



Why China? Greater Bay Area?



Moving from a manufacturing based to technology based economy

Very hungry for new technologies and new business

Have all the necessary resources – talent people, nature resources, huge local market and Asian market

Lot of government grant and subsidies on new businesses

14th Five Year Plan – to build a modern socialist country that is prosperous, strong, democratic, culturally advanced and harmonious by 2049

Construction of a “Dual circulation” – Global integration and more on an Expansion of Domestic business.



粵港澳大灣區 Greater Bay Area



Facts

- Hong Kong, Macao, Zhuhai, Jiangmen, Zhongshan, Foshan, Zhaoqing, Guangzhou, Huizhou, Dongguan, Shenzhen 11 cities
- 71 million people, 5% total Chinese population
- GDP \$1.6 trillion USD, 12% total Chinese GDP. 4.62 trillion by 2030
- 56,000 km sq., 1% China's land area
- Air freight traffic in the Greater Bay Area was 7.96 million tonnes in 2017, greater than the combined volumes of San Francisco, New York and Tokyo
- Three of the World's top 10 container ports are in Big Bay Area; Shenzhen, Guangzhou and Hong Kong; 66 million TEUs in 2017



More Facts

- Macao, the world's entertainment hub, will partner with Zhuhai for entertainment business
- One hour commute commitment within the region. Five times the length of railway will be implemented by 2015. Every small cities with half a million population will be reached by local subway or by high speed train
- More Universities built to grow the local talents; HKUST, CUHK, CityU, PolyU, OpenU.....



GDP and Population

Ranking	City	GDP (billionUSD)	Population (million)
1	Shanghai	486.63	24.18
2	Beijing	451.50	21.71
3	Shenzhen	367.68	12.53
4	Guangzhou	342.50	14.50
5	Chongqing	303.23	33.72
16	Foshan	157.10	8.46
21	Xian	124.33	12.55
22	Dongguan	123.60	8.32
	Hong Kong	362.70	7.50
	Macao	55.10	0.63



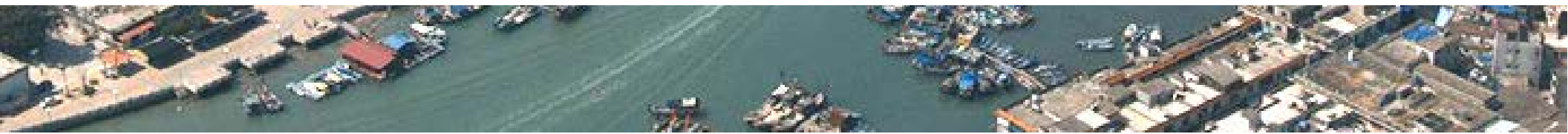
G7 GDP



Totals

Select year ▼

COUNTRY	GDP	GDP PER CAPITA	POPULATION	LAND AREA
 Italy	\$2.01 trillion	\$29,393.12 per capita	61.48 million	294,140 sq km
 France	\$2.61 trillion	\$31,161.17 per capita	65.95 million	547,660 sq km
 Japan	\$5.96 trillion	\$33,523.37 per capita	127.25 million	364,500 sq km
 Germany	\$3.40 trillion	\$34,065.12 per capita	81.15 million	348,770 sq km
 United Kingdom	\$2.44 trillion	\$35,046.59 per capita	63.18 million	241,930 sq km
 Canada	\$1.82 trillion	\$38,065.13 per capita	34.57 million	9.09 million sq km
 United States	\$15.68 trillion	\$45,759.46 per capita	316.67 million	9.16 million sq km





About the Greater Bay Area



**Guangdong –
Hong Kong – Macao
Bay Area**

Tokyo Bay Area

**New York
Metropolitan
Area**

**San Francisco
Bay Area**

Size	56 000 km ²	36 900 km ²	21 500 km ²	17 900 km ²
Population	71.1 million	44 million	20.2 million	7.7 million
GDP	US\$1.6 Trillion	US\$1.8 Trillion	US\$1.7 Trillion	US\$0.8 Trillion
Annual Airport Freight Turnover	8 million tonnes	3.6 million tonnes	2.2 million tonnes	1.2 million tonnes
Annual Air passenger traffic	202 million	124 million	132.2 million	81.3 million
Annual Port container throughput	66.5 million TEUs	7.8 million TEUs	6.3 million TEUs	2.4 million TEUs

Area of Focus

1	Hong Kong	Financial Hub, Education, Tourism, High tech industries, International trade
2	Macao	Entertainment, Education, Tourism
3	Zhuhai	Next-generation artificial intelligence, intelligent manufacturing, marine engineering equipment, aerospace equipment , environmentally friendly transportation equipment, new energy and new materials, high-end electronic information, software and integrated appliances, intelligent home appliances electrical, biotechnology, biomedicine and medical equipment , printing equipment and 3D printing
4	Jiangmen	Next-generation information technology, high-end equipment manufacturing, new light sources , new energy, new materials, cloud computing, Internet of Things, Big data



Area of Focus



5	Zhongshan	Biomedicine and health, new materials, laser and adder manufacturing , precision instrumentation, blockchain and quantum information, semiconductor and integrated circuits, high-end equipment manufacturing , next-generation information technology
6	Foshan	A new generation of artificial intelligence, high-end information, new materials, new energy, biomedicine
7	Zhaoqing	Next-generation communications and networking, quantum science, brain science, artificial intelligence, energy-saving technology and equipment, residual heat and pressure utilization equipment, energy-saving products manufacturing, environmental protection equipment manufacturing, environmental protection products manufacturing, energy-efficient electrical appliances manufacturing
8	Guangzhou	Next-generation network communications, mobile Internet, Internet of Things, new display, high-performance integrated circuits, new electronic components, high-end software, medical devices, biological manufacturing, intelligent equipment manufacturing, aviation equipment, satellites and applications, marine equipment, high-performance engineering plastics

Area of Focus



9	Hui zhou	5G equipment and key components technology, Beidou navigation technology, blockchain technology applications, 4K/8K technology in the smart home applications, visual inspection applications in the industrial field, industrial Internet technology applications, VR/AR technology applications, robot system integration technology applications, fine chemicals, pharmaceutical chemicals, energy storage materials, electronic functional materials, electronic waste data utilization, pharmaceutical manufacturing, medical device manufacturing
10	Dong guan	A new generation of artificial intelligence, a new generation of information and communications, intelligent terminals, industrial robots, high-end intelligent manufacturing equipment, advanced materials, new energy materials, high-performance batteries, biomedicine, high-end medical devices
11	Shen zhen	Next-generation artificial intelligence, third-generation semiconductor materials and devices, intelligent robot and equipment manufacturing for new energy vehicles, laser manufacturing and material addition manufacturing, chip, software and computing, quantum science, brain science and brain-like research, precision medicine and stem cells, broadband communications and new networks, synthetic biology

Greater Bay Area New Business Funding Policy



	Cities	Policy	Funding details
1	Hong Kong	Innovation and technology commission (ITC)	ITF and ESS maximum of 4 million USD, to support any high tech projects
2	Macao	The Science and Technology Development Fund (FDCT)	FDCT maximum of 800,000 USD to support any high tech projects
3	Zhuhai	Scientific and technological innovation policy	Technology fund of 20,000 USD offers to companies with innovation, growth, tax contribution and patented products. With good performance, another 20,000 USD can award to the top 50, where they are best in innovation, economic contribution and high-tech content.
4	Jiangmen	Development of high-tech enterprises fund	A one-time grant of 50,000 USD can offer to any high tech enterprise, and another 300,000 yuan, if the address is within Jiangmen Talent Island
5	Zhongshan	Fund for major science and technology development	Special fund for major science and technology enterprises, the maximum funding is up to 2 million USD
6	Foshan	Science and technology innovation enterprise funding scheme	Successful technological innovation team will receive financial support, which separates in 5 categories from 400 - 4 million USD
7	Zhaoqing	High-tech enterprises support fund	One time grant of 25,000 USD can offer to any high-tech enterprise, and another 10% tax re-fund offer to successful applications
8	Guangzhou	Enterprise research and development fund and subsidies	A funding of 16,000 to 4 million USD to any R & D enterprises successful applications
9	Huizhou	High-tech enterprise fund	One time grant of 100,000 to 500,000 USD offers to any high-tech enterprises move into the city
10	Dongguan	Science and technology funds for financial development and promotion	Discount of 2% on direct debt financing and another 1% for the direct financing in capital investment, in total of 300,000 USD
11	Shenzhen	Science, technology and innovation fund	R & D fund for high tech enterprises from outside the Pearl River Delta region

Great Bay Area Talent Support Policy.

	Cities	Policy	Funding Details
1	Hong Kong	Innovation and technology commission (ITC)	Subsidiary of 4,000 USD per month for any PhD hired
2	Macao	The Science and Technology Development Fund (FDCT)	-----
3	Zhuhai	Promotion fund for scientific and technological innovation talents	The Innovation and Entrepreneurship Team Support Program offers 17 million USD funding for the city's strategic emerging and future industries/entrepreneurs
4	Jiang men	The "Bay Area Talent" project	Grant subsidy of 90,000 USD for any doctoral and post-doctoral research candidates
5	Zhong shan	Promotion of scientific and technological innovation expertise and projects	17,000 USD can offer to any foreign expertise, and another 32,000 USD can offer to enterprises on successfully train up local talents
6	Foshan	Implementation different measures to attract external talents and expertise	Innovation fund of 170,000 USD can offer to any expertise, and 40,000 USD for young talent in 3 years
7	Zhao qing	Program to attract innovation and entrepreneurship team and leading talent	1.7 million USD can offer to any world leading entrepreneurial team, and 800,000 USD for any domestic entrepreneurial team
8	Guang zhou	Innovation and Entrepreneurship funds	Funding of 500.000 USD for experts, and up to 5 million USD for high tech projects. Rent subsidies, business loan discount, down payment risk compensation and other business support
9	Huizhou	Expert and talent program	Funding for postdoctoral candidates and postdoctoral R&D projects; can offer 90,000 USD and 35,000 USD respectively
10	Dong guan	Program for innovation and entrepreneurship programs	400,000 USD for any start-up entrepreneurial teams
11	Shen zhen	Selection and training of experts and talents	Support funding of 1.6 million, 2.8 million and 3.5 million USD to enhance scientific research capabilities and building of high tech enterprises

Great Bay Area Research and Development Funding Policy

	Cities	Policy	Funding Details
1	Hong Kong	Innovation and technology commission (ITC)	ITF and ESS maximum of 4 million USD, to support any high tech projects
2	Macao	The Science and Technology Development Fund (FDCT)	FDCT maximum of 800,000 USD to support any high tech projects
3	Zhuhai	Scientific and technological innovation	Funding support of up to 160,000 USD can offer to universities, scientific research institutions to carry out research and development.
4	Jiang men	R & D subsidies	Funding of 16,000 USD
5	Zhong shan	Scientific and technological innovation fund	(1) Funding 1.6 million USD for major science and technology (2) R & D subsidies of 90,000 USD for any R & D projects (3) Engineering technology center subsidy of 35,000 USD (4) 50,000 USD funding for high tech./equipment upgrade
6	Foshan	Science and technology innovation fund	Funding from 90,000 to 900,000 USD depends on the scale of the projects
7	Zhao qing	Scientific and technological innovation fund	5 million USD subsidies can offer to any new R & D institution to establish local R & D facilities. 1.6 million USD subsidies can offer to any university and R & D organization of any new R& D project.
8	Guang zhou	Research and development program	1.6 million can offer to any R & D projects within the focus areas
9	Huizhou	Funding for new research and development institution	Funding for projects from 30,000 to 160,000 USD, which base on project size and their technical impact
10	Dong guan	Research and development projects	Funding of 50,000 to 900,000 USD can offer to any projects within the City's focused areas
11	Shen zhen	Shenzhen, Hong Kong and Macao Science and Technology Program	Subsidies of 500,000 USD to any collaboration projects from these three regions



How to succeed ?

Where is get the \$\$?

Understand your Landscape

- China is the world fastest growing market and the 2nd largest world economy
- Technology hungry
- Capture your market and maximize the opportunities

Watch
out for
liabili
ties



Organization requirement
Export control
Government support
Legal and Financial liabilities

Technology /Business Transfer Issues



- Know your customer's needs and manage the entire offerings
- Manage all the regulatory issues

Solutions



- Good government relationship
- Understand the local culture
- Understand the business landscape
- Manage your liabilities
- Have a proper business model



Need Help?



Tomson Lee (Mr.) Senior Technology Transfer Officer



Knowledge Transfer Office

香港城市大學
City University of Hong Kong

City University of Hong Kong
#02 2220 Cheng Yick Chi Building
83 Tat Chee Avenue

Kowloon, Hong Kong, PRC

Tel: (852) 3442 6441

Mobile: Hong Kong (852) 9417 3441; China (86) 138 2880 2401

Fax : (852) 3442 0883

Email: tom.lee35@gmail.com; thmlee@cityu.edu.hk

Skype: tom.lee35