

Ni Hao 你好 Newsletter

Sri Lanka - China Business Council
Established in 2001



The Ceylon Chamber of Commerce
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May 2013

Issue 2

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Message from Ambassador for China in Sri Lanka and Patron of Council

H.E. Wu Jianghao

I am honoured and privileged to send this message for the by annual newsletter of the Sri Lanka China Business Council (SLCHBC). At the outset, I wish to extend my warmest greetings to all SLCHBC members for a Happy New Year 2013 as well as to thank you for the warm welcome extended to me during my arrival in June 2012.

I am pleased to note that on the backdrop of warm and friendly bilateral relations between China and Sri Lanka, our two countries also enjoy healthy exchanges in trade and investment activities. During the past year it has indeed been fruitful for both Sri Lanka and China where the two countries continued to explore more opportunities for collaboration between business communities from both sides.

I wish to take this opportunity to commend the SLCHBC for its continuous efforts and contribution in promoting the enhancement of trade and economic relations between our two countries. I would also like to congratulate the executive committee led by Mr. Prabath Harshakumar for a successful and productive year in 2012. May the new year of 2013 bring good health, prosperity and success to all.

我非常荣幸为斯里兰卡中国商务理事会 (SLCHBC) 发送这个消息。首先,我谨致所有斯中商会的成员以最热烈的问候,祝你们新年快乐!并感谢在我2012年6月来到斯里兰卡后给予我的热情招待。

我很高兴地注意到,在斯里兰卡和中国两国友好双边关系的背景下,我们两国也有非常深入的交流贸易和投资项目。在过去的一年,两国为双方工商企业界之间的合作探索了更多的机会,结果确实已经卓有成效。

我愿借此机会高度赞扬斯中商会不断的努力和贡献,以促进我们两国之间的贸易和经济关系。我也想祝贺以Mr. Prabath Harshakumar为首的委员会在2012年里取得的成功。

中国驻斯里兰卡大使馆未来将继续鼓励双方企业界加强合作,促成进一步的贸易和投资。因此,恳请斯中商会在促进企业交流方面进行更深入的信息采集,这肯定会有助于我们两国之间的经济关系。

愿斯中商会在促进两国之间的双边经贸合作方面取得更大的成就!

中国驻斯里兰卡大使馆大使 吴江浩 (Ambassador of China in Sri Lanka, Wu Jianghao)



Message from Council President

Prabath Harshakumar

It is with great pleasure that I pen this message for our second edition of the "Ni hao" Newsletter published by the Sri Lanka - China Business Council.

With the issuance of the very first Newsletter in March 2012, The Committee vouched to continue this exercise with further enhancement to its context.

The Second edition of the Newsletter will no doubt provide a treasure trove of information to our membership and readers alike, both in English & Mandarin language.

The Sub-Committee headed by dynamic Navindra Abeyssekara and his team has once again worked tirelessly round the clock with their busy day to day business schedule to produce a fine Newsletter by raising the quality & standard.

My heartiest congratulations to the team once again for a job well done. A special recognition and thank you to our newly formed Marketing team that would add more spice & impetus in all our future activities.

Let me wish our members an enjoyable festive season and a prosperous New Year 2013 !

Xie Xie and enjoy reading

斯里兰卡-中国商会主席柏博先生致辞:

能够为斯里兰卡-中国商会出版的第二期《你好》期刊致辞,我深表荣幸。

商会委员会决定继续出版第二期《你好》期刊,本期是对2012年3月发行的第一期内容的进一步充实。

当然,第二期刊依旧会延续用中英文双语的形式为商会成员和读者提供宝贵多样的信息。

由Navindra Abeyssekara带领的负责委员会在平日百忙之中挤出时间,为期刊出版工作投入心血,以保证期刊的品质。

我再一次热烈祝贺团队的出色完成工作。特别要提出的是,要同时感谢我们新成立的市场部团队的成员将为今后活动的丰富和多彩做出的贡献。

恭祝商会成员有一个丰收吉祥的2013年,

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SLCHBC COMMITTEE 2012/2013



Seated From L-R: Anisha Dias, Manager, The Ceylon Chamber of Commerce, Navindra Abeysekera, Delmege Forsyth & Co. Ltd, Vice President, SLCHBC, H.E.Wu Jianghao, Ambassador for China in Sri Lanka, Prabath Harshakumar, John Keels Holdings PLC, President, SLCHBC, K.Kunendran, Abans Ltd, Vice President, SLCHBC, Ranjan De Silva, Associated Motorways Ltd, Immediate Past President, SLCHBC, Mr.Wan Yingqi, Commercial Counsellor, Embassy of the People's Republic of China

Standing From L-R: Yasantha Abeykoon, David Peiris Motor Company Ltd, Lasantha Wickremesooriya, AG Masters (Pvt) Ltd, Mahesh Wijewardene, Singer (Sri Lanka) PLC, Sahran Abdul, Zam Gems (Pvt) Ltd, Celina Chan, The Hongkong and Shanghai Banking Corporation Limited, Oswald Hakel, KIK Engineering Co. (Pvt) Ltd, Aruna Perera, Synergy Shipping Lanka (Pvt) Ltd.

Activities of the Council 商会活动：与中国新任命的商务参赞互动交流 & 商会新网站的正式启用活动

Interactive Session with the Newly Appointed Commercial Counsellor & The Launching of the New Website



The Sri Lanka - China Business Council of the Ceylon Chamber of Commerce hosted an interactive session with the new commercial counselor Mr.Wang Yingqi on Thursday May 31st 2012 at the Hotel Galadari. The New website of the Council www.srilankachinabiz.lk was also launched on the same day by Mr.Wang Yingqi.

斯里兰卡-中国商会于2012年5月31日在Galadari酒店举办了与新任命的中国驻斯里兰卡商务参赞王颖琦先生互动交流，并在同一天，由王颖琦参赞宣布了商会新网站的正式启用。

Courtesy Call to His Excellency Wu Jianghao 拜访尊敬的吴江浩大使



The office bearers of the SLCHBC paid a courtesy call to His Excellency Wu Jianghao to renew the strong ties established between the Council and the Embassy of China in Colombo on August 2012.

斯里兰卡中国商会委员会代表拜访尊敬的吴江浩大使，此次拜访旨在进一步加强自2012年8月2日以来商会和中国驻斯里兰卡使馆之间的紧密合作关系。

Annual General Meeting 年会



The 11th Annual General Meeting of the SLCHBC was held on the 09th August 2012 at the Ceylon Chamber of Commerce. The Council, which focuses on the objectives of 'trade, investment, services and tourism between Sri Lanka and China', and is one of the most dynamic bilateral business councils that function under the aegis of the Ceylon Chamber of Commerce.

斯里兰卡-中国商会的第11届年会于2012年8月9日在锡兰商会会议厅举行。商会旨在建立中斯之间贸易投资、服务和旅游多方面的合作，本商会也是锡兰商会支持下双边合作最紧密丰富的商会。

Welcome Reception for His Excellency Wu Jianghao, Ambassador and Madam Jianghao for China in Sri Lanka 吴江浩大使欢迎会



SLCHBC organized a Welcome Reception for His Excellency Wu Jianghao, Ambassador for China in Sri Lanka Monday, August 20, 2012 at Cinnamon Grand, Colombo.

斯里兰卡-中国商会于2012年8月20日（周一）在科伦坡Cinnamon Grand酒店，举办了吴江浩大使（中国驻斯里兰卡大使）的欢迎会。

Business Delegations which Visited the Council 到访商会的代表团



SLCHBC had a discussion forum with the delegation from CCPIT Hubei Sub-Council at the Ceylon Chamber of Commerce in July 2012. The main purpose of the delegation is to understand the financial support to promote economic development, preferential policies for foreign investment and laws and regulations on investment and trade in Sri Lanka.

斯里兰卡-中国商会于2012年7月与CCPIT湖北商会在锡兰商会会议厅举行了座谈会。本次座谈会的主要目的是为了了解湖北商会了解斯里兰卡政府对于支持经济发展的财政投入以及对于外来资本投资和贸易的倾向性政策及其相关法律法规。



A Business delegation from Fujian province met with the SLCHBC in October 2012. The purpose of visit is to have a look of Sri Lanka a investment policy for foreigners and also to gather details about the local construction market, such as construction material, supply chain and real estate opportunity.

商会在2012年10月与中国福建省商务代表团会晤。本次会晤的目的是为了初步了解斯里兰卡对于外来投资的政策，以及收集当地建设工程领域的信息，包括建筑材料，供应链以及房产投资机遇等方面。

Chinese Companies Operating in Sri Lanka 在斯里兰卡建有分公司的中国企业

Infrastructure

China Harbour Engineering Company Ltd (CHEC)

CHEC is a world-renowned international contractor that is a subsidiary of China Communications Construction Company Ltd (CCCC). CHEC has 40 overseas branches and offices with business activities covering more than 70 countries and areas. The South Asian Regional Office of CHEC is based in Sri Lanka (covering Bangladesh, India, Maldives, Papua New Guinea, Nepal and Sri Lanka).

CHEC is focused on basic infrastructure construction, such as Marine Engineering, Dredging and Reclamation, Road and Bridge, Railways, Airports, Complete Plant, and other works. CHEC prides itself on providing a full service to its clients and uses its international engineering experience, global business network, talented management team and robust financial backing to offer clients a wide range of service options such as D&B, EPC, PMC, BT and BOT.

Founded in 1980, China Harbour operated as a group company before its merger with China Road and Bridge to create CCCC in 2005. CHEC is now the major international operating division of CCCC group which was ranked 211st among the Global 500 Companies in 2011 and the 11th in 225 Top International Contractors (ENR), equivalent 1st among all Chinese international contractors. Some of the key projects done by CHEC in Sri Lanka are Hambantota Airport, Hambantota Harbour, and the Southern expressway.

To CHEC Sri Lanka is, "A Nice country with good system and infrastructure, but the Country needs to have organisations to train skilled labour, together with required accreditations and certifications".



中国港湾工程有限责任公司 (CHEC) 是中国交通建设股份有限公司的全资子公司, 代表中交股份在国际工程市场开展业务, 目前在世界各地设有40多个分公司和办事处, 业务涵盖70多个国家和地区, 在建项目合同额约近百亿美元, 全球从业人员超过7000人。"CHEC"已成为国际工程行业美誉度很高的知名品牌。

中国港湾的业务主要集中在交通基础设施建设方面, 包括海事工程、疏浚吹填、公路桥梁、轨道交通、航空枢纽以及相关的成套设备供应与安装。此外, 在房建、市政环保、水利工程、电站电厂、资源开发等领域也有着丰富的资源和经验。中国港湾致力于为客户提供一体化的服务, 凭借长期的海外工程经验、优秀的管理团队和高素质的国际化员工队伍、覆盖全球的商务网络, 同时依托中交股份在设备和资金等方面的强大资源, 形成了D&B、EPC、PMC、BOT、BT等多样化的服务模式。

中国港湾的前身是创立于1980年的中国港湾工程公司, 1997年组建为中国港湾建设(集团)总公司。2005年, 中国港湾集团与中国路桥集团合并, 成立了中交股份。中国港湾转制为中交股份的子公司, 主要从事中交股份的海外市场业务。中交股份在香港上市, 拥有34家全资、控股子公司, 15家参股公司。2011年, 中交股份位列世界500强第211名, 在ENR225家国际承包商中排名第11位, 高居中国企业第一名。

中国港湾自创立以来, 始终秉承“感知责任、优质回报、合作共赢”的核心价值观, 积极履行企业的社会责任。过去的几年中, 中国港湾向一些发展中国家和地区人民捐赠和赞助了数百万美元的物资及设施, 在环保等方面也同样做出了卓越的努力。未来, 中国港湾将一如既往地用实际行动回报社会。

China Merchants Holding (International) Co., Ltd (CMHI)

Colombo International Container Terminals Ltd. (CICT) is a joint venture Company between the Sri Lanka Ports Authority (SLPA) and China Merchants Holdings (International) Co., Ltd. (CMHI), a listed blue chip company in the Hong Kong stock exchange. CMHI has been established in China for over 142 years and is the oldest company in China since Qing Dynasty 1872.

With an envisaged investment of USD 500 million, CICT is so far the single largest foreign direct investment in Sri Lanka by a private entity. It is developing the 2.4 million TEUs capacity in the Port of Colombo with -18M depth alongside berth and -20M deep access channels. It is the best deep water container terminal in South Asia and will set the benchmarks to further consolidate Colombo as the major transshipment HUB in the region.

If we were to share our experience in Sri Lanka, The investment environment in Sri Lanka is good not only due to the relatively stable political and economic environment, but also there are lots of local experienced professionals, especially in legal and financial fields, which grounds a solid foundation to attract overseas investment. A slight culture shock and conflict is high up on the ladder, it is important for our staff to adapt to the local culture as well as its customs and habits. As long as we are patient enough, we can easily be seasoned with the local culture and enhance our efficiency.

CMHI adopts the mode of ABC for the construction of CICT, namely idea from famous American consultant company, apply with strict British standard and implement with Chinese speed, which has been proven to be very successful.

CMHI attaches great importance to the development of CICT and orients its position as the overseas mother terminal of CMHI by taking "go global" strategy, which means CICT will be the overseas training center of CMHI and also the base of exporting management and methodology. CICT is always conscious of its CSR's, and carries out the localization strategy by offering more than 7,500 employment opportunities



南亚最佳深水集装箱码头

科伦坡国际集装箱码头是斯里兰卡国家港务局和招商国际有限公司（在香港证券交易所上市的蓝筹股）的合资公司

拟投资5亿美元的CICT项目，是目前斯里兰卡唯一的最大型外商直接投资项目。CICT在科伦坡港的设计吞吐量是240万标箱，具有18米的水深和20米深的航道。它是南亚最佳的深水集装箱码头，将成为标杆，并进一步巩固科伦坡港作为南亚地区主要中转港的地位。

自从30年的反恐战争结束以来，斯里兰卡的经济获得了飞跃性发展。我们觉得斯里兰卡的投资环境不错，不仅表现在相对稳定的政治经济环境，还在于当地拥有一大批经验丰富的专业人士，尤其是法务和财务领域，这些因素为吸引海外投资打下了坚实基础。我们乐意分享我们在斯里兰卡的经验。CICT项目会遇到少许的文化冲突，因此我们的员工必须适应当地文化及风俗习惯。只要我们有足够的耐心，我们就能很快适应当地文化，从而提高办事效率。CICT的成立促进了中斯两国的友谊，增强了两国人民的感情。

CICT的施工建设采用了ABC模式，即由美国著名的咨询公司提供方案，采用严格的英国标准，以中国速度进行施工，实践证明此模式的运用是相当成功的。

招商国际非常重视CICT的发展，采用“走出去”战略，将其定位为招商国际的海外母港，即将CICT作为海外培训基地，以及输出管理理念和方法的基地。

CICT从不忘记其企业社会责任，它是一个保护环境，低能耗的绿色码头。CICT制定了当地化的策略，将为当地人民提供7500个就业机会。11月21日，CICT在NAITA顺利完成了首批桥吊司机的招聘。经过两轮面试和笔试后，CICT从超过160名报名者中招聘了20名毕业生，他们的年龄在19-22岁之间。这20名培训生将在12月初开始5个月的培训，在培训及通过考核后，他们将正式成为CICT首批桥吊司机，并为2013年7月1日开港做好准备。

BI Lateral Economic Cooperation

China Machinery Engineering Corporation (CMEC)

CMEC was built on its predecessor China National Machinery & Equipment Import & Export Corporation through an overall reorganization. CMEC, first founded in 1978, is the first large engineering & trade company in China, and a member of China National Machinery Industry Corporation. The company is a giant business complex engaged in project engineering as the core business, integrating import & export trade, scientific research & design, and international service, and combining technology and trade.

CMEC has created multiple "China's Firsts" in the international electric power & energy fields by being ranked first for four consecutive years since 2006. In the 1980s, CMEC contracted the Guddu 210 MW Thermal Power Station, the first international contracting project China has ever undertaken, CMEC has first sold the homemade 600 MW supercritical coal-burning generating set, which has now started power generation, to the international market.

The Puttalam coal power plant project with a total installed capacity 3 X 300 MW which is undertaken and built by CMEC is ranked as the biggest project so far in the China-Sri Lanka trade and economy cooperation history. The project consists of two phases, Phase I includes one Unit with 300 MW installed capacity, a total length of 117 km transmission line and one coal jetty with 5,000 Tonnage capacity and Phase II includes two Units with each installed capacity 300 MW, a total length of 110 km transmission line and the port facilities.

As for the Project Phase I, it has been completed 6 months ahead of the contractual construction period limit and has been smoothly handed over to the Employer last July. As cited from the Sri Lanka government treasury's budget speech 2013, "If not for the accelerated implementation of the Norochcholai Coal Power Plant, oil import cost of our country could have increased to well above US\$ 7 billion, from current US\$ 6 billion". Total installed capacity of the Coal plant will contribute a quarter of the total installed capacity of the whole country, and the generated power capacity will be as 30% of the national generated power capacity.

中国机械设备工程股份有限公司

中国机械设备工程股份有限公司(CMEC)，由中国机械设备进出口总公司通过整体改制正式更名。CMEC成立于1978年，是中国第一家大型工贸公司，隶属于中国机械工业集团有限公司，是以工程承包为核心业务，以贸易、研发及国际服务为主的工贸结合、技贸结合的大型国际化综合性企业。

CMEC在国际工程承包领域始终名列前茅，尤其在国际电力能源工程承包领域创造了多个“中国第一”。二十世纪80年代，古杜21万千瓦火电站是我国首次以出口卖方信贷方式承揽的国际工程承包项目；进入新世纪，首次将国产60万千瓦超临界燃煤发电机组电站打入国际市场。

由CMEC建造的普特拉姆燃煤电站由其3X300MW的总容量，被誉为中斯合作史上最大的项目。项目主要分为两个阶段，阶段一包括了一个300MW容量的设备的建造，整个传输线达到了117千米，每个容量为5000TN。第二阶段包含了两个单位的建造，每个的容量为300MW，整个传输线的长度为110千米，以及港口设施。

项目的第一阶段，提前6个月顺利完工并已经在去年七月移交给了雇主。根据斯里兰卡政府2013年的财政预算报告：如果没有Norochcholai燃煤电厂的加速实施，我们全国的石油进口成本将由现在的六十亿美元提高到七十亿美元。健全后的燃煤电厂的容量将是全国总量的四分之一，产生的能量将是全国能量产生的30%。





China Development Aid

Shanxi Construction

Shanxi Construction engages in Departmental Aid projects from Chinese government to Sri Lankan Government which aligns with the important Chinese policy in foreign aid. Currently the company is refurbishing the BMICH convention hall in the heart of Colombo, Sri Lanka. Part of the center was completed in 07 months in time to hold the Commonwealth Parliamentary Conference in September 2012. Which is the first international meetings of its kind held in Sri Lanka. The whole project is expected to be completed in 2013/2014.

The BMICH was initially constructed in 1970-1973 with funds from Chinese government. Arranged by Premier Zhou Enlai, designed by Master Dai Nianci, with the ribbon cutting ceremony attended by the Marshal Xu Xiangqian, the project acts as a model of Chinese people's selfless support to the people in the world. The project played a significant role in establishing China's international image and expanding its international network, a permanent symbol of friendship between China and Sri Lanka.



山西建工

山西建工 依据中国国际援建政策，支持中国政府援建斯里兰卡的工程建设。目前，正在翻新斯里兰卡首都科伦坡中心的BMICH会议中心。在07个月内按时完工的部分会议中心承接了2012年英联邦议会会议在此召开，这也是斯里兰卡有史以来第一次举办同等级的会议。预计BMICH翻新工程会在2013/14年竣工。

BMICH由中国政府出资初建于1970-1973年。BMICH由周恩来总理决定援建，戴念慈大师设计，徐向前元帅参与了动工启用仪式，此项目是中国人民为世界人民无私奉献支持的典范。BMICH援建工程为中国建立国际形象、拓展国际关系起到了关键的作用，同时也是中斯友好关系的永远象征。

Commercial Cooperation



Huawei Corporation – Telecommunications

Huawei is the second largest information and communications technology (ICT) solutions provider in the world, and is deployed in over 140 countries, serving more than one third of the world's population.

The registration of Huawei Technologies Lanka Co., Pvt Ltd. in 2005 marked Huawei's initial expansion into the Sri Lankan telecom market. Now Huawei has become one of the leading telecommunications solutions providers in Sri Lanka, with a market share of more than 60%. Currently being ranked as the No. 351 of Fortune 500 in 2012, have established end-to-end capabilities and strengths across carrier networks, enterprise, consumer and cloud computing

fields. Huawei's innovative and leading portfolio covers network infrastructure, unified communications and collaboration (UC&C), cloud computing & data center, enterprise information security, and industry application solutions. For consumer business, Huawei launched the latest Android-enabled smart devices in Sri Lanka earlier this year with a wide range of Smartphones, MediaPads and datacards. As of the end of 2011, Huawei Device's products were available through more than 500 operators all over the world.

华为技术有限公司

华为目前是全球第二的信息与通信解决方案供应商 (ICT)。华为的产品和解决方案已经应用于 140 多个国家，服务全球 1/3 的人口。2015 年华为斯里兰卡分公司的建立标志着华为进驻斯里兰卡通信市场。如今，华为已处于了斯里兰卡信息与通信解决方案供应商中的领先地位，占据了超过 60% 的市场份额。华为 2012 年在世界 500 强中排名第 351，我们已经在电信网络、企业网络、消费者和云计算等领域构筑了端到端的解决方案优势，华为已经实现了在这些领域的创新和领先。在消费者商务领域，华为于年初在斯里兰卡发行了最新安卓智能系统，大范围的覆盖了智能机型、平板和证卡机。另外，至 2011 年末华为服务产品已经覆盖了全球 500 多个操作平台。



ZTE Corporation – Telecommunications

ZTE Corporation is a leading global provider of telecommunications equipment and network solutions. Founded in 1985, and is China's largest listed state owned telecoms equipment & Solution provider. ZTE has 107 branch offices and 12 Global training centers service 500+ operators in 140 countries with 15 R&D centers worldwide

ZTE has the industry's most comprehensive product range and end-to-end solutions, covering virtually every telecommunications sector, including wireless, access & bearer, VAS, Terminals and Professional Services.

Having commenced business in Sri Lanka Telecom Market in 2001 ZTE Sri Lanka Office was established in 2003. Currently ZTE employs nearly 300 people with a cumulative value of sales more than USD 400 million, with an 80% Broadband market share and 65% CPE market share in Sri Lanka Market. First time in South Asia LTE Network - Mobitel and ZTE entered into an agreement to Supply, Install and Commission Stage VI Network in May 2011 about USD 60 million. Whilst in June 2011, ZTE managed to secure an Exclusive i-Sri Lanka Project about USD 27 Million with SLT to provide seamless & fastest Broadband Solution in Sri Lanka. In September 2012 ZTE signed a strategic cooperation agreement worth USD 50 Million with Mobitel.

ZTE adopts advanced IT, CT, intelligent recognition, intelligent control technology to provide users with safety, efficient, green services for smart Sri Lanka Government. ZTE donated \$ 500,000 worth of training facilities, mainly to be used to help Sri Lanka youth to improve communication skills, ZTE's Chairman met with the Chairman of the Federation of Youth Groups in Sri Lanka in June 2010.

中兴通讯股份有限公司

中兴通讯是全球领先的综合通信解决方案提供商。公司成立于1985年，是中国最大的通信设备上市公司。公司通过为全球140多个国家和地区的电信运营商提供创新技术与产品解决方案，拥有107个办事处，12个全球培训中心。

中兴通讯拥有通信业界最完整的、端到端的产品线和融合解决方案，产品涵盖无线、核心网、接入、承载、业务、终端、云计算、服务等领域。

中兴自2001年进入斯里兰卡市场，2003年成立了斯里兰卡办公室。目前拥有近300位员工，创造了过四亿美元的价值。占有了80%的斯里兰卡宽带市场份额以及65%的无线终端设备的市场份额。2011年5月南亚首次Mobitel和中兴承诺在供应、安装和分销等投入六千万美元。在2011年6月，中兴成功取得斯里兰卡电信价值两千七百万项目的独家权，为斯里兰卡提供无缝高速的宽带解决方案。在2012年9月中兴与Mobitel签署了价值五千万美元的战略合作伙伴协议。

中兴通过采用先进的信息技术，电脑技术，智能识别技术，智能控制技术为斯里兰卡用户提供安全、高效、绿色的服务。中兴为了能够帮助斯里兰卡青年提高通讯技能，在培训设施上投入了五十万美金，在2010年6月中兴主席与斯里兰卡青年联合基金会主席会晤。





What Sri Lanka can Offer China 斯里兰卡能够展现给中国的有：

Sri Lanka Tourism : Eye on China

Sri Lanka has a lot of potential to attract Chinese travelers. According to the China Tourism Academy, 57.39 million Chinese tourists travelled overseas in 2010 and the Global Trends Report 2011 highlights that Chinese tourists spent USD 57 billion on accommodation in 2011; third in the world behind the Germany and the United States.

In the Sri Lankan context Chinese visitors in 2011, totaled 16,308 and as of October 2012, Chinese arrivals accounted for 18,823, an increase of 35.5%.

In the first 10 months of 2011 tourists from China; the world's biggest outbound market, grew by 71% to 13,889. Beijing, Shanghai and Guangzhou are the Chinese provinces from where a majority of Chinese tourists who visit Sri Lanka originate from, spending on average US\$ 120 per day excluding shopping and entrance fees.

Chinese tourists who visit Sri Lanka on average spend between 4 -5 nights, preferring 4/5 Star accommodation. The visitor groups are most often around 15 pax and they choose to mainly engage in cultural, spiritual, religious and beach tourism (beaches, tea country, resorts and historic sites); these include the Pinnawela elephant orphanage, the Dalada Maligawa, the Sigiriya rock fortress, Dambulla, Bentota Beach and shopping, especially for tea and gems.

In terms of spending and buying habits, Chinese tourists, who have large amounts of disposable income, opt mainly for tea and gem/jewelry purchases.

In order to attract more Chinese tourists, the Sri Lanka Tourism Promotion Bureau recently conducted road shows in three Chinese cities, Shenzhen, Guangzhou and Xiamen, the Bureau also opened a page on the Chinese social networking site www.renren.com to attract more Chinese tourists to Sri Lanka.

斯里兰卡旅游：聚焦中国

斯里兰卡对于中国出境游市场极具潜力。根据中国旅游统计，2010年中国拥有五亿七千三百九十万出境游客，全球趋势统计2011年也强调，中国游客在2011年旅游住宿花费超过了五百七十亿美元，位居世界第三，仅次于德国和美国。

截止2011年10月赴斯里兰卡旅游的中国游客数为16,308人次，2012年同比增长35.5%，达到了18,823人次。

2011年起至10月赴斯中国游客人次数据统计同比之前增长了71%增至13,889人次。中国游客主要来自于北京、上海和广州这三个省市，中国游客赴斯旅游的日平均消费为120美金。

中国游客平均在斯里兰卡的旅游时长为四到五个晚上，倾向于入住四五星级酒店。旅游团人数一般在15人左右，主要选择参观斯里兰卡文化、宗教、海边等景色（海边、茶园、世界自然文化遗产等景点），包括了宾纳瓦拉大象孤儿院、玛丽伽马、西格里亚狮子岩、丹布拉、本托塔海边以及对茶叶和宝石的购物。

中国游客在茶叶、珠宝上的消费能力很强。

为了吸引更多的中国游客，斯里兰卡旅游局近期已在深圳、广州和厦门三个城市举办了旅游推介会，同时旅游局推出了人人主页来吸引更多的中国游。

Gem & Jewellery Sector : Untapped Wealth

The US, Europe, China and Japan are Sri Lanka's primary gem and jewellery export markets. China is fast becoming the leading buyer of Sri Lanka's precious stones. In an attempt to promote Sri Lankan gem and jewellery to potential Chinese markets, many of Sri Lanka's leading gem and jewellery houses have ensured they are represented at some of China's major gem and jewellery trade shows, exhibitions and conventions.

In 2010 the value of gem exports amounted to SLR 51,748,890.00 (an increase of 191% compared to 2009) and jewellery a staggering SLR 8,869,488.00. By 2011 gem exports to China accounted for total revenue of SLR 144,170,271.00 a 179% year on year increase.

In order to reach the inspirational Chinese market many Sri Lankan gem suppliers have started attending some of China's most important gem and jewellery trade events. These include the Kunming International Exhibition, the Shanghai jewellery Show, the Dalian International Jewellery & Luxury Expo, the Shanxi International Jewellery Jade & Culture Collection Expo and the Beijing International Jewellery Exhibition.

The Chinese market is rarely worried by the price rather focusing on the product quality and the uniqueness of the design. Chinese shoppers tend to prefer stones such as Blue Sapphire, Cats eye and Rubies in addition to being attracted to the design and artistry of Sri Lanka's gem and jewellery designers.

珠宝篇

宝贵的财富：中国的斯里兰卡情愫

美国、欧洲、中国和日本是斯里兰卡珠宝的主要出口国。中国快速成长为斯里兰卡宝石的主要购买力。为了推广斯里兰卡的珠宝，斯里兰卡的主要珠宝商都承诺了会参与中国重要的和大型的宝石和珠宝展、推介会和贸易会。

2010年宝石的出口总额达到了51,748,890.00斯里兰卡卢比（同比2009年增长了191%），珠宝首饰也达到了8,869,488.00斯里兰卡卢比。截止2011年出口中国的宝石总产值达到144,170,271.00斯里兰卡卢比，同比前一年增长了179%。

为了进一步拓宽中国市场，许多斯里兰卡宝石供应商开始参加中国的珠宝展等活动。其中包括昆明国际宝石展、上海珠宝首饰展、大连国际珠宝&奢侈品展、山西国际珠宝玉石文化展以及北京国际珠宝展。

相较考虑价格因素，中国市场更多的关注于产品的质量以及设计的独特性。中国消费者在被斯里兰卡珠宝和珠宝设计师吸引的同时，更倾向于选择蓝宝石、猫眼以及红宝石。



Exhibition & Trade Fairs in China for 2013

Name	Time	Venue	Contact
Potential exhibitions for tea promotion			
Xinyang International Tea Culture Festival	May	Xinyang	Tel: 0086+376+6252181 6252672 Fax: 0086+376+6252672 6252673 E-mail: xinyuexpo@126.com Mob: 15649178515
Canton Fair	1-5 May	Guangzhou	Ms. Sandy Mob: 13905009808 Tel: 0591 88520522 Fax: 0591 88013532 Email: sandy@cantonfair-int.com
South Asia Commodity Fair	6-10 June	Kunming	Kane Chen Office of Kunming Fair TEL:0086-871-3141017 FAX: 0086-871-3164304
Western China International Fair	October	Chengdu	Mr. Mao Tel: 028—86210343, 86210101, 86210240, 86210034
China Xiamen International Tea Fair	19-22 October	Xiamen	Ms. Amy Tel: (86)592-5959205 Fax: (86)592-59596115 E-mail: info@teafair.com.cn
China International Organic and Green Food Industry Expo (GIOGE)	21-23 November	Beijing	Nicole(Project Manager) Tel: 59574263 Fax: 58850889 Email:chinacioge@163.com
Expo Finefood 2013	01 -03 April	Shanghai	+86-21-6437 1178 * 571
Potential exhibitions for Gem & Jewellery promotion			
Chengdu International Jewellery Fair	30th Mar 2nd April	Chengdu	Mr. Cai Tel: 028 89004148 Email: 599234157@qq.com
South Asia Commodity Fair	6-10 June	Kunming	Kane Chen Office of Kunming Fair TEL:0086-871-3141017 Email: Kanecml@gmail.com Mob: 388862205 FAX: 0086-871-3164304
China (Qingdao) International Jewellery Exhibition	3-6 June	Qingdao	Ms. Li Tong Tel: 0532 85010059 Mob: 13061289619 Email: litong6968@126.com
Jewellery Shanghai	June	Shanghai	National Gem & Jewellery Authority Email: gemautho@sitnet.lk. Juzar Adamaly juzar@adamaly.com
China (Harbin) International Jewelry Fair Expo	25-28 October	Harbin	Mr. Li Yong Mob:013651740778 Tel :21-60542213 Fax :21-52406123 Email: sbwz1584@hotmail.com
China International Gold, Jewellery & Gem Fair	4-6 March	Shanghai	(852) 2585 6179/2516 1677 salescigf-hk@ubm.com
Beijing China International Jewellery Show	November	Beijing	National Gem & Jewellery Authority Email: gemautho@sitnet.lk. Juzar Adamaly juzar@adamaly.com
2013cuican International Germ Exhibition	12-15 April	Beijing	Yongxiaoqiang Tel :18353269215 Email:yongxiaoqiang@163.com
Potential exhibitions for Plants & Flower promotion			
HortifloreXPO(IPM)	17-20 April	Shanghai	Ms Cui Tel: 021-62958367, 021-62956677*8367 Email: intexcl@sh163.net www.shanghai.hortifloreexpo.com
8th China Flower EXPO	September	jiangsu	Contact Tel:0519-81000088 Email: ganzexing@163.com www.flowerexpo.com.cn
Potential exhibitions for Rubber Products promotion			
China international Tire industry exhibition (Qingdao)CTF	9th -11th April	Qingdao, Shandong	Hellen Deng(Ms) Email: hellen.deng@hotmail.com TEL: 86-0532-55552923 FAX: 86-0532-55552903
Asian-Pacific International Plastic & Rubber Industry Exhibition(APPLAS)		Shanghai	Contact: Ms chen Tel: 66039351 Fax:66067681 Email: 815457827@qq.com
China?Xiamen?Rubber Industry Fair	21-25 October	Xiamen	Contact: Mr.LV Tel: (86)0592-5507906 Tel: (86)0592-5507906 Fax: (86)0592-5507907 I E-mail: hz0592@126.com
CHINAPLAS 2013 The 27th International Exhibition on Plastics and Rubber Industries	20-23 May	China Import and Export Fair Complex, Pazhou, Guangzhou, PR China	Tel: (86 10) 5129 3366 Fax: (86 10) 8460 2816 Email: info@bj.adsale.com.hk
Potential exhibitions for Garment promotion			
CHIC	26-29 March	Beijing	TEL:65054123 ,13810739709
The 12th China (Shanghai) Textiles, Fabrics & Accessories Exhibition	4-6 March	Shanghai	



Name	Time	Venue	Contact
Potential exhibitions for Garment promotion			
CHIC	26-29 March	Beijing	TEL : 65054123 , 13810739709
The 12th China (Shanghai) Textiles, Fabrics & Accessories Exhibition	4-6 March	Shanghai	
Potential exhibitions for Fish promotion			
Shanghai Green Food Exhibition	28-30 March	Shanghai	Contact : Tel:010-59574262, Mobil:13810449868
GuangXi international Seafood Exhibition	09-11 April	Guangxi	Contact : Mrs Shi Xiuli, Tel:0771-5846120 Mobil:13788010054 e-mail: 1309244604@qq.com
The 7th Shanghai International Fisheries & Seafood Exposition	December	Shanghai Everbright Convention & Exhibition Center	kim.yang @ gehuaexpo.com +86-21-3414 0855
Potential exhibitions for GIFT promotion			
21ST Shenzhen Artware Fair	22-25 April	Shenzhen	Contact: Ms Bao Hongmei, Tel : 0755-33989236 Mobil : 13715371980 Email : 13715371980@126.com www.szlpz888.qyj168.com
The 10th China International Stationery & Gifts Exposition	29 - 31 March	Shanghai	+86-574-8725 4013
GIF 2013	16-18 May	Shanghai	Ms Song Xia Tel136-36486341?????Mob:15102178114
Potential exhibitions for Spices promotion			
South Asia Commodity Fair	6-10 June	Kunming	Kane Chen, Office of Kunming Fair TEL : 0086-871-3141017 FAX : 0086-871-3164304
Western China International Fair	October	Chengdu	Mr. Mao Tel : 028—86210343 86210101, 86210240 86210034
SIAL	5-7 May	Shanghai Exhibition Center	sialchina@comexposium-sh.com anita.meng@comexposium-sh.com
Other Potential exhibitions			
IF 2013 - Integrated Furnishings 2013	26 -28 March	Shanghai New Int'l Expo Centre	suki.kong @ vnuexhibitions.com.cn if@vnuexhibitions.com.cn +86-21-6195 6088 -763
The 107th China Daily-use Articles Trade Fair & China Modern Home Expo	01 - 03 August	Shanghai	lin.wang@reedhuabai.com
ALL CHINA SHOE-TECH 2013 - China (Wenzhou) Int'l Leather, Shoe Material & Shoe Machinery Fair 2013	29 - 31 August	Ningbo	+86-577-8890 2904

Exhibition & Trade Fairs in Sri Lanka at BMICH for 2013

Date	Event	Organizer	Contact
January 13 & 14	Win Lanka Educational Exhibition	Sino Lanka Educational Ltd	+94 77 5149965
18 - 20	EDEX Educational Exhibition	EDEX Secretariat	+94 11 5521497
25 - 27	Transport Exhibition	Ceylinco Exhibitions Ltd	+94 77 3124605
February 8 - 10	Footwear & Leather Fair	Sri Lanka Export Development Board	+94 71 8365025
20 - 24	Architect Exhibition	Sri Lanka Institute Of Architects	+94 11 2697109
March 15 - 17	Medicare Exhibition	Ace Travels Ltd	+94 77 7287072
29 - 31	Life Style Fair	Asia Exhibitions Ltd	+94 71 6880002
May 3 - 5	Exhibition	Ace Travels Ltd	+94 77 7287072
10 - 12	Excon Construct Exhibition	Chamber Of Construction Industry	+94 11 3050810
31 May - 2 June	Kedella Fair & Exhibition	CEC Events Ltd	+94 77 3124605
June 7 - 9	Made In China Exhibition		
14 - 16 SB - A & B	Construction Expo Exhibition	Lanka Exhibitions & Conference Services	+94 11 2390560
14 - 16 SBMEC	Sanchara Udawa Exhibition		
21 - 23	Future Mind Exhibition	Nalanda Junior Oba	
28 - 30	Inco Exhibition	Incorporated Engineers Of Sri Lanka	+94 77 7741073
28 - 30	Inco Exhibition	Incorporated Engineers Of Sri Lanka	+94 77 7741073
July 5 - 7	Home & You Exhibition	Ace Travels Ltd	+94 77 7287072
12 - 14	Ayurveda Exhibition	Federation Of Chamber Of Commerce	+94 11 2689600



Date	Event	Organizer	Contact
July 26 – 28	Hotel Show Exhibition	Lanka Exhibitions & Conference Services	+94 11 2390560
August 9 – 11 SB – A & B	Construct Exhibition	Contractors Association	+94 11 2786326
9 – 11 SBMEC	Electronic Show	Bmich	+94 11 2691130
15 – 18	Shilpa Handicraft Exhibition	Ministry Of Traditional Industries	+94 11 2669279
23 – 25	Pro Food Exhibition	Lanka Exhibitions & Conference Services	+94 11 2390560
30 – 1 Sep	Motor Show	Asia Exhibitions Ltd	+94 71 6880002
September 5 – 8	Facets Gem Exhibition	Sri Lanka Gem & Jewellery Association	+94 11 2554144
27 – 29	Glasstex Exhibition	Showcraft	+94 71 8337046
October 11 – 13	Techno Exhibition	Institution Of Engineers	+94 77 7771005
18 – 20	Sassreka Agricultural Exhibition	Ace Travels Ltd	+94 77 7287072
25 – 27	Kedella Exhibition	Asia Exhibitions Ltd	+94 71 6880002
December 13 – 15	Vidulka Energy Exhibition	Sri Lanka Sustainable Energy Authority	
18 – 24	Bmich X'mas Shopping Expo	BMICH	+94 11 2691130

Exhibition & Trade Fairs in Sri Lanka at SLECC for 2013

	Date	Type of Event	Organizer
CONSUMER FAIR	2nd - 11th April	B to C	Pico Events (18th Consecutive Year)
EDUCATION & CAREER FAIR	7th - 9th June	B to B	Pico Events
HOTEL, HOSPITALITY & FOOD SRI LANKA	22nd - 24th October	B to B	Pico Events

Chambers in China

China Chamber Of Commerce for Import & Export of Machinery & Electronic Products
14th Floor, North Office Tower,
Beijing New World Center,
No.3B, Chong Wen Wai Street,
Beijing 100062, P.R.C.
China

Tel: 86-10-67092711, 67092712
Fax: 86-10-67092613 67092615
E-Mail: international@cccme.org.cn
Web: www.cccme.org.cn
Contact Person: Mr. Zhang Yujing (Executive Vice President)

China Chamber of International Commerce Wuhan Chamber Of Commerce
8th Floor, International Trade Promotion Mansion,
217 Taibei Road,
Honkou,
China
Tel: 862785753912
Fax: 862785753912
E-Mail: fwbwh@ccpit.org

China Council for the Promotion of International Trade-CCPIT
1, Fuxingmenwai Street,
Beijing 100860,
China
Tel: 86-10-88075716
Fax: 86-10-680 30747
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Web: www.ccpit.org
Contact Person: Mr. Xu Qiang (Deputy Director)

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22 Fuchengmenwai Sreet,
Xcheng District,
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175 Beijing Road
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Fax: 0086-871-3180086
E-Mail: vesta@gmail.com

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Sri Lankan Consulates in China

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Ni Hao 你好

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Dedicated Chinese Relationship Management

With a history of 120 years in Sri Lanka, we are the largest foreign bank in the country. HSBC Sri Lanka is a member of the HSBC Group, which serves around 60 million customers. The HSBC Group's network covers around 6,900 offices in over 80 countries and territories in six geographical regions and is one of the world's largest banking and financial services organisations.

HSBC Sri Lanka has a dedicated Relationship Management team who can speak Mandarin and support your banking needs. We provide the best services and preferential rates for Chinese companies and help you connect with our China office and business partners in China for one stop solutions.

Contact Celina Chan or the Relationship Management Desk on +94 114 793 337 for more information.



Member of the Hongkong and Shanghai Banking Corporation Limited - 香港上海銀行有限公司

Zam Gems Explores China



Zam Gems has been participating at all leading international exhibitions and since 2009, the Company has participated at many exhibitions in China as well, namely Shanghai, Beijing, Hangzhou, Dalian and Kuming amongst others.



Chinese consumers who pursue a quality lifestyle aspire for products of high value; as such, exquisite jewellery sets are expected to be among their prime choices. To tap the purchasing power of this growing class of increasingly sophisticated group of jewellery consumers, Zam Gems is poised to enter the Chinese luxury jewellery market with their luxurious gem and jewellery collections with unique designs.

Zam Gems today enjoys a presence in different countries around the globe. Zam Gems is looking for more expansion through franchising in China in the near future.

Welcome to the world of ZAM GEMS

For your convenience, ZAM GEMS is open 365 days a year

For more information, please visit our web-site:
www.zamgems.com or contact Mr. Sahran Abdul,
Sales & Marketing Manager on mobile 0094 722 315 256,
sahran@zamgems.lk