



## MEDIA RELEASE

# Singapore to partner Guangdong in Software Development

- **14 MOU/ Agreements signed by Singapore-based companies at Singapore-Guangdong Collaboration Council meeting**

MR No.: 030/12

Singapore, Wednesday, 15 August 2012

1. The fourth Singapore-Guangdong Collaboration Council (SGCC) meeting convened in Singapore today with the following highlights:
  - i. SGCC will extend its term for another three years (2012-2014).
  - ii. SGCC identified software<sup>1</sup> development as a new area of focus for collaboration.
  - iii. Two latest thematic projects to set up in Guangzhou Knowledge City (GKC).
2. Said Minister for Transport Lui Tuck Yew, "The Singapore-Guangdong Collaboration Council is instrumental in strengthening bilateral ties between Singapore and Guangdong. Over the last three years, our trade grew at a compound annual growth rate of 4.9% and Singapore's accumulated investments in the province reached US\$1.4 billion. Singapore-based companies have shown continued interest in Guangdong and are expected to inject an estimated US\$6 billion worth of projects into the province in the next five years. Our collaboration is aligned with Guangdong's development strategy, and the Council will look into mutual sharing of software development. This is an area critical to Guangdong's economic transformation."
3. The SGCC meeting was co-chaired by Minister Lui and Guangdong Vice Governor Zhao Yufang. IE Singapore is the Singapore Secretariat<sup>2</sup> for the Council, while Guangdong Foreign Affairs Office is the Guangdong Secretariat.

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<sup>1</sup>Software refers to the policies, processes and knowledge pertaining to the planning and management of infrastructure, environment, economic and social development.

## Collaborations in Software Development

4. The Guangdong government views software development integral to a well-balanced socio-economic growth model. Guangdong Party Secretary Wang Yang expressed interest in collaborating with Singapore in this area during his visit here in June. The SGCC identified software development as a new focus area for Singapore-Guangdong collaboration today.
5. Singapore companies can contribute to Guangdong's development through injecting software aspects into projects. Good progress has been made on three initiatives:
  - i. CapitaLand is assisting the Guangzhou Municipal Liwan District Government on the urban renewal of Datansha Island. CapitaLand will facilitate the transfer of Singapore's experiences in traffic management, estate management, waste management, vocational training, public housing development and community building onto the island.
  - ii. Initiated by IE Singapore, NTUC LearningHub will embark on a pilot training project in Guangdong. Courses will be customised to address Guangdong's needs for high skilled manpower. This project will share Singapore's experiences in continuous education and training.
  - iii. Sino-Singapore Guangzhou Knowledge City Investment and Development Co., Ltd (GKC Co.), Singbridge International Singapore and Guangzhou Development District launched four software training courses and five projects in the GKC last year. To-date, over 350 Guangzhou officials have benefitted from the training courses, spanning topics such as water management, urban planning, social development and eGovernment.

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### Thematic Projects in GKC

6. IE Singapore, together with the GKC Co., Singbridge International Singapore and Guangzhou Development District, has been actively promoting thematic projects for the GKC. The project themes are aligned with GKC's vision of becoming an environmentally sustainable city, attracting knowledge and innovation-based industries. Two latest projects – Media Hub and Automation Hub – were reported at the meeting today.

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<sup>2</sup> IE Singapore is also Secretariat to six other bilateral councils: the Singapore-Shandong Business Council; the Singapore-Sichuan Trade and Investment Committee; the Singapore-Zhejiang Economic and Trade Council, the Singapore-Tianjin Economic and Trade Council, the Singapore-Jiangsu Cooperation Council and the Singapore-Liaoning Economic and Trade Council.

7. In particular, the Automation Hub will aggregate manufacturing services and solution providers to speed up automation in Guangdong. As the province upgrades its industries, challenges of higher costs and shortage of labour have surfaced. Automation can help address these problems. The Automation hub will provide industrial automation solutions to Guangdong through integration of activities – design, assembly, research and development, and training.
8. The Media hub will provide a one-stop centre for media solutions, including film, television, media design and education productions. This centre will position Singapore and global media players strategically to access opportunities from the media industry in Guangdong and China.
9. Following the meeting, Minister Lui and Vice Governor Zhao witnessed a total of 14 project signings involving Singapore-based companies / organisations. These included Applied Total Control Treatment Private Ltd, Colliman Pacific Trading Pte Ltd, CPG Consultants Ltd, Design Business Chamber Singapore, Etonhouse International Education Group, GD Tech Pte Ltd, JURONG International, Korvis Automation Asia, Mapletree Logistics, Mclink Asia Singapore, NTUC LearningHub, Singapore Furniture industries Council, Textile and Fashion Federation Singapore, YCH Group and more. (Please refer to [Annex 1](#) for projects' information)

**Annex 1: Information on Project signings**

**Annex 2: Bilateral trade and investment figures between Singapore and Guangdong**

**Annex 3: Chinese terms**

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**Note to Editor** National Archives of Singapore

Please use 'IE Singapore' or 'IE' if an acronym for 'International Enterprise Singapore' is required. In addition, unless otherwise stated, the use of statistics cited in our media releases, website or Statlink, should be attributed to IE Singapore.

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### **International Enterprise Singapore**

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### **Singapore-Guangdong Collaboration Council**

The Singapore-Guangdong Collaboration Council (SGCC) was established on 24 March 2009, with the objective of promoting broader exchanges and cooperation between the business communities of Singapore and Guangdong. The launch of the SGCC was witnessed by then-Singapore Senior Minister and now Emeritus Senior Minister Goh Chok Tong and Guangdong Party Secretary Wang Yang. Minister for Transport and Second Minister for Foreign Affairs, Mr Lui Tuck Yew and Guangdong Vice Governor, Ms Zhao Yufang are the Co-chairmen of the Council.

Comprising leaders, government officials and private sector representatives from Singapore and Guangdong, the SGCC aims to promote cooperation between Singapore and Guangdong beyond economic areas, including training, tourism and education exchanges.

The council shall endeavour to achieve its objectives through the following means:

- a) Serve as a bridge between the economic and commercial entities and communities of Singapore and Guangdong;
- b) Exchange economic data and information to promote and guide bilateral trade and investment;
- c) Organise regular exchange activities between Singapore and Guangdong to expand cooperation in various areas / sectors;
- d) Resolve difficulties encountered in collaborative projects, establishing an excellent cooperation mechanism and an environment conducive for cooperation;
- e) Other forms of work that both parties think are beneficial for economic and social development.

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## ANNEX 1

PROJECT SIGNINGS AT THE 4<sup>TH</sup> SGCC MEETING, 15 AUGUST 2012

**1) MOU signing by Sino-Singapore Guangzhou Knowledge City Investment and Development Co., Ltd (GKC Co.), Nova CityNets and Government of Luogang District Guangzhou (Sino-Singapore Guangzhou Knowledge City Administration Committee)**

Under this MOU, the parties will jointly develop, promote and subsequently deploy Smart City e-Permits solutions to improve the efficiency and productivity in the regulatory approval process for Planning, Building and Construction Permits as a Smart Government Service Delivery project within the Sino-Singapore Guangzhou Knowledge City (GKC) Smart City Concept Master Plan. The MOU was signed by Mr Steven Chan, Nova CityNets Group CEO (荣腾科技集团总裁, 陈荣光先生), Mr Tay Hun Kiat, CEO of GKC Co. (中新广州知识城合资公司总裁, 郑汉杰先生) and Mr Yan Zhiming, Deputy Director General of Luogang District Guangzhou (广州市萝岗区副区长, 严志明先生).

**2) MOU signing by Sino-Singapore Guangzhou Knowledge City Investment and Development Co., Ltd (GKC Co.), NTUC LearningHub and Government of Luogang District Guangzhou (Sino-Singapore Guangzhou Knowledge City Administration Committee)**

Under this MOU, the parties will work together to set up a training base in the Guangzhou Development District, named the "Guangzhou Talent Development Centre", to skill-up the workforce for the development of the district and the region. NTUC LearningHub will gather relevant resources and courses as well as training management systems from Singapore and implement them in Guangzhou. The MOU was signed by Mr Kenneth Choo, Director of NTUC LearningHub, China Operations (职总恒习中国区总裁, 朱兴隆先生), Mr Tay Hun Kiat, CEO of GKC Co. (中新广州知识城合资公司总裁, 郑汉杰先生) and Mr Yan Zhiming, Deputy Director General of Luogang District Guangzhou (广州市萝岗区副区长, 严志明先生).

**3) Signing between YCH Group and Sino-Singapore Guangzhou Knowledge City Investment & Development Co., Ltd (GKC Co.)**

Under the agreement, YCH Group will set up a Research and Development Centre focusing on Logistic Technology, and a Logistic Hub. The agreement was signed by Dr Robert Yap, Chairman of YCH Group (叶水福集团主席兼总裁, 叶进国博士) and Mr Tay Hun Kiat, CEO of Sino-Singapore Guangzhou Knowledge City Investment & Development Co., Ltd (中新广州知识城投资管理有限公司总裁, 郑汉杰先生).

**4) MOU signing between GD Tech Pte Ltd, Korvis Automation Asia, Applied Total Control Treatment Pte Ltd and Sino-Singapore Guangzhou Knowledge City Investment and Development Co., Ltd (GKC Co.)**

Under this MOU, a consortium of automation players will collaborate to develop the Singapore Automation Hub by establishing a complete value chain of automation design, assembly, research and development and training in Guangzhou Knowledge City. The MOU was signed by Mr Jeremy Ng, Managing Director of GD Tech Pte Ltd (巨力设备公司执行董事, 黄宥丁先生), Mr Lim Chin Hui, Managing Director of Korvis Automation Asia (科维自动化设备公司执行董事, 林振辉先生), Mr Marcus Sia, Managing Director of Applied Total Control Treatment Pte Ltd (ATC 科技公司执行董事, 谢晋昌先生), and Mr Tay Hun Kiat, CEO of Sino-Singapore Guangzhou Knowledge City Investment and Development Co., Ltd (中新广州知识城投资管理有限公司总裁, 郑汉杰先生).

**5) Cooperative Framework Agreement between Guangdong Holdings Limited (GDH) and JURONG International Holdings Pte Ltd**

Under this agreement, the companies will collaborate on development positioning, conceptual master planning, investment analysis, control detailed planning and urban design for GDH Equipment Technology Industry Park. The agreement was signed by Mr Huang Xiao Feng, Chairman of Guangdong Holdings Limited (粤海控股集团有限公司董事长, 黄小峰先生) and Mr Tang Tat Kwong, Group President and CEO of JURONG International Holdings Pte Ltd (裕廊国际集团总裁, 邓达光先生).

**6) Contractual Agreement between Foshan Jia Bang Real Estate Co., Ltd and CPG Consultants Pte Ltd**

Under this agreement, Foshan Jia Bang Real Estate Co., Ltd has appointed CPG Consultants Pte. Ltd to provide consultancy services for the Integrated Commercial Project at Foshan, Nanhai. CPG Consultants will master plan the development and render architectural design services for the first phase of the project. The agreement was signed by Mr Jimmy Pan Zhao Jin, Executive Director of Foshan Jia Bang Real Estate Co. Ltd (佛山嘉邦置业有限公司执行董事, 彭兆津先生) and Mr Lee Soo Khoong, Senior Vice President (Architecture) of CPG Consultants Pte Ltd (新加坡 CPG 咨询私人有限公司高级副总裁 (建筑), 李树群先生).

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**7) MOU signing between Mclink Asia Pte Ltd and Zhuhai Seine Technology**

Under this MOU, the companies agree to an exclusive distributorship of China's leading range of printers in Southeast Asia. The MOU was signed by Mr Jack Ng, Regional Director of Mclink Asia Singapore (迈领国际有限公司区域主任, 黄振兴先生) and Mr Emicore Zhang, Vice-President of Seine Technology (珠海赛纳打印科技有限公司副总经理/董事会秘书, 张剑洲先生).

**8) MOU signing between Colliman Pacific Trading Pte Ltd and Golden Verde Agriculture (Maoming) Ltd**

Under this MOU, the two companies will collaborate to establish the Maoming Food Processing Supply Chain, a meat processing facility in Huazhou of Maoming. The MOU was signed by Mr Kent Foo, General Manager of Colliman Pacific Trading Pte Ltd (新加坡科利曼太平洋有限公司总经理, 符致海先生) and Mr Low Boon Tian, Managing Director of Golden Verde Agriculture (Maoming) Ltd (茂名钜园农业有限公司董事总经理, 刘文添先生).

**9) MOU signing between the Government of Guangzhou Tianhe District, EtonHouse International Education Group and Guangzhou Teemhood Investment Service Co. Ltd**

Under this MOU, EtonHouse International Education Group, will embark on an education collaboration with Teemhood and Guangzhou Tianhe District. This serves to promote urbanisation in Tianhe, strengthen its educational resources and contribute to its efforts in internationalisation of its education system. Teemhood, possessing rich experience in advising foreign companies on setting up and running business in Guangzhou, will offer its expertise for the success of this project. The MOU was signed by Mr. Ding Jian Hua, Deputy Director of Tianhe District, Guangzhou (天河区人民政府副区长, 丁建华先生), Mrs. Ng Gim Choo, Group Managing Director of EtonHouse International Education Group, (伊顿国际教育集团集团董事长, 胡锦涛女士) and Ms. Angela Wang, Managing Director of Guangzhou Teemhood Investment Service Co. Ltd, (广州天合投资咨询有限公司董事总经理, 王萌女士).

**10) MOU signing between Guangzhou Municipal Liwan District Government and CapitaLand (China) Investment Co., Ltd**

CapitaLand is currently assisting the Guangzhou Municipal Liwan District Government on the urban renewal of Datansha Island (大坦沙岛). CapitaLand will help to facilitate the transfer of Singapore's experience in vocational training, traffic management, estate

management/ community building, waste management and public housing development on the island. The MOU was signed by Mr Yan Yongjun, Liwan District Chief (广州市荔湾区人民政府, 晏拥军区长) and Mr Lucas Loh, Deputy CEO & South China General Manager (凯德置地(中国)投资有限公司副首席执行官, 罗臻毓先生).

#### About CapitaLand Limited

CapitaLand is one of Asia's largest real estate companies. Headquartered and listed in Singapore, the multi-local company's core businesses in real estate, hospitality and real estate financial services are focused in growth cities in Asia Pacific and Europe.

The company's real estate and hospitality portfolio, which includes homes, offices, shopping malls, serviced residences and mixed developments, spans more than 110 cities in over 20 countries. CapitaLand also leverages on its significant asset base, real estate domain knowledge, financial skills and extensive market network to develop real estate financial products and services in Singapore and the region.

The listed entities of the CapitaLand Group include Australand, CapitaMalls Asia, CapitaMall Trust, CapitaCommercial Trust, Ascott Residence Trust, CapitaRetail China Trust, CapitaMalls Malaysia Trust and Quill Capita Trust.

#### **11) Joint Venture Agreement signing between Guangzhou Transportation Group and YCH Group**

The joint venture aims to establish the Guangzhou City Supply Chain Project, an efficient city supply chain network in the metropolitan city of Guangzhou. This will support a high integrity cold chain network to improve farm to fork food safety. The agreement was signed by Mr Yang Jian Sui, Chairman of Guangzhou Transportation Group (广州交通集团有限公司董事长, 杨建穗先生) and Dr Robert Yap, Chairman of YCH Group (叶水福集团主席兼总裁, 叶进国博士).

#### **12) MOU signing between Guangzhou Industrial Design Association (GIDA) and Design Business Chamber Singapore (DBCS)**

Under this MOU, GIDA and DBCS will enter a strategic partnership to setup a Design Business Chamber in China. DBCS will provide guidelines for this setup while GIDA will apply and build up a professional body for multi-disciplinary design and promote the Singapore Design Awards. The MOU was signed by Mr Xian Ran, Chairman of GIDA (广州工业设计行业协会会长, 冼燃先生) and Mr Lawrence Chong, President of DBCS (新加坡设计商会会长, 张福强先生).

**13) MOU signing between Guangzhou Industrial Design Association (GIDA) And Singapore Furniture Industries Council (SFIC)**

The MOU will foster collaborations between the SFIC and GIDA on mutually beneficial programmes for Singapore and China companies in the furniture industries. The MOU was signed by Mr Xian Ran, Chairman of GIDA (广州工业设计行业协会会长, 冼燃先生) and Mr Neo Sia Meng, Vice-President of SFIC (新加坡家具工业理事会 副会长, 梁夏明先生).

**14) MOU signing between Guangzhou Industrial Design Association (GIDA) and Textile and Fashion Federation Singapore (TAFf)**

Under this MOU, TAFf and GIDA will explore possible collaborations on mutually beneficial programmes for Singapore and China companies in the textile and apparel, footwear and fashion retail industries. The MOU was signed by Mr Xian Ran, Chairman of GIDA (广州工业设计行业协会会长, 冼燃先生) and Ms Doreen Tan Yam Tian, Chief Executive Officer of TAFf (新加坡纺织服饰商会会长, 陈艳珍女士).

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**ANNEX 2****Singapore and Guangdong bilateral trade and investment figures****Trade**

- In 2011, bilateral trade between Singapore and Guangdong grew 1% to reach US\$17.6 billion.
- In the first six months of 2012, bilateral trade reached US\$8.4 billion.
- Singapore was Guangdong's third largest trading partner in ASEAN, after Malaysia and Thailand in the 2011.

**Investments**

- As at 2011, Singapore's cumulative investments into Guangdong reached US\$6.8 billion with 2,161 projects.
- In first six months of 2012, Singapore's investments into Guangdong reached US\$600 million, a 237% increase over same period in 2011.

<b>Key Economic Indicators</b>	<b>2011</b>	<b>Jan – Jun 2012</b>
Total trade (US\$bil)	17.6 (+0.95%)	8.4 (-6.4%)
Exports to Spore (US\$bil)	8.6 (+1.8%)	4.3 (-0.9%)
Imports from Spore (US\$bil)	8.9 (+0.2%)	4.1 (-12.9%)
Number of Projects	85	24
Actual Investments (US\$bil)	0.5	0.6 (237.87%)

Cumulative Actual FDI (1979 - Jun 2012): US\$7.4 billion in 2185 projects.

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**ANNEX 3****Chinese terms**

International Enterprise (IE) Singapore	新加坡国际企业发展局（简称：企发局）
Singapore-Guangdong Collaboration Council (SGCC)	新加坡-广东合作理事会
Mr Lui Tuck Yew Minister for Transport  Co-Chairman Singapore-Guangdong Collaboration Council	吕德耀先生 新加坡交通部长  联合主席 新加坡-广东合作理事会
Ms Zhao Yufang Guangdong Vice Governor People's Republic of China  Co-Chairman Singapore-Guangdong Collaboration Council	招玉芳女士 广东省副省长  联合主席 新加坡-广东合作理事会
Software development	软件建设

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