

**Memorandum of Understanding on Promoting Mutual Investment and Cooperation  
between the Economic Affairs Department of the Province of Utrecht<sup>[i]</sup> and the Department  
of Foreign Trade and Economic Cooperation of Guangdong Province of the P.R. China**

**GESCAND**

- 037 27.05.2014

This Memorandum of Understanding on Promoting Mutual Investment and Cooperation (hereinafter referred to as "the MOU") is signed by the Economic Affairs Department of the Province of Utrecht and the Department of Foreign Trade and Economic Cooperation of Guangdong Province of the P.R. China (hereinafter referred to as "the Parties") after friendly consultation. The purpose of the MOU is to jointly stimulate bilateral trade and economic development, to strengthen partnerships and to promote two-way business investment.

The Parties shall utilize their respective advantages and resources according to their work functions and professional experience in order to push forward bilateral cooperation in the field of mutual investment promotion. The Parties, by upholding the principles of equality and mutual benefit, have reached the following mutual understandings:

**1. Strengthening cooperation, exchanging investment information and referring potential investors so as to promote mutual investment**

**1) The Parties shall jointly promote the establishment of channels for the smooth exchange of investment information, and shall fully communicate with each other regarding the following aspects:**

- I. Local policies and relevant laws and regulations in relation to foreign investment
- II. Local industrial development plans and local investment and business climate
- III. Comprehensive information about interested investors and their credit status, scales of investment, investment conditions and demands, etc.

**2) Mutual investment promotion**

- I. The Parties shall, on a regular basis, provide each other with up-to-date information such as preferential policies and measures of relevant industries, suitable areas for investment promotion, etc.. The Parties shall also assist each other in identifying potential investors to whom to promote such information.
- II. Key sectors for promotion

Textile & Garments, Food & Beverages, Construction Materials, Machinery, Automotive, Sustainable Industries (Renewable Energy, Transportation, Smart & Green Cities), Biotechnologies and -products, Information & Communication Technology, Creative Industries (including the Gaming Industry), Logistics, Research & Development.

### **3) Methods of Investment Promotion**

- I. Adding links on the investment websites of the Parties and, on their respective websites, uploading dynamic information on investment and up-to-date policies and measures of the relevant industries, releasing investment information, policies and guidance of the other party to interested investors to enable those potential investors to understand the local investment and business environment;
- II. The Parties shall promote the local investment environment by holding investment consultation fairs, investment promotion seminars or forums, etc., and shall assist each other and the enterprises from each other's areas to hold seminars, briefings, etc. with local administrative departments and counterparts to enable the enterprises to understand the investment and business environment;
- III. The Parties shall organise fact-finding trips and exchanges for associations of relevant industries and interested investors in each other's area;
- IV. Looking for potential investors (company information, contact persons, investment industries, scales of investment, etc.)

### **4) Services to be provided to the investors of the Parties**

The Parties shall establish an information feedback mechanism for investors, and shall, in a timely manner, give feedback on the progress of investors' investments from each other's area and on their problems which need to be solved. The Parties shall understand and acquaint themselves with the investors' situations, and shall provide investors with necessary policy guidance and appropriate assistance in accordance with local laws and regulations.

## **2. Work mechanism**

The Parties shall designate investment promotion agencies, departments and persons in charge for the establishment of a routine contact mechanism.

The Parties shall timely hold unscheduled meetings to discuss issues in relation to the focuses and objectives of bilateral cooperation on the investment promotion, the communication exchange mechanisms, the facilitation of bilateral investment, the support of investors in the local areas and the implementation of relevant work as set out in the MOU, etc., with the aim of reaching mutual agreements and pushing forward the implementation of the MOU and bilateral investment work.



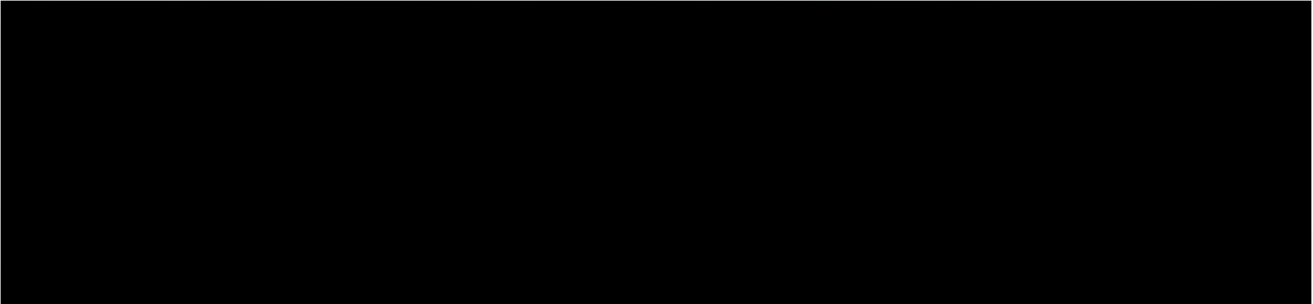
### 3. Others

The Parties shall carry out the MOU based on the principles of friendship, mutual assistance and strengthening cooperation. No party shall bear any legal liability. The Parties shall, through friendly consultation, resolve any dispute arising from the interpretation or implementation of the MOU.

The MOU may be amended or supplemented after written consent is obtained from the Parties after consultation. The amendments and supplements shall constitute part of the MOU.

The MOU shall come into force on the day of signature by the Parties with a validity period of three (3) years. The MOU shall be automatically extended for another three (3) years after the expiry date unless a written notice for termination is submitted by one party to the other at least six (6) months in advance.

The MOU is signed in Guangzhou on 27<sup>th</sup> November, 2013. The MOU shall be in English and Chinese with equal validity. Each version has two (2) original copies.



J.W.R. van Lunteren  
Vice-Governor

(responsible for Infrastructure & Transport, Economic  
Affairs & Finance of the Province of Utrecht)  
for and on behalf of the Economic Affairs  
Department of the Province of Utrecht

GUO Yuanqiang  
Director General

for and on behalf of the Department of  
Foreign Trade and Economic Cooperation  
of Guangdong Province of the People's  
Republic of China

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<sup>[1]</sup> The Economic Affairs Department of the Province of Utrecht is a department of the Province of Utrecht without legal identity. Therefore, it is represented by the executive board of the Province of Utrecht regarding any legal issue.

# **中国广东省对外贸易经济合作厅 与荷兰乌特勒支省经济事务部 关于促进双方投资合作谅解备忘录**

荷兰乌特勒支省经济事务部与中国广东省对外贸易经济合作厅（以下简称“双方”），经过友好协商，为共同推动双方经贸发展，加强合作关系，促进双向商业投资，签署《促进双方投资合作谅解备忘录》（以下简称“备忘录”）。

依据双方的业务职能及专业经验，发挥利用好双方的优势与资源条件，推进双方投资促进领域的合作，在坚持平等、互惠互利的原则基础上，双方就以下内容达成共识：

## **一、加强合作，交流投资信息与推介投资者，推动双向投资**

（一）双方将共同推动建立畅顺的投资信息交流渠道，在以下方面进行充分沟通：

- 1、本地区外商投资的政策和相关法律法规；
- 2、本地区产业发展规划和投资营商环境；
- 3、有兴趣投资者的综合信息及其信用状况、投资规模、投资条件和需求等。

## （二）促进双方相互投资

1、双方将定期为对方提供最新有关产业优惠政策及相关政策措施、推介适合投资的区域等信息，并协助对方确定有兴趣的潜在投资者，向其宣传推广这些信息。

### 2、重点推介的行业

纺织服装、食品饮料、建材、机械、汽车、可持续发展行业（如可再生能源、交通、智能和绿色城市）、生物技术与制品、信息与通讯技术、创意产业（包括游戏行业）、物流、研究与开发。

### 3、促进投资的手段

（1）双方的投资网站进行链接，在双方的网站提供产业发展最新政策措施和投资动态信息，向感兴趣的投资者发布对方投资信息及政策指引，方便潜在投资者了解当地的投资营商环境；

（2）双方通过举办投资者咨询会、投资促进研讨会或论坛等，推介当地投资环境；协助对方及企业与当地管理部门、对口企业举行座谈会、说明会等，协助企业了解投资营商环境；

（3）双方组织相关行业商协会及感兴趣的投资者赴对方进行实地考察、交流；

（4）寻找感兴趣的投资者（公司信息，联系人，投资产业、投资规模等）。



#### 4、为双方投资的企业提供服务

双方建立投资企业信息反馈机制，对投资当地的对方企业的投资进展、需要解决的问题及时进行反馈，了解掌握投资企业的情况，根据当地的法律法规提供必要的政策指引和给予相应的协助等。

## 二、工作机制

双方指定投资促进工作机构、部门与负责人，建立日常工作联系机制。

双方将适时不定期进行会晤，就双方合作开展投资促进工作的重点与目标、沟通交流机制、便利双边投资及扶持在当地投资企业和对备忘录相关工作的落实情况等议题进行讨论，以达成共识，推进备忘录及双方投资工作的具体落实。

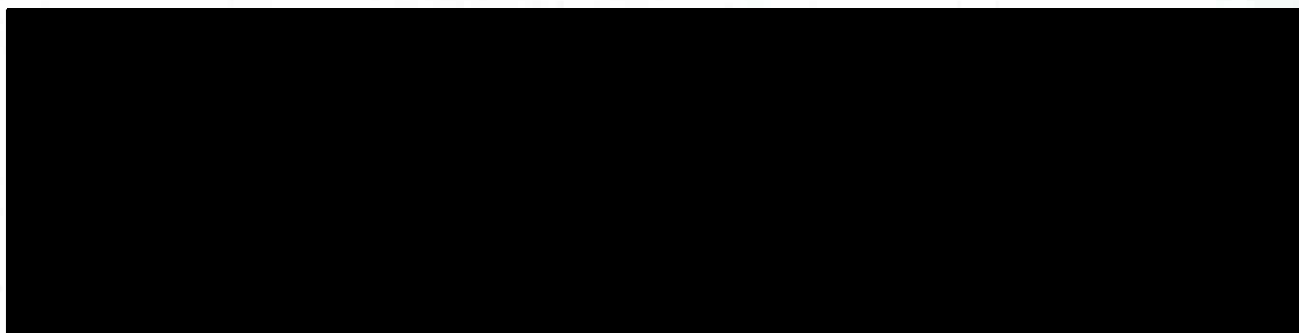
## 三、其他

双方本着友好互助、加强合作的原则执行本备忘录的内容，不承担法律责任。在诠释和实施本备忘录过程中产生的任何争议，双方将通过友好磋商解决。

此合作谅解备忘录的文本内容可在双方经互相协商书面同意后进行修改或增补。修改或增补的内容将作为备忘录的一部分。

本备忘录将从双方正式签署之日起生效，有效期为三年。  
除非参与方中的任何一方在备忘录期满之日前至少提前六个月以书面形式通知另外一参与方终止本备忘录的意向，本合作谅解备忘录将在期满后自动延期三年。

本备忘录于 2013 年 11 月 27 日在广州签署。本备忘录英语和中文文本原件各两份，中英文文本内容具有同等效力。



中 国

荷 兰

广东省对外贸易经济合作厅  
厅 长

乌特勒支省经济事务部代表  
乌得勒支省副省长  
(主管基础设施、交通、  
经济事务及财政)

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乌特勒支省经济事务部是乌特勒支省的一个无法律主体资格的部门，法律事宜由乌特勒支省执行委员会代表作出。

**Gezamenlijke verklaring van de verdieping van vriendschappelijke betrekkingen  
tussen de provincie Guangdong in de Volksrepubliek China en de provincie  
Utrecht in het Koninkrijk der Nederlanden.**

Ter gelegenheid van de 20e verjaardag van de vriendschapsrelatie tussen de provincie Guangdong in de Volksrepubliek China en de provincie Utrecht in het Koninkrijk der Nederlanden brengt Commissaris van de Koning Willibrord van Beek een bezoek aan de provincie Guangdong van 5 tot 10 november 2015, van harte welkom geheten door de mensen in Guangdong.

Op dit betekenisvolle moment hebben de gouverneur van Guangdong Zhu Xiaodan en Dhr. van Beek gezamenlijk teruggekeken op de productieve en vruchtbare uitwisseling en samenwerking van beide partijen op verschillende gebieden in de afgelopen 20 jaar, en opnieuw bevestigd dat beide partijen de vriendschappelijke provinciesrelatie verder zullen verdiepen, de economische ontwikkeling en gezamenlijke welvaart van beide gebieden ononderbroken zullen promoten, en door zullen gaan met het leveren van een positieve bijdrage aan de ontwikkeling van de relatie tussen China en Nederland.

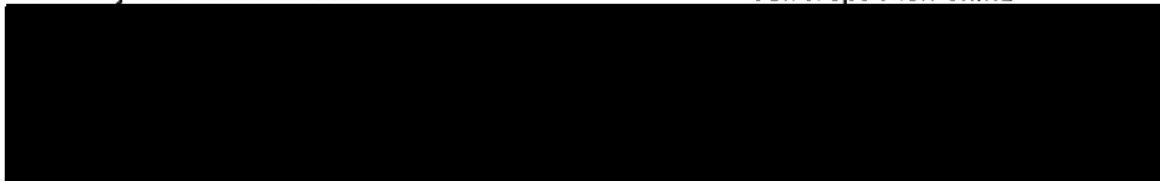
Beide partijen zijn van mening dat het behouden van uitwisseling en samenwerking tussen de twee provincies de promotie van de vriendschapsrelatie ten goede zal komen en komen overeen de wederzijdse bezoeken voort te zetten om begrip en vriendschap verder te vergroten. Beide partijen zullen doorgaan met uitwisseling en samenwerking op de volgende terreinen:

- Handel en investeringen
- Milieubescherming
- Energie
- Gezondheidszorg
- Biotechnologie
- Creatieve Industrie
- Wetenschappelijk onderzoek
- Onderwijs
- Cultuur
- Toerisme

Deze gezamenlijke verklaring is getekend in Guangzhou op 6 november 2015, in tweevoud, elk geschreven in zowel de Chinese als Nederlandse taal. Beiden teksten zijn gelijkelijk authentiek.

Willibrord van Beek  
Commissaris van de Koning van de  
provincie Utrecht  
Koninkrijk der Nederlanden

Zhu Xiaodan  
Gouverneur van de  
provincie Guangdong  
Volksrepubliek China





PROVINCE OF UTRECHT  
THE KINGDOM OF  
THE NETHERLANDS

PROVINCE OF GUANGDONG  
PEOPLE'S REPUBLIC OF  
CHINA

LETTER OF INTENT REGARDING COLLABORATION  
BETWEEN THE PROVINCES OF UTRECHT AND GUANGDONG

The Executive Council of the Province of Utrecht, the Kingdom of the Netherlands, and the People's Government of the Province of Guangdong, the People's Republic of China, hereby announce that both sides intend to develop joint activities in a number of areas.

The object of the collaboration is to strengthen friendly relations to enable the exchange of programs.

In the first instance it is proposed to develop activities in the following areas:

1 ECONOMIC RELATIONS

Promotion of mutual trade and economic relations, trade fairs and contacts between companies. Each side will promote the establishment of a liaison-office in the other's province to stimulate the economic development in both provinces.

2 SPORTS

Promotion of the exchange of excellent sportsmen/sportswomen and teams, demonstrations of certain kinds of sports and training programs for sports-coaches.

3 CULTURE

Promotion of the exchange of music and dance groups and exhibitions in the fields of the visual arts and photography.

4 EDUCATION AND SCIENCE & TECHNOLOGY EXCHANGE

Promotion of the exchange of contacts between institutions for higher education, in particular universities.  
Promotion of the exchange of knowledge between the scientific institutions.

The permanent liaison agencies for those friendly exchange programs are the Economic Office of the Provincial Government of Utrecht and the Foreign Affairs Office of the People's Government of Guangdong Province.

This letter is done in duplicate in the English and Chinese languages and signed in the Province of Utrecht, the Netherlands on October 2, 1992.

SIGNED FOR AND ON BEHALF  
OF THE GOVERNMENT OF THE  
PROVINCE OF UTRECHT, THE  
KINGDOM OF THE NETHERLANDS

SIGNED FOR AND ON BEHALF  
OF THE PEOPLE'S GOVERNMENT  
OF GUANGDONG PROVINCE,  
PEOPLE'S REPUBLIC OF CHINA

Beelaerts van Blokland  
Queen's Commissioner

Lu Zhonghe  
Vice Governor

AGREEMENT  
TO ESTABLISH A FRIENDLY PROVINCE RELATIONSHIP  
BETWEEN THE PROVINCE OF UTRECHT, THE KINGDOM OF THE NETHERLANDS  
AND THE PROVINCE OF GUANGDONG, THE PEOPLE'S REPUBLIC OF CHINA

In accordance with the Joint Communiqué for the Establishment of Diplomatic Relations Between the Kingdom of the Netherlands and the People's Republic of China, the Province of Utrecht and the Province of Guangdong hereby agree, after friendly discussions, to establish a Friendly Province Relationship in an effort to strengthen their friendly cooperations and to deepen the mutual understanding and friendship between the peoples of the Netherlands and China.

The two provinces agree to make joint efforts to develop the friendly ties between their people and to promote the bilateral exchanges and cooperations in various fields including economy, trade, science and technology, public health, culture, sports and education on the basis of equality and mutual benefit.

Done in duplicate in the English and Chinese languages both texts being equally authentic, this agreement is signed in Guangzhou and effective from the date of January 22, 1995 by

Jhr. P.A.C. Beelaerts van Blokland  
Queen's Commissioner in the  
Province of Utrecht,  
The Kingdom of the Netherlands

Zhu Senlin  
Governor  
Guangdong Province  
People's Republic of China