MEDIA RELEASE

Singapore and Tianjin to deepen cooperation in Port and Logistics, and Environmental services

Minister Khaw Boon Wan co-chairs his first Singapore-Tianjin Economic and Trade Council meeting in Singapore after taking over Co-Chairmanship this year.

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Singapore, Tuesday, 26 July 2011

1. In-line with Tianjin's goal to become China's international shipping and logistics hub in the north, and an environmentally friendly city, Singapore and Tianjin agreed to deepen cooperation in areas of port and logistics, and environmental services during the fourth Singapore-Tianjin Economic and Trade Council (STETC) meeting held in Singapore today.

2. Minister for National Development Khaw Boon Wan co-chaired the STETC meeting with Tianjin Mayor Huang Xingguo. He takes over this role of STETC's Singapore Co-Chairman from former Minister Mah Bow Tan, who had co-chaired the Council since its establishment in January 2007.

3. Minister of State (MOS) for National Development and Trade and Industry Lee Yi Shyan also assumes his new role as the Vice Chairman of STETC today. He takes over from Senior Minister of State Grace Fu. The Chinese Vice Chairmen for STETC are Tianjin Deputy Party Secretary He Lifeng and Tianjin Vice Mayor Ren Xuefeng. International Enterprise (IE) Singapore is the Singapore Secretariat1 for the Council.

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4. Said Minister Khaw, "Singapore has deepened its engagement with Tianjin in the last four years since the STETC was set up. There are strong commercial partnerships between Singapore-based companies and their Tianjin counterparts. They are adding value to Tianjin’s development. Beyond commercial partnerships, there are opportunities for sharing of useful experiences. For example, Tianjin is interested in our experience in grooming a skilled workforce to support the development of Singapore as a regional port and logistics centre." (Please refer to Annex 1 for Minister Khaw’s speech)

5. Following the meeting, Minister Khaw, MOS Lee, Mayor Huang and Deputy Party Secretary He witnessed ten project signings. The Singapore-based companies/parties included Singapore Chamber of Commerce and Industry, JURONG International, Tat Seng Packaging Group, Hi-P International, etc. Mayor Huang and Deputy Party Secretary He are in Singapore from 25 to 28 July 2011, with a delegation of over 40 government officials and business representatives. (Please refer to Annex 2 for more details on the signings)

Opportunities in port and logistics

6. Tianjin Port is the third largest port in China, and the largest in North China in terms of cargo tonnage throughput. A significant bulk of its throughput comes from Beijing, and provinces in the Central and West China. In May this year, Tianjin Port announced its plans to invest RMB110 billion to expand its operations to handle a targeted annual turnover of over 20 million containers and 600 million tonnes of cargo in 2015. The port was designated by the Central Government as the international port and logistics hub for North China. China’s State Council further endorsed this status with its recent approval to transform Dongjiang Free Trade Port Zone into the international shipping centre for North China. Preferential policies for international ship registration, tax, shipping financial services and leasing services have been granted to the Zone.

7. Singapore-based companies can also explore opportunities in auxiliary services, including cargo handling and management systems, and software transfer activities. The STETC encourages more win-win partnerships like the Singapore International Trading Institute’s collaboration with Tianjin Maritime College to develop shipping related courses, and YCH’s partnership with Tianjin Vocational Institute to provide logistics training and certification.
Environmental services and Sino-Singapore Tianjin Eco-city

8. Singapore’s current collaborations with Tianjin in the environmental area include water management and the provision of high tech eco solutions to the Sino-Singapore Tianjin Eco-city. There is potential to broaden this collaboration to include waste and energy management, as the municipality was chosen by the Chinese National Development and Reform Commission as one of China’s low carbon pilot cities last year.

9. The Sino-Singapore Tianjin Eco-city is a bilateral cooperation project with support from the highest level of both governments. It aims to be a practical, scalable and replicable model for sustainable development for other cities in China, and the rest of the world. It is a natural and key platform for collaborations in environmental services.

10. Today, Tianjin Eco-city’s basic infrastructure has been built, and the start-up area is near completion. To cater to the residents that are moving in early next year, the Eco-city is looking at setting up schools, hospitals and retail spaces. Singapore-based companies are encouraged to explore opportunities in the Eco-city, and leverage on this platform to showcase their eco-solutions to the world.

Bilateral trade and investment

11. From January – May 2011, bilateral trade between Singapore and Tianjin amounted to US$720 million, an increase of 11.9% over the same period in 2010. In 2010, bilateral trade amounted to US$1.58 billion, of which exports to Tianjin accounted for US$1 billion, while imports from Tianjin accounted for US$580 million. (Source: Tianjin Commission of Commerce)

12. From January – May 2011, Singapore’s actual investments in Tianjin hit US$310 million (+63.3%) with 13 projects. As of end May 2011, Singapore’s cumulative actual investments in Tianjin added up to US$4 billion, with a total of 738 projects. Singapore is Tianjin’s fifth largest investor in 2010. (Source: Tianjin Commission of Commerce)

Annex 1: Minister Khaw’s Closing Speech at the 4th STETC meeting
Annex 2: Information on MOU / agreement signings
Annex 3: Chinese terms

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About the Singapore-Tianjin Economic and Trade Council

The Singapore-Tianjin Economic and Trade Council (STETC) was established on 25 January 2007, with the objective of promoting broader exchanges and cooperation between the business communities of Tianjin and Singapore. The launch of the STETC was
witnessed by Minister for Trade & Industry Lim Hng Kiang and Chinese Vice-Minister of Commerce Ma Xiuhong.

Mr Khaw Boon Wan, Minister for National Development and Mr Huang Xingguo, Tianjin Mayor, are Co-Chairmen of the Council. The Vice-Chairmen are Mr Lee Yi Shyan, Singapore Minister of State for National Development and Trade and Industry, Mr He Lifeng, Tianjin Deputy Party Secretary and Mr Ren Xuefeng, Tianjin Vice Mayor. The STETC is formed by leaders, government officials and private sector representatives of Singapore and Tianjin.
Honourable Mayor Huang Xingguo, 
Honourable Excellency Deputy Party Secretary He Li Feng, 
Distinguished Council Members, 
Ladies and Gentlemen, 

Good morning! 

1 Let me first extend our warmest welcome to Mayor Huang, Deputy Party Secretary He and the Tianjin delegation to Singapore. Minister Lee Yi Shyan and I are honoured to co-chair the 4th Singapore-Tianjin Economic and Trade Council meeting with Tianjin. 

2 I am new to this Council but I am not new to the cooperation between Singapore and China, at both the national as well as the provincial levels. My last trip to Tianjin was in 2008, about three years ago. I have kept up with the reading about the progress in Tianjin and particularly, the progress in Tianjin Eco-city. 

3 This morning, I listened very carefully to all the comments and speeches made by friends from both sides; it is very obvious that the progress we have achieved in Tianjin in the last three to four years has been more than outstanding. The contributions made by this Council in supervising, leading, and nudging the development of Singapore’s collaborations with Tianjin are noteworthy. In particular, the Sino-Singapore Tianjin Eco-city, a key project under our purview, has achieved many milestones. As indicated by Mayor Huang just now, the Eco-city’s start-up area is almost complete and will soon be ready to receive its first residents in a few months’ time. The rapid development would not be possible without the support of the Tianjin Government, the Eco-city Administrative Committee and the efforts of Sino-Singapore Tianjin Eco-city Investment and Development Company (SSTEC). Let me thank them for all their valuable contributions. 

4 The success of our Council goes way beyond the Eco-city, to the rest of Tianjin city and Tianjin Binhai New Area. Many figures we have heard this morning speak for themselves. Singapore’s investments in Tianjin have exceeded US$2.5 billion in 121
projects in the last four years. This represented 15% of Singapore’s investments in China over the same period. I am certain that this growth will continue.

**Singapore-Tianjin economic relationship**

5 Singapore companies are interested in Tianjin. You are China’s growth engine in the North. Tianjin Binhai New Area, or TBNA, is a very important economic growth pole for China. All these, as Mayor Huang has mentioned earlier, represent huge opportunities for our businessmen.

6 I am pleased to note that our companies have actively pursued projects across a wide range of sectors. These include companies such as Keppel Integrated Engineering\(^2\), Tee Yih Jia\(^3\), Ascott\(^4\) and Global Logistics Properties\(^5\).

**Good progress with STETC**

7 We have heard from our Chinese friends earlier that the Council has made further progress in the education and urban solutions sectors in the last year. I would like to highlight YCH’s partnership with the Tianjin Vocational Institute. The collaboration demonstrates a long term commitment from a Singapore-based company in Tianjin. Singapore-based companies are contributing to Tianjin in water resource management as well. In addition to their existing waste water treatment plant in Tianjin Lingang Industrial Area, SembCorp signed an MOU recently to build, own and operate a water reclamation facility.

8 There are other types of investments. For example Yanlord’s high-end residential and commercial development in Jinnan District and Lian Huat Group’s integrated business park in Beichen District show that our collaboration has gone way beyond Tianjin city centre.

**Scope of Collaboration for 2011/2012**

9 We will shortly witness the signing of ten Memoranda of Understanding (MOU) and agreements. These projects span a variety of sectors including urban solutions and logistics. And as we have heard just now, in the coming year, the Council will focus on two

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\(^2\) Keppel Integrated Engineering has a joint venture to develop a RMB300 million water reclamation plant.  
\(^3\) Tee Yih Jia invested RMB1.6 billion in a frozen food processing centre.  
\(^4\) Ascott has three serviced residence operations in Tianjin.  
\(^5\) Global Logistics Properties runs three projects in Tianjin Xiqing Economic Development Area.
main areas, namely port and logistics, and environmental services. These are areas Singapore has past experiences in. I am sure that our companies will have useful expertise and experience to share with their Tianjin counterparts.

10 As your economy makes progress, Tianjin’s leadership is placing emphasis on the environment. And we have heard that Tianjin has been chosen to pilot several projects in environmental services and eco-technologies. I have shared with Mayor Huang this morning before the Council meeting, that this whole topic about building liveable and sustainable cities is really a global priority. Indeed, I can say that the city that will succeed in the future is the city that can make itself liveable and sustainable.

11 In the earlier part of economic development, cities or countries succeed where they have huge resources such as land, materials, etc. All those remain important competitive advantages. However increasingly, people are realising that cities will succeed if you are most able to attract world class talents to come and work and live in your cities. World class talents are globally mobile; they can go anywhere they want to. They will choose cities where they feel comfortable in, and cities that are vibrant, lively and allow them to engage in all kinds of activities such as sports, music or the arts.

12 This contest of global talents is a continuous game of economic competitiveness. With your long history and cultural background, Chinese cities, including Tianjin, have huge advantages in attracting talents. Singapore is tiny. We do not have lakes and mountains. What we have are human resources. We try to maximise what little we have so that we can continue to survive in this competition.

13 Personally, the value that I see in this Council is to learn from one another. I look forward to many years of collaboration with Tianjin and Co-Chairman Mayor Huang. One top priority of this Council is to make friends. Minister Lee and I spent more than 15 years working with Jiangsu. Over the years, we made many good friends. We are very happy that many of our good friends have been promoted and gone to Beijing or to lead other provinces and cities. We are certain that in the next few years, we will also make many good friends in Tianjin.

Closing

14 In conclusion, let me welcome again, new friends and old friends to Singapore. I hope the Council will not keep you too busy and you will have a chance to take a look at other parts of Singapore. Thank you.
PROJECT SIGNINGS AT THE 4th STETC MEETING, 26 JULY 2011

1) MOU signing between Singapore Chamber of Commerce and Industry (SingCham) and Tianjin Commission of Commerce
Under this MOU, SingCham will be setting up the SingCham Tianjin Chapter with the help from Tianjin Commission of Commerce. The new Chapter will serve to promote economic collaborations between Singapore and Tianjin. The agreement was signed by Mr Goh Toh Sim, Representative of Singapore Chamber of Commerce and Industry (中国新加坡商会代表，吴多深先生) and Mr Shan Zefeng, Vice Director of Tianjin Commission of Commerce of Tianjin Commission of Commerce (天津市商务委员会副主任，单泽峰先生).

2) Project signing between JURONG International and Administrative Committee of Tianjin Tanggu Marine Hi-Tech Development Area
Under this agreement, JURONG International's subsidiary, JURONG International Constructors (Suzhou) Co Ltd, will develop a conceptual urban design for the 32 sqkm Tianjin Tanggu Marine Hi-Tech Development Area located in Tianjin Binhai New Area. The agreement was signed by Ms Mao Whey Ying, Executive Vice-President of JURONG International (裕廊国际执行副总裁，毛慧英女士) and Mr Kou Jie, Director of Administrative Committee of Tianjin Tanggu Marine Hi-Tech Development Area (塘沽海洋高新技术开发区管委会主任，寇杰先生).

3) Project signing between Lizhong Wheel Group Ltd and Administrative Committee of Tianjin Economic-Technological Development Area
Under this MOU, Lizhong Wheel Group will be setting up a regional headquarters in the Tianjin Economic-Technological Development Area. This is in addition to the company's existing plant in Tianjin Economic Development Area (TEDA). The agreement was signed by Mr Zhang Liguo, Vice Chairman of Lizhong Wheel Group Ltd (新加坡立中车轮集团执行董事，臧立国先生) and Mr Zhang Jun, Executive Director of the Administrative Commission of Tianjin Economic Technology Development Area (天津市经济技术开发区管委会副主任，张军先生).
4) **Project signing between Hi-P International Ltd with Administrative Committee of Tianjin Economic-Technological Area**

Hi-P International currently manages three manufacturing facilities in Tianjin Economic Development Area. Under this agreement, it will lease additional factory space in Tianjin Economic Development’s West Area to meet the company’s development needs. The agreement was signed by Ms Yao Hsiao Tung, Executive Chairman of Hi-P International Ltd （新加坡赫比公司执行董事，姚晓东女士） and Mr Zhang Jun, Executive Director of the Administrative Commission of Tianjin Economic Technology Development Area (天津市经济技术开发区管委会副主任，张军先生).

5) **Project signing between Tianjin Keppel Hong Hui Procurement Headquarter Co. Ltd and Sino-Singapore Tianjin Eco-city Administrative Committee**

Under this agreement, a wholly-owned central procurement headquarter will be established primarily for the procurement of construction related materials and services for developments under the Keppel Group in the Sino-Singapore Tianjin Eco-city. These will be extended to other projects in China under Keppel Land China progressively. A trading company by nature, the Tianjin Keppel Hong Hui Procurement Headquarter will serve to introduce foreign capital and management expertise to manage the distribution, sales, import and export of materials, as well as to provide consulting services. The agreement was signed by Mr Yeo Yuen Kee, General Manager of Tianjin Keppel Hong Hui Procurement Headquarter Co. Limited (天津吉宝鸿辉采购总部有限公司总经理，杨永祺先生) and Mr Meng Xian Zhang, Vice Chairman of Sino-Singapore Tianjin Eco-city Administrative Committee (中新天津生态城管委会副主任，孟宪章先生).

6) **Project signing between Sinotel Technologies Limited and Sino-Singapore Tianjin Eco-City Administrative Committee**

Under this agreement, Sinotel will develop its headquarters in the Animation Park located in the Tianjin Eco-city. The office will provide centralised services such as customer support to the company. The agreement was signed by representative of Sinotel Technologies Limited （西伯尔科技公司代表） and Mr Meng Xian Zhang, Vice Chairman of Sino-Singapore Tianjin Eco-city Administrative Committee (中新天津生态城管委会副主任，孟宪章先生).
7) Project signing between Tat Seng Packaging Group and Administrative Committee of Tianjin Port Free Trade Zone
Under this agreement, Tat Seng Packaging Group will set up two production facilities in the Tianjin Port Free Trade Zone. The agreement was signed by Mr Loh See Moon, Managing Director/CEO of Tat Seng Packaging Group (新加坡达成包装集团总裁, 卢思满先生) and Mr Qu Hualin, Vice Chairman of Administrative Committee of Tianjin Port Free Trade Zone (天津港保税区管委会副主任, 曲华林先生).

8) Project signing between Singapore Asahi Chemical & Solder Industries Pte Ltd and Administrative Committee of Tianjin Binhai Hi-Tech Industrial Development Area
Under this agreement, Singapore Asahi Chemical & Solder Industries will invest in a solder production and R&D facility in the Binhai Hi-Tech Industrial Development Area. The agreement was signed by Director of Singapore Asahi Chemical & Solder Industries (朝日化学及锡焊工业私人有限公司董事, 黄宏源先生) and the Vice Chairman of Administrative Committee of Tianjin Binhai Hi-Tech Industrial Development Area (天津滨海高新技术产业开发区管委会副主任, 赵海山先生).

9) Project signing between DHL and Administrative Committee of Tianjin Dongjiang Free Trade Port Zone
Under this agreement, DHL and the Administrative Committee of Tianjin Dongjiang Free Trade Zone will jointly offer supply chain solutions for existing and potential companies that are investing in Dongjiang Free Trade Port Zone. The agreement was signed by Dr Archer Fu, Vice President of DHL Fast Growing Enterprises (敦豪高增长战略客户事业部副总裁, 傅勇辉博士) and Ms Shen Lei, Vice Chairman of Administrative Commission of Tianjin Dongjiang Free Trade Port Zone (天津市东疆保税港区管委会副主任, 沈蕾女士).

10) Project signing between DHL and Tianjin Commission of Commerce
Under this agreement, Tianjin Commission of Commerce and DHL will jointly drive to establish a Supply Chain Conference Centre (SCCC) for consultancy, product innovation, thought leadership and supply chain forums. The agreement was signed by Mr Alfred Goh, Senior Vice President of DHL Fast Growing Enterprises (敦豪高增长战略客户事业部高级副总裁, 伍荣和先生) and Mr Wang Shu Pei, Director of Tianjin Commission of Commerce (天津市商务委员会主任, 王树培先生).
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<td><strong>Singapore-Tianjin Economic &amp; Trade Council (STETC)</strong></td>
<td>新加坡-天津经济贸易理事会</td>
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<td>新加坡国际企业发展局 (简称：企发局)</td>
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<td><strong>Mr Khaw Boon Wan</strong></td>
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