

# TEDA and Hong Kong Investors to Realise a Win-Win Situation

**Zhang Ruigang**, Vice Chairman of Tianjin Economic-Technological Development Area (TEDA) Administrative Commission, talked about the 21-year economic and technological development zone in his recent visit to the Federation.

**Federation:** The Yangtze River Delta and the Pearl River Delta have been attracting many foreign investments. What makes TEDA located in the southern Circum-Bohai area enjoy such vigorous developments in the recent years?

**Zhang Ruigang:** TEDA has been regarded as one of the best economic and technological development zones in China and was acclaimed by *Fortune* of US as "the most admired industrial park of China." Statistics show that it is one of the zones where foreign investors enjoy the highest rate of return and multinational corporations like Motorola, Samsung and Toyota have invested in TEDA. By the end of 2004, 3,844 foreign companies have settled in TEDA and the accumulated project investment was US\$24.779 billion.

To examine the reasons behind the robust growth of TEDA, we can look at TEDA from different perspectives. Located in the centre of the Circum-Bohai economic circle, TEDA enjoys a good transportation network, making it an ideal choice for foreign investors. Tianjin New Port, the largest cargo port in North China, has a vast hinterland covering Northern China, Northwest China and Northeast China, and the closeness of TEDA to the Port implies that there is a good market potential. In addition, it only takes a 40-minute drive to travel from TEDA to Tianjin Binhai International Airport, the largest air cargo centre in China.

Tianjin is a well-established industrial base with a long history and has a large supply of labour. Labour shortfall, therefore, has never been a problem amidst the rapid development of TEDA. To date, four leading industries, namely electronics and telecommunications industry; automotive and machinery industry; biotechnology and pharmaceutical industry; and food and beverage industry, have been set up in TEDA. The four leading industries in TEDA attained a total industrial output value of RMB¥167.364 billion, a comparable growth of 46.2 per cent over the previous year.

**Federation:** Closer ties between Hong Kong and the Mainland have been established under CEPA. What are the opportunities for Hong Kong companies in TEDA?

**Zhang Ruigang:** TEDA, which features well-developed manufacturing industries, has drawn nearly 4,000 foreign

companies and nearly 10,000 SMEs to invest. The huge number of companies investing in the zone entails a strong demand for services. Driven by CEPA to increase their presence on the Mainland, Hong Kong companies will find Bohai Economic Ring, one of the three largest economic rings of China, an ideal choice for them. The strategic position of TEDA, located at the center of Bohai Economic Ring, make it a good option for investors that they should not overlook. I believe that the manufacturing industries in TEDA can be further developed with the services supported by Hong Kong companies renowned for their quality services.

At present, the investment of Hong Kong companies in TEDA share one-fifth of the total investment. This is mainly because of the good management of TEDA, its rich experience in promoting investment and its provision of professional services. TEDA seeks to enhance its management and improve its infrastructure in areas like transportation and power supply to better support its investors for greater developments.

**Federation:** How would TEDA position itself in its future development?

**Zhang Ruigang:** We will proceed with the expansion plan of the West Zone and the North Zone. Commercial businesses and the establishment of leading industries will continue to be centered in TEDA while its West Zone will be developed to a modern manufacturing center. The North Zone on the reclaimed land will become the home of modern logistics and fine chemical industry. In our estimation, the population of TEDA will reach 600,000 and the total permanent population of TEDA will be 300,000 in 20 years.

**天津經濟技術開發區投資促進中心**  
Investment Promotion Centre of TEDA

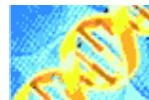
電話Tel: (0086)-22-2520 1670

傳真Fax: (0086)-22-2520 1836

網址Website: [www.investteda.org](http://www.investteda.org) 及 [www.teda.gov.cn](http://www.teda.gov.cn)

# 天津經濟技術開發區盼與香港投資者實現雙贏

天津經濟技術開發區管理委員會副主任張銳鋼最近率團訪問工總，介紹這個已有21年歷史的開發區。



工總：中國的長三角地區、珠三角地區一直都是吸引外資的熱點，而位於環渤海南地區的天津經濟技術開發區（簡稱「泰達」）近年的發展也引人矚目，請介紹一下泰達所特有的優勢。

張銳鋼：天津經濟技術開發區（簡稱「泰達」）多年來一直是中國最好的開發區之一，曾被美國《財富》雜誌譽為「中國最受讚賞的工業園區」。歷年統計資料顯示，它是外商投資中國回報率最高的地區之一，摩托羅拉、三星與豐田等眾多著名跨國企亦有在此投資。截至2004年底，泰達已吸引了3,844家外商投資企業，累計投資總額247.79億美元。

泰達近年的發展引人矚目，究其原因，可以就數方面來看。首先，它位於環渤海經濟圈中心，擁有四通八達的交通網絡，這使它成為外商投資者投資的理想地點。它與華北最大的國際貿易港口——新港相連，可以輻射中國東北、華北和西北的廣闊腹地，市場潛力巨大。此外，驅車40分鐘即可到達中國最大的航空貨運中心——天津濱海國際機場。

再者，天津是中國歷史悠久的老工業基地，並擁有龐大的勞動力資源。因此，泰達在高速發展的同時從未出現過勞工短缺的情況。區內現時已形成了電子通訊、汽車及機械行業、生物醫藥、食品飲料四大支柱產業。2004年，全區四大支柱產業的工業總產值達人民幣1,673.64億元，比去年增長46.2%。

工總：CEPA能夠促進香港與內地的聯繫；香港企業在泰達會有什麼機會？

張銳鋼：泰達的製造業較為發達，有近4,000家外商投資企業在此投資，還有近萬家中小企業。大批公司聚集於區

Zhang Ruigang, Vice Chairman of TEDA Administrative Commission (left) and Federation Director-general Robin Cbitu. 天津經濟技術開發區管理委員會副主任張銳鋼（左）與工總行政總裁邱繼龍。



內，對服務業的需求亦相當殷切。香港的現代服務業舉世聞名，對於在CEPA帶動下加緊在內地拓展業務的香港公司來說，這個作為中國三大經濟圈之一的環渤海經濟圈是理想的投資地點，其中泰達更是一個不可忽視的選擇。我相信，如果泰達的製造業能夠得到香港服務業的支持，會有更大的發展。

目前港資企業在泰達的投資總額佔總量的近五分之一。這主要緣於泰達完善的管理、豐富的投資促進經驗與專業的服務。泰達還將進一步加強區內的管理，提升交通、能源等基礎設施配套能力，並繼續優化城市建設，讓包括香港企業在內的全球的大小企業可以取得更大的發展。

工總：泰達未來的發展定位將是怎樣？

張銳鋼：在我們的規劃中，未來泰達將形成以母區為中心區，工業向西北兩翼展開的戰略佈局。未來，母區將建成商務聚集的高地和支柱產業核心工廠的聚集地，西區將會是泰達的現代製造業中心，而填海地上的北區則會發展現代物流業和精細化工產業。預計未來20年開發區的總人口達到60萬人，常駐人口達到30萬人。

