济为我们提供了很多机遇，使我们在这个欣欣向荣的市场得以持续发展。麦肯锡的研究表明，中国已经是当今世界最大的化学品市场。中国占据了全球化学品生产约30%的份额，随着城市化的发展和新兴中产阶级的不断壮大，预计这一比例将在2030年达到50%。

不同前沿领域的新发展

事实上，科莱恩能够在相当短的时间内成功立足中国市场，很大程度上要归功于我们与外部世界一起携手发展的能力与竞争力。今天，中国经济正在向更加可持续的发展方向转型。“新常态”下的中国经济，已经不再仅仅追求经济增长的绝对数字，而是更加注重增长的质量。中国政府积极应对环境污染、能源短缺、产品安全等一系列挑战，这些正是科莱恩专注的领域。我们将通过可持续性产品与创新支持中国可持续发展。

多年来，我们已在中国建立了全面的生产和服务网络。今天，我们面向当地市场的产品中有超过一半产自中国境内。本土化产品供应不仅缩短了供应链交付时间，而且能够利用定制解决方案更有针对性地满足客户需求。

目前，我们正在上海建设新的区域研发中心，作为广州、惠州、天津、镇江、台湾和上海等技术中心的补充，进一步驱动科莱恩在中国的创新活动。中国正在成为更创新、管理更严格的市场，科莱恩将创新力转移至这一前景良好的市场将是关键一着。

我们在中国的可持续增长也得益于有效的产品组合管理。近期，我们收购了从事医药包装的威达公司。此举丰富了我们的产品组合和解决方案，增强了我们为本地和亚洲市场提供更加全面服务的能力。同时，我们与中国本地公司的合作也获得了引人注目的成果，在天津和杭州的两家合资颜料工厂将对我们的本地生产网络发挥关键作用。

目前，我们正在扩建位于镇江的多功能工厂，在现有特种工业与消费品业务的基础上，增加添加剂、颜料和催化剂业务。自2009年以来，位于中瑞镇江生态产业园的科莱恩多功能工厂一直保持着良好运营。得益于工业园区理想的地理位置，该工厂可以便利地接触原材料供应商和关键客户。通

Clariant. We will support the sustainable development of China with unique products and innovation.

For many years, we have established a comprehensive production and service network in China. Today, more than half of our products for the local market are produced in China. The localisation of product supply not only reduces the lead time of supply chain, but also enables customised solutions to target at customer needs.

At present, we are building a new regional research and development centre in Shanghai to supplement the technical centres in Guangzhou, Huizhou, Tianjin, Zhenjiang, Taiwan and Shanghai, and further drive Clariant's innovation in China. China is becoming a more innovative market with better supervision. Clariant's transfer of innovative capacity to this promising market would be a vital move.

Our sustainable growth in China also benefited from effective product portfolio management. Recently, we acquired healthcare packaging company VitaPac. This expanded our portfolio of products and solutions and enhanced our capacity to provide more comprehensive services to local and Asian markets. Meanwhile, our cooperation with local Chinese companies has also made remarkable achievements. Two joint ventures of pigment plants in Tianjin and Hangzhou will play a key role on our local production networks.

Currently, we are expanding the multi-purpose plant (MPP) in Zhenjiang, to add additives, pigments and catalysts business to the existing industrial and consumer specialties. Since 2009, the Clariant multi-purpose plant (MPP) in Sino-Swiss Zhenjiang Ecological Industrial Park has maintained good operation. Benefited from the ideal location of the industrial park, the facility has easy access to raw material suppliers and key customers. By integrating most advanced organization and sustainable development principles into the management, the facility has been conferred multiple safety and sustainable certifications from the local authorities. The facility has also established strong connection with the local community. It holds regular programmes of social responsibility on the needs of local schools and the children.

Future-oriented Strategy of Clariant China

In the changing business environment of China, we are able to quickly and accurately identify the development trend of the community and industry, and adapt our products and services to meet specific market

过将最先进的组织和可持续发展原则纳入基地管理，该工厂获得了由当地政府部门颁发的多个安全和可持续认证。工厂还与当地社区建立了牢固的关系，定期开展企业社会责任项目，关注当地学校和孩子的需求。

面向未来的科莱恩中国战略

在中国不断变化的商业环境中，我们能够迅速准确地识别社会和行业发展趋势，调整我们的产品和服务以适应特殊的市场需求，这已成为迄今科莱恩在中国取得成功的秘诀之一。

needs. It has become one of Clariant's secret to the success in China.

We've noticed a recent trend that an increasing number of customers are looking to strengthen its strategic relationships with industry partners, especially with those who "know the local market and the unique needs of customers", as they can respond to the needs by local innovation, local production, local business drive and local decision-making.

Clariant is committed to becoming the true "China Insider" in the eyes of the partners. We will actively participate in the initiatives like "Made in China 2025 Plan" to support the sustainable development of China.

We have developed Clariant's transition roadmap in China, including 5 key strategic theme frameworks, which we call "5L strategy", namely Local Insight, Local Competitiveness, Local Empowerment, Local Innovation and Local Partnering. The strategy is consistent with the guidelines

科莱恩位于上海的大中国区总部

Headquarters of Clariant Greater China in Shanghai



我们已经注意到最近的一个趋势：越来越多的客户希望加强与业内合作伙伴的战略关系，尤其是与“了解当地市场与当地客户独特需求的机构”建立这种合作关系，因为这些机构能够通过本土化创新、本土化生产、本土化业务驱动和本土化决策来响应他们的需求。

科莱恩致力于成为合作伙伴心目中真正的“中国市场局内人”，我们将积极参与“中国制造2025计划”等类似举措，支持中国实现可持续发展。

我们已经制定了科莱恩在中国的转型路线图，包括5个关键战略主题框架，我们称之为“5L战略”，即本土洞察力、本土竞争力、本土决策力、本土创新力和本土合作力。该战略符合为“中国制造2025计划”制定的指导方针，即将创新作为主要驱动力，注重质量，强调绿色发展、结构优化和人才优先。

为了在中国的“新常态”下取得长远成功，可持续发展已成为战略重点。我们相信，它是化工行业和中国经济取得长远成功的基本要素，为包括科莱恩在内的支持可持续发展的企业带来了巨大机遇。为此，我们积极投资新设施和新硬件。

为了在整个创新管道强调可持续性，我们已经推出了可持续性旗舰标签 EcoTain®。通过对社会、环境和经济这三个可持续性维度的考量，科莱恩采用36项标准对产品进行系统和深入的筛选，仅向符合标准的产品标注 EcoTain® 标签。

2015年6月，科莱恩中国连续第二次获得由国际化学品制造商协会（AICM）颁发的责任关怀领袖奖。该奖项进一步肯定了科莱恩在实施责任关怀项目上持续不断的努力。

要想成为真正的“中国市场局内人”，我们的成功不仅在于自身的成长，更在于与当地社区的共同发展。去年，我们发起了一项名为HOPES的企业公

民项目，支持科莱恩业务活动所在社区的当地教育。一批员工志愿者以此项目开展了工厂开放日、科普文化嘉年华、书籍捐赠等一系列活动。

中瑞关系将在建交65周年之际迈入新的发展阶段，科莱恩等瑞士企业必将迎来更多机遇。去年，瑞士与中国成功签署自由贸易协定，将帮助瑞士企业在广阔的中国市场上继续开拓。作为在华领先的瑞士企业，科莱恩将以身作则，发挥商业组织的重要作用，全面致力于业务发展和社区投入，力争成为真正的“中国市场局内人”。

of "Made in China 2025 Plan", including having manufacturing be innovation-driven, emphasizing quality over quantity, achieving green development, optimizing the structure of Chinese industry, and nurturing talents.

In order to secure long-term success of China under the "new normal", sustainable development has become a strategic priority. We believe that it is fundamental to long-term success of the chemical industry and the Chinese economy, and brings huge opportunities to enterprises supporting sustainable development, including Clariant. To this end, we are actively investing in new facilities and new hardware.

To emphasize sustainability throughout the innovation pipeline, we have introduced a sustainability flagship label EcoTain®. Based on evaluation from three sustainability dimensions of community, environment and economy, Clariant employs 36 standards to perform systematic and thorough screening on products, and only those who meet the criteria can be labelled with EcoTain®.

In June 2015, Clariant China won the Responsible Care Chairman Award by the Association of International Chemical Manufacturers (AICM) for the second time in a row. The award is a further recognition of Clariant's continuous efforts to implement Responsible Care.

In order to become a real "China Insider", our success relies not only on our own growth, but also on the shared development with the local community. Last year, we launched the HOPES program of corporate citizenship in support of local education in the communities with Clariant operations. In this project, employee volunteers held a series of activities, including open day of factory, carnival of popular science and donation.

The China-Switzerland diplomatic relations will come to a new stage at its 65th anniversary, and Swiss enterprises like Clariant will surely have more opportunities. Last year, Switzerland signed a free trade agreement with China, which will help Swiss enterprises to further explore the vast Chinese market. As a leading Swiss company in China, Clariant will lead by example to play the important role as a business organization, be fully committed to business development and community involvement, and strive to become a true "China Insider".

“茁壮成长”的中瑞镇江生态产业园

The thriving Sino-Swiss Zhenjiang Ecological Industrial Park



[中瑞镇江生态园管委会]

● By the Sino-Swiss Zhenjiang Ecological Industrial Park Administrative Committee

瑞士国务秘书贾蓓和驻华大使戴尚贤访问镇江。
Swiss state secretary Ineichen and Ambassador De Dardel visited Zhenjiang.

在江苏省镇江市的东部，镇江经济开发区范围内，古老的金山脚下，中国和瑞士两国唯一国家层面共同推动的战略可持续发展示范项目——中瑞镇江生态产业园（以下简称产业园）正在逐渐展现出“国际生态合作园区”的风采。

中瑞镇江生态产业园于2012年7月启动，2014年7月正式开园，总规划面积20平方千米，分为创新研发区、生态产业区、低碳生活区和健康休闲区四大功能区。其中，园区核心建筑群——中瑞创新中心位于创新研发区，22.58万平方米的载体目前已建成并逐步投入使用。

“融合”、“生态”的产业园区

项目启动以来，产业园秉持产业、生态、城市、生活融合发展的理念，聚焦“节能”和“环保”两个主题，与国内一流团队和瑞士知名机构合作，编制完成了园区空间发展规划；同时，明确“三基地、三中心”的发展定位，全面承接瑞士及欧洲在节能环保、装备制造、健康医疗、职业教育、金融服务、特色旅游等领域长期积累的高端理念、先进技术、创新体系和优势产业。

中瑞创新中心在设计建造过程中坚持绿色、低碳、循环发展的理念，并积极融合瑞士节能环保低碳技术，实现了二十余项绿色建筑技术的集成运用，为后期的节

Located in Zhenjiang New Area, east of Zhenjiang Municipality, Jiangsu Province, and at the foot of Chuishan Mountain, the Sino-Swiss Zhenjiang Ecological Industrial Park (SSZEIP), which is the only strategic and sustainable demonstration project based on a bilateral initiative between China and Switzerland, is ever showing its glamour as an "International Collaborative Eco-Park".

The SSZEIP was launched in July 2012 and officially opened in July 2014; the total spatial planning area is 20 km², which is divided into four sections: R&D Section, Industry Section, Accommodation Section and Leisure/Tourism Section. The core complex of the SSZEIP - the Sino-Swiss Innovation Center, part of the R&D Section, offers 225,800 m² gross floor area (GFA) that is already available for settlement.

"Integrated" and "Ecological" Industrial Park

Based on the integrated development concept of industry, ecology, city and life, as well as focusing on "Energy Conservation" and "Environmental Protection", the SSZEIP has worked out the spatial development plan by cooperating with first-class domestic teams and well-known Swiss institutes. Also, with the orientation "3 Bases and 3 Centers", the SSZEIP has been comprehensively drawing on the advanced concepts, technologies, innovative system and competitive industries long accumulated by Switzerland and other European countries in the areas of energy conservation, environmental protection, equipment manufacturing, healthcare, vocational education, financial services and specialty tourism etc.

The Sino-Swiss Innovation Center has always adhered to the green, low-carbon and circular development concepts as well as integrating Swiss eco-friendly technologies in the process of design and construction. With the application of more than 20 green building technologies, which laid a great foundation for more efficient operation in further development, 6 of the total 11 buildings in the Center have been approved with 2-star Green Building Design Labels and the Building No.1 is right now applying for the highest 3-star Green Building Design Label.

"Active" and "Comprehensive" International Cooperation

Being a brand already, the SSZEIP has begun to cutting a striking figure in the world. As of now, it has established great relations with more than 10 industrial associations and institutes such as Swiss Chinese Chamber of Commerce, Financial Technologies Lugano SA, and 6 Swiss Cantonal Governments such as Neuchâtel, as well as signed investment contracts with 12 Swiss enterprises and



2014年7月瑞士主题周签约仪式
July 2014, signing ceremony on swiss theme week

能高效运营奠定了良好基础。目前，中心11幢建筑中有6幢获二星级绿色建筑标识，此外1号楼正在进行最高等级三星级绿色建筑设计的标识认定。

“积极”、“全面”的对外合作

“中瑞镇江生态产业园”作为一个品牌，已经开始在国际的舞台上崭露头角。截至目前，产业园已与中国瑞士商会、瑞士科技金融集团等10余家行业协会和专业机构建立了合作机制；与纳沙泰尔、沃州等6个州政府建立了经常性联系；与瑞士12家企业 and 专业机构协会签订了投资（合作）协议。在园区内落户的外资企业中，来自瑞士的协议总投资已接近3亿美元。

2015年7月10日至7月11日，由瑞士联邦能效署、镇江市人民政府和全国电机能效提升工作办公室联合主办的2015国际高效电机研讨会首次移师中国镇江，标志着以产业园为依托、中国首个专注于系统化和模式创新的电机系统能效提升项目——“中瑞镇江电机系统能效提升试点项目”获得国际电机领域权威专家广泛认可，“镇江模式”有望走向全球。瑞士驻华大使戴尚贤，国家工信部节能与综合利用司司长高云虎等中外领导应邀出席。

7月13日，瑞士Adaxis管理有限公司模块化主动式能源建筑开发示范项目正式落户产业园。项目总投资8000万瑞郎（折合5.27亿人民币），作为Adaxis在华重点选择的主动式能源示范区域，该项目未来将建设实验室、制造工厂、多星级酒店及符合主动式能源建筑标准的模块化住宅，致力于为社会事业和经济的可持续发展寻找创新高端的解决方案。

“多元”、“精准”的平台搭建

2015年4月，产业园与瑞士Top10签署关于合作共建“镇江中瑞国际技术转移中心”的框架协议，将重点引进和推介以瑞士为主的欧美国家在节能环保、清洁技术等产业领域较为成熟的高科技技术成果、产品及服务。5月，镇江市知识产权公共服务平台涉外服务中心落户园区，未来将以打造涉外知识产权代理、交易、运营和服务等特色服务为一体的综合服务中心为目标，为全市乃至整个苏南自主创新示范区的企

institutes, with the total investments close to USD 300 million.

July 10th to 11th, 2015, Motor Summit China 2015, co-organized by Swiss Agency for Efficient Energy Use (S.A.F.E.), Zhenjiang Municipal Government, and China National Motor Efficiency Promotion Office, was held in Zhenjiang. This was the first time the Summit ever came to China, with wide recognition for the first systematic and innovative motor system efficiency improvement project - the "Sino-Swiss Zhenjiang Motor System Efficiency Improvement Pilot Project" by well-known international experts. And the "Zhenjiang Mode" is expected to reach out to the world. Mr. Jean-Jacques de Dardel, Ambassador of Switzerland in China and Mr. GAO Yunhu, Department Director of Ministry of Industry and Information Technology of the PRC, attended the event. On July 13th, Adaxis Management AG and Zhenjiang Economic and Technological Development Zone Administrative Committee signed the investment contract, marking the official settlement of the Modular Active Building Development & Demonstration Zone, with the total investment of CHF 80 million (about RMB 527 million). As the first active building demonstration zone in China for Adaxis, this project sets to build a modular R&D lab, a production facility, a multiple-star hotel and modular residential with active energy building standards, aiming at providing high-end innovative solutions for sustainable social and economic development.

"Diversified" and "Accurate" Platforms

In April 2015, the SSZEIP and Top10 International Group signed the Framework Agreement on the Co-Establishment of Sino-Swiss Zhenjiang International Technology Transfer Center, introducing and promoting mature high-tech achievements, products and services from European countries, esp. Switzerland regarding energy conservation and environmental protection, clean technologies and other fields. This May, the Foreign-related IPR Service Center of Zhenjiang IPR Public Service Platform was established in the SSZEIP, integrated with various functions as foreign-related IPR agency, trade, operation and services, aiming at providing support for enterprise innovation and international cooperation in Zhenjiang and even whole South Jiangsu Modern Innovation Demonstration Zone. Additionally, in July, the SSZEIP and China Technology Exchange (CTEX) signed the strategic cooperation agreement regarding international technology transfer, foreign-related IPR services and the establishment of International Solution Center for Eco-problems.

Focusing on setting up the Sino-Swiss FTA Competence Center and acting as the

2012年，中瑞双方签署合作协议
Signing of Cooperation Agreement 2012



业创新和国际合作提供有效支持。近期，园区也将与中国技术交易所签订战略合作协议，并就国际技术转移以及涉外知识产权服务和生态环保解决方案中心等进行深入探讨。

着眼于打造中瑞自贸协定示范区和瑞士企业及产品进入中国的关键门户，瑞士特色的进口商品展交中心正在园区内如火如荼地建设，围绕其搭建的跨境电子商务平台已与国内知名专业机构大龙网签订合作协议，将于9月份正式上线运营。从今年开始，中国的居民若想要迅速便捷地购买来自瑞士的红酒、巧克力等商品，只需来到中瑞镇江生态产业园，抑或轻点鼠标就可以轻松实现。

在两国政府的共同支持下，中瑞镇江生态产业园经过数年的苦心经营和积累，已经取得良好开局，正向着“中国城镇化和工业化进程中可借鉴、可复制的样本”茁壮成长。65周年是崭新的起点，产业园将继续致力于推动两国企业优势互补和中国产业转型升级，诚邀中瑞各界朋友关注并积极参与，一道发掘商机，实现共赢。

gateway to China for Swiss enterprises and institutes, the construction of the Exhibition and Importing Center of Swiss Characteristics is going quite well. Besides, the Cross-border E-commerce Platform, working with the domestically well-known institute - Osell, will officially start business this September, which make it much easier and more convenient for Chinese citizens who want to buy Swiss consumer goods as wine, chocolate, etc both online and offline. With great support from Chinese and Swiss governments, and after several years of hard work and unceasing efforts, the SSZEIP is thriving well towards "a duplicable and referential sample for Chinese urbanization and industrialization". The 65th anniversary of diplomatic relations is a new start for us; the SSZEIP will seize the historic opportunity to further promote complementary advantages for enterprises from both countries as well as Chinese industrial transformation and upgrade. We sincerely invite friends of all walks of life to join us, cooperating for splendid business opportunities and for a win-win future.





中瑞创新中心
Sino-Swiss Innovation Center



黔瑞合作：共话山地经济，共谋绿色发展

Guizhou-Switzerland Cooperation: Economy in mountain area and green development



[贵州省商务厅]

● By the Department of Commerce of Guizhou Province



多彩而活力的贵州

贵州省位于中国西南腹地，面积17.6万平方千米，人口4238万，森林覆盖率49%，可谓风光秀丽，气候宜人，资源富饶，发展潜力巨大。贵州的支柱产业包括烟、酒、矿产、电力、旅游业等。近年来，大数据和IT产业在贵州迅速崛起，中国三大电信运营商及苹果代工企业——富士康均在贵州设有大数据产业基地。

近年来，贵州着力推动经济平稳较快发展，2014年贵州生产总值突破9000亿元人民币，同比增长10.8%，增幅连续四年居全国前列。人均地区生产总值达到4295美元。贵州经济结构持续优化，发展方式加快转变，2014年三大产业比重为13.8%、41.6%和44.6%，逐渐形成第二、三产业协同带动经济发展的新格局。

Guizhou, Land of Colour and Vigour

Guizhou Province is situated in Southwest China, with an area of 176,000 km², a population of 42.38 millions and a forest cover of 49%. It boasts beautiful scenery, pleasant climate, rich resources and great potential for development. Guizhou's pillar industries include tobacco, alcohol, mineral resources, electric power and tourism. In recent years, the big data and the IT industry soared in Guizhou, with all three major telecom operators of China and Foxconn, the OEM of Apple, all setting up big-data industry bases there.

In recent years, Guizhou focuses on steady and rapid economic development, with GDP exceeding CNY 900 billion in 2014, a growth of 10.8% year-on-year. Its growth has been among the top in all provinces of China for four consecutive years. The per capita GDP has reached USD 4295. The economic structure of Guizhou is constantly optimized with accelerating transformation of development. In 2014, the three sectors of industry take up 13.8%, 41.6% and 44.6% respectively, gradually forming the new scenario of the secondary and tertiary sectors driving the economic development.

On June 27th 2015, Eco Forum Global Annual Conference was held in Guiyang, the provincial capital. Personnel of government, industries, academia and media as well as civil members from all over the world joined to discuss new initiatives and actions of global ecological civilization in the new norm. Approved by the central government of China, Eco Forum Global Guiyang is the only national and international high-level summit in China focusing on ecological civilization. The forum's annual conference has been held successfully for several years, driving the concept, actions and achievements of ecological civilization construction in China to be better recognized by the international community. Due to the high level of the attendees and great achievements, the Chinese-Switzerland Dialogue Forum has been listed by the Guizhou Provincial Government as the no.1 sub-form.

Good foundation of cooperation between Guizhou and Switzerland

Switzerland is one of the most stable and prosperous countries in the world. With most terrain highlands and mountains, it enjoys the reputation of "Garden of the world". Interestingly, Guizhou has the name of "province of parks" in China. The two regions share many similarities in geography, ecosystem and transportation location. On July 18th 2013, soon after the conclusion of China-Switzerland Free Trade Agreement, Xi Jinping, President of P. R. China met with the delegation lead by Ueli Maurer, President of the Swiss Confederation, and proposed strengthening economic cooperation in mountain areas between Guizhou and Switzerland, which initiated the cooperation between Guizhou and Switzerland

2015年6月27日，生态文明贵阳国际论坛年会在省会贵阳举行，来自全球各地官、产、学、媒领域的精英以及民间人士共同商讨在新常态下的全球生态文明新议程、新行动。生态文明贵阳国际论坛年会是经中央批准，中国唯一以生态文明为主题的国家级、国际性高端峰会。论坛年会的多年成功举办，使中国生态文明建设的理念、行动、成效得到国际社会更广泛的认同，而其中的中瑞对话论坛因其出席人员层次高、取得成果丰硕，被贵州省政府列为第一号分论坛。

黔瑞合作的良好基础

瑞士是全球最稳定、最富裕的国家之一，全境以高原和山地为主，享有“世界花园”美誉，而中国贵州拥有“公园省”之称，两地在自然地理、生态环境、交通区位等方面有诸多相似之处。2013年7月18日，《中瑞自由贸易协定》签署后不久，中国国家主席习近平会见访华并出席生态文明贵阳国际论坛2013年会的瑞士时任联邦主席毛雷尔一行，提出加强贵州与瑞士山地经济合作，开启了历史新机遇下的黔瑞合作序幕。毛雷尔先生在贵阳期间，贵州省委书记赵克志、省长陈敏尔向其提出打造“东方瑞士”的设想，得到高度认可。

三年来，借助中瑞对话平台，从政府高层互访到工商界经贸交流，黔瑞各界频繁互动，彼此了解逐渐加深，合作逐步推开。2014年7月，瑞士联邦议会联邦议院长汉纳斯·格勒曼率团来贵州出席生态文明贵阳国际论坛2014年年会，贵州省委书记赵克志、省长陈敏尔与其进行深入交流，就推进合作达成了诸多共识。2014年11月，贵州省省长陈敏尔访问瑞士，拜会瑞士联邦议会联邦议院长汉纳斯·格勒曼、瑞士联邦委员兼环境交通能源和信息部部长多丽斯·洛伊特哈尔德等瑞士联邦官员和机构，并在苏黎世举办了贵州（瑞士）商贸旅游推介会，向瑞士各界展示了贵州面貌，有力地推进了黔瑞合作进程。

黔瑞经贸往来日益频繁，合作领域不断拓展。2014年，黔瑞贸易额达576万美元，增长47.6%，其中贵州自瑞进口383万美元，增长338.4%，主要贸易商品为机电设备、纺织制品等。2013年以来，贵州省批准设立2家瑞资企业，投资总额4238.31万美元，实际利用外资1304.43万美元。

未来合作的空间与愿景

贵州坚持“发展”和“生态”两条底线，大力发展开放型经济，规划和启动建设农业、文化旅游、信息制造等各领域项目，为黔瑞经贸合作呈现了广泛而具体的内容。一是贵州2014年获准建设全国生态文明先行示范区，发展需求与瑞士的先进技术和管理经验高度契合。二是贵州有丰富的自然资源，煤、磷、铝等储量居全国前列，新建成的5100公里高速公路和两条高速铁路彻底改变了贵州投资环境。贵州省紧紧围绕推进新型工业化，积极培育大数据、大健康、高效农业、旅游业、环保建材等新兴产业，为黔瑞经贸合作提供了丰富的项目资源库。三是贵州近年来打造了国家级新区贵安新区、贵安综合保税区、贵阳综合保税区、遵义保税区、双龙航空港经济区及“5个100工程”等一批集聚性、引领性、综合性、全球性开放平台，为黔瑞经贸合作提供了优质载体。可以说，黔瑞经贸合作环境正迎来历史最好时期。

当前，贵州作为中国西南陆路交通枢纽和出海通道必经之地，高速公路和高速铁路网日益完善，已经步入“两高”时代，将通过参与实施“一带一路”战略，推动开通贵州直飞瑞士航班和利用渝新欧铁路开通贵州到瑞士的铁路货运专列，进一步扩大与瑞士的经贸往来。

under the new historical opportunities. During Mr. Maurer's stay in Guiyang, Zhao Kezhi, Secretary of Guizhou Provincial Party Committee and Chen Min'er, Governor of Guizhou Province, mentioned to him the idea of creating "Oriental Switzerland" and got highly recognized.

Over the three years, with the help of China-Switzerland dialogue platform, Guizhou and Switzerland have had frequent interaction, from exchange visits between governmental officials to trading between businesses. With strengthened mutual understanding, cooperation started to roll out. In July 2014, Hannes Germann, president of the Council of States of Switzerland's Federal Assembly attended the Annual Conference of the Eco-Forum Global Guiyang 2014. Zhao Kezhi, Secretary of Guizhou Provincial Party Committee and Chen Min'er, Governor of Guizhou Province, had in-depth exchanges with them and reached a lot of consensus on cooperation. In November 2014, Chen Min'er, Governor of Guizhou province visited Switzerland, and met with Hannes Germann, President of the Council of States of Switzerland's Federal Assembly and Federal Councillor Doris Leuthard, Head of the Federal Department of the Environment, Transport, Energy and Communications, and held the Guizhou-Switzerland Trade and Tourism Promotion Conference, showing Guizhou to the Swiss public and pushing forward the Guizhou-Switzerland cooperation.

The business exchange between Swiss and Guizhou is getting more and more frequent with expanding horizon. In 2014, the bilateral trade volume between Guizhou and Switzerland amounted to USD 5.76 million, an year-on-year increase of 47.6%, where Guizhou imported USD 3.83 million, an year-on-year increase of 338.4%, focusing on electrical and mechanical equipment, textile products, etc. Since 2013, Guizhou has approved the establishment of 2 Swiss-funded enterprises, with a total investment of USD 42.3831 million and USD 13.0443 million of foreign capital actually utilized.

Vision of future cooperation

Adhering to the two baselines of "development" and "ecology", Guizhou focuses on open economy, planning and initiating projects in agriculture, culture and tourism, information and manufacturing, presenting extensive and concrete basis for its cooperation with Switzerland. First, Guizhou was approved in 2014 to establish national demonstration zone of ecological civilization, with development needs highly matching Switzerland's advanced technology and management experience. Second, Guizhou has abundant natural resources with national leading reserves of coal, phosphorus and aluminium. The newly-built highways of over 5100 km and the two high-speed railways radically changed investment environment in Guizhou province. Focusing on new industrialisation, Guizhou actively promote emerging industries such as big data, general healthcare, agriculture, tourism and eco-friendly construction materials, preparing big pool of projects for economic cooperation with Switzerland. Third, in



今年1月，李克强总理访问瑞士期间，中国商务部长高虎城与瑞士联邦副主席兼经济部长施耐德·阿曼在苏黎世举行会谈，明确将黔瑞经贸合作纳入国家层面的交流。目前，贵州省与瑞士有关商协会也建立了定期交流机制，但涵盖范围还有待拓宽。因此，建议完善黔瑞之间定期会晤交流机制，如建立中国贵州与瑞士经贸交流合作联席会议制度和成立贵州瑞士企业家理事会，推动黔瑞经贸合作全面深入展开。欢迎更多有意向进军中国市场的瑞士企业到贵州投资兴业，贵州的喀斯特地貌将带给瑞士企业家们家乡的感觉和许多美好而意外的收获。

recent years, Guizhou established a series of concentrating and pioneering global comprehensive platforms, such as Guian New Area (National New Area), Guian Bonded Zone, Guiyang Bonded Zone, Zunyi Bonded Zone, Shuanglong Airport Economic Zone and "5 projects of 100", providing excellent carrier for economic cooperation with Switzerland. It can be said that the Guizhou-Switzerland trade and economic cooperation is enjoying its best period of time in history.

Currently, as a hub of land transportation and access to the sea in Southwest China, Guizhou has an improving network of highways and high-speed railways. By implementing the "One Belt, One Road" strategy, it will drive to open new direct flights from Guizhou to Switzerland, and use the new Eurasia International Railway to have freight trains from Guizhou to Switzerland to further expand the trade and economic exchange with Switzerland.

In this January, during Premier Li Keqiang's visit to Switzerland, Gao Hucheng, China's Minister of Commerce and Johann Schneider-Ammann, Federal Councillor and Head of Department of Economic Affairs met in Zurich and specifically put the Guizhou-Switzerland cooperation into the state-level



exchanges. Currently, Guizhou province has established regular communication mechanism with Swiss chambers of commerce, but the scope still needs to be expanded. Therefore, we suggest extending the regular meeting mechanism between Guizhou and Switzerland, such as the joint meeting between Guizhou and Switzerland on economic and trade cooperation and the establishment of Swiss Entrepreneur Council in Guizhou to facilitate the Guizhou-Switzerland cooperation. We warmly welcome more Swiss enterprises to come to Guizhou - the Karst landscape here will make you feel at home and bring you more surprising gains.



中国经济发展和投资环境简述

A brief introduction to the economic development and investment environment of china



中国共产党十一届三中全会召开三十多年来，中国政府锐意推进经济体制、政治体制、文化体制、社会体制、生态文明体制和中国共产党的建设制度改革，不断扩大开放，决心之大、变革之深、影响之广前所未有，成就举世瞩目。在中国共产党领导下，中国从世界上最贫困的农业国，一跃而为世界第二大经济体，实现6.5亿人脱贫。进入21世纪以来，古老的中国以强大的经济发展动力，展现出全新的风貌，2015年国内生产总值突破10万亿美元，同比增长7.4%。

当前，中国经济进入新常态，经济由高速增长转为中高速增长，这既有世界经济深度调整的大背景，也有内在的经济规律。以如今中国经济的规模基数，即使每年7%的增长，增量也达到8000多亿美元，高于五年前10%的增长。在这样的环境下，推进结构性改革，调结构，促升级，向结构更高级、分工更合理的阶段演进，是中国经济长远发展的必然选择。

在此过程中，中国并不会发生区域性、系统性的金融风险。一方面，中国政府将继续实施积极的财政政策和稳健的货币政策，更加注重预调微调，更好地实行定向调控，确保经济运行在合理的区间，同时着力提升经济的质量和效率。另一方面，中国储蓄率高达50%，能够为经济增长提供充裕资金；而地方性债务超过70%用于基础设施建设，有实际资产作为担保。因此，中国经济不会硬着陆，仍有巨大的发展空间。

In more than three decades since the Third Plenary Session of the 11th Central Committee of the Communist Party of China, the Chinese government is determined to propel reforms in the economic, political, cultural, social and ecological system and the development reform of the Communist Party of China while expanding opening up. The unprecedented determination, reform and impact create remarkable achievements. Under the leadership of the Communist Party of China, China has soared from one of the poorest agricultural countries to the world's second-largest economy, bringing 650 million people out of poverty. In the 21st century, the ancient China presents a brand new stance with its strong economic growth. The gross domestic product of 2015 exceeds USD 10 trillion, an increase of 7.4% year-on-year.

At present, the Chinese economy has come into "new normal", and the economic growth has shifted from rapid growth to moderately rapid growth, due to both the global background of profound economic adjustments as well as inherent economic laws. With the current size of the Chinese economy, even with an annual growth of 7%, the increment would exceed USD 800 billion, which is higher than the 10% growth five years ago. In such circumstances, it is an inevitable choice of China's long-term economic development to promote structural reforms, including structural adjustment and industrial upgrade to evolve to a more advanced stage with better allocation of duties.

In this process, China will not have regional or systemic financial crisis. On one hand, the government of China will continue to implement a proactive fiscal policy and prudent monetary policy, focusing more on advanced fine tuning together with better targeted regulation to ensure the economy runs within a proper range, and striving to enhance the quality and efficiency. On the other hand, China's saving rate is as high as 50%, providing abundant funds for economic growth. More than 70% of local debts are on infrastructure construction with real assets as collateral. Therefore, China's economy will not come to a hard landing, and still has great room for development.

Peace lays the foundation of China's development, while reform and opening up and the pursuit of happiness of the people give the strongest drive. China has vast potential in both urban / rural development and domestic demand. With the moderately high-speed growth of another ten to twenty years, China will continue to improve and bring more development opportunities to the world. China has 1.3 billion people, a labour force of 900 million people, 70 million enterprises and individual business. With the diligence and wisdom of the Chinese people, if we can activate every element of China, the whole economy will be full of energy.

Meanwhile, in order to improve social fairness and justice, advocate for innovation, and attain

和平是中国发展的基础条件，改革开放和人民对幸福美好的追求是发展的最大动力。中国城乡和区域发展空间广阔，国内需求潜力巨大，以中高速增长再发展一二十年，中国的面貌会持续改善，也会给世界带来更多的发展机遇。中国有13亿人口，9亿劳动力，7000万企业和个体工商户，人民勤劳而智慧，如果把全社会每一个细胞都激活，将使整个经济机体充满活力。

与此同时，为了实现社会的公平与正义，倡导创新，以竞争促繁荣，中国政府将进一步深化行政体制改革，继续减少和下放行政审批事项，全面清理所谓的非行政许可，推进市场准入的负面清单制度，为市场主体松绑、减负，压缩腐败的空间。中国政府还将依法大力保护知识产权和各类法定产权。

中国的改革和发展，特别是中国市场扩大开放将给外国投资者带来巨大的商机。中国政府将进一步放宽外资准入，探索准入前国民待遇加负面清单模式，对中外企业一视同仁，重点、有序扩大金融、教育、文化、医疗、养老等服务业对外开放，推广上海自贸区经验，让各国投资者挖掘出源源不断的富矿。中国各级政府鼓励外商投资高新技术领域，并愿意为外资入驻经济技术开发区、高新技术产业开发区等合作平台，特别是参与中西部地区建设提供指导和便利。在公共产品和服务供给方面，中国与发达国家之间还有不小的差距，需要借助民间资本和外资的力量共同开发。

中国不仅致力于通过经济转型升级实现国内市场的稳定与繁荣，也承担与国力地位相符的国际责任，深化多双边合作，与世界各国共享经济发展成果。面对复杂多变的国际经济形势，坚持自由贸易，反对保护主义，大力推动开放创新是中国秉承的基本原则。中国政府将积极扩大区域经济合作，打造全球价值链，推进“一带一路”、亚洲基础设施投资银行等国际合作战略，创新贸易、投资、金融合作形式，支持中国的高铁、核电、航空、电信等优势产业走出去，对接当地市场需求，支持欠发达地区的经济建设，增强世界发展的新动能，实现互利共赢。

prosperity through competition, the government of China will further deepen administrative reform, continue to reduce and decentralize administrative formalities, thoroughly remove the so-called "non-administrative approval", and promulgate negative-list system of market access, thereby relieving the burden on market entities and curb the room for corruption. The government of China will also strive to protect intellectual property rights and various statutory property rights.

The reform and development, especially the further opening of Chinese market will bring great business opportunities to foreign investors. The government of China will further loosen the access for foreign investments, explore the mode of pre-access national treatment together with negative list, give equal treatment to Chinese and foreign enterprises, expand the opening of financial, education, cultural industries, medical care and old-age services with priority, and spread the experiences of Shanghai Free Trade Zone, creating endless opportunities for investors around the world. Chinese governments of all levels encourage foreign investments in high-tech fields, and are willing to provide guidance and facilitation for foreign investments to join cooperation platforms, such as economic and technological development zones, high-tech industrial development zones and particularly the development of the Central and Western regions. In terms of the supply of public goods and services, there is still a large gap between China and developed countries, which needs development with private capital and foreign investments.

Not only does China commit to domestic market stability and prosperity through economic transformation and upgrade, but it also undertakes international responsibilities commensurate with national status, deepen bilateral and multilateral cooperation to share the achievements of economic development with the world. Facing complex and volatile international economic situations, China adheres to the fundamental principles of free trade, anti-protectionism and promotion of opening and innovation. The government of China will actively expand regional economic cooperation, build global value chain, propel international cooperation strategies such as the "Belt and Road Initiative" and the Asian Infrastructure Investment Bank, make innovation of cooperation in trade, investment and financial sectors, promote the export of advantageous industries such as high-speed rail road, nuclear power, aviation and telecommunications to cater foreign markets, and support the development of less developed areas, creating new dynamics of global development while achieving mutual benefits.

结 束 语

为庆祝中国与瑞士建交65周年，由中国驻瑞士使馆主办的《中瑞建交65周年经贸回顾与展望》与各位朋友见面了。希望在看过本书之后，读者们能够对中瑞经贸合作的沿革、现状与发展方向获得简明而清晰的了解。如果本书能够为您关注乃至参与中瑞合作提供某些指引或启发，我们将深感欣慰。

中国驻瑞士大使许镜湖高度重视本刊物的编写工作并亲自作序，使馆政治处、经商处等部门通力合作，为此次编写工作付出了辛勤劳动。本刊物的成功面世也离不开中瑞两国各界的鼎力襄助。在此，请允许我代表中国驻瑞士使馆对瑞士联邦经济总局罗伊大使和埃特大使、中国商务部张少刚司长和翟谦商务参赞拨冗撰文表示衷心感谢！感谢瑞士钟表工业联合会帕什主席接受专访！感谢中瑞镇江生态产业园管委会和贵州省商务厅对发展与瑞士合作的饱满热情！感谢瑞士驻华企业（雀巢公司、ABB公司、迅达公司、诺华公司、先正达公司、科莱恩公司、瑞银集团）和中国驻瑞企业（中国石化阿达克斯公司、中国航空公司、华为公司、冠城集团、宝世达公司）负责人的大力支持！感谢中国建设银行国际业务部对推动中资金融机构落户瑞士的积极努力，祝愿中瑞金融合作收获丰硕成果。

此外，许多其他单位对本刊物成功面世做出了积极贡献，他们是日新月异的中瑞经贸合作的见证者和参与者，在此我们一并表示感谢。

65年，我们风雨兼程；65年，我们继往开来。伴随着一个个重要突破和成果，中瑞经贸合作已达到前所未有的高度。站在前人的肩膀上，我们充满信心又倍感责任重大。相信在两国政府和经济界的共同努力下，中瑞关系将日益紧密，为两国人民创造更加美好的明天！

蔡方财

中华人民共和国驻瑞士联邦大使馆
经济商务参赞

Conclusion



To celebrate the 65th anniversary of the establishment of diplomatic relations between China and Switzerland, the "Review and Outlook of Economic and Trade Cooperation - 65th Anniversary of the Establishment of China-Switzerland Diplomatic Relations" prepared by the Chinese Embassy in Switzerland has been brought to the readers. I hope that after reading this book, the readers can have a concise yet clear understanding of the history, present and outlook of the China-Switzerland economic and trade cooperation. We would be very happy if this book can be of your interest, or even provide some guidance or inspiration in your participation of China-Switzerland cooperation.

Mrs. Xu Jinghu, Ambassador of China to Switzerland, attached great importance to the preparation of this publication and wrote the preface, while the Political Department and Economic and Commercial Department of the Embassy worked with much concerted efforts. This publication wouldn't have been possible without the help from all walks of life in China and Switzerland. On behalf of Embassy of P. R. China in Switzerland, please allow me to extend our sincere gratitude to Ambassador Livia Leu and Ambassador Christian Etter of the State Secretariat for Economic Affairs SECO, and Director-general Zhang Shaogang and Commercial Counsellor Zhai Qian of Ministry of Commerce of P. R. China for contributing articles. We would like to thank Mr. Pasche, President of the Federation of the Swiss Watch Industry for the interview. We appreciate the strong enthusiasm on cooperation with Switzerland from the Administration Committee of the Sino - Swiss Zhenjiang Ecological Industrial Park and the Department of Commerce of Guizhou Province! We would like to thank the following Swiss enterprises (Nestlé, ABB, Schindler, Novartis, Syngenta, Clariant) and Chinese enterprises (Sinopec Addax, Air China, Huawei, Citychamp, Baoshida) for their support! We would also like to thank the International Business Department of China Construction Bank for their efforts to promote Chinese financial institutions to enter Switzerland. We wish for fruitful achievements in China-Switzerland financial cooperation.

In addition, many other companies and institutions, who are witnesses and participants of the growing cooperation between China and Switzerland, have also contributed to this publication, and we would like to express our heartily gratitude.

For 65 years, we marched forward despite hardships; for 65 years, we forge ahead into the future. With succeeding breakthroughs and achievements, the China-Switzerland economic and trade cooperation has reached an unprecedented level. Standing on the shoulders of predecessors, we feel the confidence, as well as heavy responsibilities. We believe that with the joint efforts of the governments and businesses of the two countries, China and Switzerland will become increasingly close, and create better future for our two peoples!

Cai Fangcai

Economic and Commercial Counsellor
Embassy of the People's Republic of China in the Swiss Confederation