

# 海南自由贸易港政策早期安排十八条

## Eighteen Early Arrangements for Hainan Free Trade Port

一、加强海关特殊监管区域建设。在洋浦保税港区等具备条件的海关特殊监管区域率先实行“一线”放开、“二线”管住的进出口管理制度。根据海南自由贸易港建设需要，增设海关特殊监管区域。

### **1.Strengthen the establishment of Special Customs Supervision Zones.**

An import export management system featuring "free flow through the first line and efficient control at the second line" will be adopted first by Yangpu Bonded Port Area and other qualified Special Customs Supervision Zones. More special customs supervision zones will be set up based on the need for the construction of Hainan Free Trade Port.

二、实行部分进口商品零关税政策。除法律法规和相关法规明确不予免税、国家规定禁止进口的商品外，对企业进口自用的生产设备，实行“零关税”负面清单管理；对岛内进口用于交通运输、旅游业的船舶、航空器等营运用交通工具及游艇，实行“零关税”正面清单管理；对岛内进口用于

生产自用或以“两头在外”模式进行生产加工活动（或服务贸易过程中）所消耗的原辅料，实行“零关税”正面清单管理；对岛内居民消费的进境商品，实行正面清单管理，允许岛内免税购买。对实行“零关税”清单管理的货物及物品，免征进口关税、进口环节增值税和消费税。清单内容由有关部门根据海南实际需要和监管条件进行动态调整。放宽离岛免税购物额度至每年每人 10 万元，扩大免税商品种类。

## **2. Implement zero-tariff policy on certain imported goods.**

Except for goods prohibited from tariff exemption or import by laws and regulations:

The zero-tariff negative list management will apply to production equipments imported by enterprises for own use;

The zero-tariff positive list management will apply to following goods:

--Ships, aircrafts, other means of transport and yachts imported to the island for transportation and tourism;

--Raw and auxiliary materials imported for production within Hainan, or for processing trade (or in the process of trade in service) of which final products would be exported to overseas markets;

--Imported goods consumed by residents of Hainan.

Goods and items under the management of zero-tariff lists will be exempt from import duties, import value-added tax and consumption tax.

The lists will be dynamically adjusted by relevant departments according

to practical demand and supervision requirements of Hainan. The quota for offshore duty-free shopping will be raised to 100,000 yuan per person per year, and the categories for duty-free goods will be expanded.

三、减少跨境服务贸易限制。在重点领域率先规范影响服务贸易自由便利的国内规制。制定出台海南自由贸易港跨境服务贸易负面清单，给予境外服务提供者国民待遇。建设海南国际知识产权交易所，在知识产权转让、运用和税收政策等方面开展制度创新，规范探索知识产权证券化。

### **3. Reduce restrictions on cross-border trade in service.**

Take initiatives to standardize domestic rules and regulations that affect the facilitation of trade in service in key areas. Formulate and release the negative list of cross-border trade in service in Hainan Free Trade Port, and grant national treatment to overseas service providers. Establish the Hainan International Intellectual Property Exchange, foster institutional innovation in the transfer, utilization and taxation of intellectual property, and carry out law-based exploration for the securitization of intellectual property.

四、实行“极简审批”投资制度。制定出台海南自由贸易港放宽市场准入特别清单、外商投资准入负面清单。对先

行开放的特定服务业领域所设立的外商投资企业，明确经营业务覆盖的地域范围。建立健全国家安全审查、产业准入环境标准和社会信用体系等制度，全面推行“极简审批”制度。深化“证照分离”改革。建立健全以信用监管为基础、与负面清单管理方式相适应的过程监管体系。

#### **4. Implement the most-simplified-approval investment management system.**

Roll out the special list for Hainan Free Trade Port to relax market access and the negative list for foreign investment access. Define the geographic range for business operations of foreign-invested enterprises in specific service sectors that are opened up at early stage. Establish and improve the national security review, environmental standards for industrial access, social credit system among other mechanisms, and in all respects promote the most-simplified-approval system. Deepen the reform on streamlining business license approval. Establish and improve a process supervision system based on credit supervision and compatible with the negative list management.

五、试点改革跨境证券投融资政策。支持在海南自由贸易港内注册的境内企业根据境内外融资计划在境外发行股票，优先支持企业通过境外发行债券融资，将企业发行外债备案登记制管理下放至海南省发展改革部门。探索开展跨境



资产管理业务试点，提高跨境证券投融资汇兑便利。试点海南自由贸易港内企业境外上市外汇登记直接到银行办理。

## **5. Promote pilot reform on cross-border securities investment and financing policy.**

Support enterprises registered in Hainan Free Trade Port to issue stocks abroad according to their domestic and overseas financing schemes. Give priority to supporting enterprises in financing through issuing bonds overseas. The Development and Reform Department of Hainan province will be in charge of the registration management of foreign debt issued by domestic enterprises. Explore pilot programs on cross-border asset management businesses and further facilitate foreign exchange operations for cross-border securities investment and financing. Develop trial businesses for enterprises in Hainan Free Trade Port to register foreign exchange directly at banks when they go public abroad.

六、加快金融业对内对外开放。培育、提升海南金融机构服务对外开放能力，支持金融业对外开放政策在海南自由贸易港率先实施。支持符合条件的境外证券基金期货经营机构在海南自由贸易港设立独资或合资的金融机构。支持金融机构立足海南旅游业、现代服务业、高新技术产业等重点产业发展需要，创新金融产品，提升服务质效。依托海南自由贸易港建设，推动发展相关的场外衍生品业务。支持海南在

优化升级现有交易场所的前提下，推进产权交易场所建设，研究允许非居民按照规定参与交易和进行资金结算。支持海南自由贸易港内已经设立的交易场所，在会员，交易，税负，清算，交割，投资者权益保护，反洗钱等方面，建立与国际惯例接轨的规则和制度体系。在符合相关法律法规的前提下，支持在海南自由贸易港设立财产险、人身险、再保险公司以及相互保险组织和自保公司。

## **6. Accelerate the opening up of financial sector to both domestic and overseas markets.**

Promote financial institutions in Hainan to develop and build up the capability of serving the opening up process, and support Hainan Free Trade Port to take initiatives to implement opening policies in the financial sector. Support qualified overseas institutions dealing with securities, funds, and futures businesses to set up wholly or jointly owned financial institutions in Hainan Free Trade Port. Support financial institutions to develop new financial products and improve quality and efficiency of services in Hainan based on development needs of key industries such as tourism, modern service, and high-tech industry, etc. Promote the development of relevant over-the-counter derivative businesses to address needs for the construction of Hainan Free Trade Port. Support Hainan in building property rights trading venues on the

basis of optimizing and upgrading existing trading venues, and allow non-residents to participate in trading and fund settlement according to relevant regulations. Support the established trading venues in Hainan Free Trade Port to roll out rules and institutional systems aligned with international practices in terms of membership, trading, taxation, clearance, settlement, protection of investor rights, and anti-money laundering. Support the establishment of property insurance, life insurance, reinsurance, mutual insurance and self-insurance institutions and companies in Hainan Free Trade Port within legal framework.

七、增强金融服务实体经济能力。支持发行公司信用类债券、项目收益票据、住房租赁专项债券等。对有稳定现金流的优质旅游资产，推动开展证券化试点。支持金融机构在依法合规、有效防范风险的前提下，在服务贸易领域开展保单融资、仓单质押贷款、应收账款质押贷款、知识产权质押融资等业务。支持涉海高新技术企业利用股权、知识产权开展质押融资，规范、稳妥开发航运物流金融产品和供应链融资产品。依法有序推进人工智能、大数据、云计算等金融科技领域研究成果在海南自由贸易港率先落地。探索建立与国际商业保险付费体系相衔接的商业性医疗保险服务。支持保险业金融机构与境外机构合作开发跨境医疗保险产品。

## **7.Enhance financial sector's capability of serving the real economy.**

Support the issuance of corporate credit bonds, project revenue notes, and special bonds for housing lease. Promote pilot projects on the securitization of high quality tourism assets with stable cash flows. Support financial institutions to develop premium financing, warehouse receipt loans, receivables pledge, intellectual property pledge and other businesses in the area of trade in service under the premise of regulatory compliance and effective risk control. Support marine-related high-tech enterprises in carrying out pledge financing on equity and intellectual property rights, and promote the regulated and controllable development of shipping, logistics and supply chain-related financial products. Take initiatives to apply research achievements in the fields of artificial intelligence, big data and cloud computing in Hainan Free Trade Port in a law-abiding and orderly way. Explore and develop commercial medical insurance services conneted to international commercial insurance payment systems. Support financial institutions of the insurance sector in developing cross-border medical insurance products in collaboration with overseas institutions.

八、实施更加便利的免签入境措施。将外国人免签入境渠道由旅行社邀请接待扩展为外国人自行申报或通过单位

邀请接待免签入境。放宽外国人申请免签入境事由限制，允许外国人以商贸、访问、探亲、就医、会展、体育竞技等事由申请免签入境海南。实施外国旅游团乘坐邮轮入境 15 天免签政策。

#### **8. Apply a more convenient visa-free entry policy.**

Open up more visa-free application channels to foreigners including self-declaration and invitation and reception by local entities, apart from invitation and reception by travel agencies. Relax restrictions on foreigner's application for visa-free entry, and allow visa-free entries to Hainan on business, visit, family reunion, medical treatment, exhibition and convention, sport events and other purposes. Apply the 15-day visa-free stay policy to foreign tourist groups traveling by cruise ships.

九、实施更加开放的船舶运输政策。以“中国洋浦港”为船籍港，简化检验流程，逐步放开船舶法定检验，建立海南自由贸易港国际船舶登记中心，创新设立便捷、高效的船舶登记程序。取消船舶登记主体外资股比限制。在确保有效监管和风险可控的前提下，境内建造的船舶在“中国洋浦港”登记并从事国际运输的，视同出口并给予出口退税。对以洋浦港作为中转港从事内外贸同船运输的境内船舶，允许其加注本航次所需的保税油；对其加注本航次所需的本地生产燃

料油，实行出口退税政策。对符合条件并经洋浦港中转离境的集装箱货物，试行启运港退税政策。加快推进琼州海峡港航一体化。

### **9. Apply a more open shipping policy.**

Establish Yangpu-Port-of-China as the port of registry, streamline the inspection process, gradually release restrictions on the statutory survey of ships, establish the Hainan Free Trade Port international ship registration center, and creatively establish convenient and efficient ship registration procedures. Remove the limitation on foreign shareholding proportion for ship registration body. Under the premise of effective supervision and risk control, domestically built ships registered at Yangpu-Port-of-China and engaged in international shipping are entitled to export tax rebate as in the situation of export. Domestic ships with both domestic and foreign trade goods on board which transit at Yangpu Port are allowed to refuel with bonded oil required for the voyage, or tax rebate could be claimed if the ships refuel with locally produced fuel oil for the voyage. For container cargoes that meet relevant conditions and transit at Yangpu Port for final departure from China, a trial policy of tax rebate at port of departure will apply. Speed up the integrated development of shipping and port in Qiongzhou Strait.

十、实施更加开放的航空运输政策。在对等基础上，推

动在双边航空运输协定中实现对双方承运人开放往返海南的第三、第四航权，并根据我国整体航空运输政策，扩大包括第五航权在内的海南自由贸易港建设所必需的航权安排。支持在海南试点开放第七航权。允许相关国家和地区航空公司承载经海南至第三国（地区）的客货业务。实施航空国际中转旅客及其行李通程联运。对位于海南的主基地航空公司开拓国际航线给予支持。允许海南进出岛航班加注保税航油。

#### **10. Apply a more open policy on air transportation.**

On the basis of reciprocity, promote the realization of the third and fourth freedom rights for inbound and outbound flights for carriers of both parties of bilateral air transportation agreements, and expand air freedom arrangement including the fifth freedom right necessary for building the Hainan Free Trade Port in accordance with China's air transportation policies. Support Hainan in trial implementation of the seventh air freedom. Allow airlines from relevant countries and regions to carry passengers or freight via Hainan to a third country or region. Provide combined transportation service to international transfer passengers and their luggage. Support airline companies with Hainan as their core base to expand international flight routes. Allow both inbound and outbound flights to refuel with bonded aviation oil.

十一、便利数据流动。在国家数据跨境传输安全管理制  
度框架下，开展数据跨境传输安全管理试点，探索形成既能  
便利数据流动，又能保障安全的机制。

#### **11.Facilitate cross-border data transfers.**

Launch pilot projects on security management of cross-border data  
transfers to explore and develop a convenient and secure cross-border  
data transfer mechanism within the framework of national security  
management system for cross-border data transfers.

十二、深化产业对外开放。支持发展总部经济。举办中  
国国际消费品博览会，国家级展会境外展品在展期内进口和  
销售享受免税政策，免税政策由有关部门具体制定。支持海  
南大力引进国外优质医疗资源。总结区域医疗中心建设试点  
经验，研究支持海南建设区域医疗中心。允许境外理工农医  
类高水平大学、职业院校在海南自由贸易港独立办学，设立  
国际学校。推动国内重点高校引进国外知名院校在海南自由  
贸易港举办具有独立法人资格的中外合作办学机构。建设海  
南国家区块链技术和产业创新发展基地。

#### **12.Deepen industrial opening-up.**

Support the development of headquarters economy. Hold the China  
International Consumer Products Expo. The import and sale of foreign  
exhibits during national level exhibitions will be entitled to tax



exemption policy which will be formulated by relevant departments. Support Hainan in introducing high quality foreign medical resources from abroad. Draw from the trial experience of regional medical centers to explore and support the building of regional medical centers in Hainan. Allow high-level universities and vocational colleges specialized in science, engineering, agriculture and medical science to run international schools independently in Hainan Free Trade Port. Promote the partnership between Chinese top-level universities and world-renowned foreign colleges to set up jointly-run schools as independent legal entities in Hainan. Build the Hainan national blockchain technology and industrial innovation and development base.

十三、优化税收政策安排。从本方案发布之日起，对注册在海南自由贸易港并实质性运营的鼓励类产业企业，减按15%征收企业所得税。对在海南自由贸易港设立旅游业、现代服务业、高新技术产业企业，其2025年前新增境外直接投资取得的所得，免征企业所得税。对企业符合条件的资本性支出，允许在支出发生当期一次性税前扣除或加速折旧和摊销。对在海南自由贸易港工作的高端人才和紧缺人才，其个人所得税实际税负超过15%的部分，予以免征。享受上述优惠政策的高端人才和紧缺人才实行清单管理，由海南省商财政部、税务总局制定具体管理办法。

### **13.Optimize taxation policy arrangement.**

From the date of issuance of the arrangements, for encouraged industries, enterprises registered in Hainan Free Trade Port that have a practical operational record are entitled to a reduced corporate tax rate of 15%; For tourism, modern service and high-tech industries, enterprises established in Hainan Free Trade Port are entitled to corporate tax exemption for income from newly increased overseas direct investment before year 2025. Capital expenditures that meet certain requirements are allowed to be fully deducted from the taxable income or to be depreciated and amortized at an accelerated speed in the current accounting period. High-end talents and highly-demanded talents employed in Hainan Free Trade Port are entitled to the personal income tax rate of 15%. The list management will apply to high-end talents and highly-demanded talents who enjoy the mentioned preferential tax rate, and Hainan province will consult with the Ministry of Finance and the State Administration of Taxation to roll out specific administrative measures.

十四、加大中央财政支持力度。中央财政安排综合财力补助，对地方财政减收予以适当弥补。鼓励海南在国务院批准的限额内发行地方政府债券支持自由贸易港项目建设。在有效防范风险的前提下，稳步增加海南地方政府专项债券发

行额度，用于支持重大基础设施建设。鼓励在海南自由贸易港向全球符合条件的境外投资者发行地方政府债券。由海南统筹中央资金和自有财力，设立海南自由贸易港建设投资基金，按政府引导、市场化方式运作。

#### **14.Strengthen central financial support.**

The central government will provide comprehensive financial support to make reasonable compensation for the shrinkage of Hainan's local fiscal revenue. Encourage Hainan to issue local government bonds within the limits approved by the State Council to support facility construction of the free trade port. Steadily increase the amount of special bonds issued by local governments of Hainan to support major infrastructure projects under the premise of effective risk control. Encourage Hainan Free Trade Port to issue local government bonds to eligible global investors. Hainan will make overall arrangement of central funds and own financial resources to establish the Construction Investment Fund for Hainan Free Trade Port which will operate under government guidelines and market rules.

十五、给予充分法律授权。本方案提出的各项改革政策措施，凡涉及调整现行法律或行政法规的，经全国人大及其常委会或国务院统一授权后实施。研究简化调整现行法律或行政法规的工作程序，推动尽快落地。授权海南制定出台自

由贸易港商事注销条例、破产条例、公平竞争条例、征收征用条例。加快推动制定出台海南自由贸易港法。

### **15. Be fully authorized by law.**

Polices and measures in the arrangements that require adjustment of existing laws and regulations should be implemented after the authorization by the National People's Congress and its standing committee or the State Council. Roll out working procedures for streamlining and adjusting existing laws or regulations to put them into effect as soon as possible. Authorize Hainan to formulate the free trade port's regulations on business registration and deregistration, bankruptcy, fair competition, expropriation and requisition. Speed up the roll-out of Hainan Free Trade Port Law.

十六、强化用地用海保障。授权海南在不突破海南省国土空间规划明确的生态保护红线、永久基本农田面积、耕地和林地保有量、建设用地总规模等重要指标并确保质量不降低的前提下，按照国家规定的条件，对全省耕地、永久基本农田、林地、建设用地布局调整进行审批并纳入海南省和市县国土空间规划。积极推进城乡及垦区一体化协调发展和小城镇建设用地新模式，推进农垦土地资产化。建立集约节约用地制度、评价标准以及存量建设用地盘活处置政策体系。总结推广文昌农村土地制度改革三项试点经验，支持海南在

全省深入推进农村土地制度改革，依法保障国家重大项目用海需求。

## **16.Strengthen guarantee for the utilization of land and sea.**

In accordance with relevant national provisions, and under the premise of never crossing the red line of ecological protection or breaking key indexes such as permanent basic farmland area, cultivated and forest land area, total scale of construction land as well as ensuring the quality of land will not be undermined, Hainan is authorized to approve the layout adjustment of cultivated land, permanent basic farmland, forestland and construction land, and incorporate the approvals in the spatial planning process at provincial, city and county levels. Actively foster the integrated and coordinated development of urban, rural and reclamation areas, promote new models for construction land in small towns, and push forward the capitalization of agricultural reclamation land. Establish intensive development and conservation system for land resources, evaluation criteria and policy system for revitalizing and disposal of existing construction land stock. Leverage on and advocate the experience from the three pilot rural land reforms in Wenchang county and support the entire Hainan island to undertake in-depth rural land reforms. Guarantee to meet the sea utilization demand for national key projects according to laws.

十七、做好封关运作准备工作。制定出台海南自由贸易港进口征税商品目录、限制进口货物物品清单、禁止进口货物物品清单、限制出口货物物品清单、禁止出口货物物品清单、运输工具管理办法，以及与内地海关通关单证格式规范、与内地海关通关操作规程、出口通关操作规程等，增加对外开放口岸，建设全岛封关运作的配套设施。

**17.Prepare for the initiation of independent customs operations throughout Hainan island.**

Issue the catalogue for import taxation, list of restricted items for import, list of prohibited items for import, list of restricted items for export, list of prohibited items for export, administrative measures for means of transport, standardized paperwork for customs clearance with mainland customs, operating procedure for customs clearance with mainland customs and operating procedure for export clearance. Open more ports and build facilities necessary for independent customs operations throughout Hainan island.

十八、适时启动全岛封关运作。2025年前，适时全面开展全岛封关运作准备工作情况评估，查堵安全漏洞。待条件成熟后再实施全岛封关运作，不再保留洋浦保税港区、海口综合保税区等海关特殊监管区域。相关监管实施方案由有关部门另行制定。在全岛封关运作的同时，依法将现行增值税、

消费税、车辆购置税、城市维护建设税及教育费附加等税费进行简并，启动在货物和服务零售环节征收销售税相关工作。

**18.Launch independent customs operations throughout Hainan island in due time.**

Conduct overall assessments in due time on the preparatory work for the initiation of independent customs operations for Hainan island to identify and block any safety loophole before year 2025. Launch independent customs operations only after all preparations are done. The Yangpu Bonded Port Area, Haikou Comprehensive Bonded Zone along with other special customs supervision areas will no longer be reserved. Relevant supervision plans will be rolled out by related departments respectively. While independent customs territory will cover the whole island of Hainan, the current value-added tax, consumption tax, vehicle purchase tax, urban maintenance, construction tax, education surcharges among other taxes and charges will be streamlined based on laws, and related work for charging and collecting sales tax in retail sale of goods and services will be started.



# 2020

## HAINAN FREE TRADE PORT INVESTMENT GUIDE







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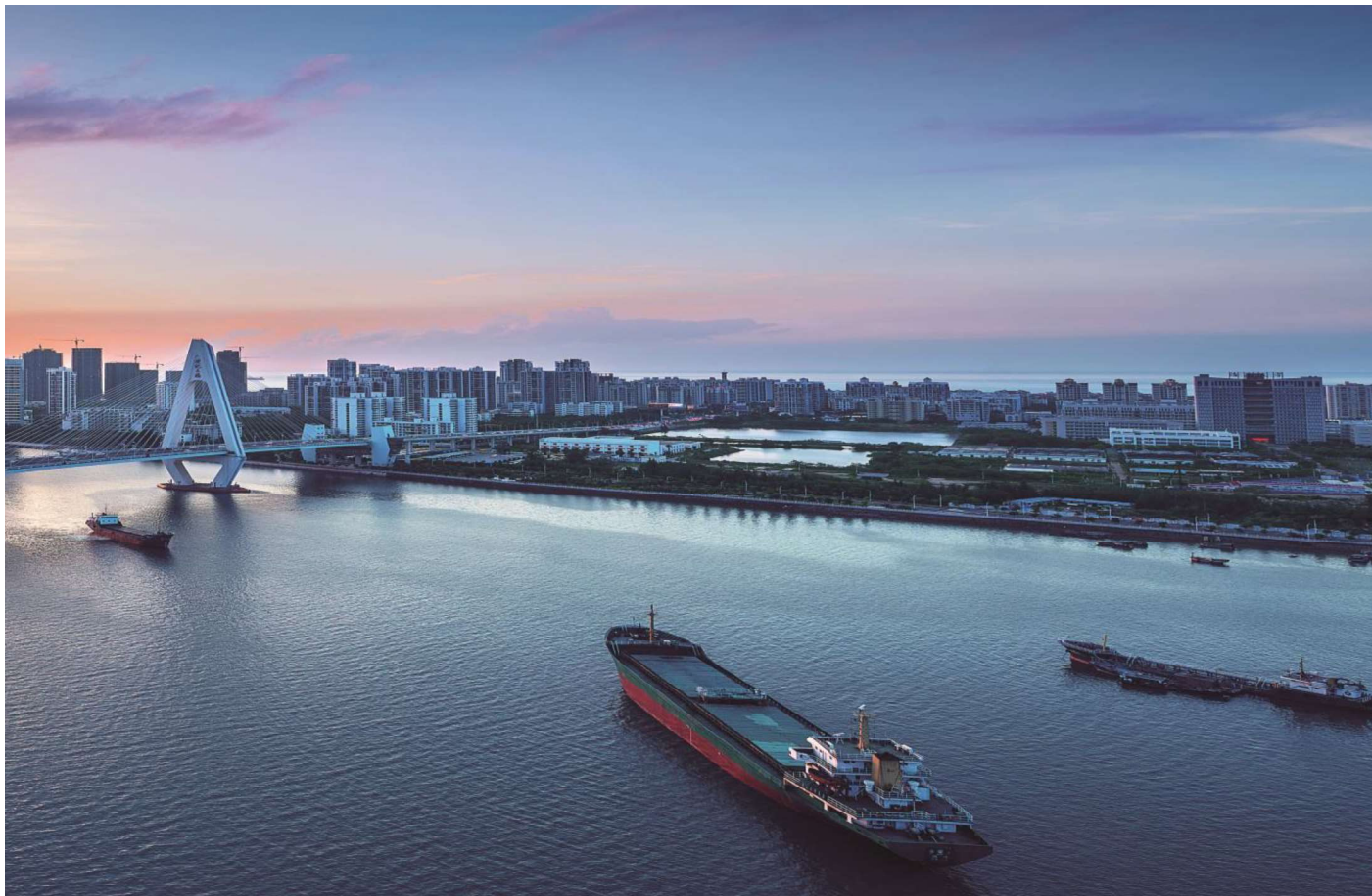
## Preview

This report aims to show the current status of the overall investment environment in Hainan Province and provide relevant information needed for investment decisions for companies or individuals interested in investing in Hainan.

### Data sources for this report:

- National ministries and commissions, the Hainan Provincial People's Government and relevant committees, and official websites of cities and counties in Hainan Province
- Data and materials provided by Hainan Province, cities, counties and development zones
- Forbes Chinese official website

Note: Unless otherwise stated, all information and data used in this report are as of December 31, 2019. The impact of events and circumstances that occurred after this date or on this date Information later known to the public was not included.



## Hainan Impression



**The only tropical  
Province in China**

**Tropical Island**

**Natural Oxygen Bar**



**Free Trade Port with  
Chinese  
Characteristics**

**Opening up to new  
heights**

## Data of Hainan



### Regional Scale

The land area is **35,400 square kilometers**. It has 4 prefecture-level cities and 15 county-level administrative units including **Haikou City and Sanya City**, with a residents of 9.472 million.



### Demo-graphic

Located at the southernmost tip of China, it is an important open gateway to the Indian Ocean and the Pacific Ocean

4 hours flight time can cover **21 countries and regions**, 8 hours flight time can cover **59 countries and regions**.



### Economic Overview

As of the end of 2019, Hainan achieved a gross regional product (GDP) of **530.894** billion yuan, a year-on-year increase of **5.8%**.



### Multi-industry

It has 3 leading industries: tourism, modern service industry, and high-tech industry, and 12 featured industries such as tropical high-efficiency agriculture, Internet, medical and health industry, convention and exhibition industry, modern logistics industry, oil and gas industry, pharmaceutical industry, and low-carbon manufacturing industry.

## Live Hainan



## Work Hainan



### Facilities

It has advanced educational resources such as **Harrow School** and international medical resources such as **Boao Evergrande International Hospital** and also has 41 standard public sports venues, 60 swimming pools, and a national fitness path 624 article.



### Technology innovation

Hainan is accelerating the planning and construction of **Nanfan, Deep Sea, Aerospace Science and Technology City, National Tropical Agricultural Science Center and Global Animal and Plant Germplasm Resources Transit Base "Five Platforms"**. The number of high-tech enterprises will increase to 566 in 2019, with a yearly increase of 48.6%. Hainan has 10 science and technology business incubators, 28 creative spaces, and 61 academician innovation platforms passed the certification.



### Culture

It has **fusion cultural** characteristics and is compatible with Central Plains Culture, Southern Fujian Culture, Lingnan Culture, Qiaoxiang Culture, Li and Miao Culture, Marine Culture and National Defense Culture.



### Doing Business

Hainan launched International Investment and International Trade Single Window, benchmarked the World Bank standards, formulated and implemented an action plan for optimizing the business environment, accelerating construction of Free Trade Port with Chinese Characteristics with legalization, international and convenient doing business environment.



# 1. Overview

- 1 Into Hainan Unique Advantage
- 2 Southern Hub with Efficient Connection
- 3 Rapid Economic Development
- 4 Openness and Vitality Gathered Foreign Investment
- 5 Building Hainan Dream with Featured Tag

*1*

## 1 Into Hainan unique advantages



### Location Advantage: China's southernmost tip/Gold latitude

- Hainan located at the southernmost tip of China, it is the only tropical and semi-tropical region in China. It is located at the golden latitude of tourist destinations around the world with Hawaii, Dubai, Maldives, and Phuket
- It is an important open gateway to the Indian Ocean and Pacific Ocean, and a regional center connecting Northeast Asia and Southeast Asia



### Ecological environment: natural large greenhouse



Percentage of days of good air throughout the year

- The air quality ranks No.1 in China, and the average annual concentration of fine particles (PM2.5) is only 16 micrograms/cubic meter
- The tropical maritime monsoon climate has always been known as the "natural large greenhouse". Without winter season, Hainan has year round summer season and the average annual temperature is 22-27°C
- The coastline has a total length of more than 1,900 kilometers, and there are 68 large and small harbors



### Overview of Hainan



**Area** 35,400 square kilometers (land )

**Population** 944.72 million permanent residents

### Administrative division

A total of 4 prefecture-level cities including Haikou City (provincial capital), Sanya City, Sansha City and Danzhou City; Qionghai City, Wenchang City, Wanning City, Dongfang City, Wuzhishan City, Ledong Li Autonomous County, Chengmai County 15 county-level administrative units in Gaoxian, Ding'an, Tunchang, Lingshui Li Autonomous County, Changjiang Li Autonomous County, Baoting Li and Miao Autonomous County, Qiongzong Li and Miao Autonomous County, Baisha Li Autonomous County

### Natural Resource

Abundant marine mineral resources such as oil and natural gas, with a hydropower reserve of more than 1 million kilowatts

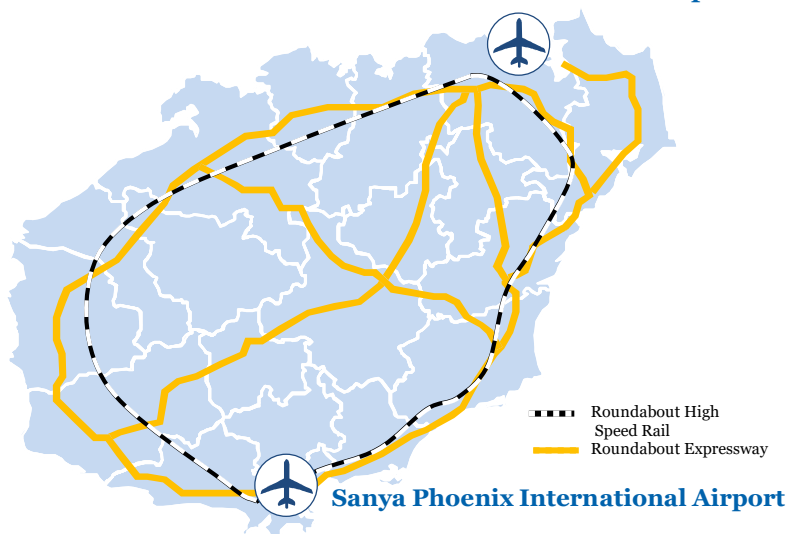
## 2 Southern Hub with Efficient Connection

Hainan is a gateway to southern China and has become a transportation hub linking Southeast Asia



High-speed rail road, highway connected, Efficient internal Traffic Connection

Haikou Meilan International Airport



### Air Transportation

#### 2 international airports in Sanya Phoenix and Haikou Meilan

400 domestic routes and 103 international routes. The international routes that directly reach the world's major passenger sources continually increasing.

All major commercial cities in Southeast Asia are within 4-5 hours.

### Water Transportation

At present, Hainan has formed a "quartet and five ports" pattern with Haikou Port in the north, Yangpu Port and Basuo Port in the west, Sanya Port in the south and Qinglan Port in the east.

Yangpu Port is a new shipping hub port for international land and sea trade.

### Train Transportation

#### The world's first high-speed rail around the island

A maglev train with a speed of 600km/h is being planned.

"1 hour economic circle" is forming.

### Road Transportation

#### The first highway around the island in China

The "Tianzi" expressway has been fully completed, with a total mileage of 1153 kilometers. The Hainan roundabout tourist highway is being planned and constructed as the "National Coast No. 1 Scenic Road", which will create China's only roundabout travel experience road.



### 3 Rapid Economic Development

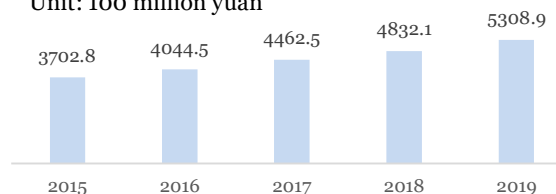


#### Economic scale has steadily increased

- The gross regional product of Hainan Province in 2019 is 530.894 billion yuan(calculated at comparable prices), an increase of 5.8% over the previous year.
- In the past five years, the average annual growth rate has reached 8.2%.

#### 2015-2019 Hainan Province GDP

Unit: 100 million yuan



#### Continuous adjustment of industrial structure

- Against the backdrop of the new economic normal, Hainan Province's industrial structure is further optimized.
- The first industry is developing towards a strong province of ecological agriculture; the second industry is proactively planning strategic emerging industries and optimizing and upgrading traditional industries; The tertiary industry continues to advance towards specialization, high quality, and high added value.

#### Comparison of 3 industrial structures in Hainan Province(2015/2019)

Category	2015	2019
1st	23.1%	20.3%
2nd	23.6%	20.7%
3rd	53.3%	59.0%

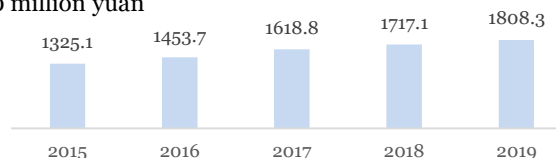


#### Booming Consumer Market

- The total retail sales of social consumer goods reached 171.708 billion yuan, an increase of 6.8% over the previous year.
- Among them, the retail sales of the wholesale and retail industry, accommodation and catering industry are increasing year by year, and the consumer market is booming.

#### Total retail sales of social consumer goods in Hainan Province (2015-2019)

Unit: 100 million yuan

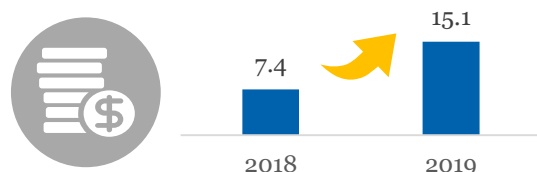


Industry	Retail sales (100 million yuan)	Increase Rate
Retail	523.02	3.8%
Accommodation	240.59	6.1%
Duty-free Sales	136.10	30%

## 4 Openness and Vitality Gathered Foreign Investment

### FDI has grown exponentially

In 2019, FDI reached **US\$15.1** billion, increased **106.1%**



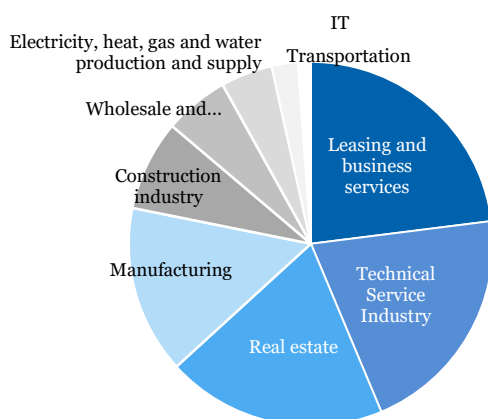
In 2019, 338 newly established foreign direct investment enterprises in Hainan Province, an increase of 171 from the previous year, of which, 28 Fortune 500 companies have settled in Hainan.

### The field of foreign investment continues to expand

Foreign investment in Hainan Province is mainly distributed in the fields of leasing and business services, technical services, real estate, manufacturing and other industries.

- Among them, the amount of foreign investment in the wholesale and retail industry, technical service industry and other industries increased the fastest year-on-year.

### Key areas of foreign direct investment in Hainan Province in 2019



### More diverse sources of foreign capital

In 2019, foreign investment in Hainan Province comes from 40 countries and regions, of which Asian countries and regions are the main sources, and developed countries in Europe and the United States have experienced rapid growth.

- Hong Kong has been the most important source of foreign investment in Hainan Province for many years. In 2019, Hong Kong's foreign investment accounted for 96.2%. Singapore is the second largest source of foreign investment, with foreign investment accounting for 2.21%.
- In 2019, the United States, Germany, the Netherlands, Canada and other developed countries in Europe and the United States achieved a breakthrough in foreign direct investment in Hainan.

### The main source countries (regions) of foreign investment and representative enterprises

Asia	Europe
<b>Hong Kong</b> <ul style="list-style-type: none"> <li>COSCO Shipping (Hong Kong) Co., Ltd.</li> <li>Taiping Insurance Group</li> </ul>	<b>German</b> <ul style="list-style-type: none"> <li>German Europa Group</li> </ul>
<b>Singapore</b> <ul style="list-style-type: none"> <li>Temasek Mapletree Group</li> </ul>	<b>United Kingdom</b> <ul style="list-style-type: none"> <li>Merlin Entertainment Group</li> <li>Harrow College</li> <li>Cushman &amp; Wakefield</li> <li>PWC</li> <li>Deloitte</li> <li>Ernst &amp; Young</li> </ul>
<b>America</b>	
<b>United States</b> <ul style="list-style-type: none"> <li>Southforth Investment Company</li> <li>GLP Group</li> <li>Triple Five Global Group</li> <li>CBRE Group</li> </ul>	<b>Netherlands</b> <ul style="list-style-type: none"> <li>KPMG</li> </ul>

## 5 Building Hainan Dream with Featured Tag

### The Only Free Trade Port in China



- On April 13, 2018, the Party Central Committee decided to support the construction of the Hainan Free Island Pilot Zone and Hainan to gradually explore and steadily advance the construction of a free trade port with Chinese characteristics. Hainan Free Trade Port will target the highest level of openness in the world and create a new highland for China's opening to the outside world.



### "Belt and Road" international platform

- Hainan has a unique geographical location and has been a necessary place and an important relay port for the Maritime Silk Road since ancient times. In recent years, Hainan has actively held the Boao Forum for Asia, built the Pan-South China Sea Economic Cooperation Circle, and built a new bridge for exchanges and cooperation between Hainan and the countries along the route.

### Comprehensively deepen the reform and opening-up pilot zone



- Hainan will take institutional innovation as the core, break through traditional institutional constraints, continuously deepen reform and opening up, and adopt new measures and methods to promote economic and social development, establish and improve a system that is compatible with free trade ports, to provide the "Hainan Plan" for establishing and leading international trade.



### National Ecological Civilization Pilot Zone

- Hainan has the best environment in China with forefront eco indicators. Taking position of the national ecological civilization pilot zone, Hainan will target the world's leading level of ecological environment quality and resource utilization efficiency to be the name card of beautiful China construction.

### International Tourism Consumer Center



- The International Tourism Consumption Center is the new positioning of the Party Central Committee for Hainan in the new period. It is proposed against the background of the trending of the tourism industry and reflecting Hainan's own unique advantages. Hainan will proceed from building a global duty-free shopping mall and fashion consumption center, enriching the supply of international tourism products, and cultivating new formats for tourism consumption to build an international tourism consumption center with world influence.



### National Major Strategic Service Guarantee Area

- The unique geographical advantage has enabled Hainan to play an irreplaceable and important role in safeguarding national sovereignty, advancing the strategy of a maritime power and the construction of the 21st century Maritime Silk Road, and achieving the integration of military and civilian development. It is the sacred mission shouldered by Hainan to serve the country's overall domestic and foreign affairs.

## Part 2. Opportunities in Hainan

- 1 “Overall Plan for the Construction of Hainan Free Trade Port” Overview
- 2 Free Trade Port “6+1+4” System Design
- 3 Early Arrangements of Hainan Free Trade Port
- 4 Sixty Key Policies for Foreign Investments

2

# 1 “Overall Plan for the Construction of Hainan Free Trade Port” Overview

## Overall Requirement



Benchmark international high-level economic and trade rules, and build Hainan Free Trade Port into a clear banner and important opening portal of China to the outside world in the new era.

## Scope of Implementation



Whole area of Hainan Island.

## Key Characteristics



“Zero-tariff, low tax rate, simple tax rules, more freedom” .  
More resources , more opportunities, low cost , less supervision.

In 2035

Further optimize and improve the opening policy and related institutional arrangements **to fully realize free trade facilitation, free investment facilitation, free flow facilitation of cross-border capital flows, free entry and exit of personnel, free travel and transportation, and safe and orderly flow of data.**



In 2020

Free Trade Port started construction, strengthening the construction of special customs supervision areas



In 2025

**Basically, establish a set of free trade port policies focusing on trade and investment facilitation,** and start the Hainan island customs closure operation in due course.



In 2050

Fully build a **high-level free trade port** with strong influence.



## 2 Free Trade Port “6+1+4” System Design

### 6 liberalization

#### Trade liberalization and facilitation



- To enable the free flow of trade, the island province will introduce measures that center on zero tariffs for the trade of goods, while facilitating both entry and business operation for service providers.

#### Investment liberalization and facilitation



- Market entry will be markedly widened for investments in an open, transparent and predictable environment featuring strengthened intellectual property rights protection and fairness in competition, in order to further unleash the vitality of market entities.



#### Policy examples

1. "One negative three positive" zero tariff list
2. Goods and articles departing from Hainan Free Trade Port are subject to export management
3. Postage items entering the mainland are taxed in accordance with regulations.
4. Transit goods that are shipped from overseas, reloaded, sorted and assembled through a free trade port, and then shipped to other countries or regions simplify the customs procedures.



#### Policy examples

1. Cross-border trade and new type of international trade bank authenticity audits are carried out from pre-examination to post-examination verification
2. Implementation of the Hainan Free Trade Port Cross-border Service Trade Negative List
3. Implementation of market access commitment
4. Implement a special list of market access for Hainan Free Trade Port
5. Implementation of Hainan Free Trade Port Foreign Investment Admission Negative List
6. Government procurement treats domestic and foreign companies equally



## 2 Free Trade Port“6+1+4” System Design

### 6 liberalization (continue)

#### Free cross-border capital flow facilitation



- Finance serves the real economy. Hainan will open capital accounts in phases based on free trade and investment facilities, and promote the cross-border flow of funds in an orderly manner.



#### Policy examples

1. Construct a multi-functional free trade account system
2. Remove restrictions on offshore financing for ships and aircraft
3. The management authority of the registration system for the issuance of foreign debt issued by enterprises is delegated to Hainan
4. Expand the scope of cross-border asset transfer
5. Give priority to support companies' listing overseas
6. The foreign exchange registration of the company's overseas listing is handled directly at the bank
7. Construction of Hainan International Intellectual Property Exchange
8. Support overseas securities fund futures institutions to set up wholly-owned or joint venture financial institutions
9. Support the establishment of property insurance, personal insurance, reinsurance companies, mutual insurance organizations and self-insurance companies
10. Support cooperation with overseas institutions to develop cross-border medical insurance products
11. Construction of international energy, shipping, property rights, equity and other trading venues
12. Non-residents can participate in transactions and settlement of funds in trading venues
13. Development of OTC derivatives business
14. Launch cross-border asset management business
15. Issuing Hainan local government bonds globally

#### Free and convenient access for people



- More accommodative traveling regulations will be implemented to encourage talent in high-end industries to stay, reside or work in the free trade port to build a talent hub.



#### Policy examples

1. Allow foreign universities of science, technology, agriculture and vocational education to independently run schools in Hainan
2. Build Hainan International Education Innovation Island
3. Implement a more convenient visa-free entry policy
4. Use salary level as the main indicator to evaluate the human resources category
5. Negative list management for work permits for foreign personnel
6. Overseas personnel are allowed to serve as legal representatives of legal institutions, institutions, and state-owned enterprises

## 2 Free Trade Port“6+1+4” System Design

### 6 liberalization (continue)

#### Free and convenient transportation



- High-level free and open transportation policies will be implemented. The construction of international shipping and aviation hubs of the New International Land-Sea Trade Corridor will be promoted to speed up the building of a modern comprehensive transportation system.

#### Safe and orderly flow of data



- While ensuring the security of data flow, China will expand opening-up in the data field, innovate institutional design, and cultivate and develop the digital economy in the free trade port.



#### Policy examples

1. Bonded jet fuel is allowed for flights in and out of Hainan Island
2. Export tax rebates will be granted to ships built in the "China Yangpu Port" and engaged in international transportation
3. Bonded oil is allowed for domestic ships engaged in domestic and foreign trade on the same ship using "China Yangpu Port" as a transit port
4. Construct "China Yangpu Port" International Ship Port
5. Tax rebate at the port of departure for the goods transited through the "China Yangpu Port"
6. Implement the import and export management system of “first line” liberalization and “second line” control in Yangpu Bonded Port Area
7. Expand the opening of air rights including fifth and seventh air rights
8. Build an international aviation hub
9. Build an international shipping hub for the new land and sea channel in the west



#### Policy examples

1. Open value-added telecommunications services
2. Conduct online data processing and transaction processing services
3. Safe and orderly open basic telecommunications services
4. Carry out the pilot project of Internet data exchange
5. Construct international submarine optical cable and landing point, and establish international communication gateway



## 2 Free Trade Port“6+1+4” System Design

### 1 Industry System

#### Modern industrial system



Hainan will put more effort into developing tourism, modern services and high-tech industries, laying a solid foundation for the real economy to strengthen industrial competitiveness.

### 4 Rules

#### Taxation system



An internationally competitive taxation system will be established



#### Policy examples

Hainan Free Trade Port will implement:

- Zero tariffs.
- Low tax rate.
- Simplified taxation system.
- Strong rule of law.

#### Rule of law



A system of rule of law for the free trade port will be established in a bid to create an world-leading rule-of-law environment.



#### Policy examples

Based on the actual development of free trade port construction laws and regulations

#### Social governance



Efforts will also be made to advance the reform of government institutions and the transformation of government functions, said the master plan, encouraging the application of blockchain and other technologies in the modernization of the governance system and capacity.



#### Policy examples

Will give industry organizations greater autonomy

#### Risk prevention and control system



Effective measures will be rolled out and implemented to forestall and defuse risks in fields including trade, investment, finance, data flow, ecology and public health, in a targeted manner.



#### Policy examples

Hainan Free Trade Port will authorize Hainan to approve the layout adjustment of cultivated land, permanent basic farmland, forest land and construction land

### 3 Early Arrangements of Hainan Free Trade Port

#### Strengthen the Establishment of Special Customs Supervision Zones



##### Policy Explanation

Feature “**free flow through the first line and efficient control at the second line**” .  
Implement a **policy of origin**: for encouraged industries, processing value added in Hainan over 30% (inclusive) into the Mainland will be exempted from import duties.

#### Implement Zero-tariff Policy on Certain Imported Goods



##### Policy Explanation

**In 2020**, Hainan Free Trade Port will implement three Positive lists of zero-tariff management system and one Negative list of zero-tariff management system .

##### Positive list of zero-tariff management system

- Ships, aircrafts, other means of transport and yachts .
- Raw materials imported for production within Hainan, or for processing trade of which final products would be exported to oversea.
- Imported goods consumed by residents of Hainan.

##### Negative list of zero-tariff management system

- Production equipment imported by enterprises for own use.

**In 2025**, Hainan will fully exempt tariff, VAT and sale tax.

#### Reduce Restrictions on Cross-border Trade in Service



##### Policy Explanation

Hainan Free Trade Port will increase the tax allowance for outlying islands to 100,000 yuan per person per year;  
Hainan Free Trade Port will expand the types of duty-free goods.

---

### 3 Early Arrangements of Hainan Free Trade Port

#### Reduce restrictions on cross-border service trade



##### Policy Explanation

Hainan Free Trade Port will formulate and issue a **negative list of cross-border service trade** in Hainan Free Trade Port;  
Hainan Free Trade Port will grant **national treatment to overseas service providers**.

#### Implement the “Most Simplified Approval” Investment Management System



##### Policy Explanation

Hainan Free Trade Port will formulate and release :

1. **Special list for Hainan Free Trade Port to relax market access;**
2. **Negative list for foreign investment access.**

#### Apply a More Convenient Visa-free Entry Policy



##### Policy Explanation

Hainan Free Trade Port will apply more **visa-free entry policies**, including:

1. Open up more visa-free application channels to foreigners including self-declaration and invitation and reception by local entities;
2. Relax restrictions on foreigner’s application for visa-free entry;
3. Apply the 15-day visa-free stay policy to foreign tourist groups traveling by cruise ships.

### 3 Early Arrangements of Hainan Free Trade Port

#### Apply a More Open Shipping Policy



##### Policy Explanation

Hainan Free Trade Port will open more **shipping policies**, including:

1. Establish Yangpu-Port-of-China as the port of registry;
2. Remove the limitation on foreign shareholding proportion for ship registration body;
3. Domestically built ships registered at Yangpu-Port-of-China and engaged in international shipping are entitled to export tax rebate as in the situation of export;
4. Domestic ships with both domestic and foreign trade goods on board which transit at Yangpu Port are allowed to refuel with bonded oil required for the voyage.

#### Apply a More Open Policy on Air Transportation



##### Policy Explanation

Hainan Free Trade Port will open more **air transportation policies**, including:

1. Promote the fifth freedom right necessary for building the Hainan Free Trade Port in accordance with China's air transportation policies. Support Hainan in trial implementation of the seventh air freedom;
2. Support airline companies with Hainan as their core base to expand international flight routes;
3. Allow both inbound and outbound flights to refuel with bonded aviation oil.

#### Facilitate Cross-border Data Transfers



##### Policy Explanation

Launch pilot projects on security management of cross-border data transfers to explore and develop a convenient and secure cross-border data transfer mechanism within the framework of national security management system for cross-border data transfers.

### 3 Early Arrangements of Hainan Free Trade Port

#### Optimize Taxation Policy Arrangement



##### Policy Explanation

Hainan Free Trade Port will apply **lower tax rate rules**, including:

1. For encouraged industries, enterprises registered in Hainan Free Trade Port that have a practical operational record are entitled to a reduced corporate tax rate of 15%;
2. For tourism, modern service and high-tech industries, enterprises established in Hainan Free Trade Port are entitled to corporate tax exemption for income from newly increased overseas direct investment before year 2025;
3. Capital expenditures that meet certain requirements are allowed to be fully deducted from the taxable income or to be depreciated and amortized at an accelerated speed in the current accounting period;
4. High-end talents and highly-demanded talents employed in Hainan Free Trade Port are entitled to the personal income tax rate of 15%.
5. Before 2035, a 15% corporate income tax will be fully implemented, and personal income tax will be levied at three progressive rates of 3%, 10%, and 15%.

#### Be Fully Authorized by Law



##### Policy Explanation

Polices and measures in the arrangements that require adjustment of existing laws and regulations should be implemented after the authorization by the National People's Congress and its standing committee or the State Council. Roll out working procedures for streamlining and adjusting existing laws or regulations to put them into effect as soon as possible. Authorize Hainan to formulate the free trade port's regulations on business registration and deregistration, bankruptcy, fair competition, expropriation and requisition. Speed up the roll-out of Hainan Free Trade Port Law



“Overall Plan for the Construction of Hainan Free Trade Port”, please scan the QR code



“18 Early Arrangements of Hainan Free Trade Port”, please scan the QR code

## 4 Sixty Key Policies for Foreign Investments



1. Maximum personal income tax of 15 percent for eligible talents.
2. Corporate income tax of 15 percent on encouraged industrial enterprises.
3. Allow qualified capital expenditures to be fully tax deducted, or to accelerate depreciation and amortization.
4. Export tax rebates on domestically built ships that are registered at Yangpu Port of China and engaged in international transport.
5. Adopt a trial policy of tax rebates at the port of departure on goods that use Yangpu Port of China as a transit port for the final departure from China.
6. Exemption from import duties, import value-added tax, and consumption tax on imported production equipment for enterprises' own use.
7. Exemption from import duties, import value-added tax, and consumption tax on imported operational vehicles and yachts.
8. Exemption from import duties, import value-added tax, and consumption tax on raw and auxiliary materials imported for production.
9. Exemption from import duties, import value-added tax, and consumption tax on imported goods purchased by island residents.
10. Exemption from corporate tax on the income acquired from a new foreign direct investment before 2025 for tourism, modern services, and high-tech industry enterprises.
11. Tax exemption on imports and sales for overseas exhibits during the exhibition.
12. Products originating from Hainan, including output products whose added value exceeds 30 percent after the domestic processing of imported intermediary products, are exempt from taxes when entering the rest of China.
13. Build Yangpu Port of China into an international port of registry.
14. Build Hainan into an island featuring innovative and international education.
15. Establish a multi-functional free trade account system.
16. Establish Hainan International Intellectual Property Rights Exchange.
17. Support overseas securities, funds, and futures institutions to set up wholly-owned or jointly-owned institutes in Hainan.
18. Support the establishment of property insurance, life insurance, and reinsurance companies, mutual insurance organizations, and self-insurance companies.
19. Build an international aviation hub.
20. Build a new international land and sea transport hub to connect Western China with the world.
21. Build a regional medical center.
22. Build a national base featuring China's technology blockchain and industrial innovation.
23. Build a pilot zone for cruise tourism.
24. Build a pilot zone for reform, development, and innovation of the yacht industry.
25. Build Hainan into an International Design Island.
26. Build a national sino-foreign culture and trade exchange base.
27. Replace pre-audit with post-audit for the banking sector on authenticity review of cross-border and new international trade.
28. Remove restrictions on overseas ship and aircraft financing.
29. Decentralize the registration management of foreign debts issued by enterprises to Hainan.
30. Expand the scope of cross-border asset transfer.

## 4 Sixty Key Policies for Foreign Investments



31. Allow enterprises listed overseas to handle foreign exchange registration directly at banks.
32. Support to develop cross-border medical insurance products in cooperation with overseas institutions.
33. Support the construction of trading venues for international energy, shipping, property rights, and equity stakes.
34. Enable non-residents to participate in trading and fund settlement at trading venues.
35. Develop over-the-counter (OTC) derivatives services.
36. Conduct cross-border asset management services.
37. Issue Hainan provincial bonds globally.
38. Open up value-added telecommunications services.
39. Conduct services of online data processing and transaction processing.
40. Open up basic telecommunications services in a safe and orderly fashion.
41. Conduct the International Internet Data Interaction Pilot Project.
42. Conduct the negative list of cross-border trade in services for Hainan Free Trade Port.
43. Grant enterprises to get access to the market with a prior commitment.
44. Conduct the special list of market access to the Hainan Free Trade Port.
45. Conduct the negative list of foreign investment access to the Hainan Free Trade Port.
46. Implement a more convenient visa-free entry policy.
47. Conduct a negative list management system on the issuance of work permits for foreign employees.
48. Allow flights in and out of Hainan to refuel with bonded aviation fuel.
49. Allow ships (those engaged in domestic and foreign trade) that transit at Yangpu Port of China to refuel with bonded oil.
50. Allow overseas high-level universities and vocational colleges specialized in science, engineering, agriculture and medicine to open branch schools independently in Hainan.
51. Treat domestic and foreign enterprises as equals in government procurement.
52. Salary ranges employed as main indices to evaluate talents.
53. Permit foreign personnel to serve as legal representatives in legal bodies, public institutions, and state-owned enterprises.
54. Prioritize the support of listing Chinese enterprises overseas.
55. Expand air traffic rights, including the Fifth Freedom and Seventh Freedom.
56. Authorize the Hainan government to manage and adjust the use of cultivated land, permanent basic farmland, forestland, and land for construction.
57. Grant greater autonomy to various industry organizations.
58. Formulate laws and regulations based on the reality of Hainan's free trade port construction.
59. Raise the quota for offshore duty-free shopping to RMB 100,000 per person per year and expand the categories of duty-free products.
60. Adopt an import & export management system featuring "free flow through the first line and efficient control at the second line" in Yangpu Bonded Port Area and other qualified zones.

## 3. Industry Guidance

- 1 Hainan's Leading Industry
- 2 Industrial investment opportunities in Hainan Free Trade Port

3



## 1 Hainan's Leading Industry

Hainan will implement the strategic deployment of the overall plan of Hainan Free Trade Port, foster and develop an open eco-service industry system with tourism, modern service industry and high-tech industry as its core. In order to change Hainan's existing industrial structure and achieve high-quality industrial development.



- Hainan is China's only tropical island province with unique advantages. Tourism has always been the mainstay industry of Hainan Province, which has become China's preferred place for leisure tourism, serving a large number of domestic and foreign tourists each year.



- Hainan Free Trade Port, as China's frontier region for opening up, will play a leading role in the system innovation of modern service industry. In 2019, the value added of Hainan's modern service industry reached 141.66 billion yuan, up 8.7% YoY, contributing 40% to GDP growth, which has become a major force driving economic growth.



- With the construction of Free Trade Port, Hainan has gathered a large number of innovative elements, and its high-tech industry development environment is superior. In 2019, Hainan high-tech enterprises reached 566, up 48.6% YoY. High-tech industry becomes a new potential, and has gradually become the growth engine of Hainan's modern economic system.

## 1.1 Tourism

### Development Status Quo

- Tourism, as a mainstay industry in Hainan, is entering a period of high-speed development.
- In 2019, Hainan Province achieved total tourism revenue of 105 billion yuan, up 11% YoY, and the value added of the tourism industry increased by 10% YoY.
- Received **83.14 million** domestic and foreign tourists, up **9%** YoY.
- Received **1.42 million** inbound visitors, up **12%** YoY.



### Development Advantage



#### ■ Unique tourism resources

Hainan is the only tropical island province in China, with largest marine area, many kinds of tourism resources, and high quality typical tropical island scenery.



#### ■ Islands tax exemption policy

Hainan is the only province that can enjoy duty-free shopping without going abroad with the world's largest duty-free shop, and price about 15%-35% cheaper after tax exemption.



#### ■ Highest high-end hotel density

High-end resort hotels are most densely distributed in Hainan in China, with 78 internationally renowned hotel management groups and 94 international brand hotels.



#### ■ 59 countries visa-free policy

Citizens in the 59-nation list can enter Hainan visa-free. There was more than 470,000 visa-free arrivals in 2019, up 33% YoY, bringing a large number of international visitors.



### New Investment Opportunities for free trade port investment

Hainan will further open up and develop tourism, actively cultivating new tourism business and new hot spots, enhancing the level of high-end tourism consumption, and promoting the upgrading of tourism quality.

01

#### Travel Shopping

- More open and convenient off-island duty-free shopping policy to be implemented.

02

#### Health Tourism

- Promote the deep integration of tourism and sports and elderly care.

03

#### Medical Tourism

- With Boao Lecheng International Medical Tourism Advance Zone "National Nine" Policy, expanding the Opening up of medical fields.

04

#### Cultural Tourism

- Develop animation games, network culture, digital content and other emerging cultural consumption.

04

#### Cruise home port construction

- Promote the linkage between the cruise economy and sightseeing, enabling mutual promote.

05

#### Cruise Yacht Tourism

- To build a comprehensive service platform for yacht tourism and open up the supervision of yacht leasing.

## 1.2 Modern Services

### Development Status Quo

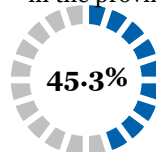
- The modern service industry plays an important role, contributes the most to the economic growth of the province, and is the main force to stimulate social employment.
- In 2019, the value added of Hainan's modern service industry reached 141.66 billion yuan, up 8.7% YoY, contributing 40% to GDP growth, driving GDP growth of 2.3 % in the province. The entity of the modern service industry market is 746,000, up 21.7% YOY.

### Development Direction

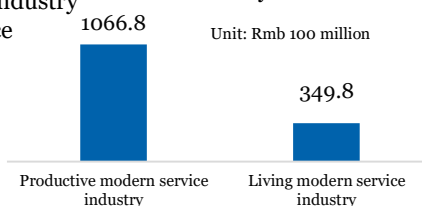
#### Seize the historical opportunity and lay out the diversified field

- The construction of free trade port brings Hainan a historical opportunity to develop modern service industry. Hainan will play a leading role in the innovation of service industry system and become an important window for China's modern service industry to open to the world.
- Hainan's modern service industry will transform into high value-added, high-level, knowledge-based producer service and high-quality customer service industry, forming a number of characteristic industries.

Modern services account for the ratio of service industry in the province



The composition of modern service industry in Hainan



### New opportunities for free trade port investment

- Further relax restrictions on foreign investment access and attract headquarters of multinational companies.
- To be the first in the country to achieve comprehensive opening to the outside world with open schools to build Hainan International Education Innovation Island.
- Build Hainan International Design Island and regional international exhibition center, and expand the opening of professional service industry to the outside world.
- Build a marine service system with international competitiveness.
- Build a national foreign cultural trade base.

**Haikou, Sanya and Yangpu will be the key areas to build a modern service economic center with regional influence.**



## 1.3 High Tech Industry

### Development Status Quo

- In 2019, Hainan's high-tech industry realized added value of 26.21 billion yuan, up 4.5% YoY. The number of high-tech enterprises reached 566, up 48.6% YoY, and the operating income was 74.02 billion yuan. The high-tech industry has gradually become the new engine of Hainan's modern economic system.

**10** science and technology business incubators in the province, and **2** state-level incubators

**28** Maker Spaces, **7** of which were state registered

**118** academician innovation platforms across the province



### Development Direction

#### "Sea, land and air" development

##### Abyssal Sea Technology

- Abyssal sea equipment
- Abyssal sea material
- Abyssal sea communication

##### Seed industry and tropical characteristics efficient agriculture

- Global Tropical Agricultural Center
- Global animal and plant resources introduction and transfer center

##### Aerospace Science and technology

- Space Launch Center
- Space Supercomputing Center

#### Smart Hainan + Advanced manufacturing

- Internet of things
- Artificial intelligence
- Blockchain
- Digital trade
- Ecological and environmental protection
- Biomedicine
- New energy vehicles
- Smart car



### New opportunities for free trade port investment

- **Free trade port preferential tax system.** Hainan free trade port will implement a "zero tariff, low tax rate and simple tax system" similar to its excellent counterparts, such as Hong Kong, Singapore and other world-famous free trade ports.
- **Cross border investment and financing and capital flow facilitation.** The free trade port will implement a more open foreign investment and foreign exchange management system and innovate the government management mode.
- **Facilitate the circulation of information and information.** The visa-free policy for people from 59 countries and the convenient cross-border flow of data make it easier for high-tech talents to enter and leave Hainan, and the patented technology creation environment is optimized.
- **The implementation of headquarters economic policy will reduce the investment cost of high-tech enterprises.** Hainan is adjusting its headquarters economic policy. It is expected that the incentive standard for headquarters enterprises will be greatly improved, and the attraction for R & D centers of internationally renowned enterprises will be further strengthened.

## 2 Industrial investment opportunities



Duty Free  
Consumer  
Goods



Cruise Yacht



Aviation  
Industry



Culture and  
Sports



Finance Lease



Medical  
Technology



Education  
Industry



Offshore  
Trade



Oil and Gas  
Chemical  
Industry



Round the  
Island Road  
Station



Modern  
Finance



Abyssal Sea  
Technology



Shipping  
Vessel



Information and  
Communication  
Technology



Tropical  
Efficient  
Agriculture



Advanced Low  
Carbon  
Manufacturing



Aviation  
Industry



Headquarters  
Economy

## 2.1 Duty Free Consumer Goods

### Development Status Quo

- In 2019, Hainan Islands' sales of tax-free goods **reached 18.119 million**, the total sales amounted to **13.49 billion** yuan, and the number of shoppers exceeded **3.762 million**, an increase of **37.3%**, **38.5%** and **35%** respectively over the same period last year.
- There are four duty-free shops including Sanya Haitang Bay duty-free shop, Haikou Meilan Airport duty-free shop, Haikou Riyue Plaza duty-free shop and Qionghai Boao Dongyu Island duty-free shop, which sells a variety of high-end duty-free goods to **80 million** tourists worldwide every year.

### Development Advantage

#### China's only island tax exemption policy

Hainan is the only province in China that can enjoy duty-free shopping without going abroad, and it has an absolute advantage in the country's large-scale retail industry at a price much lower than the domestic market and rich products.

#### Perfect supporting services

Hainan will host a global new product launch event, international fashion week (SS/AW), combined with a fashion week show to open a showroom to provide global buyers and retailers with new channels and platforms for purchasing and ordering.

### Development Direction

- Focus on "first store, first brand, first show, first launch" to create a global tax-free consumption center, a global fashion trend information dissemination center, and a new landmark of global fashion consumption.
- Focus on supporting the following organizations to open the first duty-free flagship store and regional headquarters:
  - Internationally renowned luxury brands
  - Local and foreign independent designer brands
  - International master studio
  - Art research institute
  - Fashion marketing agency
  - High-end retail department store



### New opportunities for free trade port investment

#### Preferential tax-free policy support

Hainan will add duty-free consumption venues and market entities, increase the duty-free shopping quota to 100,000 yuan per person per year, expand the types of duty-free goods, and allow duty-free purchases of imported goods consumed by residents on the island by 2025. Issued 59 countries visa exemption, changed "island tax exemption" to "shore tax exemption", simplified the procedures and procedures for purchasing tax-free goods, increased the threshold for postal tax and reduced the postal tax rate, etc., and opened the world's highest level of open form. Gradually realize the "sealing operation" mode of "zero tariffs across the island" to provide brands with a highly free and convenient business environment.

#### Considerable consumption flow

Hainan will simultaneously develop high-end cultural and sports and tourism industries, introduce world-class boutique theme parks, large-scale international exhibitions and festival events, accelerate the cultivation of cruise yachts, cultural sports, exhibitions, recreation, night tourism and other high-quality tourism products. It will continue to deliver consumers with strong purchasing power to the high-end consumer goods industry.

#### Smart upgrades in the business district

Hainan will fully optimize the technical standards of e-commerce transactions, payment, logistics, foreign exchange settlement, simplify the customs clearance process and supervision model, build a "smart business circle", and further expand sales channels.



## 2.2 Cruise Yacht

### Development Status Quo



#### Cruise Industry

- Hainan has built two cruise ports in Sanya and Haikou, and has four cruise berths, which can accommodate a maximum of 150,000-ton cruise ships.
- From 2012 to 2019, Hainan received a total of 1115 international cruises and 840,000 cruise tourists.



#### Yacht industry

- Hainan has built and operated 15 yacht marinas, with 2568 berths, 638 registered yachts, and about 60 yacht clubs and related companies, covering manufacturing, repair and maintenance, training, sales, financial insurance, operating services and other industries.
- In 2019, the total number of yachts in the province exceeded 96,300, and the number of sailings was 29,136, up 70.9% YoY. During the National Day Golden Week Holiday, yachts sailed 3,404 times, an increase of 57.5%.
- Yacht tourism is moving from "niche high-end" to "public leisure".

### Development Advantage

- Imports of cruise ships and yachts are exempt from customs duties, import value-added tax and consumption tax.
- The only province in China that allows yacht lease.
- Sanya will build the largest cruise home port in the world.

### Development Direction

- The implementation of a zero-tariff positive list management for yachts imported on the island.
- Support the development of regional headquarters for cruise and yacht related companies.
- Encourage international cruise companies to set up international operations and settlement centers, focusing on the development of cruise economy such as cruise maintenance, ship supply, ship registration, financial insurance, and marketing.
- Focus on supporting the development of yacht trading, display, leasing, design, manufacturing, maintenance, driving training and other industries, and set up Hainan International Yacht Trading Center.



#### New opportunities for free trade port investment

- Carry out cruise line development cooperation
- Launch cruise infrastructure cooperation
- Carry out cruise supply cooperation
- Promote the free travel of Qiong Hong Kong and Macao yachts
- Promoting the development of new yacht lease
- Development of a number of yacht tourist attractions
- Cooperative development of the entire yacht industry chain

## 2.3 Culture and Sports

### Development Status Quo

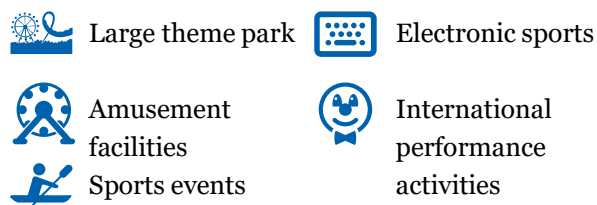
- The integration of sports and culture has become the general trend. As an important embodiment of consumption upgrading, sports consumption will become a key area for the development of modern service industry in Hainan Province.
- At present, Hainan Province has successfully held many large-scale activities and events. As an important growth point of economic development, culture and sports have increasingly become the leading industrial form.
- Successfully held many large-scale cultural and sports activities:
  - Hainan International Film Festival
  - Sanya International Music Festival
  - FIA electric formula Championship Sanya
  - Strawberry Music Festival
- Successfully cultivate 5 independent brand international events:
  - Hainan International Road Cycling Race
  - South Island International Regatta
  - Hainan (Sanya) International Marathon
  - Hainan Golf Open
  - International Tourism Island windsurfing Grand Prix
- The original British Musical "cat" performed eight times during the National Day Holiday.
- Successfully bid for the 6th Asian Beach Games in 2020.



### Development Direction



#### Investment Fields



### New opportunities for free trade port investment

#### Further relax restrictions on foreign investment access

For example, foreign investment is allowed to be piloted in Hainan to set up a performance brokerage agency. Foreign investment is allowed to set up a performance venue operating unit in an approved cultural tourism industry cluster. Foreign-funded cultural and artistic performance groups (controlled by the Chinese party) are allowed. Tourism hotels are allowed to receive overseas TV channels approved by the country.

#### Industrial investment environment is improving

The construction of Hainan Free Trade Port has attracted a large number of outstanding talents in related fields for Hainan Province. In addition, the Hainan Provincial Government has established the Hainan Cultural and Sports Industry Development Fund to continuously optimize the investment environment.

#### In the future, we will vigorously make policy breakthroughs in the field of sports

Hainan will introduce policies to strongly support the development of the e-sports industry and the development of inbound golf tourism, and promote the high-quality and rapid development of the cultural and sports industry to achieve new results.



## 2.4 Education Industry

### Development Status Quo

- The construction of the international education industry in Hainan Free Trade Zone Port provides a huge development advantage.
- At present, Hainan is actively promoting the introduction of a batch of Sino-foreign cooperative education projects such as Coventry University in the United Kingdom, Michigan State University in the United States, Lisbon University in Portugal, etc. settled in Lingshui Rian International Education Innovation Pilot Zone.
- Education and its related industries have developed rapidly, the number of private schools has grown rapidly, the scale of the education and training industry has accelerated, and the development of Internet education has entered a fast track.



### Key Park

#### Yangpu Economic Development Zone

Relying on Yangpu Lingang petrochemical industry base and Sino German Industrial Park, introduce petrochemical and high tech Universities.

#### Lingshui Lian International Education Innovation Experimental Area

Gathering platform for Chinese foreign cooperation in running first-class universities, international education innovation and development demonstration area, international talent training planning area.

#### Wenchang International Space City

Introduce first-class institutions of higher learning and scientific research institutions of aerospace to build international university of Aeronautics and Astronautics.

#### Boao Lecheng International Medical Tourism pilot area

Introducing Chinese foreign cooperation in running medical schools and constructing a new mode of coordinated development of medical teaching, research and production.

### Development Direction

- Support first-class universities abroad to carry out Sino-foreign cooperative education in Hainan.
- Establish international high schools and international kindergartens and implement international education.
- Overseas engineering universities and vocational colleges run independently in Hainan.
- Overseas high-level enterprises run schools solely in Hainan.
- Establishment of an independent legal person medical and health Sino-foreign cooperatively-run school.
- International organizations, international educational institutions, and large international education companies set up headquarters, regional headquarters, or research centers in Hainan, etc.



## New opportunities for free trade port investment

- Hainan will establish a national education innovation development pilot area, improve the new mechanism of opening up schools, and steadily promote the construction of Hainan International Education Innovation Island policy support:
  - Preferential provision of school land by means of transfer or transfer.
  - The standard of tuition fees shall be determined by the school independently according to the cost of running the school.
  - Zero tariff for teaching and research equipment and instruments, imported equipment and materials for infrastructure construction.

## 2.5 Round the Island Tourism Road Station



### Project Positioning

- The positioning of the tourism road around the island is: Ecological Road, scenic road, cultural road, wisdom road and happiness road.
- Break through the traditional traffic function and implant tourism, entertainment, leisure, consumption and other elements.
- The road is the "chain" and the post station is the "Pearl". It has been built into a landmark project and a masterpiece of tourism in the whole region.

### Project Planning

#### 1 Highway as line: connecting 12 cities and counties

- A total length of 1429 kilometers
- Main line 999 kilometers
- Newly rebuilt section 442 kilometers
- The rest use existing roads

#### 2 Road station as pearl: building 40 excellent stations

- Characteristic architectural style
- Diversified business forms
- Focus on eco-friendly issue and cross distribution of different posts

### "Pearl necklace" overall spatial layout



### 6 business forms of post station investment promotion

The Round the Island Tourism Road Post station is a comprehensive tourism service facility, integrating the functions of **"tourism service base, featured tourism products and regional integration platform"**, building a round island tourism consumption platform, building a tourism product system with Hainan coastal characteristics, **attracting one third of the high-end consumption tourists** of the whole island in the future, focusing on six major business types.



Theme Parks



Resort Hotel



Museum and History



Entertainments



Commercial Shopping



Food and Beverage

## 2.6 Shipping Vessel

### Development Status Quo

- Hainan has formed a pattern of **"four directions, five ports and many points"** with Haikou Port in the north, Yangpu Port and Basuo port in the west, Sanya port in the South and Qinglan port in the East, with 147 productive berths, including 73 deep-water berths of 10000 tons and above.
- Hainan has a large number of port hinterland for industrial development, and a large number of high-quality ports combined with a large area of high-quality port hinterland are scarce resources in the country.



### Development Advantage

#### Geographical advantages

- Located in the south of China, Hainan is an indispensable place for travel among Asia, Oceania and Southeast Asia. It is the forefront of maritime exchanges among China, ASEAN, South Asia, and Middle Eastern coastal countries. It is an important fulcrum of the "Belt and Road" strategy.

#### Rich marine resources

- The waters around Hainan are rich in oil and gas resources. Various engineering vessel leasing and service providers will gain more development opportunities with the development of oil and gas resources in the South China Sea.

#### Vast market hinterland

- Hainan is backed by the two major markets of mainland China and Southeast Asia. The entry of international shipping companies in Hainan will help to further enhance the company's global layout.

### Development Direction

- Build an international shipping hub with strong service functions and radiation capabilities, continuously improve the global shipping resource allocation capabilities, and facilitate the realization of free transportation convenience.
- Attract more international shipping companies to register in Hainan, and promote the return of Chinese-funded "convenience flag" ships.
- Attract more international ship management companies to settle, setting a benchmark for the modern service industry of Hainan Free Trade Port.
- Focus on the development of shipping service industry chains such as ship financing, shipping insurance and ship overhaul in free trade ports, and attract more high-end shipping elements to gather.



### New opportunities for free trade port investment

- Build a "China Yangpu Port" registry port, simplify the inspection process, gradually release the statutory inspection of ships, establish the Hainan Free Trade Port International Ship Registration Center, abolish the restrictions on the foreign capital ratio of ship registration entities, remove the restrictions on overseas financing of ships, and explore the use of insurance Replacing the deposit will help international shipping companies to register ships in Hainan and carry out related businesses.
- Ships built within the territory registered in "Yangpu Port of China" and engaged in international transportation are deemed to be exported and tax refunds will be granted. For container cargo that meets the conditions and transited through Yangpu transit, the tax rebate policy at the port of departure will be tried.
- For domestic ships that use Yangpu Port as a transit port for domestic and foreign trade on the same ship, allow them to refill the bonded oil required for the voyage, and implement the export tax rebate policy for the local production of fuel oil required for the voyage. Improve the competitive advantage of shipping companies.

## 2.7 Aviation industry



### Development status

- **Hainan is a major aviation province.** In 2019, 4 airports in Hainan completed passenger throughput of over **45,011,300** ranking 12th among the country.
- Hainan plans to open more than **100 international routes** within two to three years, and promote air connectivity with countries and regions along the “Belt and Road” .

### Advantages

- Hainan has obvious location advantages, as China’s southernmost open gateway, and it is also an important node of the “21st Century Maritime Silk Road”. In the future, it can form a “MI”-shaped international aviation network centered on Haikou.
- As of the end of October 2019, Hainan Province has operated more than **500** domestic and foreign routes, including **96** international and regional routes.
- The central government supports Hainan’s development of the aviation industry, and Hainan has been determined to be the pilot of the fifth freedom rights; aircraft imports are exempt from customs duties.



### Direction

#### Opportunity



Aircraft leasing



Air base of foreign Air Company



General aviation



Aviation maintenance



International aviation fuel trade



Business jet manufacturing and sales



Air rights

.....



### New Investment Opportunities

- **The Civil Aviation Administration supports Hainan to increase the development of routes and flights to support the overall opening up.** The Civil Aviation Administration of China supports Hainan to optimize route network, strengthen connectivity with inland aviation hub airports, expand international route coverage, and support foreign airlines and travel agencies to legally participate in Hainan Airlines enterprises, etc.
- **Hainan will speed up the construction, reconstruction and expansion of the airport.** Accelerate the construction progress of the second phase expansion project of Haikou Airport, and simultaneously carry out the preliminary research work of Sanya New Airport, Danzhou Airport and Dongfang Airport.
- **The central government supports Hainan to attract social capital to participate in infrastructure construction.** Encourage social capital to participate in airport construction and operation, general aviation, aviation fuel security, aircraft maintenance services and other fields. Bonded jet fuel is allowed for flights from Hainan to and from the island.
- **Expansion of the fifth freedom rights and pilot opening of the seventh freedom rights.**



## 2.8 Financial Lease

### Development Status

- Focusing on the financial leasing business of aircrafts and ships, Hainan has increased investment attraction.
- Multiple financial leasing enterprises have clearly established special project companies (SPV) in Hainan to carry out business.
- Hainan's first financial leasing business of ship has landed in Yangpu in 2020.



### Advantages

#### Policy

- No minimum registered capital limit for financial leasing companies to set up subsidiaries in Hainan.

#### Market

- Potential market demand for financial leasing in the fields of electric power, transportation, elderly-care, medical treatment and high-end manufacturing, etc.

### Direction

#### Investment Direction



Aircraft Financial Leasing



Cruise and Yacht Financial Leasing



Ship Financial Leasing  
.....



High-end Medical Equipment Financial Leasing



### New Investment Opportunities

#### The system “Zero tariff, low tax rate, simple tax system” will be implemented

- Hainan Free Trade Port will exempt from import duties on conveyance and manufacturing facilities, keep the effective tax rate equal to or even lower than that of Hong Kong and Singapore, greatly reducing the tax cost of financial leasing enterprises.

#### Customs remote supervision of financial leasing industry will speed up the implementation of related policies

- There is no policy barrier for the customs to supervise the financial leasing industry in different places. Hainan will formulate detailed rules for implementation to speed up the implementation of related policies.

#### Implementation of open and convenient foreign exchange management system

- A more open foreign exchange management system will reduce the cost of foreign exchange conversion for financial leasing enterprises and provide guarantee for enterprises to dispose of assets globally.

## 2.9 Offshore Trade

### Development Status

- Hainan has made great efforts to develop new forms of foreign trade, explored and implemented measures such as the facilitation of foreign exchange receipts and payments, and established an offshore trade tax system in line with international standards.
- Take advantage of location, policy, environment, port to build characteristic offshore trade and further improve the level of opening up.

### Advantages

#### Overall advantage

- The pilot free trade zone has the advantages of wide range of pilot areas, multiple pilot areas, multiple pilot bases and strong pilot synergy, that will help to improve the level of opening up and develop offshore trade.

#### Geographical advantage

- Hainan is surrounded by good ports, and goods can be shipped to Hainan and then transported to the whole country. The location advantage of Hainan from logistics center to offshore trade center is obvious.



### New Investment Opportunities

- **Simpler company registration.** Further open up the registration of offshore companies, simplify the registration procedures, gradually improve the restrictions of foreign personnel register in China, and the proportion of foreign investment.
- **Preferential policies.** Implement more preferential tax policies between individuals and enterprises, gradually liberalize the cross-border flow of foreign exchange funds, and realize the international marketization of interest rates of deposits and loans in offshore areas.
- **Actively introduce high-end talents.** Especially offshore trade service talents.



### Direction

Yangpu

#### The establishment of National Offshore Trade Pilot Area

- **Logistics and customs supervision:** “One window” business processing procedure will be launched to realize information interaction between departments.
- **International shipping:** Yangpu Port, as the international transfer port, will realize the tax refund at the port of departure and free circulation of goods in pilot area.
- **International Energy Trade:** Working on the approval of blending of bonded fuel oil to meet the market of ASEAN countries
- Promote liberalization and investment facilitation policies in trade, finance, local currency settlement and other fields.

Sanya

Offshore  
Finance/Trade  
Center

#### Make “one center, five agglomeration”

agglomeration of  
transaction elements

agglomeration of listed  
companies

agglomeration of large  
capital management

agglomeration of  
insurance industry

agglomeration of  
financial conference

## 2.10 Modern finance



### Development Status

- The People's Government of Hainan Province attached great importance to the planning and development of modern finance industry, proposed modern finance industry should be cultivated as an **important pillar industry in Hainan**.
- Hainan Free Trade Zone has achieved multiple financial innovations in the past two years since its establishment, such as officially launching the free trade account (FT account) system, exploring the intellectual property securitization, and issuing the first asset-backed securities of state-owned land contract fund, etc.

### Advantages

#### Policy advantage

- Under the background of free trade port construction, relying on Hainan's advantages in location, policy, environment and port, and centering on the continuous opening and innovation of financial field, Hainan will usher in new historical opportunities to promote the development of cross-border finance and trade finance.

#### Location advantage

- Hainan can actively strive for the radiation and promotion of financial centers of Hong Kong, Guangzhou and Shenzhen to the financial development of Hainan, promoting the development of modern financial industry.

### Direction

#### Investment opportunities



Internet Finance



Inclusive Finance



Cross border Finance



Construction of Factor Market



Marine Finance

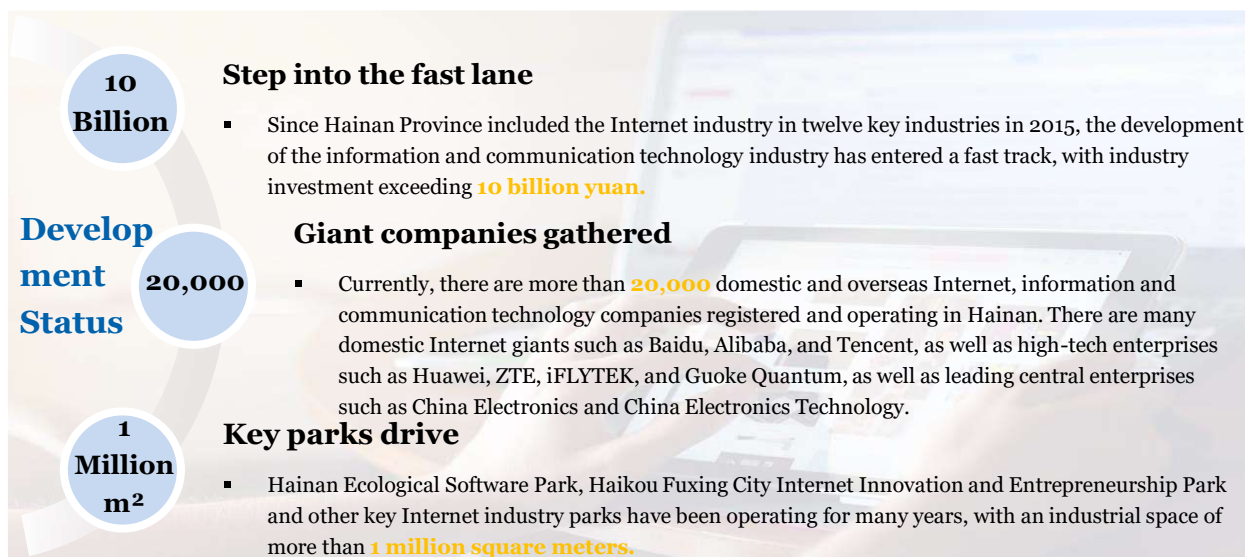
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### New Investment Opportunities

- **Policy support to accelerate financial innovation.** The central government encourages Hainan to develop Internet finance, maritime finance, cross-border finance and other innovative finance, and encourages domestic and foreign financial institutions to settle in Hainan.
- **Further deepen foreign cooperation and development.** Hainan will increase its opening-up and cooperation and exchanges with other countries and introduce overseas financial institutions. Hainan encourages overseas financial capital to set up various innovative institutions in Hainan, exploring equity cooperation between overseas investors and local legal person financial institutions, and supporting international investors to participate in local financial factor market transactions.
- **Financial support policies have been continuously improved.** The policy focuses on preferential finance, innovative finance and Internet finance, and rewards financial innovation such as new financial subjects, new business forms and new models.

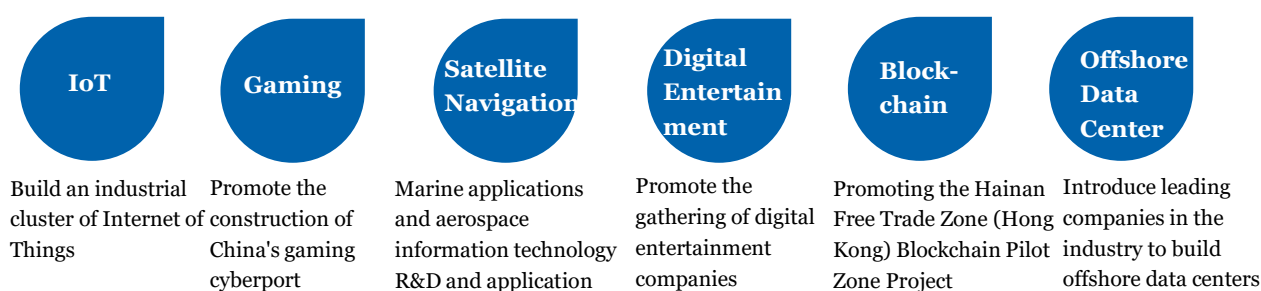
## 2.11 Information communication technology



### Advantages

- Clear industry development positioning**
  - The whole island of Hainan was included in the pilot scope of cross-border e-commerce retail imports, which further stimulated the vitality of the Hainan Internet industry.
- Strong industry support**
  - Preferential policies of relevant key industrial parks help the development of enterprises.

### Direction



### Investment Opportunities

- Expand the opening up of the data field, carry out international Internet data exchange pilots, set up international communication gateways, and provide a convenient environment for domestic and foreign Internet companies to develop international business.
- Expand the opening up of communication resources and services, open up value-added telecommunications services, gradually remove restrictions on foreign equity ratios, allow online data processing and transaction processing services, open up basic telecommunications services, and provide broad investment space for domestic and foreign companies.



## 2.12 Advanced low-carbon manufacturing

### Development Status

- Low-carbon manufacturing is one of the twelve key industries in Hainan Province. Agricultural and side-line products processing, pharmaceutical, automobile and electrical machinery manufacturing are important sectors of low-carbon manufacturing in Hainan.
- Among the top 100 private enterprises in Hainan Province in 2019, 59 green and low-carbon industrial enterprises are shortlisted, and nearly half of the province's high-tech enterprises are low-carbon manufacturing.



### Advantages

#### Resource

- Hainan is the only tropical province in my country with abundant resources, which can provide various production factors for the manufacturing industry.

#### Location

- Hainan is backed by two major markets in mainland China and Southeast Asia, and the manufacturing industry can meet the domestic and Southeast Asian product needs.

#### Port

- Yangpu Port and Basuo Port in the west of Hainan are natural deep-water ports, which is conducive to advanced low-carbon manufacturing to reduce logistics costs.

#### Policy

- Hainan will accelerate the reform of the ecological civilization system, implement the control of the total carbon emissions and incremental energy consumption, and expand the advanced manufacturing industry.



### Investment Opportunities

#### Taxation system under the framework of free trade port policy

Competitive tax arrangements. Implement "zero-tariff" negative list management for production equipment imported by enterprises for self-use and for raw and auxiliary materials imported for use in production for self-use or production and processing activities in the "two-out" mode. For the encouraged industrial enterprises registered in Hainan Free Trade Port and substantively operating, the enterprise income tax is reduced by 15%.

#### Free and convenient cross-border circulation of various elements

In terms of free, convenient, and orderly cross-border flow of trade, investment, capital, personnel, and transportation, exploring and implementing new and more efficient opening measures will effectively promote Hainan's manufacturing to enter the international market.

#### Actively strive for the policy of origin

With reference to the policy of origin, for goods produced by encouraged industrial enterprises that do not contain imported materials or contain imported materials and are processed at the Hainan Free Trade Port with a value-added of more than 30% (inclusive), entry into the Mainland via the "second-line" will be exempt from import tariffs and increase "Created in Hainan" comprehensive competitiveness.

HAINAN FREE TRADE PORT INVESTMENT GUIDE

### Direction



Emerging green food processing



Car Manufacturing



New Energy New Material



Tourism manufacturing



Marine equipment manufacturing



Smart manufacturing



Medicine Medical instruments

- Snack foods
- fruit juice
- Deep processing of seafood
- New energy car
- Smart Car

- New energy industry
- High-end components materials
- Yacht
- Seaplane/multipurpose helicopter

- Energy development equipment
- Deep sea exploration
- Emerging intelligent terminal
- Smart sensors
- Advanced Biomedicine
- High-end medical equipment

## 2.13 Medicine Medical Technology



### Development Status

- The medical and medical industry in Hainan Province is one of the key industries that the provincial government is striving to promote. The industry has started steadily and has grown rapidly. The overall development is showing a good development trend. The industry scale continues to expand, the characteristics continue to highlight, and the agglomeration pattern is initially formed.
- In 2018, Hainan's pharmaceutical industry completed the output value of enterprises above designated size of 23 billion yuan, an increase of approximately 20% year-on-year.

### Advantages

#### Resource

- Hainan has the natural advantage of developing the medical and health industry. Hainan is rich in medicinal animal and plant resources. It is known as "Natural Medicine Depot" and "Hometown of Southern Medicine".

#### Policy

- The country has issued a series of policies to promote the development of the medical and medical technology industry, which provides a good policy environment for industrial development.

#### Brand

- Hainan's "healthy island" regional brand effect is significant, becoming the "ace" of Hainan's development of the health industry.

### Direction



**1<sup>st</sup>** Development of Southern medicine, green health food, health food, planting and breeding, etc.



**2<sup>nd</sup>** Development of pharmaceuticals, health products, medical devices, new types of auxiliary materials and consumables with marine biopharmaceuticals and preparations as the focus.



**3<sup>rd</sup>** Development of health care services that focus on medical services, health tourism, health insurance, and rehabilitation focusing on climate therapy, special therapy, fitness and leisure, etc.



### Investment Opportunities

- **Build a demonstration zone of high-quality, integrated and concentrated development.** Relying on the construction of Hainan Free Trade Port, Hainan will be built into a national health industry pilot test zone, a high-quality integration and development demonstration zone for health industry, an important strategic fulcrum of the "Belt and Road" initiative, and a global health and medical tourism destination.
- **The policy is unprecedented.** Hainan Free Trade Port will help Hainan to form an institutional high ground for the development of the pharmaceutical industry, such as adjustments in corporate income tax and personal income tax rates, to further reduce the cost and difficulty of pharmaceutical imports for pharmaceutical innovative teams and R&D companies, and promote the concentration of biotechnology industries; *The Implementation Plan for Supporting the Construction of the Boao Lecheng International Medical Tourism Pioneer Zone* has comprehensively "upgraded" the preferential policies of the Hainan Lecheng Pioneer Zone. Under the background of promoting the construction of the free trade port, the development of the Hainan health industry has ushered in unprecedented opportunities.

## 2.14 Oil & Gas Chemical

### Development Status

Hainan has formed a relatively complete oil and gas industry chain integrating "exploration, development, processing, warehousing, pipeline transportation, and sales". Among them, Yangpu has formed 10 million tons of oil refining, 10 million cubic meters of oil and gas reserves, aromatic hydrocarbons, and polyester industries and chain, crude oil, refined oil, port logistics and other industrial supporting development. Oriental Lingang Industrial Park has formed a natural gas and methanol industrial chain, fine chemical, port logistics and other industrial supporting development.



### Advantages

- The sea area is vast, rich in natural gas and oil resources, accounting for more than 1/3 of the total reserves of oil and gas resources in the country.

#### Resource

#### Location

#### Policy

- Hainan Free Trade Port Policy
- Processing value-added rules and other free trade port policies are first tested in Yangpu

- The closest petrochemical and oil and gas reserves to the South China Sea oil and gas resources and the Middle East Petroleum
- Radiating the two major petrochemical product markets around Northern Gulf and ASEAN



Oil and gas exploration



Oil and gas refining



Fine Chemicals



New material

Oil and gas reserves

- The downstream of the oil and gas chemical industry chain has broad development potential.** The oil and gas chemical industry chain is rich in downstream fields. The Yangpu 1 million ton ethylene project is under construction. It will also plan to introduce new oil refining and ethylene projects, which will bring a lot of investment opportunities to the downstream industry.
- Encourage well-known overseas companies to participate in the exploration and development of oil and gas resources in the South China Sea.** Eliminate the requirement that oil and gas exploration and development must be carried out by signing a product sharing contract model with an oil and gas company with foreign cooperation franchise approved by the Chinese government.
- Imported oil and gas exploration and chemical production equipment are exempt from tax.** Exemption of import tariffs, import value-added tax and consumption tax on imported production equipment for self-use by enterprises will effectively reduce production costs of enterprises.



### Investment Opportunities

## 2.15 Deep Sea Technology

### Development Status

- Hainan has a jurisdiction of approximately **2 million** square kilometres of sea area, and shoulders the important task of claiming jurisdiction over 2/3 of China. It is a veritable maritime province.
- Hainan's deep-sea technology industry is at the **initial stage** of development. As one of the future pillar industries nurtured by Hainan, the advancement of deep-sea technology is the prerequisite for the development of deep-sea industry. Currently, a deep-sea technology city has been established in Sanya.

### Direction

### Advantages

#### Location

- Hainan is the region closest to the deep sea in China. The water depth in most of the South China Sea exceeds 400 meters, with an average depth of 1,212 meters.

#### Resource

- The South China Sea seabed contains large amounts of metal minerals, oil and gas, and combustible ice resources.

#### Strategy

- With country's implementation of strategies such as maritime powers, Hainan will become the most important support and guarantee base for the development of resources in the South China Sea.

#### Fundamental

- The scientific research strength and talent reserve of research institutes made it possible to develop the deep-sea technology industry.



### Investment Industry



Deep sea equipment



Marine Biomedicine



Deep sea materials



Marine ship



Deep Sea Communications



Marine Public Service



### Investment Opportunities

- **Talent introduction policy support.** Hainan provides talent support policies for the introduction of deep-sea scientific and technological talents in terms of salary, child education, housing subsidies, achievement awards and entrepreneurial support, which will help attract talents from related companies to live and work in Hainan.
- **Platform construction service support.** Hainan will further actively promote the construction of science and technology platforms like the Deep Sea Institute of the Chinese Academy of Sciences and provide support in land support and policies. Similar platforms will become the output places for deep sea mineral exploration technology and oil and gas development and utilization technology research and development results, and will also provide related companies with technical cooperation, driving deep-sea industry development
- **The project leads industry support.** Hainan continues to support deep sea scientific and technological achievements industrialization projects, research and develop key common technologies, and develop core engineering equipment to provide related enterprises with marine technology service capabilities and help deep sea industry development

## 2.16 Tropical efficient agriculture



### Development Status

- **Construction of Sanya Nanfan Science and Technology City:** based on Nanfan scientific research, seed industry technology as the core industry, and tropical agricultural science as the characteristic industry, construct the Nanfan Science and Technology City industrial system, and industrial cluster development.
- **Build a transit base for the introduction of global animal and plant germplasm resources:** build a transit base that integrates quarantine, reserve protection, industrial applications, and trade transactions.
- **Industrial development pattern:** the domestic leading enterprises such as the Sinochem and the China CITIC have been preliminarily established, and the top domestic scientific research teams such as the Hainan Seed Innovation Research Institute of the Chinese Academy of Sciences and the Chinese Academy of Agricultural Sciences and the Chinese Academy of Thermal Sciences, Chinese Academy of Water Sciences, Sanya Nanfan Industry-supported industrial development pattern.

### Direction

By 2030, realize the development of "five modernizations"

- Crop Southern, Forest Plants and Flowers Southern, Animal Husbandry and Aquaculture Southern Propaganda Scientific Research

### Fundamental Industry

### Core Industry

### Featured Industry

- Tropical crop technology, tropical agricultural service, tropical agricultural tourism

- Biological breeding technology
- Seed trade
- Seed industry technology intellectual property transactions

Industrialization

Specialization

Intensification

Marketization

Globalization

### Investment Opportunities



#### Premium variety rewards

- 50% of the introduction cost
- Raising seedlings of high-quality and high-efficiency varieties



#### Talent start-up subsidies

- one-time subsidy of no more than 20 million yuan
- subsidies for rent-free venues or self-purchased houses



#### Loan subsidy

- Discounted subsidies at 50% of the benchmark interest rate of a single loan



#### Equipment subsidies

- Large research scientific instruments
- Seed industry agricultural related facilities
- Procurement of R&D equipment by scientific research platform



#### Contract R&D subsidies

- Cooperation with foreign research institutions
- High-tech enterprise R&D projects
- Conference and Exhibition Project
- Purchase of research results



## 2.17 Aerospace industry

### Development Status

#### An important part of China's space map

- **With its unique location advantage, Hainan has become China's best satellite launch site.** Launching satellites near the quayside is already a consensus among space powers, such as the Cape Canaveral launch site in the United States. Hainan is the only region in China that has this condition.
- **Wenchang Space Launch Site is China's most competitive launch site for commercial space launches.** As the only low-altitude coastal launch site in China, Wenchang Aerospace Launch Site is responsible for a series of major aerospace projects such as deep space exploration, manned moon landing, and transportation between heaven and earth. It is China's most competitive launch site for commercial aerospace launches.

### Direction

- Hainan will focus on the overall deployment of the free trade port strategy, build it into a major scientific and technological innovation base in China's aerospace industry, and create a strategic high ground for space technology innovation.
- Create a new pattern of aerospace, satellite, and remote sensing industries in Hainan with "Wenchang Space Launch in the North and Sanya Satellite Application in the South", and build a commercial aerospace industry chain.
- **Aerospace core industry:** key technology experiments, basic engineering technology research, infrastructure equipment research and development, production, aerospace technology application industry, innovative fusion technology and achievement transformation services.
- **"Aerospace +" expands and extends industries:** aerospace big data application services, smart Hainan, aerospace life sciences, science and education and training services, aerospace technology exhibitions and transactions, aerospace science and technology incubation, aerospace culture digital creative services, Aerospace tourism
- **Technology supporting industry:** new generation information industry, high-tech, new-type infrastructure construction.
- **Service supporting industries:** technological services, cultural creativity and literary services, business services, financial services, tourism services, and shared economy.



### Investment Opportunities

- **Zero tariffs on space equipment.** In order to reduce the operating pressure of enterprises, Hainan will take the lead in realizing zero-tariff import and export of various commodities used in space equipment facilities. In addition, the "Hainan-1" satellite project has been included in the major scientific and technological plan of Hainan Province
- **Encourage foreign investment to participate in the construction of Wenchang International Space City**
- **The industrial service platform is constantly improved.** In the future, Hainan will build an open platform for the development of aerospace science and technology, promote the development of commercial aerospace and international cooperation in aerospace, and build a favourable environment for the development of the aerospace industry



## 2.18 Headquarters Economy

### Development Status

- As my country's largest special economic zone, Hainan has become a key area of concern for domestic and foreign investors, and many large enterprise groups have a strong desire to enter Hainan to establish headquarters.
- In 2019, there were 33 headquarter enterprises identified by Hainan Province, with total assets of 577 billion yuan and paid tax of 2.388 billion yuan.



### Advantages

#### Transportation hub advantage

Hainan Province is an indispensable place for travel between Asia and Oceania and Southeast Asia. It is the forefront of maritime exchanges between China and ASEAN, South Asia, and coastal countries in the Middle East. It is an important fulcrum of the “Belt and Road” strategy.

#### Rich marine resources

The waters around Hainan are rich in oil and gas resources, and various engineering vessel leasing and service providers will gain more development opportunities with the development of oil and gas resources in the South China Sea.

#### Hinterland market is vast

Hainan is backed by the two major markets of mainland China and Southeast Asia, and the entry of international shipping companies in Hainan will help to further enhance the company's global layout.



### Investment Opportunities

#### The international environment of the institutional environment

- Hainan Free Trade Port predicts that the actual tax rate will be benchmarked against Hong Kong and Singapore, which will greatly reduce the corporate income tax rate and personal income tax rate of high-end talents in the headquarters, and effectively attract the gathering of headquarters companies and high-end talents.

#### Support has been greatly improved

- In the process of building a free trade port, Hainan will further improve the headquarter economic recognition standard and policy system, and it is expected that the reward standard for qualified headquarter enterprises will be greatly improved.

#### People are more free to enter and exit

- On the basis of the current 59 countries visa-free, Hainan is exploring the implementation of more convenient and free personnel entry and exit policies, which will provide international talent support for the development of headquarters companies in Hainan.

#### Supporting services are more complete

- Hainan Province will take advantage of the free trade port to actively introduce well-known professional service organizations such as accounting, law, management consulting, training, etc. at home and abroad to provide headquarters companies with better quality services.

### Direction



#### 2 major headquarters bases

- Haikou Jiangdong New District
- Sanya Headquarters Economy and CBD



#### Attracting international headquarters to settle

- International headquarters, business headquarters, regional headquarters and operation headquarters of multinational companies such as the world's top 500
- International business headquarters of central enterprises and large private enterprises
- Regional headquarters of international organizations (institutions)...

## Part 4. Regional Guidance

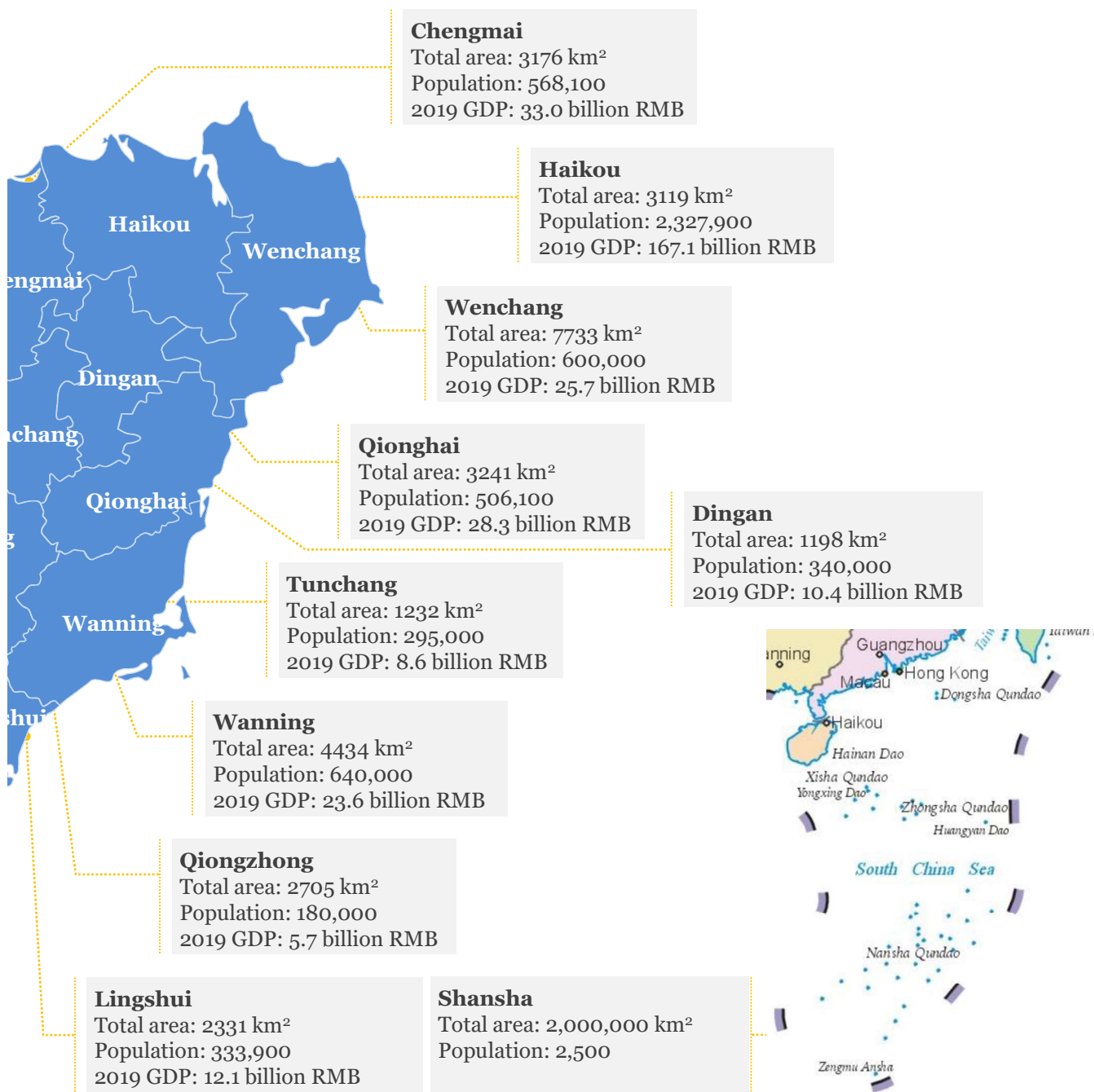
- 1 City Overview
- 2 Introduction to Major Investment Region
- 3 Major Parks

4



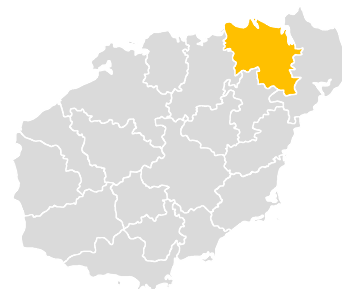
Hainan Province governs 4 prefecture-level cities, 5 county-level cities, 4 counties, and 6 autonomous counties. It is the only tropical island province in China. It is the largest special economic zone in China, as well as the largest free trade zone and the only free trade port with Chinese characteristics





## 2 Introduction to Major Investment Region

### Haikou



#### Overview



- Located in the north of Hainan Island, Haikou covers a total area of 3119 km<sup>2</sup> and has a permanent population of 2.32 million. It is the political, economic, technological and cultural center and the largest transportation hub of Hainan Province.



- In 2019, the regional Gross Domestic Product reached 167.193 billion RMB, with an increase of 7.5%, ranked first in the province.

#### Major Industries

Guided by high-quality development, Haikou City continues to cultivate the real economy and new industries, new formats, and new kinetic energy.

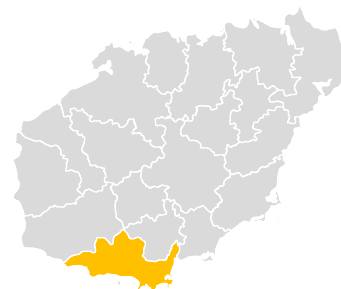
- The tourism industry has grown steadily:** the total tourism revenue for the year was 32.05 billion yuan, an increase of 7.6% over the previous year.
- The convention and exhibition industry maintained rapid growth:** in 2019, a total of 315 conferences and exhibitions were held throughout the year, with a combined revenue of 12.2 billion yuan, an increase of 17% and 18% respectively.
- The rapid growth of the medical industry:** In 2019, the pharmaceutical manufacturing industry above designated size completed 25.23 billion yuan, an increase of 3.6%.
- Innovation and development of the marine industry:** 55 provincial and municipal key projects were implemented, with an annual planned investment of 27.03 billion yuan.

#### Target Areas

- Tourism
- Exhibition
- Low Carbon Manufacturing
- High-end Manufacturing
- Medical and Health
- Education
- Financial
- Logistics
- Tropical Efficient Agriculture

## 2 Introduction to Major Investment Region

### Sanya



#### Overview



- Sanya is located in the southernmost part of Hainan Island, including Haitang District, Jiyang District, Tianya district and Yazhou district. The total land area is 1919.58 km<sup>2</sup>, with a population of 685 thousands.



- In 2019, the regional Gross Domestic Product reached RMB 67.786 billion, grew by 6.4% over the previous year, ranking the second in the province.

#### Major Industries

- **Transformation and upgrading of the tourism industry:** A number of high-end special hotels have settled in, Qiong, Hong Kong and Macao Yacht Free Cruises have been implemented, and Costa Cruises has opened a Sanya home port route. In 2019, the number of yachts sailing out of the sea increased by 58.7% year-on-year, and inbound and outbound cruise ships increased by 29.7% year-on-year.
- **The development of modern service industry:** Datang Solar Headquarters and other 45 headquarters-type enterprises registered and landed.
- **The trend of high-tech industries has gradually been shaped:** with industrial parks as the starting point, actively develop high-tech industries. There are more than 150 registered enterprises and scientific research institutions in Yazhou Bay Science and Technology Park, and the annual output value of the enterprises entering the park exceeds 8 billion yuan, an increase of more than 70% year-on-year.

#### Target Areas

- Culture and Sports
- Duty Free Consumer Goods
- Cruise Yacht
- Roundabout Tourist Road
- Modern Finance
- Offshore Trade
- Finance Lease
- Deep sea technology
- Tropical Efficient Agriculture
- Aviation Industry

## 2 Introduction to Major Investment Region Qionghai



### Overview



- Qionghai is located in the east of Hainan Province, with a land area of 1,710 km<sup>2</sup> and a permanent resident population of 510 thousands. It includes Qionghai Boao International Airport, Tanmen and other ports.



- In 2019, the regional Gross Domestic Product reached RMB 28.33 billion, grew by 5.1% over the previous year. The per capita GDP is RMB 54,630, increase by 4.0% over the previous year.

### Major Industries

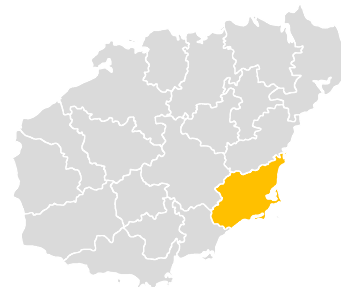
- The rapid development of the medical and health care industry:** the annual revenue of medical institutions was 640 million yuan, an increase of 68.9% year-on-year.
- Tropical characteristic and efficient agriculture continues to grow:** the added value of tropical characteristic and efficient agriculture throughout the year was 6.664 billion yuan, an increase of 4.2% over the previous year.
- The quality and efficiency of tourism in the whole region:** a total of 4,851,600 tourists were received throughout the year, an increase of 12.8% year-on-year; tourism revenue was 3.359 billion yuan, an increase of 5.59% year-on-year.

### Target Areas

- Health Care Industry
- Global Tourism
- Tropical Efficient Agriculture
- Conference and Exhibition
- Recreational Fishery
- High Tech Industry
- Duty Free Consumer Goods
- Roundabout Tourist Road

## 2 Introduction to Major Investment Region

### Wanning



#### Overview



- Wanning is located on the southeastern coast of Hainan Island, with tropical maritime monsoon climate, annual average temperature of 24.8 °C, land area of 1883.5 km<sup>2</sup>, and total population of about 640,000.



- In 2019, the regional GDP reached 28.3 billion yuan, with a year-on-year increase of 4.1%. Regional GDP per capita was 54,630 yuan, an increase of 4.0% over the previous year.

#### Major Industries

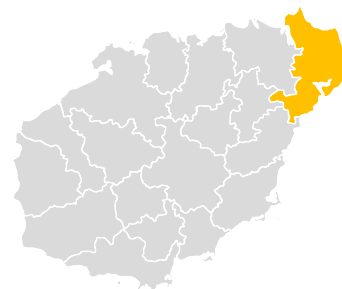
- The tourism industry continued to grow:** the total number of tourists in the city for the whole year was 6.331 million, 8.49% year-on-year, and the total annual income for the year was 543.3342 million yuan, 13.08% year-on-year. Among them, the total number of overnight trips was 5.136 million people, 9.6% year-on-year, the total revenue of overnight trips was 510539.42 million yuan, 13.35% year-on-year; the total number of day trips was 119.44 million, 3.8% year-on-year, and the total income of day trips was 327.97 million yuan, 8.93% year-on-year.
- Increasing quality of modern agriculture with tropical characteristics:** Wanning Betel nut planting area accounts for more than half of the province. Now it has built demonstration bases for high-yield cultivation of betel nuts in Liji, Shangen, Dongao, Changfeng, Peking University, etc., and comprehensive prevention and control of betel yellowing symptoms Demonstration base, betel nut pest control demonstration base, etc.

#### Target Areas

- Tourism
- High-tech industry
- Culture and sports
- Space technology innovation strategy
- Space science and exploration
- new material
- High-end equipment
- new energy
- Tourist road around the island

## 2 Introduction to Major Investment Region

### Wenchang



#### Overview



- Wenchang is located in the northeast of Hainan Province, where the Hainan Wenchang Space Launch Center is located. and is the fourth aerospace city in China. The total population is about 600,000.



- In 2019, the regional GDP reached 25.70 billion yuan, an increase of 5.2% over the previous year. Regional GDP per capita was 44,928 yuan, an increase of 4.1% over the previous year.

#### Major Industries

- The rapid growth of tourism:** Carried out "International Tourism Consumption Year" and "Gourmet Shopping Carnival" activities, a total of 3.846 million visitors and 2.698 million overnight visitors were received, an increase of 14.3% and 12.8% respectively, the growth rate ranked first in the province, total tourism revenue 1.97 billion yuan, an increase of 26.1%.
- The high-tech industry has developed steadily:** successfully launched Hainan's first commercial satellite "Wenchang Chaosuan No. 1". built a big data service platform for resource and environmental supervision, and took the lead in aerospace in the province Supercomputing big data, satellite remote sensing and other technologies are applied to the field of ecological environment supervision. Aerospace International Film and Television Center, Hangzhou Digital Technology Co., Ltd. Big Data Index Project and other aerospace digital economic industry projects have been put into operation.

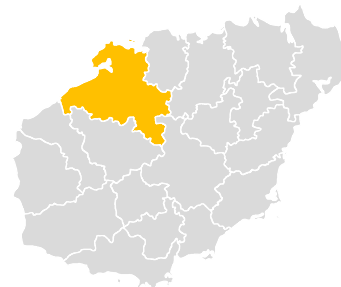
#### Target Areas

- Tourism
- High-tech industry
- Culture and sports
- Space technology innovation strategy
- Space science and exploration
- new material
- High-end equipment
- new energy
- Tourist road around the island



## 2 Introduction to Major Investment Region

### Danzhou



#### Overview



- Danzhou is the economic, transportation, communication and cultural center of western Hainan, with total area 9268 km<sup>2</sup> land area of 3,400 km<sup>2</sup> and a total population of 1,050,000. The land and sea transportation is well developed.



- In 2019, the regional Gross Domestic Product reached 35.76 billion yuan, with a year-on-year increase of 6.5%. Regional GDP per capita was 39,065 yuan, an increase of 5.6% over the previous year.

#### Major Industries

- **Tropical characteristic high-efficiency agriculture continues to grow bigger and stronger:** continue to reduce 28,000 acres of low-efficiency crops, rehabilitate abandoned land 24,000 acres, build 8 large-scale agricultural industrial projects of more than 500 acres, and plant 120,000 acres of tropical fruits in the city.
- **The tourism industry has a good momentum of development:** it received 3.4572 million tourists throughout the year, with a total tourism revenue of 2.02 billion yuan, an increase of 17.0% respectively. That Dashiwu Village was selected as a provincial five-coconut rural tourism spot, and Mutang Blacksmith Village was selected as a national rural tourism focus village.
- **New breakthroughs in the high-tech industry:** the introduction of the world's leading, Asia's first high-temperature color glaze printing glass production line, and Walkinton has become the province's largest glass industry chain DiP-Tech's global launch base.

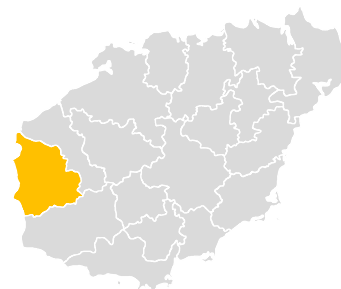
#### Target Areas

- Tourism
- Tropical efficient agriculture
- High-tech industry
- Culture and sports industry
- Medicine and medical industry
- Advanced low-carbon manufacturing
- Tax-free consumer goods
- Education industry



## 2 Introduction to Major Investment Region

### Dongfang



#### Overview



- Dongfang is located in the southwestern part of Hainan Province, with a total land area of 4,095 km<sup>2</sup> and a total land area of 2,272 km<sup>2</sup>, a resident population of 427,700, only 130 kilometers from Sanya Phoenix International Airport.



- In 2019, the regional Gross Domestic Product reached 19.30 billion yuan, with a year-on-year increase of 3.2%. Regional GDP per capita was 44,684 yuan, an increase of 2.2% over the previous year.

#### Major Industries

- **The agricultural industry structure continued to adjust:** In 2019, the agricultural added value was 4.945 billion yuan, an increase of 5.3% year-on-year, and the growth rate ranked first in the province.
- **Industrial transformation, upgrading and quality improvement:** 24 provinces and municipalities have completed investment of 4.84 billion yuan in key projects, the Huasheng PC project has been smoothly promoted, special glass deep processing projects have been completed and put into production, and signed a contract with Beixin Group Building Materials Co., Ltd. for 30 million square meters of paper gypsum 8 projects including board production line, with a total investment of 2.44 billion yuan.

#### Target Areas

- Advanced low-carbon manufacturing
- Oil & Gas chemical
- Offshore deepwater oil and gas drilling and production equipment
- General and special marine engineering supporting equipment

## 2 Introduction to Major Investment Region

### Lingshui



#### Overview



- Located in the southeast of Hainan Island, 58 km away from Sanya Phoenix Airport, with a total area of 2,331 km<sup>2</sup> and a land area of 1108 km<sup>2</sup>. The population is about 400,000.



- 2019, the regional GDP is 18.32 billion yuan, with goals to accelerate development of marine economic and tourism industry.

#### Major Industries

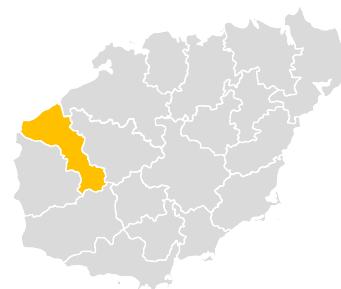
- **Tropical characteristics and high-efficiency agriculture to improve quality and efficiency:** Lingshui National Modern Agricultural Industrial Park, with Mango, watermelon and litch as the leading industries, has been approved by the Ministry of Agriculture and Rural Affairs and the Ministry of Finance. Guangling Hi-Tech was rated as a national key leading enterprise in agricultural industrialization by the Ministry of Agriculture and Rural Affairs and other 8 ministries.
- **High-tech+Tropical marine aquaculture industry shows results:** The province's first demonstration project based on "5G+Marine Ranch" ——Cage bio-environment online monitoring system is in trial operation in Lingshui deep-sea aquaculture farm, and intelligent deep-water cage aquaculture has entered the implementation stage.

#### Target Areas

- International education
- Tropical efficient agriculture
- Medical wellness
- Digital industry
- Marine information industry
- Cultural tourism
- Mobile internet
- Satellite navigation
- Military-civilian integration industry

## 2 Introduction to Major Investment Region

### Changjiang



#### Overview



- Changjiang is located in the northwest of Hainan with an area of 1,620 km<sup>2</sup>. It governs 8 towns and has a population of 255,000. It has a unique industrial development advantage, such as Shilu Iron Mine and the only nuclear power in Hainan.



- In 2019, the regional Gross Domestic Product reached 12.63 billion yuan, with a year-on-year increase of 3.5%. Regional GDP per capita was 53,798 yuan.

#### Major Industries

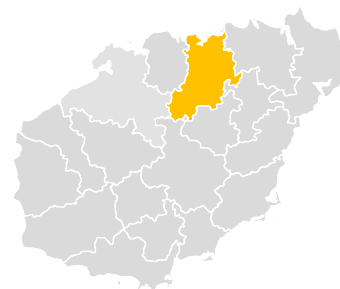
- The continuous development of the characteristic breeding industry:** a total of 22 certifications for the origin of the “three products and one standard” agricultural products, of which 3 were completed in 2019. Maodou in Baoping Village was approved as a national “one village and one product” model village and town, and the Wangpin Rock Sugar Melon Base in Haiwei Town, Wulie Town, Hefeng Century Industrial Park and Wulie Town Mizquan Company Dragon Fruit Production Demonstration Base were approved as Provincial Modern Agricultural Industrial Park.
- The rapid development of characteristic industries:** the output value of the power supply industry is 3.423 billion yuan, an increase of 23.2% year-on-year; the output value of the ferrous metal mining and processing industry is 1.339 billion yuan, an increase of 62.5% year-on-year; the output value of the rubber and plastic products industry is 114 million yuan, an increase of 14.7% year-on-year.

#### Target Areas

- Modern agricultural photovoltaic tourism
- Tourist road around the island
- Clean energy
- Tax consumer goods
- Transportation industry
- Foreign trade
- Agency industry
- Sea (light) aquaculture

## 2 Introduction to Major Investment Region

### Chengmai



#### Overview



- Located in the northwest of Hainan, Chengmai is an important part of the "Haicheng culture" integrated economic circle, with a land area of 2076 km<sup>2</sup> and a sea area of 1100 km<sup>2</sup>. The population is about 560,000



- In 2019, the regional GDP reached 33.02 billion yuan, with a year-on-year increase of 6.0%, aiming to accelerate the introduction and cultivation of large-scale industrial enterprises in the future

#### Major Industries

- **The overall development trend of the low-carbon industry is getting better:** the added value of low-carbon manufacturing accounts for 13.4% of the industrial increase. Actively develop industries such as blockchain, digital style, digital health, and digital finance. The Free Trade Zone Blockchain Pilot Zone has gathered more than 100 scientific research institutions and famous enterprises
- **The rapid growth of selenium-rich agriculture:** There are 5 national standardized production demonstration parks and 17 provincial standardized production demonstration parks in the county

#### Target Areas

- Tropical characteristic and efficient agriculture
- Low-carbon manufacturing
- Digital Style Industry
- Digital health industry
- Cloud computing
- Artificial intelligence
- Leisure low-carbon tourism

## 2 Introduction to Major Investment Region

### Qiongzong



#### Overview



- Located in the middle of Hainan Island, its development layout is around the main urban area, the Green Industrial Park in the middle, and the urban functional area relying on the eight scenic spots in Qiongzong



- In 2019, the regional Gross Domestic Product reached 57.48 billion yuan, with a year-on-year increase of 5.5%



- Dominated by tourism, modern services and high-tech industries, the key industries for investment include cultural and sports education, health and wellness, tourism and pension, tropical and efficient agriculture, tourism development and urban commerce.



### Tunchang



#### Overview



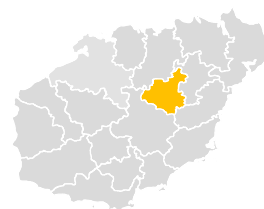
- Located in central Hainan, covering an area of 1232 km<sup>2</sup>, it is the only hilly area in the province. Known as the "Hainan Central Portal", it is 70 kilometers away from Haikou. It takes about 45 minutes by car after the opening of Haitun Expressway



- In 2019, the regional Gross Domestic Product reached 8.57 billion yuan, with a year-on-year increase of 5%



- The leading industries are Nanyao Planting and Nanyao Health Tourism, and the investment attraction focuses on high-end characteristic tourism industry, Nanyao Tourism, agricultural products deep processing, Nanyao R&D and production, organic health food industry



## 2 Introduction to Major Investment Region

### Dingan



#### Overview



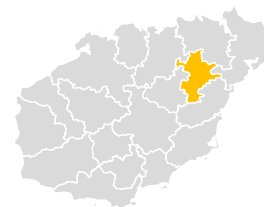
- Dingan has an area of 1178 km<sup>2</sup>, 28 kilometers north of the city center of Haikou, the provincial capital, 30 kilometers from Meilan Airport, and 57 kilometers from Haikou Railway Station, known as the back garden of Haikou



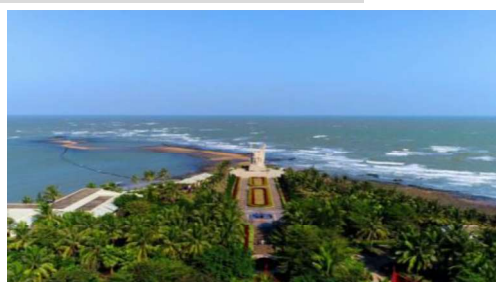
- In 2019, the regional Gross Domestic Product reached 10.44 billion yuan, with a year-on-year increase of 2.9%



- Leading industries include emerging green food processing, and investment promotion focuses on low-carbon manufacturing, modern service industry, pharmaceutical industry, high-end comprehensive leisure vacation, red tourism area construction, emerging green food processing industry, Internet+, business logistics



### Lingao



#### Overview



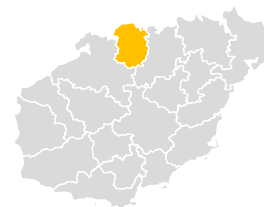
- Located in the northwest of Hainan, with an administrative area of 1,317 km<sup>2</sup> and a population of 515,000. The county has two major development zones: Jinpaigang Economic Development Zone and Lingaojiao Tourist Resort



- Regional GDP in 2019 was 19.54 billion yuan, up 6.3% year-on-year



- Leading industries include tropical fisheries and tropical high-efficiency agriculture, and investment promotion focuses on tropical high-efficiency agriculture, tourism, healthcare, e-commerce





## 2 Introduction to Major Investment Region

### Baisha



#### Overview



- Baisha is located in the middle of Hainan Province, at the northwest of the middle part of the Limu mountains and the upstream of Nandu River, with a total area of 2,117.73 km<sup>2</sup>. It is 177 km away from Haikou City and 169 kilometers away from Sanya



- In 2019, the regional Gross Domestic Product was RMB 5.664 billion, increase by 4.5% over the previous year



- The leading industries are tourism and tropical high-efficiency agriculture, and investment promotion focuses on rubber industry, tropical high-efficiency agriculture, tourism

### Baoting



#### Overview



- Located in the south-central part of Hainan Island, 78 km from Sanya City, 20 km from Yalong Bay Resort and 10 km from Sanya Haitang Bay Resort. The county has a total area of 1153 km<sup>2</sup> and belongs to a tropical monsoon climate zone



- Regional GDP in 2019 was 55.7 billion yuan, up 3.3% year-on-year



- Leading industries include tourism and tropical high-efficiency agriculture, and investment promotion focuses on tropical high-efficiency agriculture, tourism, Chinese medicine and health care



## 2 Introduction to Major Investment Region

### Wuzhishan



#### Overview



- Wuzhishan is surrounded by mountains, with a forest coverage rate of 86.44% and an annual average temperature of 22.4 °C. It has the reputation of "emerald mountain city", "natural oxygen bar", "Summer Palace of South China" and "summer resort"



- In 2019, the regional Gross Domestic Product reached RMB 3.4 billion, increase by 6.0% over the previous year



- The leading industry is tourism, and the investment promotion focuses on terraced farming tourism, rural cultural tourism, and red tourism



### Ledong



#### Overview



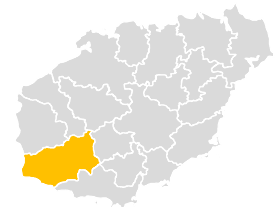
- Ledong has a land area of 4492 km<sup>2</sup> and a population of 547,200. There are Yuehai Railway and other transportation lines converged in Ledong. It is also close to Port of Sanya, Port of Basuo, Sanya Phoenix International Airport and Sanya Hongtangwan International Airport



- In 2019, the regional Gross Domestic Product reached RMB 14.435 billion, increased by 3.9% over the previous year



- The leading industries are tourism and high-efficiency tropical agriculture, and investment promotion focuses on tourism, high-efficiency tropical agriculture, the Internet, and medical wellness



## 3 Major Parks

### Haikou Jiangdong New Area



#### Location

Located in the east coast area of Haikou City, close to the Meilan Airport, with a total area of about 298 km<sup>2</sup>. The park is divided into 106 square kilometers of eastern ecological function area and 192 square kilometers of western industrial-urban integration area.



#### Objectives

The park is comprehensively deepen the innovation zone of the reform and opening-up pilot zone, the demonstration zone of the national ecological civilization pilot zone, the experience zone of the international tourism consumption center and the demonstration zone of the national major strategic service guarantee zone.



#### Targets

- Airport economy: aviation maintenance, aviation leasing, cross-border e-commerce, airport commercial business, etc.
- Service economy: headquarters economy, modern finance, trading center, digital economy, professional services, etc.
- Ecological economy: tourism, urban farms, health care, etc.



### National Hi-tech Industrial Development Zone



#### Location

Located in the center of the Haikou Industrial Corridor, the overall planned area of the park is 85.42 square kilometers. It is the only national high-tech zone in Hainan Province. It is China's high-tech industrial gateway to Southeast Asia and an important industrial pivot park for the "21st Century Maritime Silk Road".



#### Objectives

Focus on the development of high-tech industries such as medicine and medical equipment, high-end low-carbon manufacturing, smart sensors and information technology.



#### Targets

- High-tech
- Medical equipment and health care
- New material
- Tourism



### 3 Major Parks

#### Haikou Free Trade Zone



##### Location

Hainan's only comprehensive bonded area and one of the two customs special supervision areas in the province are currently the parks with the highest opening level and strong outward economic agglomeration in Hainan, close to the national first-class port-Macun Port (about 2 km), and away from the island High-speed 5 km, within 15 km there are three high-speed railway stations in Haikou, Old Town and Fushan, 30 km away from Xinhai Port, 40 km away from Meilan Airport, 90 km away from Yangpu Port.



##### Objectives

Build a processing and manufacturing center, R & D design center, logistics distribution center, inspection and maintenance center and sales service center with global influence and competitiveness



##### Targets

- Bonded warehousing, warehousing and distribution of imported consumer goods (duty-free goods), and bulk commodity trading.
- Cross-border e-commerce and international logistics and distribution.
- Circulation processing and low-carbon manufacturing.
- Diamond jewelry processing display transaction.
- Parallel sales of automobiles and display sales of vehicles such as transportation and tourism imports.
- Finance lease.
- Regional functional headquarters and offshore financial settlement center.



##### Location

Located on the west side of Haikou and the Meilun River, the location is superior and the transportation is convenient. Four main roads including G98 Huandao Expressway directly reach the urban area of Haikou, a 30-minute drive from Meilan International Airport, and the West Loop High Speed Rail Old Town Station is located in the southwest corner of the park.



##### Objectives

Take the new generation of information technology industry as the leading factor and focus on the development of "one district and three industries", that is, to create the Hainan Free Trade Zone Blockchain Pilot Zone and develop digital culture, digital services, digital health and other industries.



##### Targets

- Next-generation information technology industry: such as blockchain, big data, etc.
- Digital sports industry: such as gaming e-sports products and platforms
- Digital health industry: such as the development and application of medical and health big data
- Trade and exhibition industry: such as trade service platform and trade and exhibition activities.



### 3 Major Parks

#### Hainan Boao Lecheng International Medical Tourism Pioneer District



##### Location

Located on the banks of the Wanquan River between the urban area of Qionghai and the core area of Boao Forum for Asia, it is surrounded by regional transportation facilities such as provincial highways, national highways, and expressways. Surrounded by districts, providing city service support.



##### Objectives

Gather international high-end medical tourism services and international cutting-edge medical science and technology achievements to create an international medical technology service industry agglomeration area.



##### Targets

- Chartered Medical
- Health management
- Care and rehabilitation
- Medical beauty and anti-aging



#### Yangpu Economic Development Zone



##### Location

Located in the central area of the Pan Beibu Gulf, adjacent to the ASEAN Free Trade Area, it is China's closest petrochemical and oil and gas reserve base to the South China Sea oil and gas resources and the Middle East Petroleum.



##### Objectives

Build a new coastal industrial city with high industry concentration, perfect city functions and beautiful ecological environment.



##### Targets

- New petrochemical industry
- Advanced manufacturing
- Modern service industry





### 3 Major Parks

#### Sanya Yazhou Bay Technology Center



##### Location

Located in the west of Sanya City, Hainan Province, adjacent to Nanshan Cultural Tourism Zone and Xiaotiandongtian Scenic Area, has a planned area of 26.1 km<sup>2</sup>



##### Objectives

Focus on building "one port, three cities, one base" (Nanshan Port, Nanfan Science and Technology City, Abyssal Sea Science and Technology City, Science and Education City and global animal and plant germplasm resources transfer base), committed to building a land and sea overall planning, open innovation, The leading technology new city with industrial prosperity, cultural confidence and green energy conservation.



##### Targets

- Abyssal sea industry
- Nanfan Technology Industry
- Tropical efficient agriculture
- Technology Service Industry



#### Sanya Central Business District



##### Location

The park is located in the core area of the city, adjacent to the coastline of Sanya Bay, with a superior geographical position and a total planned area of 4.42 km<sup>2</sup>.



##### Objectives

Create a pioneer zone for the construction of a free trade environment: Create a national demonstration city of ecological civilization. Build a leading zone for international tourism consumption centers and a zone that is deeply integrated into the maritime power, the construction of the "Belt and Road", and integrated military and civilian development.



##### Targets

- Hailuo Unit: Building Garden Headquarters and International Talent Community.
- Yuechuan Unit: International Waterfront Commercial Cultural Pedestrian Street and Comprehensive Business District.
- Phoenix Coast: Tourist port free trade service and cruise ship yacht, culture and arts comprehensive consumption area.
- East Bank Unit: Large-scale comprehensive consumer business district and core area of headquarters.



### 3 Major Parks

#### Wenchang International Aerospace City



##### Location

The planned area of Wenchang International Aerospace City includes a starting area, a launch site and supporting areas. The starting area is located on the west side of Bamen Bay, between Wencheng Old City and Qinglan New City, 20 kilometers away from Wenchang Aerospace Launch Site. The total planned land area is 12.08 square kilometers, including the west area of Bamen Bay and the area of aerospace big data industrial cluster.



##### Objectives

An open, international, innovative and integrated world-class space city.



##### Targets

- Aerospace core industry: key technology experiments, engineering technology basic research, infrastructure R&D and production, aerospace technology application industry, innovative fusion technology and achievement transformation service.
- "Aerospace +" extended industries: aerospace big data applications, smart Hainan, aerospace life sciences, science and education and training services, aerospace technology exhibitions and transactions, aerospace science and technology incubation, aerospace culture digital creative services, aerospace characteristics tourism and wellness.
- Technology support industry: new generation information industry, high-tech, new infrastructure construction.
- Service supporting industries: scientific and technological services, cultural creativity and literary and artistic services, business services, financial services, tourism services, sharing economy.



#### Lingshui Li'an International Education Innovation Pilot Zone



##### Location

Located in the southeast of Lingshui County, Hainan Province, north to General Planning Road, south to Nanwan Reserve, east to Li'an Port, west to Xincun Port.



##### Objectives

Build a national demonstration zone for educational innovation and development, and build a training ground for high-quality, international, and innovative talents.



##### Targets

- Introduce overseas high-level universities and vocational colleges in science, agriculture and medicine to run schools independently.
- Introduction of well-known international schools.
- Introduce well-known universities at home and abroad to host Chinese-foreign cooperatively-run schools and projects.



## 3 Major Parks

### Fuxing Internet Information Industry Park



#### Location

The first phase of the park is located in the core coastal business district of Haikou, and the second phase of the park is located in the south bank area of Haikou's west coast city government. There are currently 784 registered enterprises in the park.



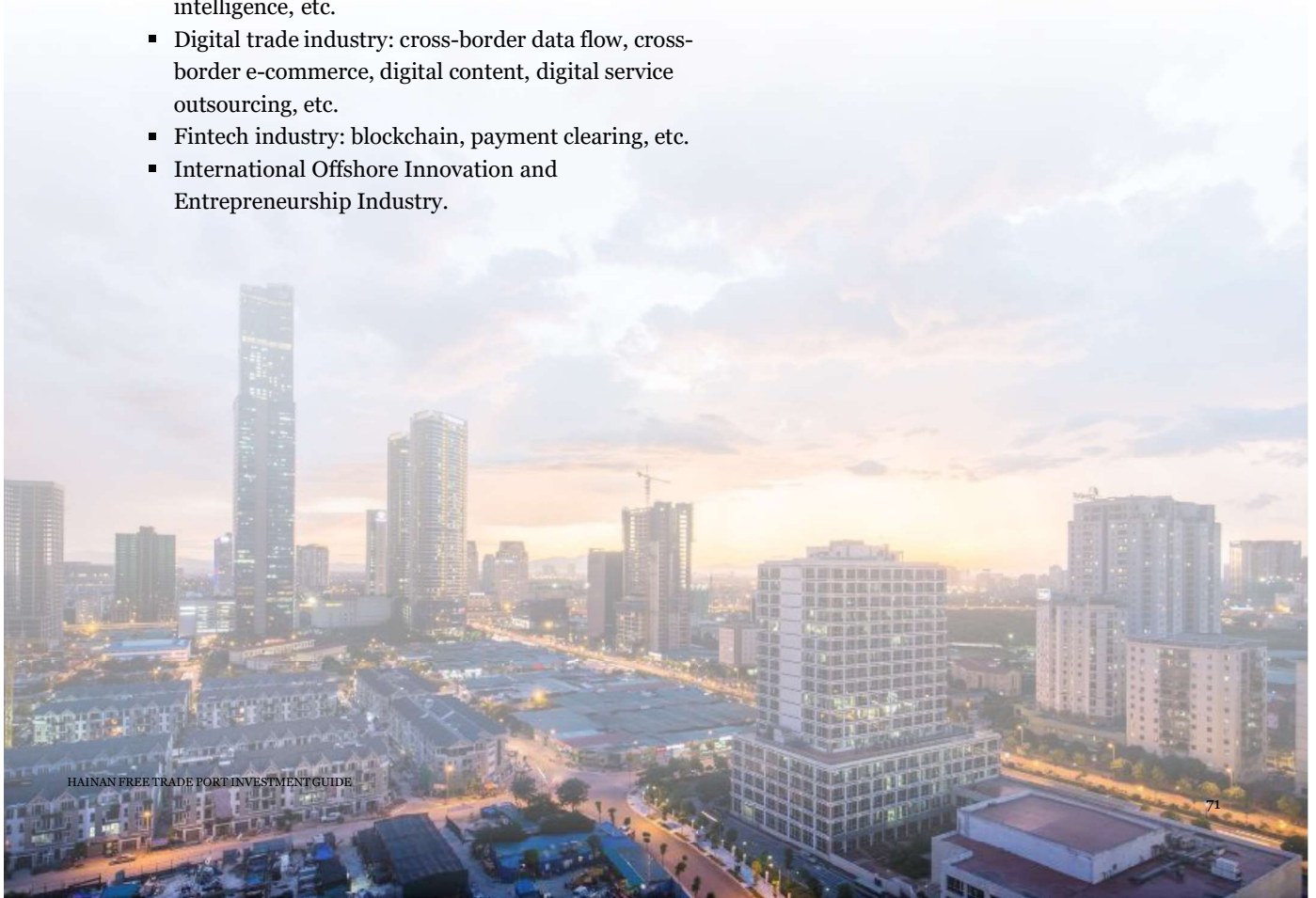
#### Objectives

Build an international digital economy headquarters and an international offshore innovation and entrepreneurship base.



#### Targets

- Intelligent IoT industry: chips and components, sensors, 5G, Internet of Vehicles, artificial intelligence, etc.
- Digital trade industry: cross-border data flow, cross-border e-commerce, digital content, digital service outsourcing, etc.
- Fintech industry: blockchain, payment clearing, etc.
- International Offshore Innovation and Entrepreneurship Industry.





## Part 5. Invest In Hainan

- 1 Official and Partner Contact Information  
Municipal and County Investment Promotion
- 2 Ambassador
- 3 Key Park Investment Promotion Ambassador  
Relevant Procedures for the Establishment and
- 4 Entry-exit Review of Foreign-invested Enterprises

# 5

## 1 Official and Partner Contact Information



### Global Investment Service Center

4008-413-413

4008413413@investhainan.cn

4<sup>th</sup> Floor, Hainan Nongxin Building,  
No.4 Dayingshan West Road,  
Meilan District, Haikou, Hainan

Established by Hainan Provincial Government on April 11, 2019, Hainan IEDB performs the functions of attracting investment, serving enterprises, exhibitions and establishing representative offices abroad on behalf of the Hainan government. It establishes a working mechanism of “horizontal linkage and vertical coordination”, working with government departments and parks to provide professional services for investors, coordinating and solving problems encountered in the implementation of enterprise projects. It build a one-stop service platform for global investors and provide extraordinary service



**Invest Hainan**  
**WeChat**



**Hainan IEDB**  
**Enterprise WeChat**



**LinkedIn:**  
**invest-in-hainan**

### Hotline Service Officer



Hotline Officer  
Wang, Fei



English Service  
Officer  
Gong, Zhuoran



English Service  
Officer  
Huang, Ying



Japanese Service  
Officer  
Gao, Jie



German Service  
Officer  
Zhao, Yifan



Russian Service  
Officer  
Lu, Silan



Chinese Service  
Officer  
Shang,  
Liuqinshu



French Service  
Officer  
Zhang, Yulu

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## Hainan Free Trade Port International Association of Entrepreneurs

### Purpose of Establishment

- Unblock the **normal communication channels** with foreign-funded enterprises and foreigners.
- **Help foreign-funded enterprises** and foreigners establish a good communication mechanism with the government in Hainan.
- **Solve the problems and difficulties** encountered by international entrepreneurs in investment, trade activities and life
- Continue to **optimize the business environment** of Hainan, further attract global enterprises to invest in Hainan, and share the development opportunities of Hainan Free Trade Port.



### Value Added Services

The association will unite various government departments, professional institutions in various industries, and experts and scholars in various fields to provide 13 professional services for international entrepreneurs in Hainan Free Trade Port, including **industry expert consulting services, policy interpretation, enterprise opening services, enterprise management services, human resources services, accounting services, public relations services, insurance services, hotel services, property management, education services, medical health services, life services, etc.**



### Supporting

- **Industry Club** :Gather excellent entrepreneurs, exchange industry experience, discuss development and achieve win-win cooperation.
- **Country (region) research group**: set up a research group to discuss with foreign companies the new opportunities brought by the free trade port policy for key countries (regions).
- **Legal Affairs Center**: Provide legal consulting services, business and civil dispute assistance to enterprises, and provide necessary legal support for enterprises during the operation process.
- **Financial Affairs Center**: Provide investment and financing, loan, asset management consulting and business management services for enterprises.
- **Sports and leisure clubs**: set up sports and leisure clubs and regularly organize different forms of outdoor sports and social activities with the club as a unit.
- **Cultural Life Club**: Regularly organize cultural activities such as cultural salons, art training, etc.

### Open Up Hainan to World

#### The First China International Consumer Products Expo

- The exhibition will be held in **Hainan International Convention and Exhibition Center in March 2021 in Haikou** to show Chinese determination of further expanding opening up and sharing development opportunities to the world.



#### The theme of “Open up Hainan to World”

- The first consumer Expo will focus on the construction of **Hainan as an international tourism consumption center**, building a professional, market-oriented, international and information-based global consumer goods display and trading platform and creating a world-class business environment for global traders and investors to provide new impetus for the growth of global consumption.

### Exhibition Contents and Concurrent Activities

#### Exhibition Contents

- Comprehensive exhibition :** Display the related development achievements, industry status, characteristic products and investment facilitation policies of the consumption of International Hong Kong, Macao, Taiwan and various provinces and autonomous regions.
- Professional Exhibition:** Exhibition areas include fashion, food and automobile, consumer electronics, culture and innovation, residence, medical care, pet products, services, etc.

#### Concurrent Activities

- Provide professional and high-quality diversified services for exhibitors and participants through opening ceremony, theme forum, professional sub forum, trade matching, product promotion, brand release and other activities.

#### For more information, Please Contact:

Global Investment Service Hotline  
(+86)4008 413 413

International Consumer Goods Fair  
[www.hainanexpo.org.cn](http://www.hainanexpo.org.cn)

Ms. Zhang  
Tel: +86(0)898 66538991  
E-mail: [HainanExpo@investhainan.cn](mailto:HainanExpo@investhainan.cn)

Mr. Zhang  
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E-mail: [HainanExpo@outlook.com](mailto:HainanExpo@outlook.com)



## Window of Global Trade

### New Pattern of Global Commerce

#### The First Format of “Hundred Countries and Thousands of Enterprises” Program in Hainan

- Attracting investment from all over the world, building a boutique highlight project to attract investment for Hainan Pilot Free Trade Zone, striving to become a center for foreign investment and an international trade incubation platform.

#### Leading project of Hainan Pilot Free Trade Zone, building international SME cooperation platform

- Building international SME cooperation platform, launching one-stop business service system and providing global trade exchange centre for better serving international SMEs.

#### International 5A Business Office Environment

- The 24-hour all-intelligent material management system and international standard business office supporting system provide a development platform for the efficient operation of settled enterprises.
- Modern exhibition area, international exchange area, high-end lecture hall, conference rooms of various scales and other business spaces are fully equipped.

#### One-stop Customer Service Platform

- Providing one-stop business supporting services such as company registration, qualification management, business work, commodity display, business opportunities docking, business discussion for settled enterprises.
- Introducing various kinds of Intermediary service Institutions and Banking Institutions such as Integrated Trade Services Companies, Certified Public Accountants' Firm, Law Firm, Customs Broker, Translator, Qualification Certification, Business Service, etc to meet the business needs of settled enterprises.



### Project Highlights

- **Independent ownership:** Hainan Culture Tourism Industrial Group holds its own property rights, creating superior commercial atmosphere.
- **Core Location:** Located in Dayingshan CBD, equipped with 60 billion provincial government core supporting facilities.
- **Landmarks:** Close to the People's Government of Hainan Province, Hainan Province People's Government Affairs Service Center.
- **Excellent Service:** Providing one-stop services for enterprises.
- **Transport:** Airport, expressway and highway
- **5A Standard:** The total building volume is over 50000 m<sup>2</sup>, providing 5A and Class A office professional services.
- **Flexible delivery:** New blank house, decorated house or decorated house with furniture, providing multiple choices.
- **International Property Management:** Property management services provided by Savills property team, which manages 500 million properties in worldwide and 140 million properties in China.
- **Leisure and Entertainment:** Sun Moon Plaza and large scale park.

#### Contact

Tel: 0086-0898-6663 8686



## Hainan and Hong Kong Economic Cooperation Development Promotion Platform

### Building Six Cooperation Platforms Around the “the Strengths of Hong Kong and the Needs of Hainan”

On June 8, 2020, Lin Nianxiu, the deputy director of the National Development and Reform Commission, pointed out in the press conference of the State Council that the orientation of Hainan Free Trade Port is different from that of Hong Kong. In the construction of Hainan Free Trade Port in the next stage, the joint development between Hainan and Guangdong-Hong Kong-Macao Greater Bay Area will be further strengthened, practical and effective cooperation will be carried out to enhance complementarity

Building six cooperation platforms and strengthening regional cooperation around the theme of "the strengths of Hong Kong and the needs of Hainan", Hainan will further learn from the advanced experience of internationally renowned free trade ports, connecting with international high standard economic and trade rules, and formatting an open system with international competitiveness, continuously attracting international advanced technology, management experience and foreign investors to participate in the construction of free trade ports

#### ■ Provincial cooperation platform

Further promoting the comprehensive cooperation between Hainan and Hong Kong, especially Hong Kong's SMEs to participate in the construction of Hainan Pilot Free Trade Zone and Free Trade Port, sharing development opportunities in Hainan, coordinating and promoting major economic cooperation projects

#### ■ Key industry cooperation platform

Aiming at Hong Kong's advantageous industries around the three major industrial of Hainan Free Trade Port, exploring and promoting the implementation of key projects



#### ■ Practical and efficient cooperation activity platform

Organizing major activities of cooperation and exchange between Hainan and Hong Kong, promoting the establishment of an efficient cooperation platform and the interchange of personnel, funds, goods and information

#### ■ Liaison office of HKTDC in Hainan Free Trade Port

The economic and trade liaison office of Hong Kong Trade Development Council in Hainan is set up in Hainan International Economic Development Bureau, promoting extensive contact and interaction with enterprises in Hainan and Hong Kong

#### ■ Interactive platform for members of CPPCC National Committee in Hainan and Hong Kong

















Through relevant platforms and mechanisms of the CPPCC, promote exchanges and cooperation with members of the CPPCC National Committee of the CPPCC, and promote the implementation of more projects of CPPCC members

#### ■ Interactive platform of Central Hong Kong-related Government Departments and Central Hong Kong-related enterprises

Establishing contact mechanism for central Hong Kong-related government departments and central Hong Kong-related enterprises



## First 16 overseas contact points of Hainan International Economic Development Bureau

 <p>中资企业(新加坡)协会 CHINA ENTERPRISES ASSOCIATION (SINGAPORE)</p>	 <p>China General Chamber of Commerce-USA 美国中国总商会 Est. 2005</p>	 <p>俄罗斯中国总商会</p>	 <p>CCCUK 英国中国商会</p>
Email: singapore@investhainan.cn	Email: us@investhainan.cn	Email: russia@investhainan.cn	Email: uk@investhainan.cn
 <p>CHKD 德国中国商会 Die Chinesische Handelskammer in Deutschland e.V.</p>	 <p>法国中国商会</p>	 <p>ASCP 葡萄牙中资企业协会 ASSOCIAÇÃO DE EMPRESAS CHINESEAS DE PORTUGAL</p>	 <p>CEAJ 在日中国企业协会 CHINA ENTERPRISES ASSOCIATION (JAPAN)</p>
Email: germany@investhainan.cn	Email: france@investhainan.cn	Email: portugal@investhainan.cn	Email: japan@investhainan.cn
 <p>韓國中國商會 CHINA CHAMBER OF COMMERCE IN R.O.KOREA</p>	 <p>阿联酋中国商会</p>	 <p>巴西中资企业协会 ASSOCIAÇÃO BRASILEIRA DE EMPRESAS CHINESEAS</p>	 <p>沙特中资企业协会</p>
Email: korea@investhainan.cn	Email: uae@investhainan.cn	Email: brazil@investhainan.cn	Email: saudiarabia@investhainan.cn
 <p>丹麦中国商会 Chinese Chamber of Commerce in Denmark</p>	 <p>印度中国商会</p>	 <p>SACETA 南非-中国经贸协会 SOUTH AFRICA CHINA ECONOMIC AND TRADE ASSOCIATION</p>	 <p>乌兹别克斯坦中国企业商会 Uzbek Chamber of Commerce for Chinese Entrepreneurs</p>
Email: denmark@investhainan.cn	Email: india@investhainan.cn	Email: southafrica@investhainan.cn	Email: uzbekistan@investhainan.cn



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## Official Contact Information of Provincial Authorities

### **Department of Commerce of Hainan Province**

Address: No.9 Guoxing Avenue, Qionghshan District, Haikou, Hainan  
Tel: 86-0898-65330249 86-0898-65330249 ( Foreign Investment Management Office ), 65336029 (Investment Promotion Service)

### **Hainan Provincial Committee Talent Development Bureau (Talent Service Center)**

Tel: 86-0898-66501217

### **Hainan Provincial Tax Service (Free Trade Office)**

Tel: 86-0898-66508432

### **Hainan Development and Reform Commission (Industrial Development Branch)**

Tel: 86-0898-65319028

### **Hainan Tourism, Culture, Radio, Television and Sports Bureau (Industrial Development Branch)**

Tel: 86-0898-65200385

### **Department of Agriculture and Rural Affairs of Hainan Province (Exchange and Cooperation Division)**

Tel: 86-0898-65303965

### **Department of Industry and Information Technology of Hainan Province (Industrial Development Branch)**

Tel: 86-0898- 65231860

### **Department of Finance of Hainan Province (Tax Office)**

Tel: 86-0898-68555169

### **Department of Science and Technology of Hainan Province (High-tech Division)**

Tel: 86-0898-65329040

### **Health Commission of Hainan Province (Bureau of health industry and foreign cooperation)**

Tel: 86-0898-65370852

### **The Education Department of Hainan Province (Reform and Development Planning Division)**

Tel: 86-0898-65239307

### **Department of Transportation of Hainan Province (Transport & Logistics Control Office)**

Tel: 86-0898-65395785

## Official contact information of investment promotion departments of cities and counties

### Haikou Bureau of Commerce

Address: South of No.18 Building, Second Office area of Municipal Government, Changbin Road, Haikou, Hainan  
Tel: 86-0898-68721059

### Sanya Bureau of Commerce

Address: 8<sup>th</sup> Floor, Second Government Office Building, No.145 Wenming Road, Sanya, Hainan  
Tel: 86-0898-88272447

### Yangpu Economic Development Zone Management Committee

Address: Yangpu International Commercial Building, Konggu Avenue, Danzhou, Hainan  
Tel: 86-0898-28829066

### Qionghai Investment Promotion Bureau

Address: 2<sup>nd</sup> Floor, Government Affairs Service Center of Qionghai Municipal People's Government, Hainan  
Tel: 86-0898-62930123

### Wanning Investment Promotion Office

Address: No.26 Hongzhuan Middle Road, Wancheng Town, Wanning, Hainan  
Tel: 86-0898-62228027

### Danzhou Bureau of Commerce

Address: No.1 Zhongxing Middle Street, Danzhou, Hainan  
Tel: 86-0898-23322316

### Wenchang Bureau of Commerce

Address: No.112 Huimin Road, Wencheng Town, Wenchang, Hainan  
Tel: 86-0898-63331153

### Baisha Investment Service Center

Address: No.33 Binhe North Road, Baisha County, Hainan  
Tel: 86-0898-27715516

### Wuzhishan Tourism, Culture, Radio, Television and Sports Bureau

Address: 4<sup>th</sup> Floor, Municipal Government, Guoxing Road, Wuzhishan, Hainan  
Tel: 86-0898-86638061

### Ledong Business and Investment Promotion Bureau

Address: 2<sup>nd</sup> Floor, Financial Building, No.183 Lexiang Road, Ledong County, Hainan  
Tel: 86-15091910801

### Dongfang Bureau of Commerce

Address: No.9 Office Building, Municipal Party Committee, Dongfu Road, Dongfang, Hainan  
Tel: 86-0898-25514262

### Lingshui Bureau of Commerce

Address: No.2 Office Area, Yelin South Road, Lingshui County, Hainan  
Tel: 86-0898-83318151

### Changjiang Bureau of Commerce

Address: No.58 Changjiang Avenue, Changjiang County, Hainan  
Tel: 86-0898-26698668

### Qiongzong Bureau of Commerce

Address: No.22 Yinggen Road, Qiongzong County, Hainan  
Tel: 86-0898-86227182

### Tunchang Bureau of Commerce

Address: West of 224 National Road, Tunchang County, Hainan  
Tel: 86-0898-65372004

### Chengmai Bureau of Commerce

Address: 3<sup>rd</sup> Floor, Office Building of County Party Committee, No.37 Jiefang East Road, Chengmai County, Hainan  
Tel: 86-0898-67622200

### Dingan Bureau of Commerce

Address: No.2 Xing'an Avenue, Ding'an County, Hainan  
Tel: 86-0898-63836397

### Lingao Bureau of Commerce

Address: 4<sup>th</sup> Floor, No.3 Building of County Party Committee, Wenming East Road, Lincheng Town, Lingao County, Hainan  
Tel: 86-0898-28281466

### Development and Reform Commission of Baoting Li and Miao Autonomous County

Address: 3<sup>rd</sup> Floor, Culture&Sports Bureau, Wenming Middle Road, Baoting County, Hainan  
Tel: 86-0898-83661017

## PWC's “Belt and Road” and China Business Network in Other Major Countries



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## 2 Municipal and County Investment Promotion Ambassador



### **Haikou**

Liu, Dan  
Tel: 86-18689525252



### **Sanya**

Zhang, Lulu  
Tel: 86-15775199940



### **Yangpu Economic Development Zone**

Shuai, Xiao  
Tel: 86-18708969603



### **Qionghai**

Dong, Jimin  
Tel: 86-18876820988



### **Wanning**

Liu, Zhikai  
Tel: 86-18745955055



### **Wenchang**

Yang, Fan  
Tel: 86-13218745969



### **Danzhou**

Shi, Zhichao  
Tel: 86-18889179767



### **Dongfang**

Song, Jiamin  
Tel: 86-15008009432



### **Lingshui County**

Liang, Min  
Tel: 86-13698956230



### **Changjiang County**

Liang, Mengshi  
Tel: 86-13637501000



### **Qiongzong County**

Fan, Xingyao  
Tel: 86-17889985037



### **Chengmai Country**

Zhang, Zhe  
Tel: 86-18608935252

**Tunchang County**

Hu, Yun  
Tel: 86-15120700601

**Dingan County**

Wang, Yafang  
Tel: 86-15595860808

**Lingao County**

Ke, Huinan  
Tel: 86-13006008630

**Baoting County**

Xu, Hongjie  
Tel: 86-18289631377

**Baisha County**

Qu, Chen  
Tel: 86-18789263019

**Wuzhishan**

Jiang, Mingjie  
Tel: 86-13976333756

**Ledong County**

Ren, Ling  
Tel: 86-15091910801

### 3 Key Park Investment Promotion Ambassador



**Haikou National Hi-tech  
Industrial Development  
Zone**

Liu, Nanxi  
Tel: 86-18289355105



**Haikou Integrated Free  
Trade Zone**

Li, Tairan  
Tel: 86-18907610167



**Haikou Jiangdong New Area**

Sun, Ye  
Tel: 86-18062220555



**Yangpu Economic  
Development Zone**

Shuai, Xiao  
Tel: 86-18708969603



**Hainan Resort Software  
Community Group**

Liang, Shanshan  
Tel: 86-13637556063



**Sanya Central Business  
District**

Xiao, Le  
Tel: 86-13807523418



**Sanya Yazhou Bay  
Technology Park**

Ren, Yuanqi  
Tel: 86-18810557005



**Boao Lecheng International  
Medical Tourism Pioneer  
Zone**

Zhang, Qijia  
Tel: 86-18789729243



**Lingshui Li'an International  
Education Innovation Pilot  
Zone**

Wang, Xin  
Tel: 86-13907588915



**Wenchang International  
Space City**

Zhang, Tingting  
Tel: 86-18089766788

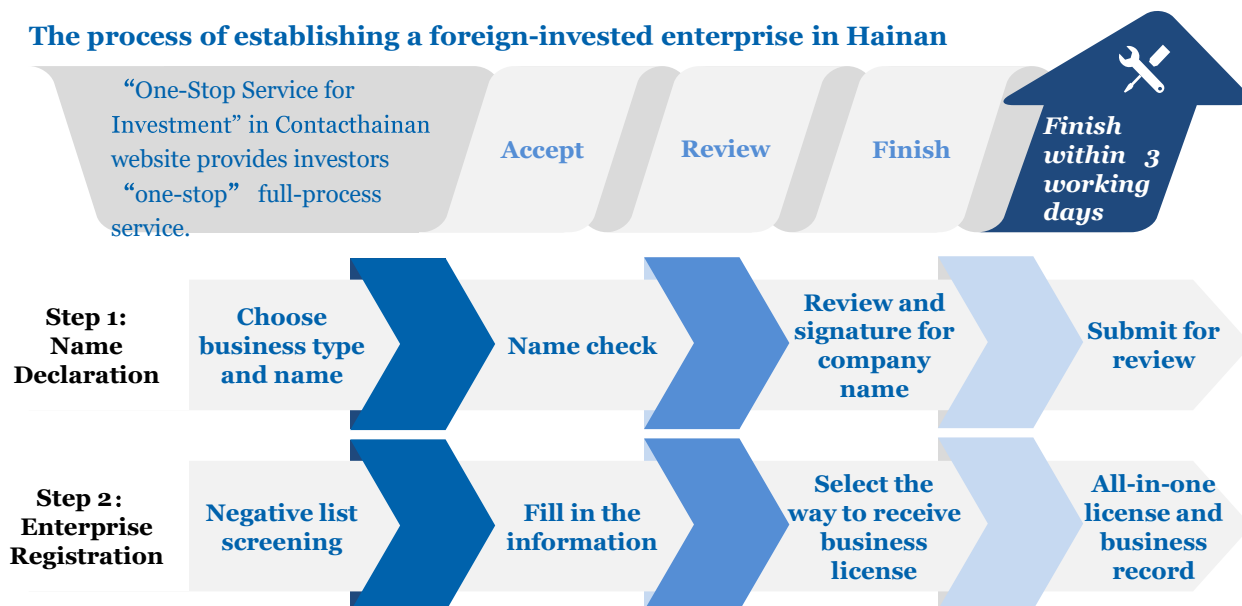


**Haikou Fuxing City Internet  
Industrial Park**

Zhang, Yuxue  
Tel: 86-13627582955

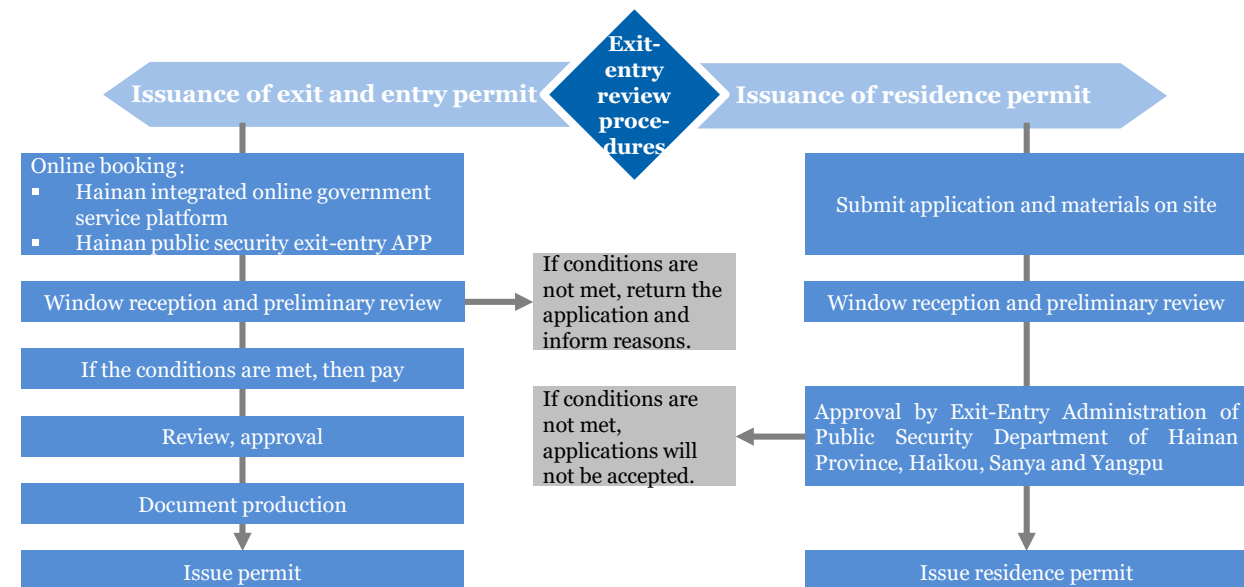
## 4 Relevant procedures for the establishment and entry-exit review of foreign-invested enterprises

### The process of establishing a foreign-invested enterprise in Hainan



### Exit and entry administration procedures

- From September 1, 2018, the processing time was shortened to 7 working days for Hainan residents to apply for exit and entry permit.
- From May 1, 2018, Hainan implemented the visa-free entry policy for people from 59 countries.





## 6. Appendix

### 1 Policy compilation

6

## 1 Policy compilation

### Central Policy “1+N”



The Central Committee of the Communist Party of China Guiding opinions of the State Council on supporting Hainan to comprehensively deepen reform and opening



Circular of the Ministry of Finance on printing and distributing *The Implementation Plan for Supporting Hainan to comprehensively Deepen Reform and Opening*



Circular of the State Council on printing and distributing the general plan of China (Hainan) Pilot Free Trade Zone



Circular of the General Office of the Central Committee of the Communist Party of China and the General Office of the State Council on printing and distributing *The Implementation Plan of the National Ecological Civilization Experimental Zone (Hainan)*



Circular of the General Office of the Central Committee of the Communist Party of China and the General Office of the State Council on printing and distributing *The Institutional reform plan of Hainan Province*



The Implementation Plan of Supporting the Innovation of Talent Development System and Mechanism in Hainan



Circular of the National Development and Reform Commission on printing and distributing *The Implementation Plan of Building International Tourism Consumption Center in Hainan Province*



Letter of National Park Administration on printing and distributing *The Pilot Scheme of Hainan Tropical Rainforest National Park System*

### Support Policies of Central and State Organs and Relevant Units



“Notice on printing and distributing ‘The Implementation Plan for Supporting the Construction of Boao Lecheng International Medical Tourism Pilot Area’ ”



Circular of the Ministry of Education of the People's Republic of China and the People's Government of Hainan Province on printing and distributing *The Implementation Plan of Supporting Hainan to Deepen Education Reform and Opening*



Decision of the State Council on the Provisional Adjustment and Implementation of the *Regulations on the Implementation of the Drug Administration Law of the People's Republic of China* in the Hainan Boao Lecheng International Medical Tourism Pilot Area



The Ministry of Public Security of the People's Republic of China ‘Circular on the Implementation of the Visa-Free Transit Policy for Entry Tourism of 59 Countries in Hainan



Opinions of the Ministry of Transport on Promoting Pilot Pilot Sea Routes of Cruise Ports in Sanya, Hainan



"Notice of the Ministry of Communications on Issuing and Implementing the Implementation Plan of the Guiding Opinions of the CPC Central Committee and the State Council on Supporting Hainan's Comprehensive Deepening of Reform and Opening-up"



Notice of the General Office of the Ministry of Transport of the People's Government of Guangdong and Guangxi, Notice of the General Office of the People's Government of Hainan Province on Issuing the “*3 Year Action Plan (2019-2020) for Improving the Service Capacity of Passenger Transport in the Qiongzhou Straits (2019-2020)*”



Notice of the Ministry of Agriculture and Rural Affairs on Issuing the Implementation Plan for Implementing the Guiding Opinions on Supporting Hainan's Comprehensive Deepening of Reform and Opening up



Notice of the Ministry of Finance on Issuing 2018 Comprehensive Financial Subsidies to Support Hainan's Comprehensive Deepening of Reform and Opening



Ministry of Commerce Notice on *Several Measures to Support the Construction of China (Hainan) Free Trade Zone*



Announcement of the Ministry of Finance, the General Administration of Customs and the General Administration of Taxation on further adjustment of the tax-free shopping policy for travelers leaving Hainan Islands



Ministry of Culture and Tourism General Office Notice on *Issuing the List of Measures of the Ministry of Culture and Tourism to Support Hainan's Comprehensive Deepening of Reform and Opening-up*



Announcement of the General Administration of Customs, Ministry of Finance, Administration of Taxation on the inclusion of passengers on the island by ship in the scope of duty-free shopping policy for passengers on the outlying islands of Hainan



"State Administration for Market Regulation, National Medical Products Administration, National Intellectual Property Administration Notice of Joint Issuance of *Several Opinions on Supporting the Construction of China (Hainan) Free Trade Zone*



Ministry of Human Resources and Social Security on the issue of *Notice of Opinions on supporting Hainan's human resources and social security undertakings to deepen reform and opening-up in an all-round*



Announcement of the National Forestry and Grassland Administration of the People's Republic of China Endangered Species Import and Export Administration Office (No. 2 of 2019)



Ministry of Science and Technology, Hainan Provincial People's Government Notice of *Implementation Plan for Accelerating the Development of Hainan's Scientific and Technological Innovation and Opening up*



Implementation Opinions of the Civil Aviation Administration on Accelerating the Development of Hainan's Civil Aviation Industry to Support Hainan's Comprehensive Deepening of Reform and Opening



National Healthcare Security Administration on supporting Hainan's medical security undertakings to deepen reform and opening up



Opinions of the Supreme People's Court on providing judicial services and guarantees for Hainan to deepen reform and opening up



Letter from the Ministry of Natural Resources on the implementation of the *Guidelines on the Guiding Opinions of the CPC State Council on Supporting Hainan's Comprehensive Deepening of Reform and Opening-up*



Notice of China Southern Power Grid Corporation on Printing and Distributing Key Measures for Comprehensively Deepening Reform and Opening-up to Serve Hainan

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## Afterword

In 2020, the construction of Hainan Free Trade Port set sail and will create a highly free, convenient and open business environment. This guide aims to combine the *Hainan Free Trade Port Construction Overall Plan* to comprehensively display the investment policies, investment opportunities, investment regions, investment promotion agencies and other investment elements of the Hainan Free Trade Port. It is a global intent to develop investment and economic and trade activities in Hainan. Investors provide guidance.

During the preparation of this guide, the provincial government departments, cities, counties, and key parks of Hainan Province have provided strong support. Here, I would like to thank all relevant departments for their hard work and efforts in the collection, update and verification of information and data!

The *2020 Hainan Free Trade Port Investment Guide* was jointly issued by the Hainan International Economic Development Bureau and PricewaterhouseCoopers. PwC mobilized the top domestic team to present the first edition of the Hainan Free Trade Port Investment Guide to global investors with a professional perspective and unconventional speed. Special thanks to PricewaterhouseCoopers.

This version of the *Investment Guide* aims to provide a one-stop service for global investors. In terms of content, structure, layout design, etc., it closely meets the needs of investors, allowing investors to understand Hainan more concisely and comprehensively through the guide. Free trade port, get the most practical investment and settlement information. This version of the *Investment Guide* will be published in both Chinese and English, and investors from all over the world are welcome to read, share and put forward valuable opinions and suggestions.



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**Global Investment Hotline  
4008-413-413  
[www.investhainan.cn](http://www.investhainan.cn)**

## **China (Tianjin) Pilot Free Trade Zone High Quality Development Cloud Promotion--Turkey (Draft Program)**

In order to make Turkish business associations and enterprises better understand the China (Tianjin) Pilot Free Trade Zone and promote investment and trade cooperation between Turkey and Tianjin, Turkish Embassy, Management Committee of China (Tianjin) Pilot Free Trade Zone and China Council for the Promotion of International Trade Tianjin Sub-council will jointly hold **China (Tianjin) Pilot Free Trade Zone High Quality Development Cloud Promotion--Turkey** on September 17, 2020. The suggested schedule is as follows:

### **1. Online Testing**

Time: September 15, 2020 (Tuesday)

Turkish institutions and CCPIT Tianjin will test ZOOM online, including voice, video, PPT, etc.

### **2. China (Tianjin) Pilot Free Trade Zone High Quality Development Cloud Promotion--Turkey**

Time: September 17, 2020 (Thursday)



## Agenda:

14:45pm-15:00pm (9:45am-10:00am Turkish time)

Participants entering the ZOOM online conference room

15:00pm -15:30pm (10:00am-10:30am Turkish time) (6 minutes per person, including translation)

Mr. Sezgin Taskin, Commercial Counsellor of the Turkish Embassy, presiding over the activity

Speech by Mr. Hakan Kizartici, Chief Commercial Counsellor of the Turkish Embassy

Speech by Mr. Ugur Kilicarslan, Commercial Counsellor of the Turkish Embassy

Speech by the leader of Tianjin PFTZ

Speech by the leader of CCPIT Tianjin

Speech by Ms. Eser Erginoglu, Deputy Secretary General of Turkish Exporters' Assembly

15:30pm -16:30pm (10:30am-11:30am Turkish time)

Promotion by Tianjin PFTZ

16:30pm -17:00pm (11:30am-12:00am Turkish time)

Q & A

## **Hainan Free Trade Port Cloud Promotion—Turkey**

### **(Draft Program)**

In order to make Turkish business associations and enterprises better understand the Hainan Free Trade Port and promote investment and trade cooperation between Turkey and Hainan, Commercial Office of Turkish Consulate in Guangzhou, Hainan Provincial Bureau of International Economic Development will jointly hold **Hainan Free Trade Port Cloud Promotion--Turkey** on September 15, 2020. The suggested schedule is as follows:

#### **1. Online Testing**

Time: September 11, 2020 (Friday), 10.00 am Turkish Time

Turkish institutions and IEDB Hainan will test ZOOM online, including voice, video, PPT, etc.

#### **2. Hainan Free Trade Port Cloud Promotion--Turkey**

Time: September 15, 2020 (Thursday)

Agenda:

14:45pm-15:00pm (9:45am-10:00am Turkish time)

Participants entering the ZOOM online conference room

15:00pm -15:05pm (10:00am-10:05am Turkish time)

Mr. Serdar Afsar, Commercial Counsellor of the Turkish Consulate, presiding over the activity

15:05pm -15:35pm (10:05 am-10:35am Turkish time)

Promotion of Hainan Free Trade Port presented by Mr. Qijun Gong, Deputy Director General Hainan Provincial Bureau of International Economic Development

15:35pm -16:00pm (10:35am-11:00am Turkish time)

Q & A

Link for listeners:

Hi there,

[You are invited to a Zoom webinar.](#)

When: Sep 15, 2020 15:00 Beijing, Shanghai

Topic: Hainan IEDB online FTP Promotion for Turkey

Please click the link below to join the webinar:

<https://zoom.us/j/92559943620?pwd=MXZWY2FxZ0Frb3RoZGNzdmF2MzJ0Zz09>

ID : 925 5994 3620

Passcode: 518066