Singapore-Zhejiang Deepens Collaboration As Bilateral Council Enters Its Tenth Year

- Minister Grace Fu and Zhejiang Vice Governor Liang Liming co-chaired the ninth Singapore-Zhejiang Economic and Trade Council meeting in Hangzhou
- Five projects related to environmental services, infrastructure, masterplanning, education and SMEs signed

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1. Singapore-Zhejiang economic relations continue to strengthen as 2013 marks the tenth anniversary of the Singapore-Zhejiang Economic and Trade Council’s (SZETC) establishment. In conjunction with this, the ninth SZETC meeting was held in Hangzhou, Zhejiang province today. Singapore and Zhejiang explored ways to deepen and transform collaboration in financial services, internationalisation of Zhejiang companies, township-smart city masterplanning and development, as well as other modern services, as the province undergoes economic upgrading.

2. The SZETC meeting was co-chaired by Minister, Prime Minister’s Office, Second Minister for the Environment and Water Resources and Second Minister for Foreign Affairs, Ms Grace Fu, and Zhejiang Vice Governor Liang Liming. The Council meeting reviewed achievements in the past decade and discussed the SZETC’s continued support for Singapore and Zhejiang’s evolving and strengthening relationship.

3. The Council also highlighted notable partnerships in the past ten years and work plan for 2013/2014. Two contract agreements and three Memoranda of Understanding (MOUs) related to environmental services, infrastructure, masterplanning, education

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1 The SZETC was established in 2003
and SMEs were signed (Please refer to Annex 1 for Minister Fu’s opening speech and Annex 2 for information on the signings).

4. Minister Fu said, “Currently in its tenth year, the SZETC continues to be an important platform in advancing bilateral relations between Singapore and Zhejiang. Singapore has adopted a pragmatic approach towards our collaboration. Our projects have moved in tandem with the province’s development, diversifying from real estate and manufacturing industries, to include modern services. Going forward, the Council will look into breaking new grounds, as well as deepening and accelerating current collaborations. These include areas such as social governance, financial services as well as research and design.”

Key areas to enhance collaboration

Financial Services

5. Zhejiang is the fourth largest economy in China with GDP growth of 8% at S$707.9 billion2 (3.46 trillion yuan RMB) last year. It has consistently maintained its position as China’s richest province because of its private-sector driven economy and growth story centred on its strong Privately-Owned Enterprises (POEs). The POEs were however, hit by the economic downturn in the last two years. This has led to the Chinese Central Government’s push for wide financial reforms in Zhejiang to assist POEs3. They include seeking proper and more regulated channels for private capital to enter the financial sector and meet funding demands of Zhejiang companies.

6. Singapore is well-positioned to bridge this gap. The People’s Bank of China has recently appointed the Industrial & Commercial bank of China (Singapore branch) as the Renminbi (RMB) clearing bank for Singapore. To-date, more than 400 Chinese companies have set up in Singapore to gain access to the 700 financial institutions here so as to obtain credit that is critical to their operations.

Internationalisation

7. Zhejiang companies can establish their presence in Singapore to reach out to a wider base of clients and business partners. Singapore is a strategic base for Zhejiang companies to internationalise beyond China and invest in third-country markets, and subsequently repatriate profits back to the province.

3 Source: http://english.cntv.cn/program/newshour/20120326/115187.shtml
8. Recognising the potential of Zhejiang’s economy and its POEs, Singapore’s financial players can tap on this growth. Singapore’s OCBC Bank set up their first branch office in Shaoxing in June this year, becoming the first foreign bank in the city. Other Singapore banks such as DBS and UOB have existing branch offices in Hangzhou, Zhejiang’s capital city.

*Singapore to share its experience on economic upgrading*

9. Zhejiang province is currently undergoing economic upgrading and strengthening its capabilities in design, innovation and planning. These are areas Singapore and Zhejiang can further cooperation on. Singapore University of Technology and Design (SUTD) and Zhejiang University have already embarked on the joint development of ten research and six pilot projects in areas such as new material sciences, eldercare and environmental research. They can also work on research and design projects with Zhejiang POEs such as Alibaba, Geely and Wahaha, which have advanced onto their next stage of growth and increased their focus on design, innovation as well as overseas expansion.

*Strengthening bilateral trade and investment relations*

10. Singapore’s actual investments in Zhejiang increased 36.2% from the previous year to reach S$698.7 million⁴ (US$560 million) in 2012. As of end 2012, cumulative actual investments in Zhejiang amounted to S$4.1 billion⁵ (US$3.3 billion) with 1,008 projects⁶. Bilateral trade increased 10.5% to hit S$6.1 billion⁷ (US$4.9 billion) last year.

11. International Enterprise (IE) Singapore⁸ organised a 58-member government and business mission from 25 to 28 November, in conjunction with the ninth SZETC meeting. Minister Grace Fu, who led the mission, is accompanied by Minister of State for Communications and Information & Education, Ms Sim Ann. Together with the delegation, they called on Hangzhou Vice Mayor Chen Hongying today, and are expected to call on Zhejiang Party Secretary Xia Baolong and Shaoxing Mayor Yu Zhihong tomorrow.

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⁶ Source: Zhejiang Department of Commerce
⁸ IE Singapore is also Secretariat to six other bilateral councils, namely with Guangdong, Jiangsu, Liaoning, Shandong, Sichuan and Tianjin.
Annex 1: Opening speech by Minister Grace Fu at the SZETC meeting
Annex 2: Information on the company signings
Annex 3: Chinese terms

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Note to Editor
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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About International Enterprise Singapore

International Enterprise (IE) Singapore is the government agency driving Singapore’s external economy. For the past 30 years, we have been spearheading the overseas growth of Singapore-based companies and promoting international trade. Our vision is a thriving business hub in Singapore with Globally Competitive Companies (GCCs) and leading international traders.

IE Singapore attracts global commodities traders to establish their home base in Singapore. Today, Singapore is a thriving trading hub for the energy, agri-commodities and metals & minerals trading clusters.

Through our Global Company Partnership and Market Readiness Assistance, we work with Singapore-based companies to customise total solutions in capability building, market access and financing for their internationalisation.

Our global network of overseas centres in over 35 locations provides the necessary connections in many developed and emerging markets.

Visit www.iesingapore.com for more information.

About Singapore-Zhejiang Economic & Trade Council

The Singapore-Zhejiang Economic & Trade Council (SZETC) was established on 18 November 2003. The launch of SZETC was witnessed by then Singapore Prime Minister Goh Chok Tong and Chinese Premier Wen Jiabao. Ms Grace Fu, Minister, Prime Minister’s

The Council aims to promote economic exchanges and cooperation between Zhejiang Province and Singapore and is made up of government and private sector representatives from Singapore and Zhejiang.

The Council endeavours to achieve its objective through the following:

a. exchange of economic data and information, and familiarise each other on the respective economic policies;
b. promote, guide, and assist in bilateral trade and investment;
c. organise exchange activities in the areas of economic, trade, and investments;
d. coordinate and help companies solve problems in joint businesses;
e. other work that are mutually beneficial for economic and social development.
OPENING SPEECH BY MS GRACE FU,
MINISTER, PRIME MINISTER'S OFFICE, SECOND MINISTER FOR ENVIRONMENT AND WATER RESOURCES & SECOND MINISTER FOR FOREIGN AFFAIRS
SINGAPORE CO-CHAIRMAN, SINGAPORE-ZHEJIANG ECONOMIC AND TRADE COUNCIL (SZETC)
AT THE 9TH SZETC MEETING
26 NOVEMBER 2013, 1105HRS
HANGZHOU, ZHEJIANG PROVINCE
(Delivered in Mandarin)

尊敬的浙江省副省长梁黎明女士，
新—浙经贸理事会全体理事，
女士们、先生们：
大家上午好！

新加坡与中国双边关系坚实

1. 首先，我谨代表新加坡代表团全体成员，向梁省长及浙江省、市各级政府的热情接待致以诚挚的感谢。我很荣幸首次与梁省长共同主持新加坡—浙江经济贸易理事会。本人与梁省长在她担任舟山市委书记期间，以对舟山发展作深入的交谈，这次和老朋友一起主持会议，甚感亲切、熟络。相信这次会议将会顺利、成功地进行。

2. 今年8月，习近平主席与李显龙总理在北京会面时强调了中新两国的友好关系，并指出未来两国能在三个方面进一步加强合作：
   i) 第一，充分利用双边合作平台，如中新双边合作联合委员会，进一步深化政治关系与经贸合作；
   ii) 第二，将平台合作项目的成功经验，比如苏州工业园等，复制到中国其他地区；
   iii) 第三，扩大新领域的合作，例如在环境可持续发展领域。

3. 在上个月于新加坡举办的中新双边合作联合委员会第十次会议上，中国国务院张高丽副总理也针对以上观点作出了进一步响应。张总理指出中国将加速经济转型，促进经济保持健康、可持续的增长。同时，他也对中国与新加坡继续在经济贸易、金融服务、技术、文化、生态发展和社会治理领域加强务实合作提出希望。

4. 中新双边合作联合委员会会议的成功召开、以及会上签署的众多合作协议，见证了中新两国双边关系与战略合作的不断深化。这些协议涵盖了现代服务业领域的合作，包括金融服务、智慧城市发展，以及在第三方国家开展合作等。

5. 在刚结束的中共十八届三中全会上，习主席提出了2020年全面建成小康社会的综合改革方案。他强调必须推进经济及社会体制改革，使市场在资源配置中起决定性作用；尤其是要更好地推动社会发展，为人民创建一个可持续的生活环境。这些改革的全面实施将为服务行业，包括医疗、城市解决方案、金融服务与专业服务等领域
域带来巨大的机遇。这些宏观层面的改革也将对新加坡和浙江今后的合作产生深远影响。

自新—浙经贸理事会成立以来，新加坡与浙江的双边关系持续加强

6. 2013年是新—浙理事会成立以来的十周年，具有特殊意义。我很高兴看到十年来，理事会始终作为重要平台，不断推进和加深双边经贸合作关系。新加坡与浙江的双边贸易与投资在过去十年里增势迅猛，贸易额至2012年底达48.6亿美元，年均增长率达百分之21.3。同时，新加坡在浙江的累计实际投资额也在去年年底达到33亿美元，复合年均增长率达百分之17.9。截止2012年底，新加坡在浙江的总投资项目数已超过1000项。

7. 逐年来，新加坡始终密切契合浙江的发展需求和整体规划，积极参与浙江省的各项发展。在早期，我们主要关注房地产、制造业和协助浙江民营企业到新加坡交易所上市。接着，因浙江发展需求，新加坡企业将投资目光转向现代服务业，如城镇规划、教育、交通物流、旅游和金融领域等；与此同时，浙江民营企业也将新加坡视作其在国际化发展上的合作伙伴。目前已有超过50家浙江企业在新加坡设立区域贸易或运营总部，充分享受新加坡作为区域贸易中心带来的便利。

8. 十年后的今天，我们所面临的挑战与过去大为不同。当前，新加坡和浙江都在经历着经济结构调整，以实现包容性和可持续性增长。随着我们经济的不断发展，理事会将继续注重实效、积极推动新浙双方实现共赢的合作。展望未来的十年，我建议用以下三个指导方针来引领我们今后的合作：创新合作领域，深化合作关系，与加快合作进度。

创新合作领域

社会治理

9. 首先，我们需要超越经济领域，在非经济领域进一步探索合作。在社会服务领域，比如医疗、养老体系、环境保护等方面，新加坡可与浙江共同携手，探讨如何将新加坡的社会经验适当的应用到浙江省，以提升市民的生活质素。

10. 为建设宜居宜业的乐活城市，如何在不打扰市民生活的情况下高效地提供社会服务，满足其生活需求。新浙可就此共同合作，按当地实际情况量身打造解决方案。在今早举办的可持续发展论坛上，新加坡资讯通信发展管理局也分享了智慧城市解决方案如何能在社会服务过程中发挥重要作用。

11. 上月，由杭州市政府主办，新加坡国际企业发展局所支持的“2013中国—新加坡小城镇论坛”于杭州成功举行。期间，与会代表就“如何将新加坡卫星镇开发经验与浙江发展需求相结合，并投入实际运用”进行了深入探讨。卫星城镇的发展理念对于社会治理而言至关重要，因为它将使社会服务更为有效、更为便利地惠及大众。举例来说，盛邦国际集团已着手与塘栖镇合作，将塘栖打造为宜居宜业的乐活小镇。

教育、科研与设计

12. 新浙双方也可在教育、科研和设计等新领域探讨合作。在中新双边合作联合委员会会议期间，张副总理强调中国会努力加速经济转型，加快实现由“中国制造”到“中国创造”的转变。新加坡与中国可在向知识型经济转型的过程中共同交流经验、相互学习。
13. I am delighted to see that both sides have taken a crucial step forward, i.e., the joint collaboration between Zhejiang University and the Singapore University of Technology and Design. This year, 103 new students from Zhejiang University participated in the exchange program and worked at Alibaba,先锋电器 and other enterprises. During the 103-day exchange program, students actively participated in the real project development, concept design, prototype development and other activities involving 10 themes such as digital media and games, industry, green building, and前沿技术.

14. At the same time, the浙新理事会 also aims to assist Singapore's research-oriented enterprises to enter the Zhejiang market. One example is the Singaporebased company, a veterinary product company. In the first quarter of 2014, it will establish its production and research base in Hangzhou, Zhejiang, and promote its veterinary products to the Chinese market and other regions. These high-tech enterprises will be conducive to improving Zhejiang's overall research and development quality.

深化合作关系

15. Next, we can deepen our strategic cooperation relationship and achieve mutual benefits. Zhejiang is currently developing various modern service industries, and the Zhejiang-based enterprises are the driving force of Zhejiang's economy. As such, Singapore will continue to support them in开拓国际市场的 activities.

金融服务

16. Zhejiang enterprises can take advantage of Singapore as a regional financial center to diversify their funding sources. This year, the People's Bank of China has formally authorized the Singapore branch of Industrial and Commercial Bank of China to handle RMB clearing business. At the same time, the RQFII pilot program has been expanded to Singapore to facilitate financing for Chinese enterprises in Singapore. Based on the liquidity of the RMB in Singapore, enterprises with an international orientation in Zhejiang can issue bonds and stocks in Singapore to raise capital.

17. At the same time, Singapore enterprises are confident in the development prospects of the financial sector in Zhejiang and have already established a presence there. In June, the Overseas Chinese Bank opened its first branch in Shaoxing, Zhejiang, becoming the first foreign bank to establish a branch there.

加快现有合作

18. In addition, the浙新理事会 can also help other industries in Singapore to enter Zhejiang and participate in the development of modern service industries, such as legal consulting, financial accounting, and food and beverage. Among the companies that accompanied me on this trip, many are from the modern service sector. Therefore, I encourage them to seize the opportunity to better understand the development opportunities and challenges in Zhejiang.

结束语

19. Finally, the Council should continue to promote and accelerate existing cooperation. In the past ten years, we have achieved fruitful cooperation in various sectors, including infrastructure, tourism, education, logistics, and city solutions. In the future, we will continue to explore and promote more meaningful cooperation projects.

20. In conclusion, the bilateral cooperation will enter a new phase in the future. The浙新理事会 will continue to serve as an important platform for promoting more diversified cooperation. I would like to express my sincere thanks to all the governments at all levels in Zhejiang for their continuous support and I hope that in the future the Singapore enterprises will continue to receive the support of all of you.
Strong bilateral relations between Singapore and China

1. On behalf of the Singapore delegation, I would like to express our deepest appreciation to Vice Governor Liang, as well as the provincial and city government for their warm hospitality. I am honoured to co-chair the SZETC meeting today with Vice Governor Liang for the first time, having known her since her days as the Party Secretary of Zhoushan city.

2. In August this year, when President Xi Jinping met Singapore’s Prime Minister Lee Hsien Loong in Beijing, he reiterated the existing strong bilateral ties that China shares with Singapore. He also outlined three ways to further strengthen our cooperation:
   i. first, to fully utilise bilateral platforms such as the Joint Council for Bilateral Cooperation (JCBC) to deepen our political ties and collaboration;
   ii. second, to replicate the success of platform projects like the Suzhou Industrial Park in other parts of China; and,
   iii. third, to broaden mutual cooperation in new areas such as environmental sustainability.

3. These views were further echoed by Chinese Vice Premier Zhang Gaoli at the tenth JCBC meeting held in Singapore last month. Vice Premier Zhang expressed China’s drive to step-up the pace of transforming its economy for sustainable and healthy growth. In addition, he hoped that China and Singapore could strengthen practical cooperation in economy and trade, financial services, technology, culture, ecological development and social governance.

4. The successful meetings and numerous agreements signed at the JCBC meeting bear testament to our close bilateral ties and strategic engagements. The signings covered modern services collaboration including financial services and Smart City development, as well as partnerships in third-country markets.

5. At the third Plenary Meeting of the 18th Party Congress that just concluded, President Xi outlined comprehensive reforms that will propel China to the next level of development by 2020. Emphasis was placed on advancing economic and social reforms, as well as the decisive role of the market in resource allocation. In particular, the push for better social development will help create a sustainable living environment for the people. When implemented, the reforms will create opportunities in services sectors such as healthcare, urban solutions, financial services, and professional services. These macro-level changes will have significant impact on Singapore-Zhejiang collaboration going forward.
Strong Singapore-Zhejiang bilateral relationship since establishment of SZETC

6. 2013 is a symbolic year for the SZETC as it marks the tenth year since its establishment in 2003. I am happy to note that the Council has been an important platform in fostering and deepening our bilateral economic relations. Over the last decade, Singapore’s trade and investments in Zhejiang have grown exponentially. Bilateral trade increased by an annual average of 21.3% since 2003, reaching US$4.86 billion in 2012. In the same period, Singapore’s actual cumulative investments into Zhejiang grew at an annual average rate of 17.9%, reaching US$3.3 billion last year. As of end 2012, there were over 1,000 Singapore projects in Zhejiang.

7. Our participation in Zhejiang province’s development has moved in tandem with its needs and overall strategic direction. In the early days, we focused largely on real estate, manufacturing and listing of Zhejiang Privately-Owned Enterprises (POEs) on the Singapore Exchange (SGX). Our companies gradually diversified their participation to modern services sectors such as township masterplanning, education, transport and logistics, tourism and financial. Zhejiang POEs have also been looking to Singapore as their internationalisation partner; to-date, over 50 Zhejiang companies have set up regional trading or HQ operations in Singapore, recognising the advantages of our strategic location.

8. The challenges we face today differ from those ten years ago. Both Singapore and Zhejiang are undergoing economic restructuring to achieve inclusive and sustainable growth. As our economies evolve, the SZETC will continue to adopt a pragmatic approach to helping both sides achieve win-win in our collaboration. For the next ten years, I would like to suggest three important ways to guide our cooperation going forward: pioneer new areas of cooperation (创新), deepen existing areas of collaboration (加深) and accelerate (加快).

Pioneer new areas of cooperation (创新)

Social governance

9. First, our collaboration may have to move beyond economic to include non-economic areas. In the area of social services (e.g. healthcare, pension system, environmental protection) Singapore can work with Zhejiang to explore how elements of social governance concepts utilised in Singapore can be useful in China and Zhejiang’s context.

10. To develop a city conducive for work, live and play, it is important to meet the demands of citizens in an efficient yet non-intrusive manner. Singapore and Zhejiang can work together to develop solutions tailored for our local circumstances. During the sustainable development seminar held earlier, the Infocomm Development Authority of Singapore shared how Smart City technology and solutions form a critical component in providing a wide range of social services quickly and reliably.

11. Last month, the Hangzhou city government organised the 2013 China-Singapore Small Town Development forum⁹, with support from IE Singapore. Speakers discussed how Singapore’s experiences in developing our satellite cities could be adapted to meet the developmental needs of Zhejiang. This plays a role in social governance as satellite cities will make social services more easily available to the people. For example, Surbana is already working with the Tangqi government to develop the town into a work-live-play environment. Singapore can partner Zhejiang

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⁹中国-新加坡小城镇发展论坛
to explore new ideas that can be incubated in cities within the province, and subsequently propagate to the rest of China.

Education, research and design
12. Both sides can also collaborate in new areas such as education, research and design. Vice Premier Zhang has stressed that China will strive to transform its economy from “Made in China” to “Created by China”. Singapore and China can share experience and expertise and help each other tap the potential of a knowledge-based economy.

13. The first step has been taken with the partnership between Zhejiang University and Singapore University of Technology and Design (SUTD). In May this year, 103 Singapore students participated in an exchange programme with Zhejiang University, and Zhejiang companies such as Alibaba and Singfun Electric Group. Spanning three and a half months, the students were involved in real projects involving research, concept design and prototype development under ten different themes. They include digital media and games, industrial, sustainable architecture, cutting-edge technology and more. I am happy to note that some of these prototypes have been adopted by companies, and designs are already being commercialised and sold in China. Both universities are now working on 16 joint projects that have received financial grants to develop, create and design innovative products for the global market.

14. The SZETC has also facilitated the entry of more Singapore-based research companies into Zhejiang. One example is Areteon Singapore. By first quarter of 2014, it will set up in the Singapore-Hangzhou Eco-Park to manufacture and conduct research on veterinary products for the China market and beyond. Such technology-intensive companies will increase the overall quality of research in Zhejiang.

Deepen partnerships（加深）

15. Second, we can deepen our areas of strategic partnerships. Both sides can strengthen existing collaboration in modern services, which are in line with Zhejiang’s future development plans. Singapore will continue to support the growth of Zhejiang’s POEs, the foundation of which the province’s growth story is built on.

Financial services
16. Zhejiang POEs can tap on Singapore’s reputation as a regional financial hub to raise alternative sources of funding. The appointment of the Industrial & Commercial Bank of China as the Renminbi (RMB) clearing bank for Singapore, and the recent announcement of the Renminbi Qualified Foreign Institutional Investor (RQFII) programme have made it easier for Chinese companies to raise funds. With the build-up of RMB liquidity in Singapore, Zhejiang companies can raise funds through bond and equity issuances in Singapore for their expansion plans.

17. In recognising potential of Zhejiang’s financial sector, Singapore players have already expanded into the province. OCBC Bank set up their first branch office in Shaoxing in June this year, becoming the first foreign bank in the city.

18. The SZETC can support the entry of other players, such as law, accountancy as well as food and beverage companies, to help develop Zhejiang’s modern services industry. There are many Singapore players from the modern services industry with me on this trip, and I encourage them to use this opportunity to increase their understanding of the opportunities present in Zhejiang.

Accelerate existing collaborations（加快）
19. Third, the Council should continue to support and accelerate the development of existing projects. Over the past decade, we have achieved success with projects across a wide span of industries including infrastructure services, tourism, education, logistics and urban solutions. We must continue to explore and drive more meaningful projects, aligned with Zhejiang’s economic upgrading.

Closing

20. As we move into a new phase of bilateral relations, the SZETC remains an important platform to expand and diversify our collaborations. I would like to thank the Zhejiang provincial and city governments for the strong support rendered to our companies in Zhejiang and look forward to your continued assistance.

21. I would also like to thank all Council Members for your active participation and contribution in the last ten years. I look forward to an even stronger and more collaborative relationship between Singapore and Zhejiang in the years ahead. Thank you.
### SIGNINGS AT NINTH SZETC MEETING IN HANGZHOU, ZHEJIANG PROVINCE

Five signings took place at the Council meeting today, fostering the deepening bilateral ties between Singapore and Zhejiang.

They include:

<table>
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<tr>
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<th>Description</th>
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<tbody>
<tr>
<td>1.</td>
<td>Contract Agreement between Keppel Seghers Engineering Singapore Pte Ltd and Government of Zhoushan City on a consultancy study to review Zhoushan’s existing water infrastructure plan, water conservation plan etc., so as to integrate them into a holistic Water Master Plan for the province.</td>
</tr>
<tr>
<td>2.</td>
<td>Contract Agreement between ZS Investment Pte Ltd and Shengzhou Municipal Government to develop Shengzhou (Singapore) Hi Tech Industrial Park, a 33-sqkm park located in Sanjie town. A 15-year turnkey project, ZS Investment will handle the Engineering, Procurement and Construction (EPC) of the park as the project manager. The Park will focus on bringing in emerging industries and those related to sustainable development.</td>
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<tr>
<td>3.</td>
<td>MOU between EtonHouse International Education Group and Zhejiang Wanke Narada Real Estate Co. Ltd. on a strategic partnership to operate and manage preschools with the EtonHouse brand in selected Wanke’s developments in Hangzhou.</td>
</tr>
<tr>
<td>4.</td>
<td>MOU among Surbana International Consultants, Yuhang Canal Protection and Development Co. and Enjoytown Investment Holding (Singapore) Pte Ltd for Surbana to provide international consultancy services and masterplanning of an area of 5.87 sqkm within Tangqi Ancient Town, adopting planning and concepts of Satellite towns in Singapore.</td>
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<tr>
<td>5.</td>
<td>MOU between Singapore Green Building Council (SGBC) and Vanwarm Holdings Group Limited. Under this partnership, Vanwarm Holdings will assist Singapore SMEs, suppliers and providers of goods and services in the field of low carbon, clean &amp; green environment, energy savings, and other environmentally-friendly activities, services and products to establish companies and operating centres either on their own or in collaboration with Chinese partners or investors within parks operated and owned by Vanwarm.</td>
</tr>
</tbody>
</table>
## ANNEX 3

### CHINESE TERMS

<table>
<thead>
<tr>
<th>English</th>
<th>Chinese</th>
</tr>
</thead>
<tbody>
<tr>
<td>International Enterprise (IE) Singapore</td>
<td>新加坡国际企业发展局 (企发局)</td>
</tr>
<tr>
<td>Singapore-Zhejiang Economic and Trade Council (SZETC)</td>
<td>新加坡－浙江经济贸易理事会</td>
</tr>
<tr>
<td>Ms Grace Fu, Minister, Prime Minister’s Office, Second Minister for the Environment and Water Resources and Second Minister for Foreign Affairs</td>
<td>傅海燕女士，总理公署部长兼环境及水源部和外交部第二部长</td>
</tr>
<tr>
<td>Co-Chairman, Singapore-Zhejiang Economic and Trade Council (SZETC)</td>
<td>联合主席，新加坡－浙江经济贸易理事会</td>
</tr>
<tr>
<td>Ms Liang Liming, Zhejiang Vice Governor</td>
<td>梁黎明女士，浙江省副省长</td>
</tr>
<tr>
<td>Co-Chairman, Singapore-Zhejiang Economic and Trade Council (SZETC)</td>
<td>联合主席，新加坡－浙江经济贸易理事会</td>
</tr>
<tr>
<td>Ms Sim Ann, Minister of State, Ministry of Communications and Information &amp; Ministry of Education</td>
<td>沈颖女士，教育部兼通讯及新闻部政务部长</td>
</tr>
<tr>
<td>Mr Xia Baolong, Zhejiang Party Secretary</td>
<td>夏宝龙先生，浙江省委书记</td>
</tr>
<tr>
<td>Ms Chen Hongying, Hangzhou Vice Mayor</td>
<td>陈红英女士，杭州市副市长</td>
</tr>
<tr>
<td>Mr Yu Zhihong, Shaoxing Mayor</td>
<td>俞志宏先生，绍兴市市长</td>
</tr>
</tbody>
</table>