2011 Changzhou Investment Environment Annual
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The City

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Located in the heart of the Yangtze River Delta, Changzhou is halfway between Shanghai and Nanjing. Changzhou’s developed economy and advanced technology are in a leading position among similar cities in the country. As the representative of an advanced manufacturing base in China, its equipment manufacturing, electronic information, new energy and environmental protection, advanced materials, biotechnology and pharmaceutical industries enjoy a positive reputation in China, enhanced by a strong supporting capacity. In 2010, Changzhou’s GDP reached RMB 297.67 billion, 13.1% higher than the previous year. Changzhou is now very much "on the map" for multinationals, and its role as an investment hub is likely to grow. In 2010, 328 foreign-invested projects were approved. Utilized foreign direct investment amounted to USD 2.67 billion, 18.1% higher than the previous year. By the end of 2010, more than 6,780 foreign enterprises from 107 countries and regions (or individuals) had established presences in Changzhou.

Various Honors and Titles Obtained in 2010
At the "China’s Top 200 Cities in Terms of Special Charming Characteristics" organized by US-China Economic Trade & Investment General Chamber of Commerce and the World Brand Organization, Changzhou was honoured as the city with the most investment potential.
In "2009 China City Competitiveness Annual", Changzhou was selected as the city with the most innovative municipal government, and ranked the third in terms of municipal government service capability.
In the third edition of “National Monitoring and Evaluation Report on Relative Affluence and Overall Development of Cities” released by China Economic Net in 2010, Changzhou ranked the tenth in the third edition of “National Relatively Affluent Areas”.

Changzhou——A Regional Key City in Yangtze River Delta
Fortune 500 Companies in Changzhou

By the end of 2010, Changzhou has 76 projects invested by 51 of the Fortune 500 companies.
Changzhou in Context

Transportation and Climate
Economic Development
Industrial Structure
Emerging Strategic Industries Parks
Transportation and Climate

I. Geographic Advantage

1. Location, Administrative Area and Main Components
Changzhou is located in the heart of the Yangtze River Delta. 160 km from Shanghai and 110 km from Nanjing, Changzhou has an area of 4,385 km\(^2\) and comprises five urban districts and two suburban county-level cities.

2. Expressway and Railway Network
Seven expressways run through Changzhou: Shanghai-Chengdu Expressway G42, Changshu-Hefei Expressway S38, Changchun-Shenzhen Expressway G25, Yangzhou-Liyang Expressway G4011, Wuxi-Yixing Expressway, Changzhou-Liyang Expressway (Under construction), Changzhou-Taizhou Expressway (Under construction). Five high-speed railways go through Changzhou: Beijing-Shanghai Railway, Shanghai-Nanjing Intercity Railway, Beijing-Shanghai High-speed Railway (Operation in June, 2011), Riverside Railway, Nanjing-Hangzhou Railway. After Beijing-Shanghai High-speed railway is completed, it will only take 30 minutes to travel from Changzhou to Shanghai and only four hours to Beijing.

3. Airport
Changzhou’s Airport has more than 20 routes connecting to Beijing, Tianjin, Chongqing, Guangzhou, Shenzhen, Harbin, Shenyang, Dalian, Chengdu, Xi’an, Kunming and Quanzhou. Following 4E-class standards for renovation, and expansion project will be completed in September of 2011, to facilitate passenger traffic that is expected to exceeded one million in 2011. As well, the Southern Jiangsu International Cargo Airport will be completed.

4. Port
The Changzhou National Category A port approved by the State Council opened in 2001. Recently, five 10,000-ton deep-water berths have opened and another four 10,000-ton deep-water berths will open in 2011-2012. A total port cargo throughput of 31.64 million tons was achieved in 2010, an increase of 15.9%. The number of containers handled reached 11,301, an increase of 60.7%.

II. Pleasant Climate

1. Annual Precipitation and Average Humidity
Changzhou is a temperate city with four distinct seasons and ample sunshine and rainfall. Annual rainfall is 1,117 mm, with an average humidity of 78%.

2. The Average Temperature in January and July
The mean temperature is 4.4°C in January and 29.0°C in July
Economic Development

I. Economic Aggregate — Changzhou’s economy has seen steady growth

1. GDP in 2010 and Growth Rate
   In 2010, Changzhou’s GDP was RMB 297.67 billion, 13.1% higher than in 2009. The economy in Changzhou is developing rapidly.

2. GDP per Capita in 2010
   In 2010, Changzhou’s GDP per capita amounted to over RMB 82,614, much higher than the national average.

3. GDP of the Three Major Industries in 2010
   By the end of 2010, the GDP of primary industry was about RMB9.98 billion, the GDP of secondary industry was about RMB 166.72 billion and the GDP of the tertiary industry was about RMB 120.97 billion.

II. Changzhou’s Large Consumer Market Offers Potential

1. Changzhou per Capita Disposable Income of Urban Residents and Growth Rate in 2010
   Changzhou’s residents have seen increasing income levels and improvements in living standards. In 2010, the average disposable income for urban residents was RMB 26,269 growing by 10.6% vs. 2009.

2. Per Capita Consumption Expenditure in 2010
   In 2010, the consumption expenditure per capita was RMB 17,124, placing it at the forefront of China.

3. Changzhou’s Retail Sales and Growth Rate in 2010
   Retail sales increased to USD 15.77 billion in 2010, growing by 18.5% from the 2009 level. Many multinational retail chains, including Wal-Mart, Carrefour, Metro, Tesco, and Auchan have come to Changzhou.
I. Overview of the Whole Industry in Changzhou


In 2010, total industrial output values of industrial enterprises above designated size in five pillar industries and hi-tech industry were RMB 473.122 billion and RMB 379.82 billion, accounting for 64% and 51.4% of total industrial output values of industrial enterprises above designated size in Changzhou separately.

2. Goals Expected to Achieve in 2015

By 2015, the sales revenue of the city’s emerging industrial enterprises above designated size will reach RMB 1.39 trillion, an average annual increase of 28%, among which RMB 270 billion will be of New Energy Industry (Smart Grid: RMB 150 billion), an average annual increase of 30%; High-end Equipment Manufacturing Industry RMB 540 billion, an average annual increase of 26%; Advanced Materials Industry RMB 350 billion, an average annual increase of 27%; Bio-technology and New Medicine Industry RMB 85 billion, an average annual increase of 34%; Energy-saving Environmental Protection Industry RMB 75 billion, an average annual increase of 32%; Software and Service Outsourcing Industry RMB 40 billion, an average annual increase of 30%; The Internet of Things Industry, RMB 30 billion, an average annual increase of 35%.

3. Emerging Industries Developed in Changzhou

Changzhou focuses on the development of new energy, advanced materials, advanced equipment manufacturing, biotechnology and new medicine, energy saving, software and service-outsourcing industry, and IOT industry.

4. Changzhou’s Advanced Manufacturing Sectors

Changzhou also has significant manufacturing in high value-added products such as power transformers, rail-transportation equipment, computerized numerical control (CNC) machinery and components, metallurgical machinery and textile equipment, as well as traditional industries including agricultural machinery, metal smelting and processing, textile and clothing.

5. Changzhou’s Ten National Industrial Bases

National Torch Plan Changzhou Rail-transportation Vehicles and Components Industrial Base
National Torch Plan Changzhou ”Three-drug” Science and Technology Industrial Base
Changzhou National New Type Coating Industrial Base
National Torch Plan Jintan Fine Chemicals Industrial Base
National Torch Plan Software Industrial Base (Changzhou Software Park)
National Torch Plan Changzhou Power Transformer and Transmission Equipment Industrial Base
Changzhou National Renewable Energy Industrial Base
National Torch Plan Changzhou Hutang Yarn-dyed Fabric Industrial Base
Changzhou Industrial Base of National Modern Service, Cultural and Creative Industries

6. In 2010, the Output and Growth Rate of Large Scale Industrial Enterprises

In 2010, the output achieved by large scale industrial enterprises was USD 111.55 billion, up 23.6% over last year.
II. Focus on Seven emerging strategic industries

1. New Energy Industry
Solar photovoltaic, smart grid, wind power equipment, dynamic battery, electric vehicles, biodiesel, nuclear power equipment, etc.
In 2010, the output value of Changzhou New Energy Industry was USD 4.546 billion, accounting for 4.1% of total output value of whole industrial enterprises above designated size.

2. Advanced Material Industry
Key products include new chemical materials (polymer composite materials, functional coatings and reflective materials), special fibers and composite materials, new materials, new building materials, rare earth and nano materials, etc.
In 2010, output value of Changzhou advanced materials industry was USD 21.061 billion, accounting for 18.9% of total output value of whole industrial enterprises above designated size.

3. Advanced Equipment Manufacturing Industry
Mainly related to rail transportation equipment manufacturing, construction machinery and vehicle manufacturing industries, new agricultural equipment manufacturing, numerical control machine tools and basic equipment manufacturing and other fields.
In 2010, output value of Changzhou advanced equipment manufacturing was USD 36.084 billion, accounting for 32.3% of total output value of whole industrial enterprises above designated size.

4. Biotechnology and Advanced Medicine Industry
Output Value in 2010 and Expected Output Value in 2011
The industrial output value of Changzhou's biotechnology and new medicine industry amounted to approximately USD 2.9 billion in 2010. The government expects industrial output of more than RMB 22.5 billion by 2011.
In January 2010, Changzhou Biopharmaceutical Business Incubator was established and the total investment reached USD 76.13 million. This incubator focuses on advanced pharmaceutical and medical R&D outsourcing; 15 enterprises have presences in the incubator. By 2015, 200 enterprises are expected to receive incubator support and 50 enterprises sufficiently developed to exit the incubator; the number of high-level professionals in this industry is projected to reach 1,000 while the annual revenue should reach USD 1.46 billion.

5. Energy-saving Environmental Protection Industry
With scales from small to large and gradual increase in categories, there are four categories including energy saving and environmental protection equipment manufacturing, comprehensive utilization of resources, clean technology products manufacturing and environmental technology.
In 2010, output value of energy-saving environmental protection industry was RMB 29.4 billion, accounting for 4% of total output value of whole industrial enterprises above designated size.

6. Software and Service Outsourcing Industry
This industry has developed and expanded rapidly, among which embedded software, games, animation and creative industries have developed well.
In 2010, output value of software and service outsourcing industry was RMB 10 billion, accounting for 1.4% of total output value of whole industrial enterprises above designated size.

7. Internet of Things Industry
There are more than 20 enterprises and research institutes with certain industrial base and R&D capabilities dedicated to R&D and manufacturing. Changzhou New Sensor Network Innovation Alliance has set up.
In 2010, output value of the Internet of Things industry was RMB 6.5 billion, accounting for 0.88% of total output value of whole industrial enterprises above designated size.
III. Focus on Local Private Enterprises

1. Private enterprises have been very active in Changzhou

In 2010, the economic output scale and total assets of Changzhou private enterprises rose steadily, and have contributed significantly to local GDP.

The added value of local private enterprises reached RMB 177 billion in 2010, an increase of 19.1% over the previous year (at current prices).

In 2010, local private enterprises accounted for 59.5% of total GDP.

In 2010, 67,203 private enterprises were located in Changzhou.

2. Private enterprises play an important role in local pillar industries

Local enterprises are transforming from traditional industrial players to companies that focus on high technology and high growth potential sectors with the implementation of the Changzhou Economic Stimulus Plan.

Within the five pillar industries, a number of private enterprises have influential market positions.

Single Cylinder Diesel Engines
Changzhou has accounted for roughly half of China’s total single cylinder diesel engines sales, while Changchai Group and Changfa Group have leading positions in the domestic diesel industry.

Transformer
Huapeng Transformer Co., Ltd. is a top 10 national transformer enterprise. Its output of 110 KV products has held the top position in China for several years in a row.

Photovoltaics (PV)
Trina Solar has grown from a local private enterprise to an internationally recognized player in the photovoltaics (PV) industry listed on the New York Stock Exchange

Monocrystal Line Silicon
Changzhou E’Ging Photovoltaic Technology Co., Ltd. is the first large scale monocrystal line silicon manufacturer in Jiangsu. Its products are exported to more than 10 countries and regions.
I. Overview

In May 2010, Changzhou was approved as a pilot city to construct a National Innovation Science and Technology Park by the Ministry of Science and Technology of PRC. A new edition of the Changzhou City Master Plan (2008-2020) has paid more attention to the intensive cluster development of industrial parks and to the development of leading industries. It has also emphasized the university-industry-science partnership based on Changzhou’s distinguished vocational education.

"One Core, Eight Parks" is an important carrier to build national innovation Science and Technology Park in Changzhou. "One core" refers to Changzhou Science and Education Town; and "Eight Parks" refers to eight rising industry parks including creative, photovoltaic, bio-medicine, new energy vehicles, wind power, semiconductor lighting, robotics and intelligent equipment and functional advanced materials parks.
II. Changzhou Science and Education Town

1. Establishment Time
   Established in 2003

2. Location
   Located in the Wujin Culture and Education Zone

3. Size
   It is China's first park of higher vocational education, covering 6,000 mu (400 hectares), with more than 80,000 students and 1.8 million square meters building areas.

4. Colleges
   There is one university, as well as five vocational institutes in Changzhou Science and Education Town: Changzhou University, Changzhou Textile Vocational Technology College, Changzhou Institute of Light Industry Technology, Changzhou Institute of Information Technology, Changzhou Institute of Mechatronic Technology, Changzhou Institute of Engineering Technology

5. R&D Institutes
   Currently, there are 301 institutes, high-tech enterprises, R&D headquarters, and science and technology intermediary service institutions in Changzhou Science and Education Town.
   In 2010, Changzhou Science and Education Town made 324 applications for national patents and signed 526 items of research cooperation projects.
   Changzhou Science and Education Town has signed Joint Training Agreements with more than 40 prestigious domestic foreign universities of United States, Canada, UK, Hong Kong and other countries and regions.
   Changzhou Science and Education Town International Innovation Base (CIIB) covers an area of 1.25 square kilometers, gathering domestic and foreign pressure-valve organizations and high-tech enterprises, and has cooperative intentions with local enterprises in technological innovation and combination of manufacturing, education and research.
   Modern Industrial Center has completed a building area of 70,000 square meters.
   Modern design and manufacturing center for the equipment manufacturing industry is the high level service platform of design, testing, processing and manufacturing.

6. Key Enterprises
   They are Jiangsu Bextech technology Co., Ltd., Changzhou Micro EV Technology Co., Ltd., Changzhou Chenoh Driveline Co., Ltd., Changzhou Softray Technology Co., Ltd., Changzhou Yapu Smart Optical Devices Co., Ltd.

7. Features of Science and Education Town
   The features are sharing resource, intensive development of the well-known vocational park, research cooperation, and important scientific and technological innovation platform, which are the core engines of the innovative-city construction of Changzhou.

8. Goals and Plans
   Changzhou Science and Education Town is making great efforts for project development of Phase III (Changzhou International Innovation Base), planning area of 1,270,000 square meters, to create first-class science and technology industrial park.
III. Changzhou Innovative Science and Technology Industrial Parks

1. Changzhou Creative Industrial Park

The park is located in the northeast of Changzhou, it closes to Shanghai-Chengdu Expressway, 4 km away from Changzhou Station of Beijing-Shanghai High Speed Railway and 21 km away from Changzhou Civil Airport. Assigned to nearly 400 existing enterprises, gathering scale is in the forefront among nation’s similar size parks. There are 150 certified software companies and 396 software products; and there are 74 CMMI3 certified enterprises, ranking it in first place in the province; the medical information industry development is in the forefront in Jiangsu Province.

Emerging are a number of well-known software companies such as Lianchuang Technology, OKI Software, Shinco Software, Kingstar Winning Software.

2. Changzhou PV Industrial Park

Located in Changzhou National Hi-tech District (CND)

Changzhou Trina Photovoltaic Industrial Park was formally opened in April 2008, with a planned area of 5.12 square kilometers.

The park develops photovoltaic industry mainly based on the core enterprise of Changzhou Trina Solar Energy Co., Ltd.

Besides Trina Solar as the core, there are other companies such as Eging Photovoltaic Technology, Youze Technology, Jiangnan Power Equipment and Almaden.

The park is to strengthen scientific and technological innovation, forming the core of China’s PV industry and technology-intensive areas. It will lengthen and strengthen the industrial chain to build China’s PV industry cluster areas, to build demonstration projects, to build China’s photovoltaic industry demonstration zone, and to introduce and train all kinds of talents, forming Chinese PV industry professionals gathered areas. It will also promote modern service industry and create a concentrated area of China PV industry services.
3. Changzhou Biopharmaceutical Industrial Park

Changzhou Biopharmaceutical Industrial Park is adjacent to Changzhou National High-tech District, with Longjiang Road in the east, Huanghe Road in the south, Desheng River in the west and the Nenjiang Road in the north, across both sides of the Shanghai-Nanjing Expressway.

In August 2000, Changzhou National High-tech District (CND) completed the first provincial-level "three medicines" (medicine, pesticides, veterinary drugs) Technology Industrial Demonstration Base in Jiangsu Province. In 2003 the "three medicines" base was approved as National Torch Plan Industrial Base by Ministry of Science and Technology. There are 93 biopharmaceutical and related enterprises in the park, among which 12 enterprises’ output value reaches 100 million, 5 national key high-tech enterprises and 24 provincial-level high-tech enterprises.

It has formed an industrial system of many categories and varieties which covers bio-pharmaceuticals, chemical raw materials and preparations, pharmaceutical intermediates, Chinese medicine extraction and proprietary Chinese medicines, medical equipment, pharmaceutical packaging material, drug materials, high efficiency and low toxicity pesticides, bio-energy, bio-chemicals and additives.

The park focuses on the development of new drugs and biotechnology reagents, medical devices and equipment, chemical agents, industrial bio-products, etc. Major enterprises include Changzhou Qianhong Bio-pharma Co., Ltd., Changmao Biochemical Engineering Company Limited, KangHui Medical, Fang Yuan Pharmaceutical, the Pacific Meinuoke Biopharmaceutical and Ealong Biotech and so on.

Phase I was completed and opened in September 2010, covering an area of 30 mu and 35,000 square meters building area, and can accommodate more than 80 enterprises. There are a common experimental platform, medical laboratories, public service buildings, the testing platform, waste processing and experimental animal rooms and other facilities. Phase II will build a biomedical innovation park combining research and development center and new drug R&D services outsourcing, which can accommodate more than 200 enterprises.

4. Changzhou New Energy Vehicle Industrial Park

Located in Xinbei District of Changzhou, with S238 Provincial Highway in the east, Changzhou Airport Expressway in the south, No. 1 Airport Road in the west and Shanghai-Chengdu Expressway in the north.

Total Area: 990 ha.

The park is an industry cluster with research and development, incubation, specialized production, distribution, public services, living facilities and also a well-equipped and large-scale industrial base of new energy vehicles. Key Enterprises: Changzhou Huanghai Bus Co., Ltd. and Changzhou Dongfeng Motor Co., Ltd.

It will become a perfect supporting industrial chain and a forward-looking research and innovation system.
5. Changzhou Wind Power Industrial Park

Wujin Hi-tech Industrial Development Zone (WIZ)

Relying on the national renewable energy industrial base and the Jiangsu Wind Power Technology Innovation Alliance and having such leading enterprises as New United Wind Power and Zhuorun Wind Energy, it focuses on the development of wind power machines and motors, big parts, leaves and other core components, forming an MW level wind turbine industry chain. And it is actively building offshore wind power equipment manufacturing bases and promoting the development of wind power industry cluster in Changzhou.

The first megawatt-class wind turbine exported to Thailand from Jiangsu Province was produced by Changzhou New United Wind Power Equipment Co., Ltd., The total installed capacity of wind power in Jiangsu Province in the current and future years, will be in a leading position in China, among which installed capacity of offshore wind power.

Changzhou, a very active city in technological innovation and exchange in Jiangsu Province, has obvious advantages in the new energy industry, especially the wind power industry, as well as strong technical absorbing and commercialization ability.

Key Enterprises: Changzhou New United Wind Power Equipment Co., Ltd. and Zhuorun Wind Power Equipment Co., Ltd.

6. Changzhou Semiconductor Lighting Industrial Park

Located in Wujin Hi-tech Industrial Development Zone (WIZ)

Total Area: 350 mu

It is the first semiconductor lighting hi-tech industrial demonstration base in Jiangsu Province; and the first Jiangsu Science and Technology Industrial Park - Semiconductor Lighting Technology Industrial Park.

Key Enterprises: Lite-On Technology (Changzhou) Co., Ltd., Epistar (Changzhou) Co., Ltd., Europe Asia Huadu Environmental Groups, etc.

National Semiconductor Industrial Base is being declared; it will be built into a well-known LED "Light Charm City". The plan is to build east China's largest trading hub of LED products.
7. Changzhou Robots and Intelligent Equipment Manufacturing Industrial Park
Located in Changzhou Science and Education Town and Wujin Hi-tech Industrial Development Zone
WIZ will build domestic key cluster of research and development, production of robots and intelligent equipment
in five years and build provincial first-class well-known base of robots and intelligent equipment industry.
By optimizing the industrial structure in recent years and the introduction of high-tech projects, the industrial
park has developed rapidly and a group of companies with core technology and big market share have become
stronger.
Key Enterprises: Changzhou Mingseal Robotic Technology Co., Ltd., Changzhou Handy Robotic Technology
Co., Ltd., Changzhou Vast Robot Technology Co., Ltd., etc.
Built an international standard of technical innovation and service platform, and to form China's "integration of
the two" demonstration base and the "national key robotics and intelligent equipment R&D manufacturing base".

8. Changzhou Functional Advanced Materials Industrial Park
Located in Jiangsu Wujin Economic Development Zone (WEZ)
Jiangsu Wujin new engineering material industrial park has a total area of 5 square kilometers, and is divided
into five functional areas, namely industrial area, R&D center, logistics support areas, administrative services
area and living zone.
1 Science Incubator Park and 3 Manufacturing bases, namely the West Taihu Lake International Intellectual
Park, new type functional polymer materials base, new type composite material base and new type metal
materials base.
Key Enterprises: Xinzhong alloys, Huaxia iron and steel, Sunan Ferroalloy, Changhong Steel, Sanyou Dior, Juli
Plastics, CTC Technical Fabrics, Sanyou Dissan, etc.
The initial training phase: time for 2 years, from 2010 to 2011; mid-development stage: time for 5 years, from
Goal: to build a high level, specialized and scaled new type engineering material industrial park. Three industry
Regional and investment: 5 square kilometers, RMB 18.0 billion investments, the investment intensity of no less
than RMB 30 thousand/μm².
Enterprise Growth: 10 well-known brands and leading enterprises, 1-2 enterprises of RMB 5.0 billion level, 1-2
enterprises of RMB 3.0 billion level, 2-3 enterprises of RMB 2.0 billion level, 4-5 enterprises of RMB 1.0 billion
level, and 20 state-level hi-tech enterprises.
I. 2010 Changzhou Open Economy

Foreign Investment Trend

Changzhou has seen increasing foreign investment. Utilized FDI in Changzhou has increased at an average rate of 29.6% over 2005-2010, much quicker than the national average (9.4%) in China and Jiangsu (16.7%) Province separately.

In 2010, utilized FDI in Changzhou reached USD 2.67 billion and 328 foreign investment projects were approved. By the end of 2010, more than 6,780 enterprises from 107 countries and regions had established presences in Changzhou.

In 2010, FDI in manufacturing industry has accounted for 57.3% of total foreign investment. Key reasons for investor choice of Changzhou include developed infrastructure, support policies and efficient government services. By now, 51 of the Fortune 500 have set up presences in Changzhou, with a combined investment more than USD 2.92 billion.
By the end of 2010, some large projects have been invested by transnational companies in Changzhou.

<table>
<thead>
<tr>
<th>No.</th>
<th>Company Name</th>
<th>Total Investment(USD million)</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>TRINA SOLAR LIMITED</td>
<td>1,185.16</td>
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<tr>
<td>2</td>
<td>VALLOUREC &amp; MANNESMANN (CHANGZHOU) CO., LTD.</td>
<td>326.64</td>
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<td>3</td>
<td>HUTCHISON WHAMPOA LIMITED, CHANGZHOU</td>
<td>294.76</td>
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<tr>
<td>4</td>
<td>CHINA RESOURCES PACKAGING MATERIALS CO., LTD.</td>
<td>268.98</td>
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<td>5</td>
<td>CHANGZHOU HAQJUE SUZUKI MOTORCYCLE CO., LTD.</td>
<td>233.69</td>
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<tr>
<td>6</td>
<td>CHANGZHOU WUJIN NSL CO., LTD.</td>
<td>197.8</td>
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<tr>
<td>7</td>
<td>TOKYO ROPE CHANGZHOU CO., LTD.</td>
<td>189.13</td>
</tr>
<tr>
<td>8</td>
<td>A123 SYSTEMS (CHINA) MATERIALS CO., LTD.</td>
<td>167.33</td>
</tr>
<tr>
<td>9</td>
<td>CHANGZHOU BAOLING HEAVY &amp; INDUSTRIAL MACHINERY CO., LTD.</td>
<td>158.43</td>
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<tr>
<td>10</td>
<td>NKT CABLES LTD., CHANGZHOU</td>
<td>153.68</td>
</tr>
<tr>
<td>11</td>
<td>LITE-ON TECHNOLOGY CORPORATION</td>
<td>148.8</td>
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<tr>
<td>12</td>
<td>RRTER CHANGZHOU TEXTILE INSTRUMENTS CO., LTD.</td>
<td>148.04</td>
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<td>13</td>
<td>RYOBI DIE CASTING CHANGZHOU CO., LTD.</td>
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<td>14</td>
<td>SENSATA TECHNOLOGIES CHANGZHOU CO., LTD.</td>
<td>125</td>
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<tr>
<td>15</td>
<td>CHANGZHOU GOLDEN EAGLE INTERNATIONAL SHOPPING CENTER CO., LTD.</td>
<td>124.49</td>
</tr>
<tr>
<td>16</td>
<td>BEKO CHANGZHOU CO., LTD.</td>
<td>109.8</td>
</tr>
<tr>
<td>17</td>
<td>KOMATSU (CHANGZHOU) CONSTRUCTION MACHINERY CO., LTD.</td>
<td>101.98</td>
</tr>
<tr>
<td>18</td>
<td>CHANGZHOU HYUNDAI CONSTRUCTION MACHINERY CO., LTD.</td>
<td>90</td>
</tr>
</tbody>
</table>
II. Hi-tech Industrial Zones

Changzhou National Hi-tech District (CND)

CND was established in August 1992, lies in the northern part of Changzhou, close to the Yangtze River, about 17 km from the city centre, a state-level hi-tech industrial development area approved by the State Council, has been granted an ISO14001 certificate. Up to now, over 10,000 enterprises have registered in the district, which is a top investment location for foreign investors in China.

CND particularly encourages investors to invest in five fields: machinery, electronics, advanced materials, biopharmaceutical, renewable energy and environmental protection. Changzhou Export Processing Zone, Mechanical and Electrical Industry Zone, Changzhou Solar Photovoltaic Power Park and Xinbei Industrial Park are all located here.

Changzhou Innovative Industrial Base is located in CND and is the only one in Jiangsu Province which was awarded as “2009 China Best Innovative Industrial Base”, with more than 400 enterprises having presences in the base, and the industry cluster features software, animation and online games.

In 2009, CND was named as “Advanced State-level Hi-tech District”, and ranked third in terms of rising in the list.

Changzhou Export Processing Zone (CEPZ)

Located in the CND, CEPZ was approved by the State Council in October 2005.

Companies in the CEPZ are considered outside of China for customs purposes, enjoy the general business conditions of doing business in China, but also enjoy some special incentives designed for export companies, including tax exemption for imports, tax rebates for exports and bonded materials.

In 2010, CEPZ provides a variety of services in addition to bonded logistics.

Categories of Export Enterprises in CEPZ:
- Export-oriented processing enterprises (EPEs), especially in the industries of electronic information, mechatronics, and advanced materials;
- Storage companies which serve the export processors within CEPZ;
- Logistic companies approved by the local customs to handle the transport of goods in and out of the CEPZ.
Jiangsu Wujin Hi-tech Industrial Zone (WIZ)
WIZ, which is a zone at provincial level, was built based on the Eco-Industrial-Park concept. Construction of WIZ began in 1996, with a planned area of 105 km$^2$, and an Eco-Industrial-Park concept, i.e. a "clean" industrial park; in August 2009, WIZ was authorized as provincial Eco-Industrial-Park. The zone comprises six districts: electronics, machinery, auto parts, logistics and storage, a central trading and commercial district, and a residential sector.

Wujin Export Processing Zone
Newly built Wujin Export Processing Zone (EPZ) is the only EPZ authorized in 2009, with a planned area of 1.15 km$^2$. Currently, multinationals such as EPISTAR and Lite-On have launched their business in Wujin EPZ.

Jinton International Industrial Park
Located in WIZ and was established in October 2005. It has been recognized as one of the most recommended parks for foreign investors in China by the UN Association of Small and Medium Enterprises, the American Electronics Association and EU Machinery Manufacturers Association. The first base for Chinese entrepreneurs from overseas set up by Overseas Chinese Affairs Office of the State Council.
III. Business Cost
Land, Factories and Office Buildings

In China, land is utilized by paying a one-time fee to the local government in exchange for a land-use rights certificate, typically allowing 50 years of usage for industrial land. The price of land-use rights are regulated by the Changzhou Municipal Government through a system of benchmark prices for different grades of land. Land-use rights are obtained through public bidding, auctions and public posting of available land. Industrial zones have their own price schedules for land-use rights based on Changzhou’s Benchmark Land Price Scale (BLPS). Actual prices are subject to negotiation with the specific zone; the land is with basic site service such as water and electricity supply, and connections to a main road. FIEs can build, purchase factories or rent prebuilt standard ones in the industrial zones in Changzhou.

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<tr>
<th>Industrial Zones</th>
<th>Industrial Land-use Right Benchmark Price (USD/m²)</th>
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<tbody>
<tr>
<td>Changzhou National Hi-tech District (CND)</td>
<td>50.54</td>
</tr>
<tr>
<td></td>
<td>38 (investment density reaches USD 200,000/mu)</td>
</tr>
<tr>
<td>Jiangsu Wujin Hi-tech Industrial Zone (WIZ)</td>
<td>42.51</td>
</tr>
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<table>
<thead>
<tr>
<th>Standard Factory</th>
<th>Monthly Rent (USD/m²)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Below 500m²</td>
<td>1.8-2.26</td>
</tr>
<tr>
<td>Above 500m²</td>
<td>1.9-2.5</td>
</tr>
</tbody>
</table>

A “standard factory” refers to a six-floor steel-reinforced concrete factory with a floor area of 1,000 m², and a height of four to five meters.

High-end office buildings are located in downtown Changzhou, with convenient access to the airport, railway stations and the two zones. Monthly rent for these buildings is typically USD 5.3/m², with a monthly management fee of about USD 0.81/m², resulting in a total cost of USD 6.1/m².

2010 office rent fee in Changzhou and other Yangtze River Delta cities is between RMB 3,000 to 7,000 per month.
Human Resources

In recent years, Changzhou has published "Guidance in Recruiting Talents from Overseas" and "Notice for Speeding Entrepreneurship in Changzhou" to attract more high-level talent.

Changzhou has released "Outline of Changzhou Talents Development 2009-2020" which is targeted at creating a more friendly environment for professionals' development.

Changzhou has 372,000 professionals in 2010, and 84,300 people passed occupational exams in 2010.

Changzhou Science and Education Town was built as a public platform for education, research and social services.

Built in 2003, with one university and five vocational schools are located in the town, Changzhou Science and Education Town is an experimental area for the reform and development of senior vocational education in Jiangsu Province, and was recognized as a "National Technology Garden" by the Ministry of Technology and Science of PRC in March, 2009.

There are over 80,000 students of whom around 20,000 graduates each year.

Recruiting

Job centers and industrial zones can assist investors in recruiting skilled and unskilled staff.

Several job centers have been established in Changzhou. Job seekers register and their information is stored on a database; administrative bodies of industrial zones can also assist in recruitment; in addition to job centers or industrial zones, FIEs can also recruit through print media and other channels.

Foreign companies can hire people from any location, but as is the case throughout China, foreign nationals who wish to work in Changzhou must secure a work permit.

Changzhou Talents: www.czrc.com.cn
Changzhou Talents Hotline: www.czro.com
Changzhou Graduates' Careers: www.czbysw.com.cn

Labour Cost

Labor cost in Changzhou is relatively lower than other peer cities in the Yangtze River Delta.

The level of contribution is based on a percentage of salary. These non-salary costs in Changzhou amount to 41.3% to 43.3% (depending on the industry) on top of the basic salary, including pension, unemployment insurance, and medical insurance.

The total employment cost of a worker on a monthly salary of USD 427 would be USD 607.

During the period of September 1, 2010 to June 30, 2011, based on all employees’ salaries, there is a minimum of RMB 1,583 month of salary per capita; and there is a cap of RMB 9,805 month of salary subject to social welfare payment per employee, and a minimum of RMB 1,583 month.

<table>
<thead>
<tr>
<th>Indicative Labor Cost in Changzhou, 2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Category</td>
</tr>
<tr>
<td>------------------------------------------</td>
</tr>
<tr>
<td>Pension</td>
</tr>
<tr>
<td>Basic Medical Insurance</td>
</tr>
<tr>
<td>Unemployment Insurance</td>
</tr>
<tr>
<td>Housing Provident Fund</td>
</tr>
<tr>
<td>Employment Injury Insurance</td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td>Maternity Insurance</td>
</tr>
</tbody>
</table>
Business Facilities and Living Environment

1. Business Facilities and Services

1. A variety of hotel options are available in the city

Five five-star hotels
- Changzhou Traders Fudu Hotel: www.shangri-la.com/en/property/changzhou/tradersfudu
- Changzhou Grand Hotel: www.czghotel.com
- Liyang Tianmu Lake Hotel: www.tianmuhuhotels.com
- Liyang Tianmu Lake International Hotel: www.tmhgjfd.com
- Jinling Liyang Hotel: www.liyanghotel.net

11 Four-star Hotels
- Changzhou Detaiheng Hotel, Changzhou Zhongtian Fenghuang Hotel, Changzhou Jinding Mingdu International Hotel, Changzhou Jinling Mingdu Hotel, Changzhou Jinjiang International Hotel, Changzhou Oak-bay Garden Hotel, Changzhou Heping Jiaji Hotel, Changzhou Haiyang Hotel, Changzhou Xindu Hotel, Changzhou Starway Jiuzhou Huanyu Hotel, Changzhou Yangguang International Hotel.

25 Three-star Hotels
- International chain hotels
  - Holiday Inn, Ramada, Howard Johnson, IBIS of ACCOR, etc.

2. Changzhou provides comprehensive professional services

In 2010, there are 74 law firms and 813 qualified lawyers in all.
In 2010, there are totally 18 commercial banks in Changzhou.
- 7 Shareholding Banks: Merchants Bank, China Citic Bank, Huaxia Bank, Shanghai Pudong Development Bank, Industrial Bank, China Minsheng Bank, Everbright Bank
- 1 Urban Commercial Bank: Bank of Jiangsu
- 1 Policy Bank: Agricultural Development Bank of China
- 1 Postal Savings Bank: Postal Savings Bank of China
- 1 Local Legal Person Rural Commercial Bank: Jiangnan Rural Commercial Bank
- 2 Village Banks: Jintan CSRC Village Bank, Liyang SPD Village Bank

In 2010, there are 51 insurance companies, including 11 foreign-owned ones.

3. Changzhou Olympic Sports Centre and Changzhou International Exhibition Centre

Changzhou Olympic Sports Centre and Changzhou International Exhibition Centre is located in the east of the administrative centre of the city, with a total construction area of 200,000 m².

Changzhou Olympic Sports Centre
The Centre comprises a stadium, a gymnasium, a swimming pool and an exhibition building, which was the main venue for the 17th Jiangsu Provincial Games. It has hosted the China Masters Badminton Championships and FINA Diving World Cup.

Changzhou Exhibition International Centre
The Exhibition Centre has 1,000 standard exhibition booths, which cover a total area of 20,000 m². The centre is equipped with meeting rooms, a media centre, a business centre, and a range of hotel accommodations. The Exhibition Centre holds at least 20 international or national product exhibitions every year, e.g. 2008-2010 China Changzhou Forums on Science and Technology, Foreign Trade and Economic Cooperation. About 3,200 enterprises from more than 50 countries and regions attended the 2010 China Changzhou Forum on Science and Technology, Foreign Trade and Economic Cooperation. 17 key foreign investment projects and 2 cooperation projects were signed at the forum with a total investment of USD 3.145 billion.
II. Living Environment

1. Healthcare and Education Systems become more completed

29 healthcare institutions, 202 health centers and community healthcare agencies serve residents and visitors to Changzhou as at the end of 2010, 5 of which are able to provide English service and have set up special “green channels” for foreigners.

- Changzhou No.1 People’s Hospital: www.czfp.com
- Changzhou No.2 People’s Hospital: www.czey.com
- PLA No.102 Hospital: www.pla102.com
- Jiangsu Changzhou Women & Children Healthcare Institution: www.czfybjy.com
- Changzhou Traditional Chinese Medicine Hospital: www.czzyy.com

Changzhou International School provides bilingual classes from preschool to high school. Currently, it has 80 classes and over 800 students including 150 students from USA, Japan, Spain, South Korea, Thailand and other countries.

- Bilingual Kindergartens: Eton Bilingual Kindergarten, Kid Castle Bilingual Kindergarten, Rhine Bilingual Kindergarten, Elfa Preschool

2. Changzhou has a wealth of shopping and entertainment options.

Changzhou is home to many multinational retail chains, including Wal-Mart, Carrefour, Metro, Tesco, and Auchan. Residents can also enjoy a premium shopping environment in Changzhou’s various shopping malls, such as the Landmark Town, the Shopping Centre and the Taifu Department Store.

Dining options include a wide selection of western and regional Chinese cuisines, plus well-known coffee shops and convenient food chains. Pubs, clubs and teahouses also provide plenty of leisure options.

There are three high-quality golf clubs in Changzhou:

- Kingswan Club with an 18-hole golf course: www.king-swan.com
- Liyang Tianmu Lake Country Club with an 18-hole golf course: www.tmhgolf.com
- Oak Bay Hotel Club with a 9-hole golf course
Useful Information

Logistics Cost and Charges for Utilities
Contacts and Websites of Local Government
Logistics Cost and Charges for Utilities

Cost and Transit Time for Shipping a Standard Container from Changzhou Via ports in Shanghai

<table>
<thead>
<tr>
<th>Destination</th>
<th>Cost for Preference(USD)</th>
<th>Days</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hongkong</td>
<td>80</td>
<td>3</td>
</tr>
<tr>
<td>Osaka</td>
<td>100</td>
<td>4 – 5</td>
</tr>
<tr>
<td>Singapore</td>
<td>180</td>
<td>7</td>
</tr>
<tr>
<td>Hamburger</td>
<td>1,375</td>
<td>25 – 28</td>
</tr>
<tr>
<td>Los Angeles</td>
<td>1,960</td>
<td>13 – 14</td>
</tr>
<tr>
<td>New York</td>
<td>2,450</td>
<td>25 – 28</td>
</tr>
</tbody>
</table>

Fast Clearance is to expand the function of Changzhou Port to every district and industrial zones, making them capable of dispatching, shipping, piece together, storage and handling loans, etc. Through the achievements of Customs reform, such as regional clearance, new process is designed among departments, enterprises and supervision spot, etc. It helps enterprises deal with clearance of import and export cargo near their factories. It ensures that with only one application and one inspection, clearance is issued in Changzhou.

After the reform, logistic costs of enterprises are obviously reduced. For example, the cost of one 40 feet container transported by trailer from Changzhou to Shanghai Yangshan Port is nearly 3,000 RMB (USD). But if it is transported from factory to Changzhou Port, then being shipped to Yangshan Port, the total cost is less than 2,000 RMB (USD). 1,000 RMB (USD) saved for 1 container. Besides, the port fee and cost of clearance of Changzhou Port are also much cheaper than Yangshan Port.

In 2010, 250 enterprises were doing export through Changzhou Port, twice the number of 2009.

Cost and Transit Time for Domestic Shipping

<table>
<thead>
<tr>
<th>Destination</th>
<th>Cost for Preference(USD/kg)</th>
<th>Days</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shanghai</td>
<td>0.12</td>
<td>2</td>
</tr>
<tr>
<td>Beijing</td>
<td>0.50</td>
<td>3</td>
</tr>
<tr>
<td>Guangzhou</td>
<td>0.65</td>
<td>3 – 4</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Category</th>
<th>Local Calls(USD)</th>
<th>Domestic calls(USD/min.)</th>
<th>International calls(USD/min.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Line Telephone</td>
<td>0.03 in all first 3 minutes, 0.15 afterwards</td>
<td>0.11</td>
<td>Hongkong, Macao, Taiwan 0.30</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Other Countries and Regions 1.21</td>
</tr>
<tr>
<td>Mobile Phone</td>
<td>0.03/min</td>
<td>0.11</td>
<td>Hongkong, Macao, Taiwan 0.13</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Other Countries and Regions 0.24</td>
</tr>
<tr>
<td>IP</td>
<td>N/A</td>
<td>0.05</td>
<td>Hongkong, Macao, Taiwan 0.09</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Other Countries and Regions 0.23</td>
</tr>
</tbody>
</table>

Tap Water Price of Changzhou Urban Area(USD/m³)

<table>
<thead>
<tr>
<th>Category</th>
<th>Domestic Water</th>
<th>Industrial Special Enterprise</th>
<th>Six Heavy Pollution Types Enterprise</th>
<th>Special</th>
</tr>
</thead>
<tbody>
<tr>
<td>Price</td>
<td>0.46</td>
<td>0.53</td>
<td>0.72</td>
<td>0.72</td>
</tr>
<tr>
<td>Including Water Supply Price</td>
<td>0.22</td>
<td>0.29</td>
<td>0.38</td>
<td>0.38</td>
</tr>
<tr>
<td>Water Resource Fee</td>
<td>0.03</td>
<td>0.03</td>
<td>0.03</td>
<td>0.03</td>
</tr>
<tr>
<td>Sewage Treatment Fee</td>
<td>0.20</td>
<td>0.20</td>
<td>0.30</td>
<td>0.30</td>
</tr>
<tr>
<td>Urban Added</td>
<td>0.01</td>
<td>0.01</td>
<td>0.01</td>
<td>0.01</td>
</tr>
<tr>
<td>Remarks</td>
<td>Including residents, governments, army, colleges, organizations, and other, fire demand</td>
<td>Including industrial, commercial, service and construction</td>
<td>Including chemical, pharmaceutical, steel, dyeing, paper making and printing, etc.</td>
<td>Including cosmetology and hairdressing, entertaining, sauna and foot massage, beer, pure water, car washing, ship water</td>
</tr>
</tbody>
</table>

Gas Price of Changzhou Urban Area(USD/m³)

<table>
<thead>
<tr>
<th>Category</th>
<th>Resident</th>
<th>Non-resident</th>
<th>Automobile</th>
</tr>
</thead>
<tbody>
<tr>
<td>Price</td>
<td>0.33</td>
<td>0.52</td>
<td>0.57</td>
</tr>
<tr>
<td>Remarks</td>
<td>Including industrial, commercial, etc.</td>
<td>Gradually complete adjustment in two years, according to at least 0.75:1 to the highest price of No.90 petrol</td>
<td></td>
</tr>
</tbody>
</table>

Charges for Electricity in Changzhou(USD/kWh)

<table>
<thead>
<tr>
<th>General Industries</th>
<th>Large Scale Industries</th>
</tr>
</thead>
<tbody>
<tr>
<td>Below 1kv</td>
<td>0.127</td>
</tr>
<tr>
<td>1-10kv</td>
<td>0.125</td>
</tr>
<tr>
<td>Below 20-35kv</td>
<td>0.124</td>
</tr>
<tr>
<td>Below 35-110kv</td>
<td>0.123</td>
</tr>
<tr>
<td>110kv</td>
<td>N/A</td>
</tr>
<tr>
<td>Above 220kv</td>
<td>N/A</td>
</tr>
</tbody>
</table>

Annual Rent Fee for DDN (USD/month)

<table>
<thead>
<tr>
<th>Speed</th>
<th>Inside Local Network Business Scope</th>
<th>Local Network Business Scope</th>
<th>Inside the Province</th>
<th>Transprovincial</th>
</tr>
</thead>
<tbody>
<tr>
<td>256kbps</td>
<td>226.49</td>
<td>289.91</td>
<td>539.81</td>
<td>581.33</td>
</tr>
<tr>
<td>384kbps</td>
<td>289.91</td>
<td>362.39</td>
<td>608.51</td>
<td>655.32</td>
</tr>
<tr>
<td>512kbps</td>
<td>344.27</td>
<td>471.11</td>
<td>687.03</td>
<td>739.88</td>
</tr>
<tr>
<td>768kbps</td>
<td>389.57</td>
<td>561.70</td>
<td>785.18</td>
<td>845.58</td>
</tr>
<tr>
<td>1Mbps</td>
<td>452.99</td>
<td>679.48</td>
<td>883.33</td>
<td>951.27</td>
</tr>
<tr>
<td>2Mbps</td>
<td>543.58</td>
<td>724.78</td>
<td>1177.77</td>
<td>1268.36</td>
</tr>
</tbody>
</table>
Contacts and Websites of Local Government

1. Government Contacts and Websites

1. Changzhou Municipal People’s Government
   www.changzhou.gov.cn

2. Changzhou Municipal Bureau of Commerce
   Changzhou Port Administration Office
   Tel: +86 (519) 8568 2272
   Fax: +86 (519) 8568 2299
   Website: www.czhboftec.gov.cn

3. Changzhou Development and Reform Commission
   Tel: +86 (519) 8568 1076
   Website: www.czdrc.gov.cn

4. Changzhou Economy and Information Technology Commission
   Tel: +86 (519) 8568 1183
   Website: www.czetc.gov.cn

5. Foreign Affairs Office of Changzhou Municipal People’s Government
   Tel: +86 (519) 8568 3337
   Website: www.czfao.gov.cn

6. Jiangsu Changzhou Municipal Administration of Industry and Commerce
   Tel: +86 (519) 8568 1076
   Website: www.czgsj.gov.cn

7. Changzhou Local Tax Bureau
   Tel: +86 (519) 8985 5571
   Website: www.dsrcz.gov.cn

8. Changzhou State Tax Bureau
   Tel: +86 (519) 8966 8802
   Website: www.czgs.net

9. Changzhou Customs
   Tel: +86 (519) 8513 9114
   Website: nanjing.customs.gov.cn/ publish/portal470/

10. Jiangsu Changzhou Municipal Bureau of Quality and Technical Supervision
    Tel: +86 (519) 8666 6265
    Website: www.czqts.gov.cn

11. Changzhou Municipal Bureau of Entry-Exit Inspection and Quarantine
    Tel: +86 (519) 8515 1019
    Website: www.changzhouciq.gov.cn

12. Changzhou Municipal Bureau of Land Resources
    Tel: +86 (519) 8667 5160
    Website: www.czira.gov.cn

13. Changzhou Municipal Bureau of Environmental Protection
    Tel: +86 (519) 8568 2738
    Website: www.czepb.com

14. Changzhou Municipal Bureau of Public Security
    Tel: +86 (519) 8668 4000
    Website: www.czsga.gov.cn

15. Changzhou Municipal Administrative Services Centre
    Tel: +86 (519) 8690 0510
    Website: xsp.changzhou.gov.cn

II. Development Zones above Provincial Level

1. Changzhou National Hi-tech District
   Website: www.cznd.gov.cn

2. Jiangsu Wujin Hi-tech Industrial Zone
   Website: www.wiz.org.cn

3. Jiangsu Changzhou Xinbei Industrial Park
   Website: www.cz-chempark.com

4. Jiangsu Wujin Economic Development Zone
   Website: www.wez.gov.cn

5. Jiangsu Jintan Economic Development Zone
   Website: www.jtkfq.com

6. Jiangsu Liyang Economic Development Zone
   Website: www.ly-invest.gov.cn

7. Jiangsu Changzhou Tianning Economic Development Zone
   Website: www.tnkfq.com

8. Jiangsu Changzhou Zhonglou Economic Development Zone
   Website: www.zlkfq.gov.cn

9. Jiangsu Changzhou Qishuyan Economic Development Zone
   Website: www.qedz.gov.cn

III. Other websites

1. Changzhou Association of Industry and Commerce
   Changzhou General Chamber of Commerce
   Website: www.czzsh.org.cn

2. Changzhou, China
   Website: www.cz001.com.cn

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