

## **Annex B**

### **CHINA INTERNATIONAL IMPORT EXPO 2023 (CIIE) Singapore-China Trade and Investment Forum**

### **WELCOME SPEECH BY MR KOK PING SOON CEO, SINGAPORE BUSINESS FEDERATION**

Ms Low Yen Ling  
Minister of State for Trade and Industry and Culture, Community and Youth, Singapore

Mr Chua Teng Hoe  
Consul-General of Singapore in Shanghai

Mr Teo Siong Seng  
Immediate Past Chairman, Singapore Business Federation

Mr Kho Choon Keng  
President, Singapore Chinese Chamber of Commerce & Industry

Mr Roland Ng San Tiong  
Immediate Past President, Singapore Chinese Chamber of Commerce & Industry

Mr Zheng Chao  
Former Minister Counselor of the Chinese Embassy in Singapore and  
Current Executive Vice President of the China Chamber of Commerce for Import and Export of  
Machinery and Electronic Products

Mr Johnny Teo  
Assistant Chief Executive Officer, Enterprise Singapore

Mr Yuan Zhizhong  
Deputy General Manager and Deputy Country Head, Bank of China, Singapore Branch

Esteemed business leaders and government officials from Singapore, China, and the region,  
distinguished guests, ladies and gentlemen.

Thank you for joining us at the 6<sup>th</sup> Singapore-China Trade and Investment Forum (SCTIF), held  
alongside the 6<sup>th</sup> China International Import Expo (CIIE).

This year's theme, "Singapore-China: Advancing Future-Oriented Partnerships" (新中致远, 共创前瞻未来), underscores the promising new phase in the bilateral ties between Singapore and China. We are confident that with both the upgraded bilateral relationship and China-Singapore Free Trade Agreement (CSFTA), more doors of opportunities will be opened in emerging areas such as digital innovation and sustainability.

China has been Singapore's largest trading partner since 2013, with USD \$55.63 billion in bilateral trade in first half (H1) of 2023, marking an 18.6% year on year increase. Over the past decade, Singapore is also the largest source of foreign investment for China. This reflects a mutually beneficial partnership that is both wide in scope and deep in substance.

This partnership is also reflected in the increasing business ties between our countries at CIIE. Last year, Singapore businesses achieved over S\$10 million in confirmed sales last year and signed a total of 15 MOUs worth S\$4.5 million. Today, we are delighted that 13 MOUs worth over S\$87 million in the areas of cross border data flow, trade interconnectivity, education, food technology, healthcare, sustainable urban development and supply chain logistics will be signed, with more agreements to come over the next few days at CIIE. This is not surprising because we have brought over 500 senior representatives from 56 Singapore companies to CIIE, the largest since 2020.

I attended the opening ceremony of the China International Import Expo yesterday, and as Chinese Premier Li Qiang puts it, data is dry, and results are the most important. Here is one "CIIE story" of a Singapore beauty and skincare brand, UGEL, that has been participating in the CIIE for 6 consecutive years. From a 9 square meter booth at their first CIIE, the exhibition area has expanded year by year. By last year, their exhibition area had expanded to 72 square meters. Through CIIE as a platform, they have raised their brand awareness in the Chinese market. Last year, during the 5th CIIE, UGEL and Chinese online-based duty-free shopping platform, CDF Sunrise, connected for the first time. Through their partnership, UGEL's products were listed on CDF Sunrise's online stores and were well received by a large number of consumers. Later today, both parties will be furthering their partnership through an MOU worth approximately S\$1 million. There are many stories like UGEL and looking at how almost 40% of the exhibitors continue to participate each year, they can be considered loyal fans of the expo.

On behalf of SBF, I would like to thank the Singapore Ministry of Trade and Industry and Enterprise Singapore for their strong support in helping Singapore businesses grow and internationalise. We also thank our Financial Services Partner, Bank of China Singapore Branch, for their unwavering support over six consecutive years in their matching Singapore businesses with relevant Chinese businesses through their vast business network. We are also grateful to the China Chamber of International Commerce, for providing linkages and opportunities from Chinese companies to Singapore businesses.

To all Singapore exhibitors, Singapore businesses operating in China, participants here with us, and online, thank you for joining us at the SCTIF. We warmly welcome all visitors to the Singapore Pavilions during CIIE this week. I wish you all an excellent day filled with fruitful discussions and meaningful exchanges!

## 2023 年中国国际进口博览会（CIIE）

新中经贸与投资论坛  
新加坡工商联合总会执行总裁  
郭柄汛先生致欢迎辞

2023 年 11 月 6 日 星期一 上午 9 点 30 分  
上海虹桥金臣皇冠假日酒店 地下二层虹庭

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尊敬的新加坡贸易与工业部兼文化、社区及青年部政务部  
刘燕玲女士

尊敬的 新加坡驻上海总领事馆总领事 蔡登合先生

尊敬的 新加坡工商联合总会前主席 张松声先生

尊敬的 新加坡中华总商会会长 高泉庆先生

尊敬的 新加坡中华总商会前会长 黄山忠先生

尊敬的 前中国驻新加坡大使馆 公使衔参赞、现中国机电产品进出口商会 常务副会长 郑超先生

尊敬的 新加坡企业发展局副局长 张俊荣先生

尊敬的 中国银行新加坡分行副行长 袁志忠先生

尊敬的新中两国的各位领导、各位来宾、各位企业家代表，

女士们，先生们，大家上午好！

秋风送爽，丹桂飘香。

很高兴和大家在这个丰收的季节相聚上海。

感谢各位出席与第六届中国国际进口博览会同期举行的第六届新中经贸与投资论坛。

随着新加坡和中国的双边关系正式升级为“全方位高质量的前瞻性伙伴关系”，两国合作迈入全新阶段。新加坡今年参加中国国际进口博览会的主题，“新中致远，共创前瞻未来”，也顺势而

生。我们相信，在这更紧密的合作关系下，同时受益于《中新自由贸易协定》的升级，两国在数字创新和可持续发展等新兴领域将迎来更多机遇。

自 2013 年以来，中国一直是新加坡最大的贸易伙伴，而新加坡也是中国最大的外资来源国。2023 年上半年，我们的双边贸易额达到 556.3 亿美元，同比增长百分之 18.6。这一成绩凸显了我们强大且紧密的经济伙伴关系。去年，新加坡企业在新中经贸与投资论坛现场，和进博会贸易投资对接会期间，与中国企业签署了 15 份谅解备忘录，总金额超过 450 万新元，累计销售额超过一千万新元。

今年，我们率领来自 56 家新加坡企业的 500 多名商务代表参加进博会，这是自 2020 年以来规模最大的代表团。我们很高兴地看到两国企业在稍后，将在跨境数据流动、贸易互联互通、教育、食品科技、医疗健康、可持续城市发展和供应链管理等领域签署 13 份谅解备忘录，预计总价值将突破 8,700 万新元。未来几天，我们还将在进博会上见证更多的合作成果。

昨天我参加了进博会的开幕式。正如李强总理所说的“数据是枯燥的，成果才是最重要的”。接下来让我和大家分享一个新加坡企业的“进博故事”。

新加坡美容护肤品牌 UGEL 已经连续 6 年参加进博会，从第一届小试牛刀拿了 9 平方米展位开始，展览面积逐年扩大，到去年，它们的展览面积扩大到 72 平方米。借助进博会这个平台，它们在中国市场的品牌知名度不断提升。去年在第五届进博会期间，UGEL 和中免日上首次接触，随后他们的产品在中免日上的网店上架，得到了广大消费者的认可和好评。稍后，双方将签署价值约 100 万新元的合作意向。其实，像 UGEL 这样的“进博故事”数不胜数，我们每年都有近四成的参展公司会继续参展，它们都可说是进博会的“铁粉”。

在此，我代表新加坡工商总会，向新加坡贸工部和新加坡企发局，感谢你们对新加坡企业扩展海外业务、走向国际的大力支持。同时，我们还要感谢我们的金融服务合作伙伴——中国银行新加坡

分行连续六年来的鼎力支持，借助你们强大的商业网络，我们的新加坡企业不断与中国企业达成合作，在中国市场做大做强。

最后，我要感谢所有的新加坡参展商、在座的以及所有在线上支持我们的嘉宾，谢谢你们参加本届论坛。我们热烈欢迎各位在进博会期间莅临新加坡展馆，与我们的参展商多多交流。希望新中两国的商界同仁能充分利用今天的论坛和未来数日在进博会期间继续深度沟通，开拓新项目，捕捉新商机，共享丰硕成果。

谢谢大家！