



GBA Express

Accelerate Your Business Expansion
in the Greater Bay Area



AT A GLANCE

The Guangdong-Hong Kong-Macao Greater Bay Area (GBA) is the next big innovation and technology destination for tech enterprises around the world to expand their pioneering R&D work, embark on mass production and carve out a niche in the sizable mainland China market.

The key consideration for savvy tech enterprises is not whether but when to make the journey to GBA. Hong Kong Science and Technology Parks Corporation (HKSTP) has inaugurated the **GBA Express** programme, providing the most reliable vehicle to take tech enterprises from anywhere in the world to a bright I&T future in the GBA.

**EMBARK NOW
ON A QUICK TOUR TO DISCOVER WHAT AWAITS!**

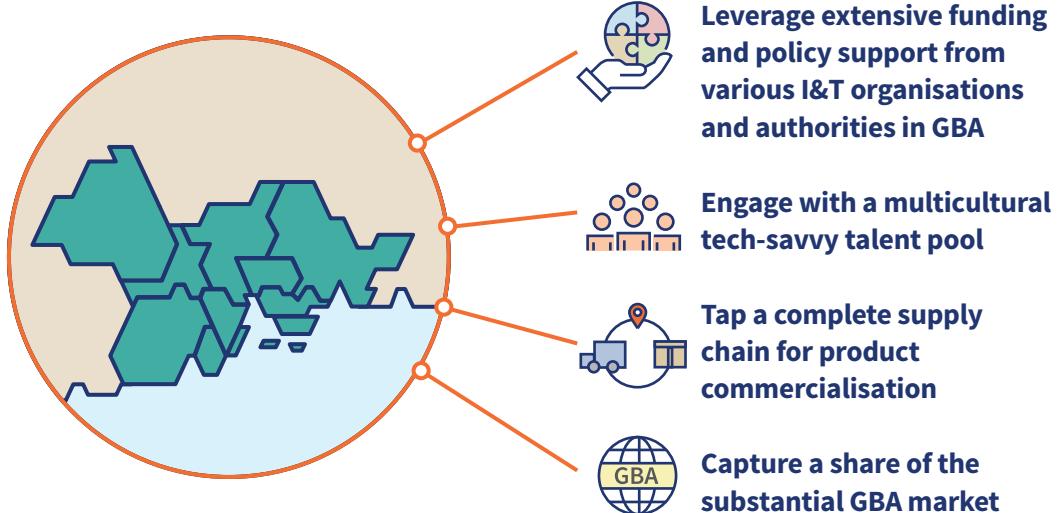
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JOIN ASIA'S MOST PROMISING EPICENTRE OF GROWTH

The Guangdong-Hong Kong-Macao Greater Bay Area (GBA) is the most promising growth region in Asia serving a strategic role in China's growing economy and the Belt and Road initiative for connecting China with the world.

Hong Kong, Macao and nine Guangdong cities in the Pearl River Delta form a single GBA market surpassing other bay areas in the world in population, GDP, real GDP growth, people and cargo flows and more.

The collective strength of GBA cities makes the region an unrivalled base for global innovators to:

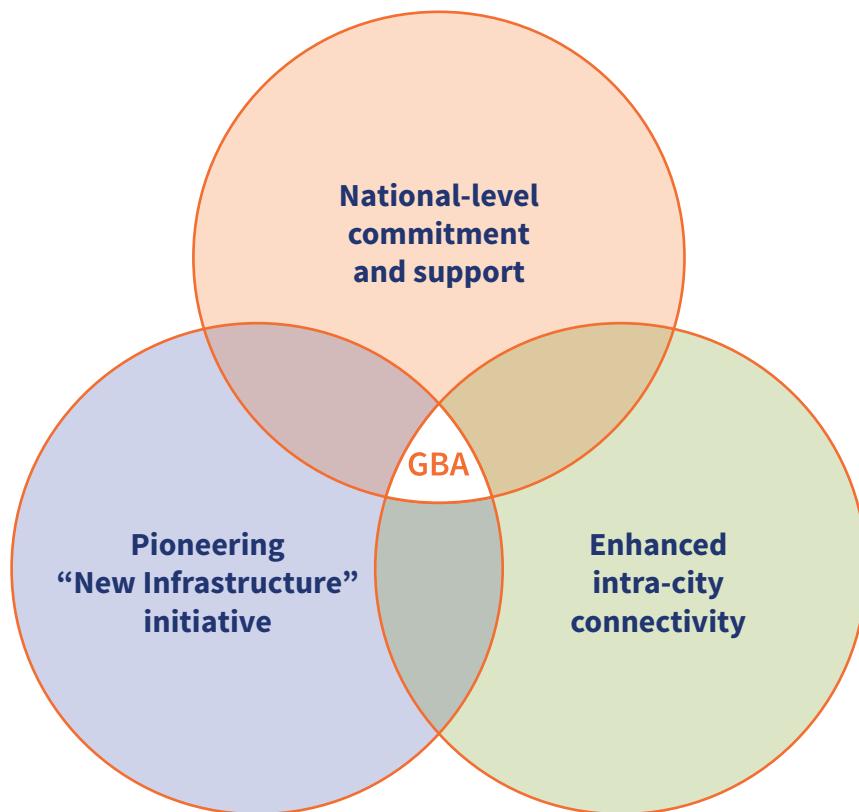


GBA OPPORTUNITIES FOR THE TAKING

Each of the 11 GBA cities offers unique strengths that work together with a powerful synergy to make the region the I&T powerhouse of Asia, possibly the world.

Companies such as Tencent, Huawei, ZTE, DJI, Ping An, SenseTime and numerous others have grown from zero to global industry leaders in less than four decades.

Hong Kong and international tech startups and enterprises can also access this fast track to I&T success, supported by the region's forward-looking strategies. Global tech enterprises have at least three compelling reasons to develop a presence in GBA:



RISE ON THE HKSTP GBA EXPRESS TO I&T EXPANSION

Hong Kong Science and Technology Parks Corporation (HKSTP) is Hong Kong's super-connector on a mission to grow the I&T ecosystem for Hong Kong and the Greater Bay Area. It is also your knowledgeable guide to steer you in the right direction with your GBA ventures.

The HKSTP has created the **GBA Express** programme as a first-of-its-kind service platform to facilitate cross-border collaboration between I&T businesses and provide targeted support for tech companies aspiring to expand their footprint in GBA.

Use this **GBA Express** Guide to navigate your GBA innovation journey. The Guide will explain:

How HKSTP can help you along the journey

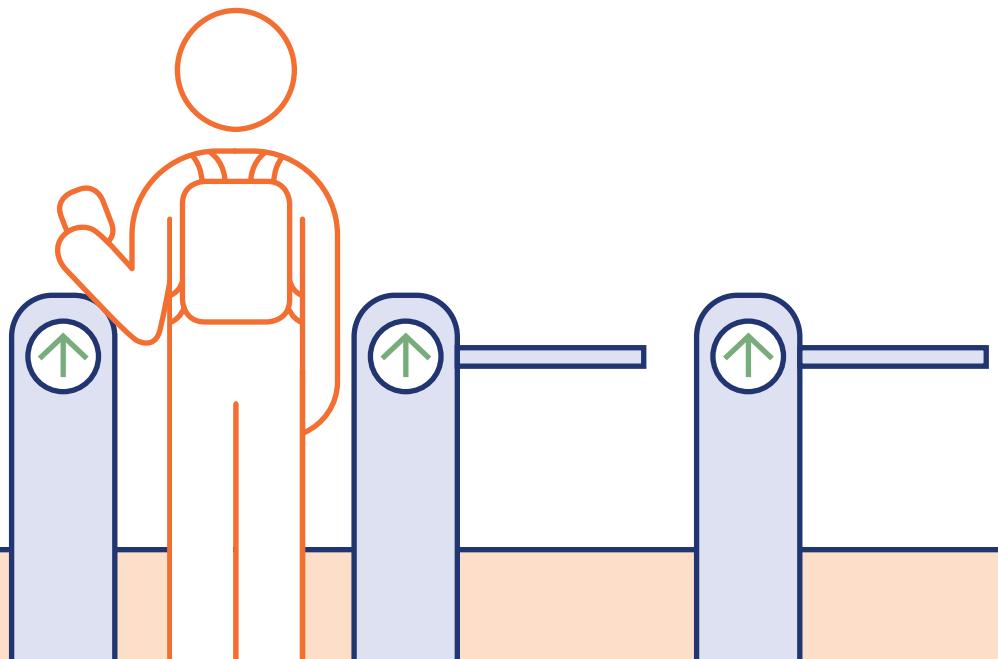
Why you should explore GBA opportunities

What GBA destinations can offer

What support you can get from various partner organisations

What you need to know about setting up businesses in GBA

**Hop on the HKSTP GBA Express
and let's embark on an innovation
adventure full of promise
and possibilities!**





STATION 1:

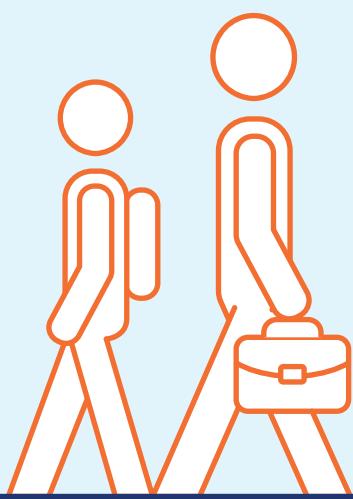
SET UP YOUR BASE

Your venture in the Greater Bay Area should begin by setting up a base in the best-fit GBA city and partnering with a “knowledgeable guide” who knows the lay of the land and has all the right connections in GBA.



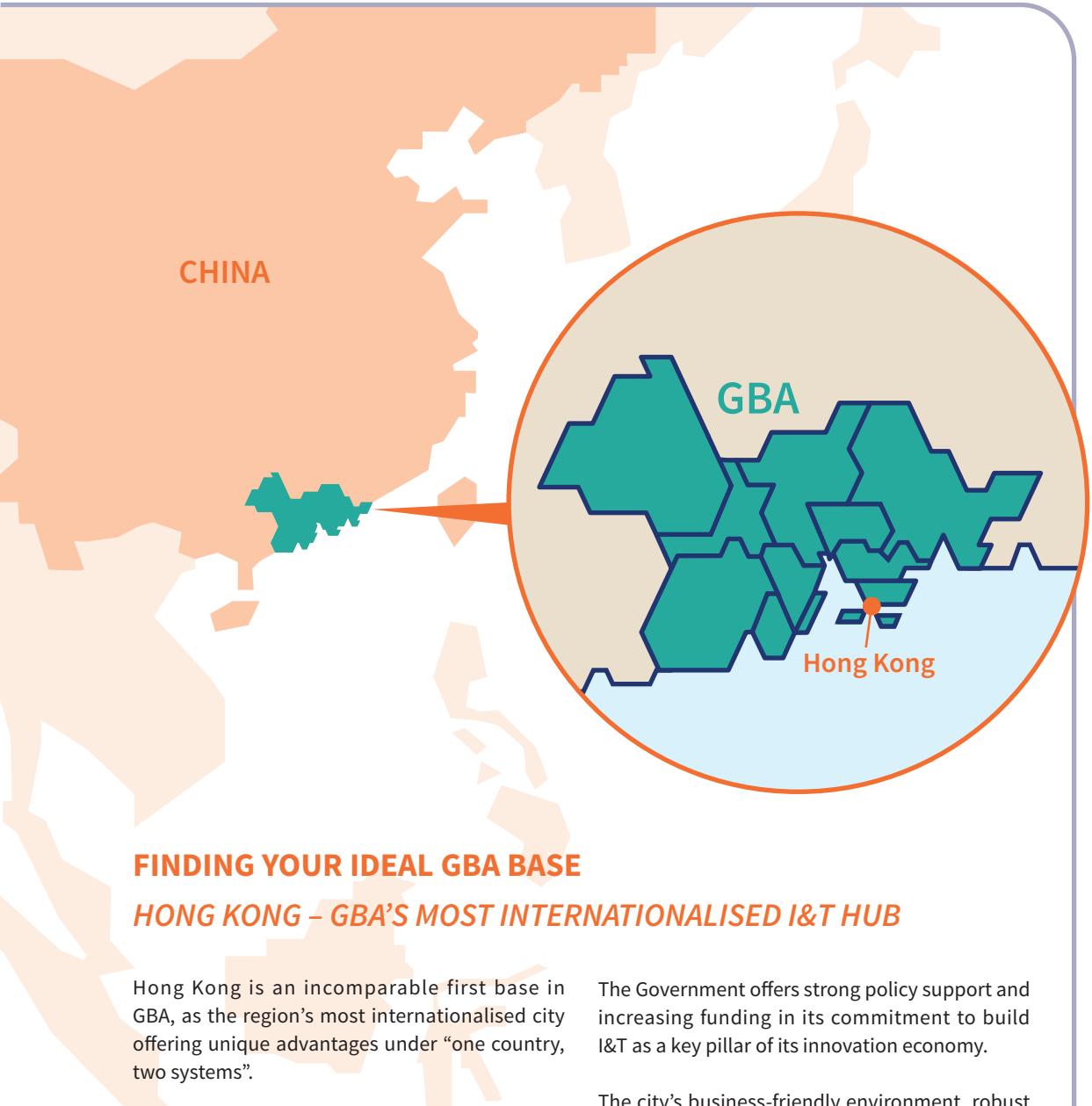


GBA Express



WHAT SHOULD YOU LOOK FOR IN A GBA BASE?

	Favourable local policies, economy and governance
	Comprehensive R&D and production infrastructure with cutting-edge connectivity
	Targeted support policies
	Ample opportunities for raising capital and funding, and generous tax incentives
	Business-friendly and cost-efficient
	Supply chain availability
	Convenient travel within GBA and around the world
	Readily available multicultural talent pool



FINDING YOUR IDEAL GBA BASE

HONG KONG – GBA'S MOST INTERNATIONALISED I&T HUB

Hong Kong is an incomparable first base in GBA, as the region's most internationalised city offering unique advantages under "one country, two systems".

The city offers superior connections within GBA as well as around Asia and the world, and access to capital investment and funding from Hong Kong's sizeable capital market and world-leading IPO market.

The Government offers strong policy support and increasing funding in its commitment to build I&T as a key pillar of its innovation economy.

The city's business-friendly environment, robust rule of law with strong intellectual property protection, information technology infrastructure and financial systems create a highly conducive environment for local and international tech enterprises to thrive.

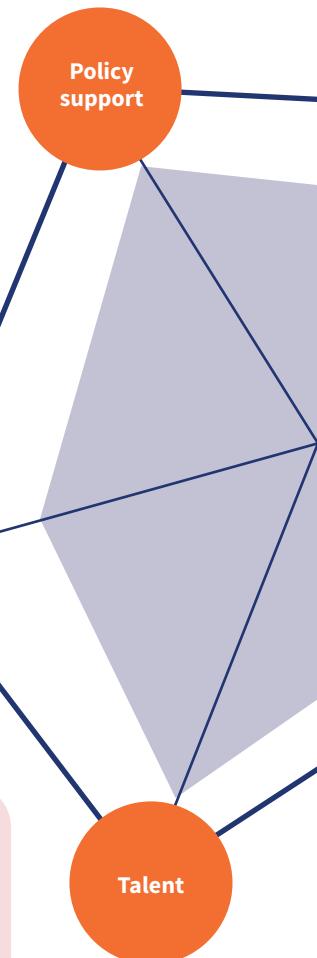
THE HONG KONG ADVANTAGES

The HKSAR Government offers strengthened I&T development support in eight major areas:

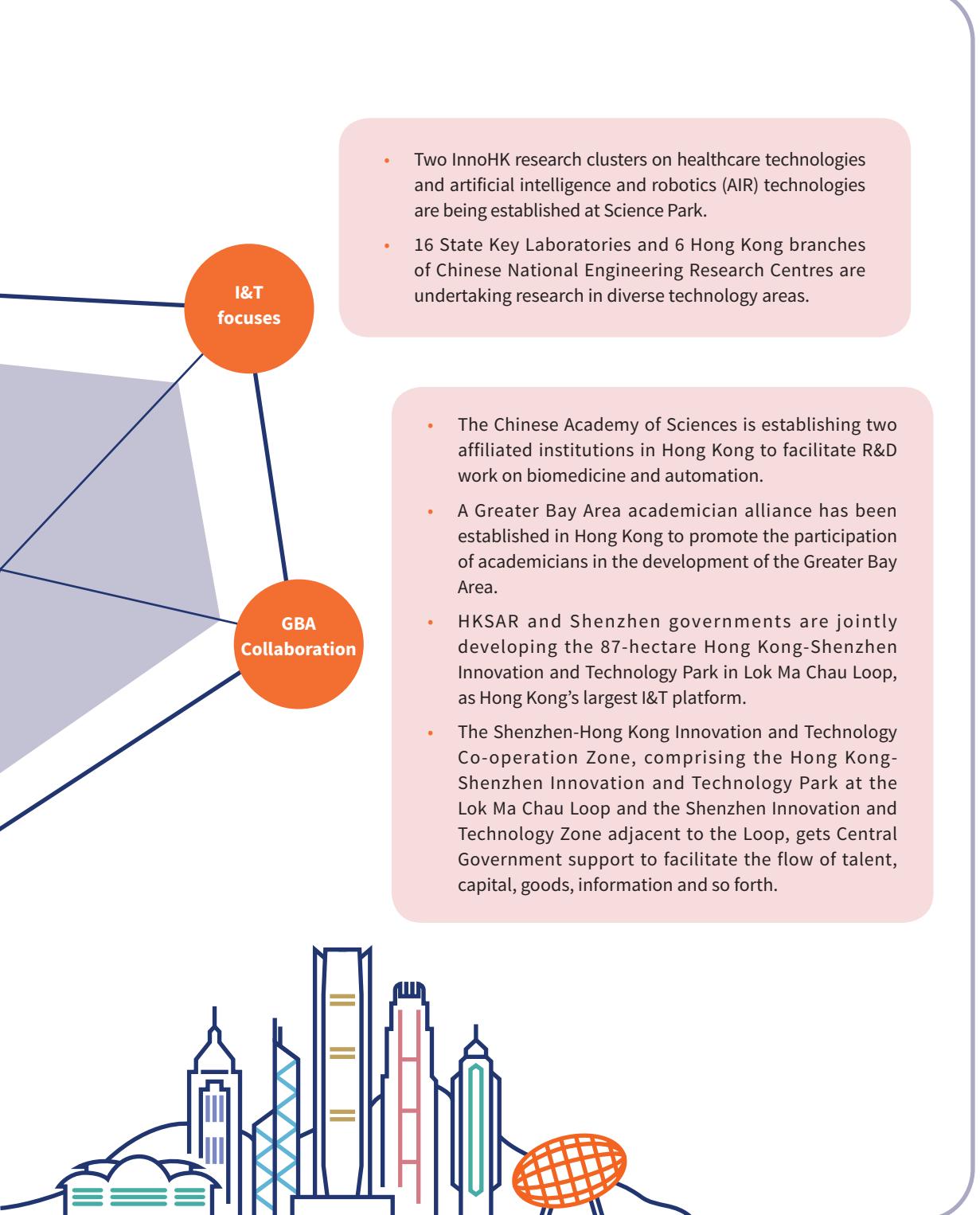
- increasing resources for R&D
- attracting and developing technology talent
- providing investment funding
- providing technological research infrastructure
- streamlining legislation and regulations
- opening up government data
- enhancing procurement arrangements
- strengthening popular science education

- Generous tax incentives for R&D – 300% tax deduction for the first HK\$2 million eligible R&D expenditure, and 200% for the remainder.
- Mainland state and municipal funding for science and technology available for HK universities and research institutions.

- A large talent pool groomed by local world-class universities – five HK universities are ranked among the top 100 universities in the Quacquarelli Symonds (QS) World University Rankings 2020.
- Government talent schemes which fast-track immigration for international tech talent and funding subsidies for research talent¹.



¹ Technology Talent Admission Scheme, Research Talent Hub, Innovation and Technology Commission



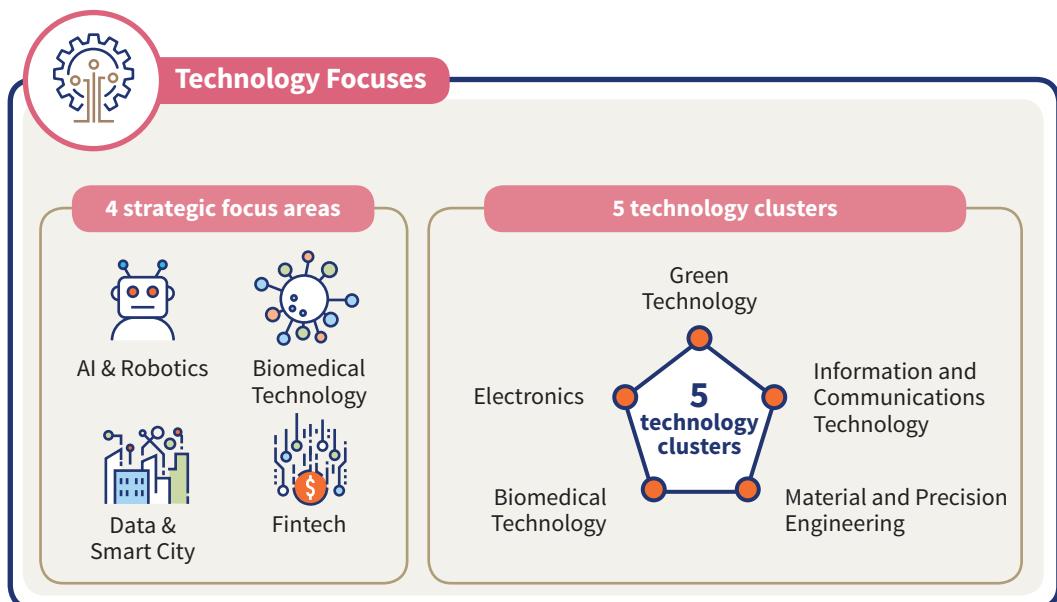
MAKE HKSTP YOUR TRUSTED GBA PARTNER AND GUIDE

Hong Kong Science and Technology Parks Corporation (HKSTP), as the city's super-connector and facilitator for the I&T sector, is the most reliable partner to help tech companies at any stage of development to ride on Hong Kong's support network to expand their reach into GBA and beyond.

HKSTP understands tech companies' need for connections, office space, talent, financial and

fundraising support, company setup, marketing and incubation to expand their presence from Hong Kong into the Greater Bay Area.

HKSTP has created the **GBA Express** programme as a first-of-its-kind service platform to facilitate cross-border collaboration between I&T businesses and provide targeted support for tech companies aspiring to expand their footprint in GBA.





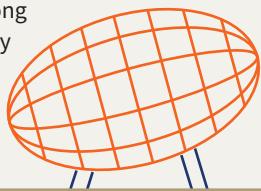
Community

900 technology companies from **23** countries/
regions of origin
2 unicorns

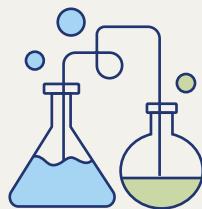
720+ incubation graduates
80% still in business
4 IPOs and 24 M&As



~9,000 R&D practitioners in the
13,000-strong HKSTP community



4 million sq ft of R&D offices and labs in HK Science Park



HK\$29.7 B
investment raised by Park companies
(FY17/18 to FY19/20)

220+ awards received



HK\$600 M
HKSTP Ventures investment funds
1:13X leverage of private capital

70+

private and public sector partnerships

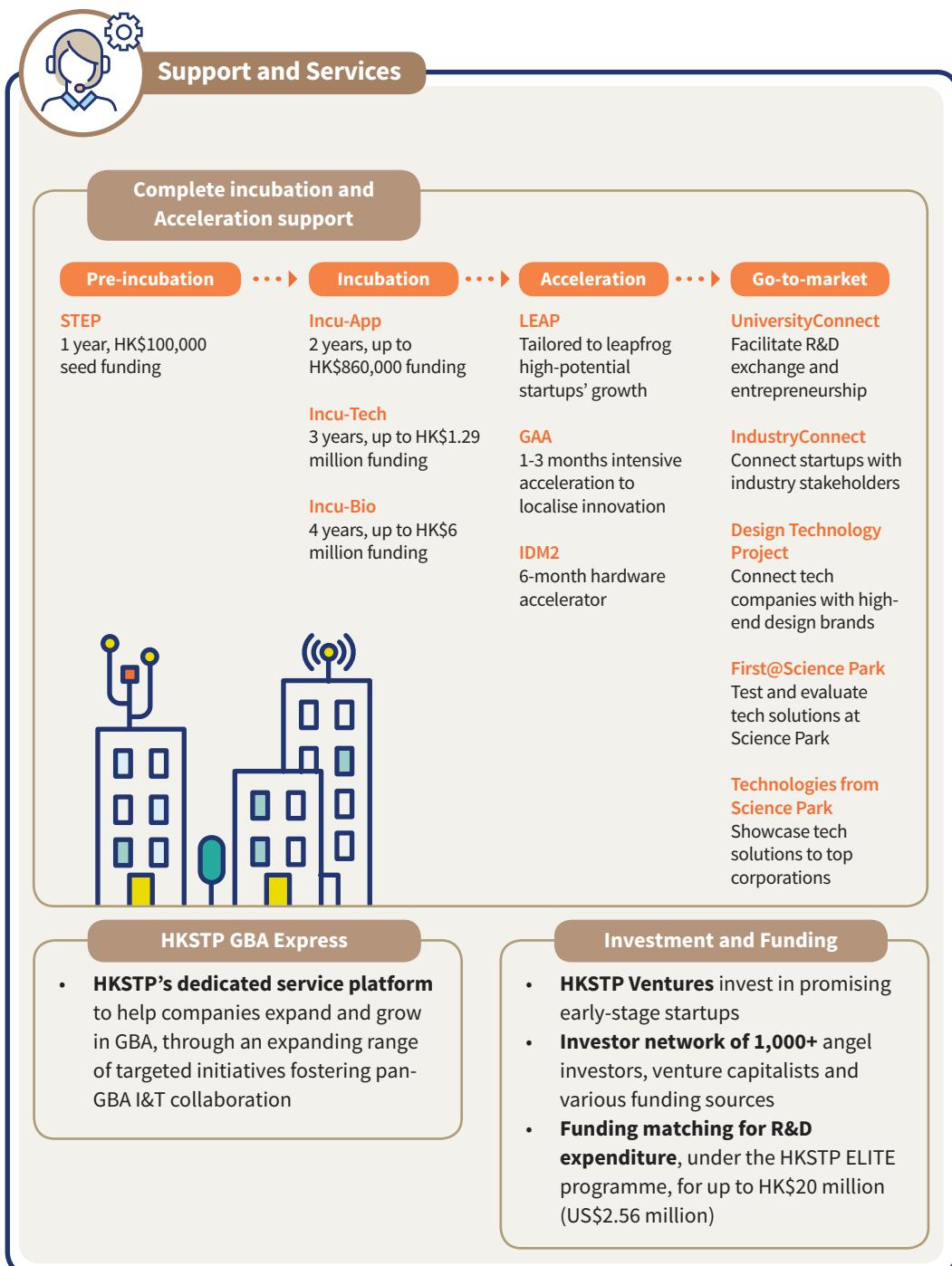


1,000+

in the global network of investors and collaborators

*Data as of October 2020

STATION 1: SET UP YOUR BASE





Innovation Hubs

Innovation Campuses

- **Hong Kong Science Park** – Hong Kong's largest R&D base
- **InnoCentre** – The Fin + Tech hub
- **Hong Kong-Shenzhen Innovation and Technology Park** – upcoming cross-border R&D base

Transformation Zones

- **Tai Po Industrial Estate** – Home to Precision Manufacturing Centre, converging food manufacturing, media services and lifestyle goods enterprises
- **Tseung Kwan O Industrial Estate** – A digital hotspot to support the growth of emerging industries
- **Yuen Long Industrial Estate** – A nexus for pioneers in the pharmaceutical, biomedical, logistics and petrochemical industries

Gearing up for the Future

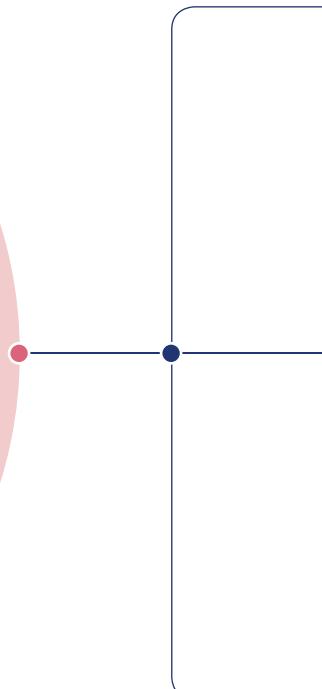
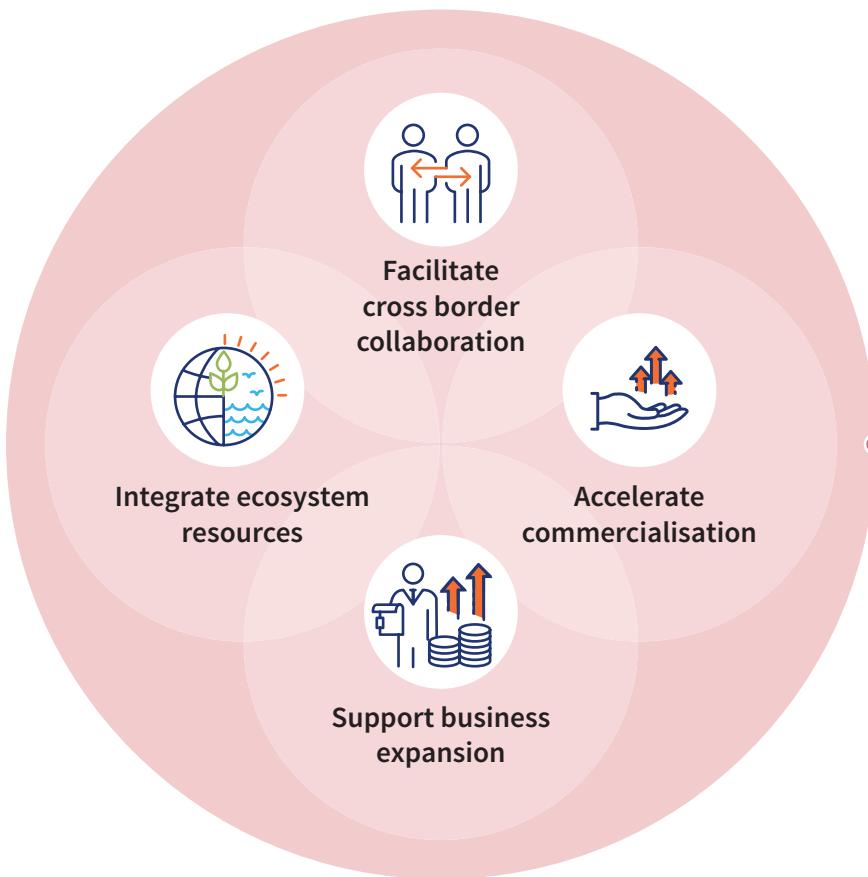
- **Data Technology Hub** – Evolve Hong Kong into a data economy and drive industrial upgrades
- **Advanced Manufacturing Centre** – Dedicated, agile and low-cost production facilities to support high value-added and low volume but highly customised production
- **Microelectronics Centre** – High-specification facilities for developing and manufacturing electronics and communications products
- **AIR@InnoHK and Health@InnoHK** – Upcoming research clusters at Hong Kong Science Park converging local and overseas research expertise on AIR and healthcare
- **InnoCell** – An innovative on-campus smart living and co-creation space facilitating collaboration
- **Hong Kong-Shenzhen Innovation & Technology Park** – Strategically located at Lok Ma Chau across the border from the massive Shenzhen Innovation and Technology Zone in Futian, it offers a base for easy access to cross-border supply chains, manufacturing capabilities and top-tier talent.



Visit www.hkstp.org to know more

HKSTP GBA EXPRESS

ENABLING TECH COMPANIES TO GROW AND EXPAND BUSINESS



SERVICES



GBA Advisory

Knowledge sharing about starting a business and expanding in GBA



Business Connect

Link startups with potential industries and corporate partners



Investment Matching

Roadshows and matching events for connecting with investors



Supply Chain Support

Referrals and site visits of reliable prototyping, manufacturing and raw material suppliers



R&D Collaboration

Facilitate collaboration of universities and R&D institutes with GBA partners



Landing Support

Assist landing and business setup

ACTIVITIES

Themed Seminars/ Webinars

Explore topics about expanding in GBA

Matching/Sharing Sessions

Build business connection with investors, partners and mentors

One-On-One Consultancy Service

Personal guidance to begin GBA journey

Website

Information hub about expanding in GBA

Virtual Community

Mingle with peers to share information and insights

On-Site Visits

Explore GBA opportunities in person

Training Courses

Gear up for the GBA expansion journey

Landing Cohorts

Prepare GBA startups to land at HKSTP, and HK startups to land at GBA

Contact us: gba@hkstp.org

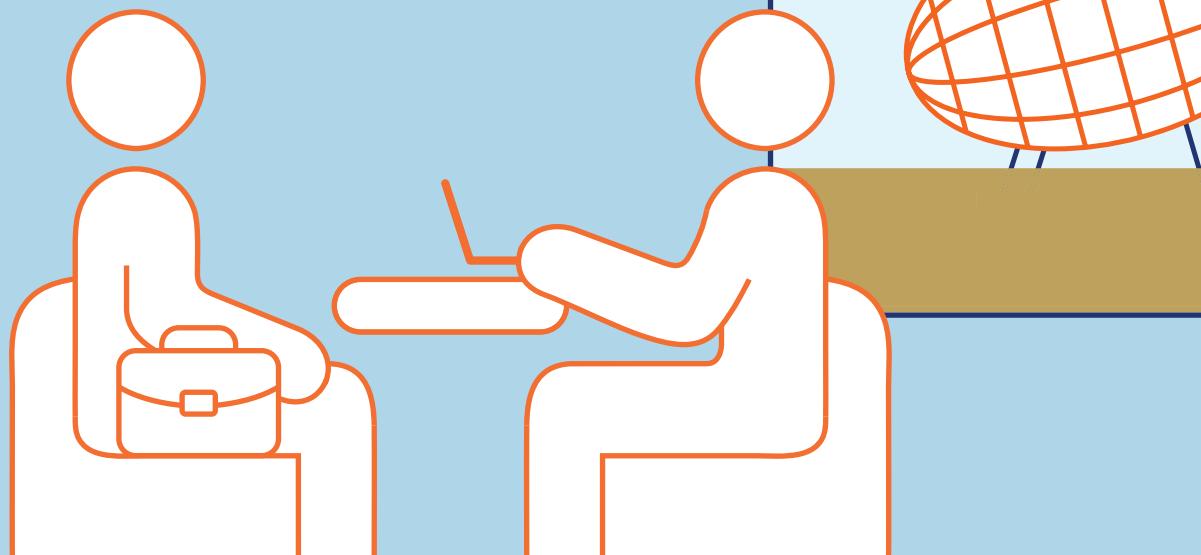


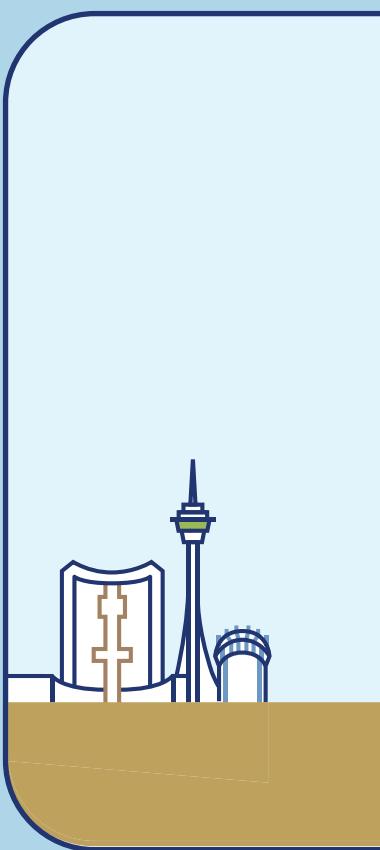
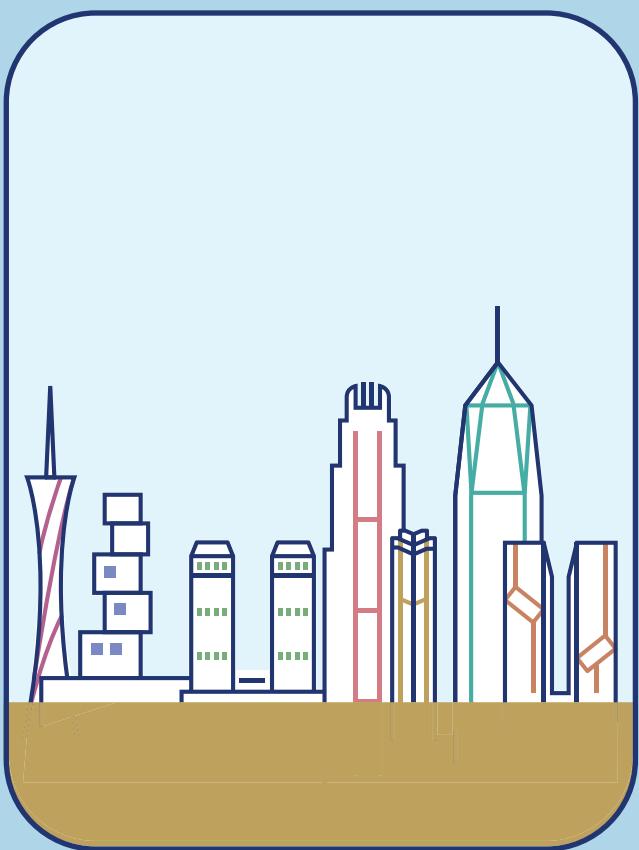


STATION 2:

EXPAND WITHIN GBA

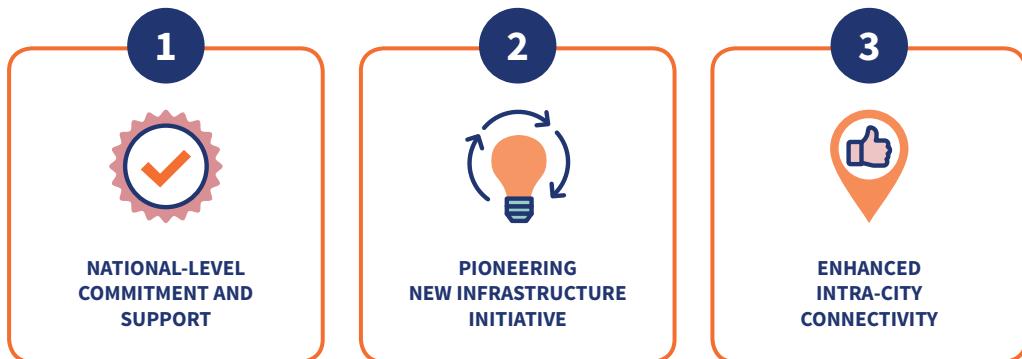
The state-endorsed Greater Bay Area Outline Development Plan that maps out the vision for GBA development underscores the unique advantages offered by the region. Each GBA city has unique attributes which complement each other to accelerate I&T development.





THE GBA ADVANTAGES

Examine the three reasons why tech companies with global ambitions are looking to establish a strong foothold in the Greater Bay Area.



1 POWERFUL NATIONAL-LEVEL COMMITMENT AND SUPPORT

GBA DEEMED A CRITICAL LINK IN EMPOWERING CHINA'S INNOVATION CAPACITY AND COMPETITIVENESS

The state-endorsed “*Outline Development Plan for the Guangdong-Hong Kong-Macao Greater Bay Area*” is the masterplan encapsulating the vision and mission for GBA development.

The Plan articulates GBA’s strategic role in facilitating “the implementation of China’s new vision of development, the stepping up of supply-side structural reform, the accelerated development of new economic drivers and the early realisation of innovation-driven development to support continued growth in the innovation capability and competitiveness of the Chinese economy”.

The GBA initiative serves a critical purpose in “further deepening of China’s reform and further opening up, the building of a new system of open economy in line with international standards, and the development of a new platform for high-level international cooperation”.

The Greater Bay Area is a vital place for advancing China’s strategically important Belt and Road Initiative for connecting China with the world.



Distinctive geographical advantages

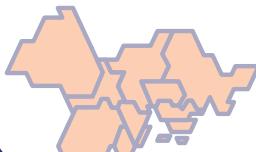
- At the forefront of China's opening up along the coast
- The rich Pan-Pearl River Delta region serves as its vast hinterland for development
- Irreplaceable role in China's Belt and Road Initiative



Robust economic strengths

- GBA leads the country in economic development
- Comprehensive industry system
- Distinctive cluster advantage
- Strong economic complementarity

THE GBA APPEAL



Compelling innovation factors

- Innovation-driven development strategy
- Pilot measures of comprehensive innovation and reform in Guangdong well underway
- National innovation demonstration zones development expedited
- Outstanding capabilities in R&D and commercial application
- Home to numerous nationally important universities, scientific research institutes, high-tech enterprises and large-scale national scientific projects
- Excellent foundation for the development of an international innovation and technology hub

STATION 2: EXPAND WITHIN GBA

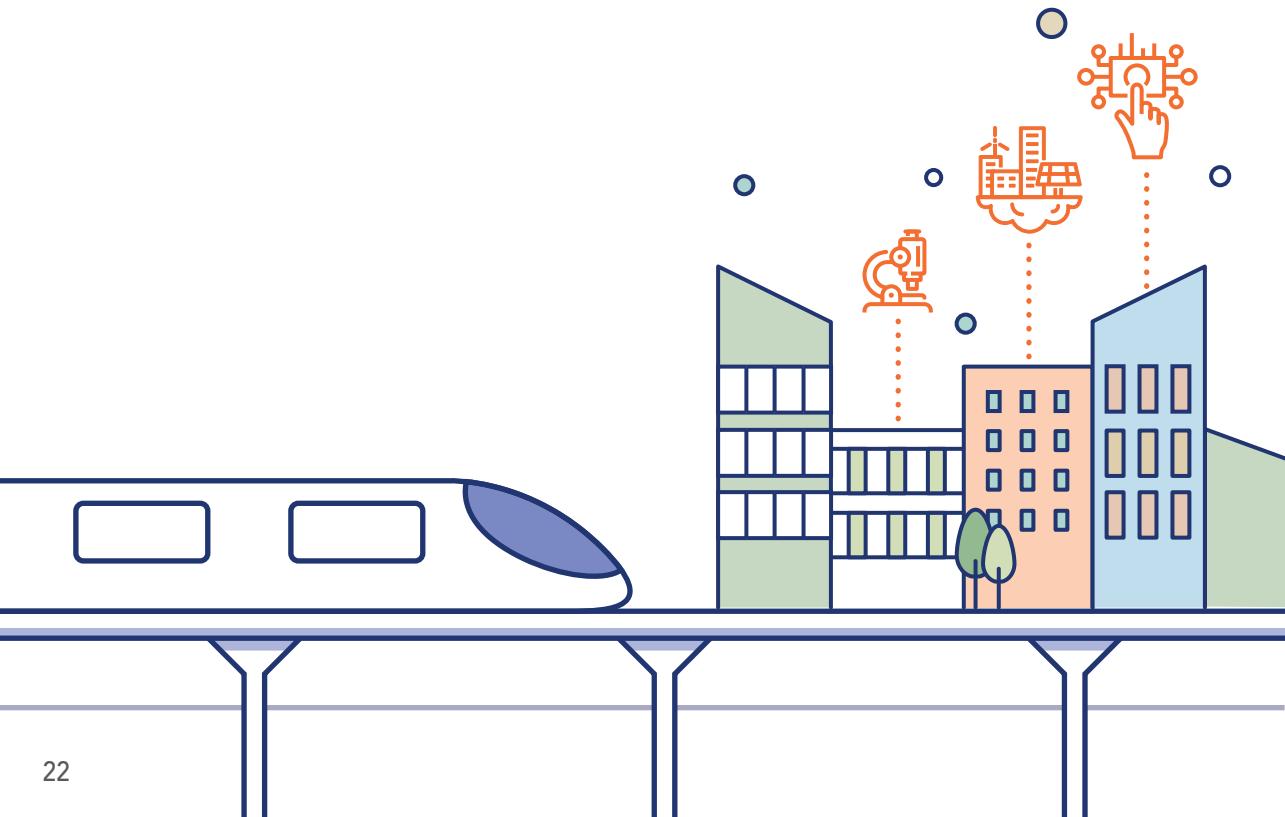
2 PIONEERING NEW INFRASTRUCTURE INITIATIVE

TAP DIGITAL DEVELOPMENT OPPORTUNITIES ARISING FROM CHINA'S PRIORITY DEVELOPMENT PLAN

The “New Infrastructure” development plan, outlined at China’s 2020 National People’s Congress as China’s long-term national economic strategy, is expected to draw substantial investment to the tune of RMB 10 trillion (US\$ 1.43 trillion) to RMB 17.5 trillion (US\$2.51 trillion) for the next five-year period until 2025. GBA is at the forefront of driving this national development strategy to fuel post-COVID economic recovery.

Innovative infrastructure

- Science and technology infrastructure, science and education infrastructure, and industrial technology innovation infrastructure
- Forming the basis of research and development that is needed for building next-generation products
- E.g. R&D institutions and innovation-focused industrial parks



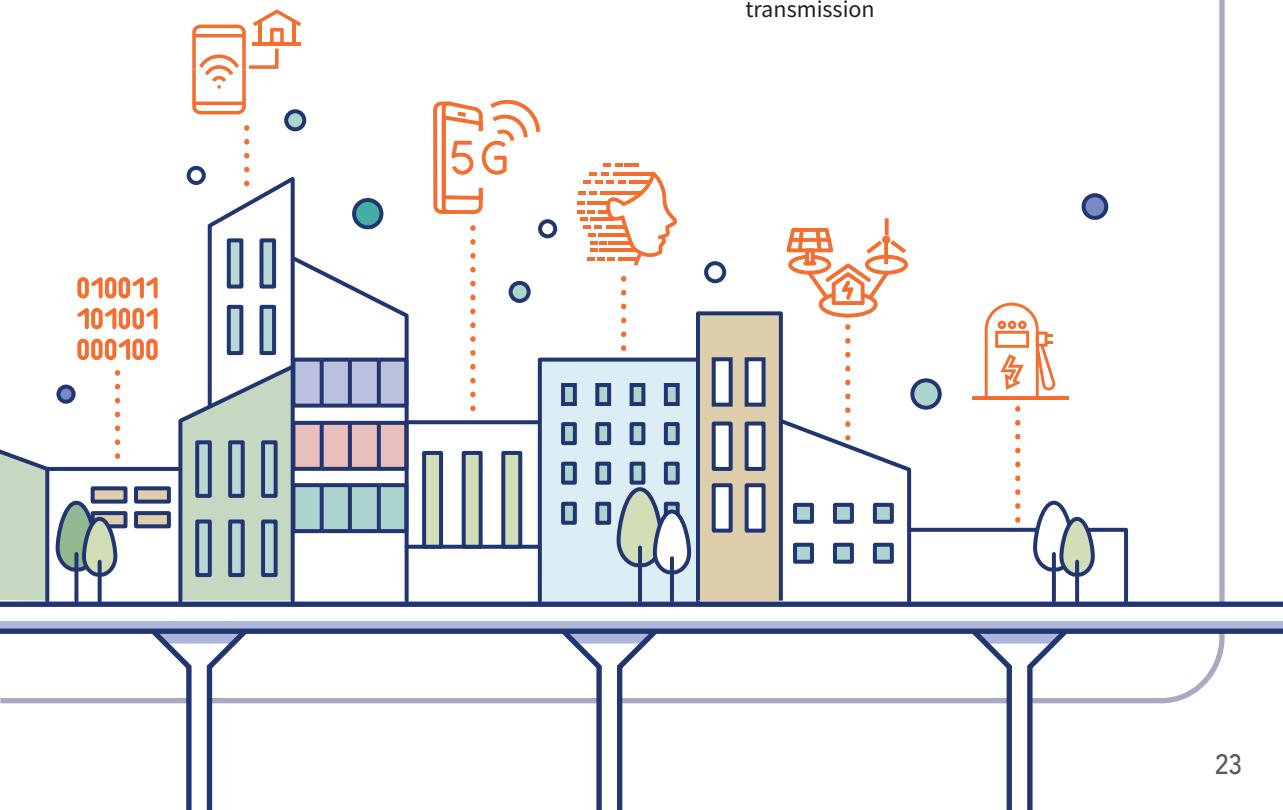
Next-generation New Infrastructure

Information infrastructure

- Technology that enhances productivity, speed and accuracy, as well as data collection, storage, dissemination and analysis
- Enabling tools for upgrading traditional industries
- E.g. 5G, IoT, industrial internet, AI, cloud computing, blockchain, data centres, and internet communication network infrastructure

Integrated infrastructure

- Large-scale infrastructure powered by the Internet, big data, AI and other technologies to support the transformation and upgrading of traditional infrastructure
- Building the framework for smart cities development across China
- E.g. constructing inter-city high-speed rail and inner-city rail systems, charging stations for electric vehicles (EVs), and ultra-high voltage (UHV) power transmission



STATION 2: EXPAND WITHIN GBA

3

ENHANCED INTRA-CITY CONNECTIVITY

WORLD-CLASS RAIL AND BRIDGE LINKS BRINGING GBA CITIES CLOSER

The travel time between the 11 GBA cities has been shortened significantly thanks to world-class infrastructure such as the Guangzhou-Shenzhen-Hong Kong Express Rail Link, the Hong Kong-Zhuhai-Macao Bridge (HZMB), the Nansha Bridge and the upcoming Shenzhen-Zhongshan Bridge to be completed in 2024.

The enhanced connectivity has succeeded in forming a “one hour living circle” connecting all 11 GBA cities.





Via Guangzhou-Shenzhen-Hong Kong Express Rail Link

(Connects Hong Kong with 58 Mainland destinations within China's national High-Speed Rail Network)

14 minutes

18 minutes

46 minutes



Via Hong Kong-Zhuhai-Macao Bridge

(55 km, linking Hong Kong, Macao and Zhuhai)

45 minutes

45 minutes



Via Nansha Bridge

(13 km, linking Shenzhen, Dongguan, Huizhou in the eastern part of Pearl River Delta to Foshan, Zhuhai, Zhongshan, Jiangmen and Zhaoqing)

25 minutes



Via Shenzhen-Zhongshan Bridge

(24 km, linking Shenzhen, Dongguan, Huizhou, Zhuhai, Zhongshan and Jiangmen and Guangzhou Nansha)

20 minutes



WHERE TO NEXT IN GBA?



GDP:
US\$
1.68 TRILLION 

POPULATION:
ALMOST
72 MILLION 

SHARE IN CHINA TOTAL:
12%
OF GDP

5%
OF POPULATION;


The Greater Bay Area is remarkable for having 11 cities, each with its own unique strengths, that also complement one another. Within the region, Hong Kong, Shenzhen and Guangzhou have the most advantages for innovation and technology (I&T) development and offer the most comprehensive support in policy, funding and infrastructure for taking their I&T achievements to greater heights. Dongguan, Zhuhai and Foshan in the GBA offer advanced manufacturing and high-end production capabilities, with active public and private sector backing for innovation enterprises looking for supply chain support.

The development of the GBA has been elevated to the status of key strategic planning in China's national development blueprint. It carries great significance in the country's implementation of innovation-driven development and continuing commitment to reforms. The objectives are to further deepen cooperation amongst Guangdong, Hong Kong and Macao, fully leverage on the composite advantages of the three places, facilitate deep-rooted integration within the region, promote coordinated regional economic development, and develop an international first-class bay area ideal for living, working and travelling.

THE NEXT STOP FOR GBA I&T EXPANSION

SHENZHEN

GBA'S NATIONAL-LEVEL INNOVATION CITY



GDP:
RMB 2,692.7 BILLION



POPULATION:
13.44 MILLION

I&T FOCUSES

- ✓ Biotechnology
- ✓ Internet
- ✓ New energy
- ✓ New materials
- ✓ New-generation information technology
- ✓ Marine
- ✓ Aerospace and aviation
- ✓ Robots
- ✓ Wearable devices
- ✓ Smart equipment



Within just four decades, Shenzhen has been transformed into a capital of innovation and creativity with global influence. The city has 17,000 state-level high-tech companies, among them Tencent, Huawei, DJI and Ping An. The output value of the high-tech industry reached 2,627.79 billion yuan, with a year-on-year growth of 10.08% (as of September 2020).

POLICY SUPPORT

The State Council plan on implementing pilot reforms in Shenzhen will build the city into a demonstration area of socialism with Chinese characteristics, through authorised reform measures such as:

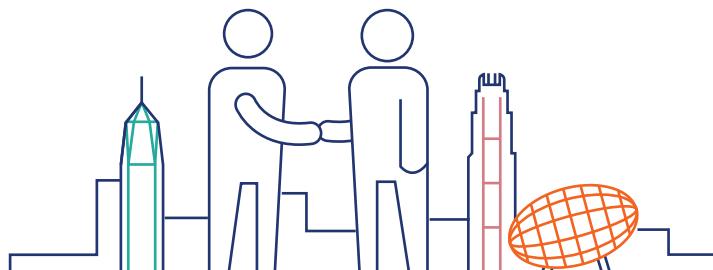
- greater autonomy in the reform of important areas and key links to advance higher-level reform and opening-up towards higher goals for the 2020-2025 period

- draw up a list of special measures to relax restrictions on sectors including energy, telecommunications, public service, transport and education
- relax limits on foreign investment in cutting-edge technologies, and improve the system of fair competition
- pilot the legal protection of new intellectual property rights (IPR), establish a compensation system for IPR infringements, and explore legislation in emerging areas
- help foreign talent obtain Chinese permanent residence permits and attend professional qualification examinations



Hong Kong – Shenzhen Innovation and Technology Co-operation Zone

- The HKSAR Government and the Shenzhen Municipal People's Government signed the “Memorandum of Understanding on Jointly Developing the Lok Ma Chau Loop by Hong Kong and Shenzhen” in 2017 for developing the Hong Kong-Shenzhen Innovation and Technology Park (HSITP) at the 87-hectare Lok Ma Chau Loop site.
- HSITP together with the “Shenzhen Innovation and Technology Zone” on the north side of Shenzhen River adjacent to the Loop will form the state-endorsed Shenzhen-Hong Kong Innovation and Technology Co-operation Zone.
- The free flow of talent, capital, goods and information will be facilitated in the zone.



STATION 2: EXPAND WITHIN GBA

GUANGZHOU

GBA'S NATIONAL CORE CITY



GDP:
RMB 2,362.9 BILLION



POPULATION:
15.31 MILLION

I&T FOCUSES

- ✓ Marine science
- ✓ New energy cars
- ✓ Biomedicine
- ✓ Artificial intelligence
- ✓ Smart city
- ✓ Fintech



Guangzhou serves as a national core city in GBA and an integrated gateway city, international commerce and industry centre and integrated transport hub. The GBA Development Plan seeks to consolidate the city's function as a technological, educational and cultural centre, and develop it into a global metropolis.

POLICY SUPPORT

- Guangzhou spearheads the provincial policy guidelines on “Further Promoting the Development of Innovation and Technology Centre”, which mandate a 12-point policy to develop high-level innovation core facilities and internationalised innovation platforms, and entrepreneurial bases for Hong Kong and Macao youth; open up strategic technology projects to R&D teams from Hong Kong and Macao; offer cross-border funding for R&D organisations in Hong Kong and Macao, and subsidies of income tax differentials for overseas talent; facilitate accommodation arrangements for talent and procurement of innovative solutions by the government; relax land use restrictions for tech enterprises and more.

- Guangzhou opened its own STAR market (Science and Technology Innovation Board) on the Guangdong Equity Exchange in April 2020, specially for technological enterprises in Guangdong, Hong Kong and Macao that show unique capabilities and potential. About 300 companies are expected to IPO here every year. Companies listed on the board will get up to RMB900,000 of subsidies from various Guangzhou authorities. Listed companies will get a RMB3 million subsidy for convertible debt financing and a subsidy of up to 3% for equity pledge financing.
- The Huangpu District and the Guangzhou Development District offer support measures for Hong Kong and Macao youths aged between 18-45, including benefits for employment, transportation and housing.



China (Guangdong) Pilot Free Trade Zone — Nansha Area of Guangzhou

- Nansha focuses on promoting Guangdong-Hong Kong in-depth cooperation and establishing a technology and innovation transfer platform between the two places.
- Preferential policies and measures for Hong Kong people and enterprises include the implementation of cross-border Renminbi (RMB) lending in Nansha, provision of incentives based on the tax differentials between the Mainland, the HKSAR and the Macao SAR for Hong Kong and Macao talent that have an annual taxable income over RMB300, 000.
- The Hong Kong University of Science and Technology (Guangzhou) located in Nansha will nurture talent and facilitate collaboration amongst Hong Kong, the GBA cities and beyond on education, research and commercialisation, as well as strengthen knowledge transfer to bridge Hong Kong's gap in high-tech manufacturing.



STATION 2: EXPAND WITHIN GBA

DONGGUAN

A HIGH-END MANUFACTURING HUB



GDP:
RMB 948.3 BILLION



POPULATION:
8.46 MILLION

I&T FOCUSES

- Parts and accessories for IT products

Dongguan is designated as a core city for developing a globally influential and competitive cluster of world-class high-end manufacturing industries.



Dongguan sits in the centre of GBA as well as the middle section of the Guangzhou-Shenzhen science and technology innovation corridor. Extending beyond its pillar industries – electronic information, electrical machinery and equipment; textiles, garments, shoes and accessories; food and beverage processing, papermaking and paper products – Dongguan has formed a cluster of emerging industries including LED lighting, new flat display and photovoltaics.

ZHUHAI

THRIVING I&T COLLABORATION IN HENGQIN



GDP:
RMB 343.6 BILLION



POPULATION:
2.02 MILLION

I&T FOCUSES

- Electronic information
- Home appliances
- Electricity and energy
- Biopharmaceuticals and medical devices
- Petrochemicals and precision machinery



Designated as an industrial belt for advanced equipment manufacturing in GBA, the city is developing thriving innovation and technology collaboration in Hengqin.

Hengqin Special Economic Zone, meanwhile, focuses on the development of four industries -business services; leisure entertainment and tourism; science, education, research and development; as well as high-tech industries.

A range of preferential policies for Hong Kong people and enterprises are offered in Hengqin, including rebate on the amount of income tax paid in excess of 15% for Hong Kong residents and enterprise income tax at a discounted rate of 15% for eligible Hong Kong enterprises.

FOSHAN

GBA'S MANUFACTURING BASE



GDP:
RMB 1,075.1 BILLION



POPULATION:
8.16 MILLION

I&T FOCUSES

- AIR
- New generation ICT
- New materials
- New medicines
- Smart manufacturing
- New energy
- Energy conservation equipment



Foshan is a national base for advanced manufacturing and Guangdong's key manufacturing centre and it has promoted the transformation and upgrading of the manufacturing industry. The city has also ranked first for investments in industrial technology transformation in the Guangdong Province for four consecutive years.

As a manufacturing base, Foshan has particular strengths in machinery equipment, household appliances, ceramic building materials, metal processing and metal products, textiles and garments, electronic information, food and beverages, fine chemicals and pharmaceuticals.

It is also embracing emerging industries including optoelectronics, environmental protection, new materials, new medicines and new energy vehicles.

STATION 2: EXPAND WITHIN GBA

ZHONGSHAN

UPGRADING INDUSTRIAL STANDARDS



GDP:
RMB 310.1 BILLION



POPULATION:
3.38 MILLION

Zhongshan is a pilot city for industrial upgrading in Guangdong Province. It is a base for advanced manufacturing and modern service industries, including equipment manufacturing, textiles and garments, electronics, lighting, healthcare and pharmaceuticals, furniture, small home appliances and hardware products, as well as emerging industries such as modern services and yacht building.

I&T FOCUSES

- Equipment manufacturing Electronics Lighting
- Healthcare and pharmaceuticals

HUIZHOU

GBA'S COMMERCIALISATION ZONE



GDP:
RMB 417.7 BILLION



POPULATION:
4.88 MILLION

Huizhou thrives on the electronic information and petrochemicals industries, and also focuses on automotive and equipment manufacturing as well as clean energy industries. The Huizhou Zhongkai Hi-tech Industrial Development Zone is the country's first national electronic information industrial base, with relatively complete supply chains of mobile communications, panel displays, automotive electronics, LED and new energy. It is also an important production base for clean energy. An innovation and entrepreneurship demonstration base in Daya Bay has attracted start-up teams from educational institutions and fostered commercialisation of research results.

I&T FOCUSES

- Mobile communications Panel displays
- Automotive electronics LED New energy
- Internet of things (iot) Energy conservation
- Information technology Artificial intelligence

JIANGMEN

GBA'S STRATEGIC BASE FOR EMERGING INDUSTRIES



GDP:
RMB 314.7 BILLION



POPULATION:
4.63 MILLION

Jiangmen is seeing rapid development in strategic emerging industries such as new energy, new lighting, new materials, high-end equipment manufacturing and green household appliances.

The Yinhua Bay coastal area in the city is designated in the Greater Bay Area Outline Development Plan as a hub for international corporations in the energy conservation and environmental protection industries and an entrepreneurship and innovation platform for attracting investment and talent from Hong Kong, Macao and overseas Chinese communities.

I&T FOCUSES

- ✓ Robotics ✓ Energy conservation equipment
- ✓ Smart equipment manufacturing ✓ Educational equipment
- ✓ Life science ✓ Internet+ ✓ New materials ✓ Mechatronics

ZHAOQING

GBA'S EMERGING BASE FOR NEW ENERGY INDUSTRIES



GDP:
RMB 224.9 BILLION



POPULATION:
4.19 MILLION

Zhaoqing focuses on the development of high-end new electronic information and biomedicine. It is also proactively developing three industrial clusters, namely new energy vehicles, advanced equipment manufacturing and energy conservation and environmental protection.

I&T FOCUSES

- ✓ Advanced equipment manufacturing ✓ New materials
- ✓ High-end electronic ✓ Biomedicine ✓ Energy conservation
- ✓ Cloud computing ✓ Big data ✓ Industrial robotics

MACAO

GBA'S MULTI-CULTURAL LINK



GDP:
MOP 434.7 BILLION



POPULATION:
0.68 MILLION

Macao pursues an open economy with no limit on foreign exchange. It is also a free port and an important gateway linking China with international markets and a global tourism and leisure centre in GBA for facilitating multi-cultural exchanges. It is designated as GBA's window to Portuguese-speaking countries.

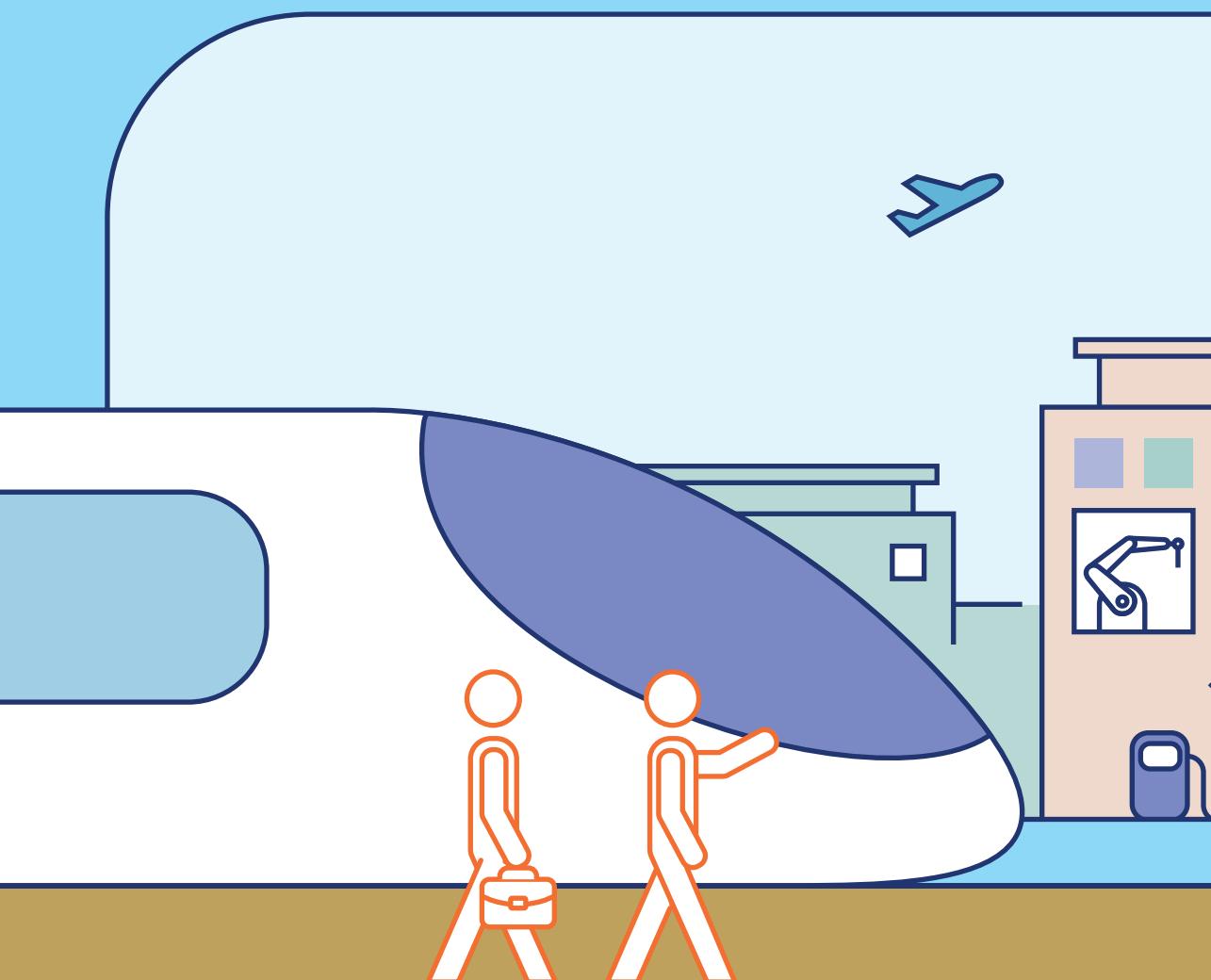
I&T FOCUSES

- ✓ Smart city ✓ Precision medicine ✓ Artificial intelligence

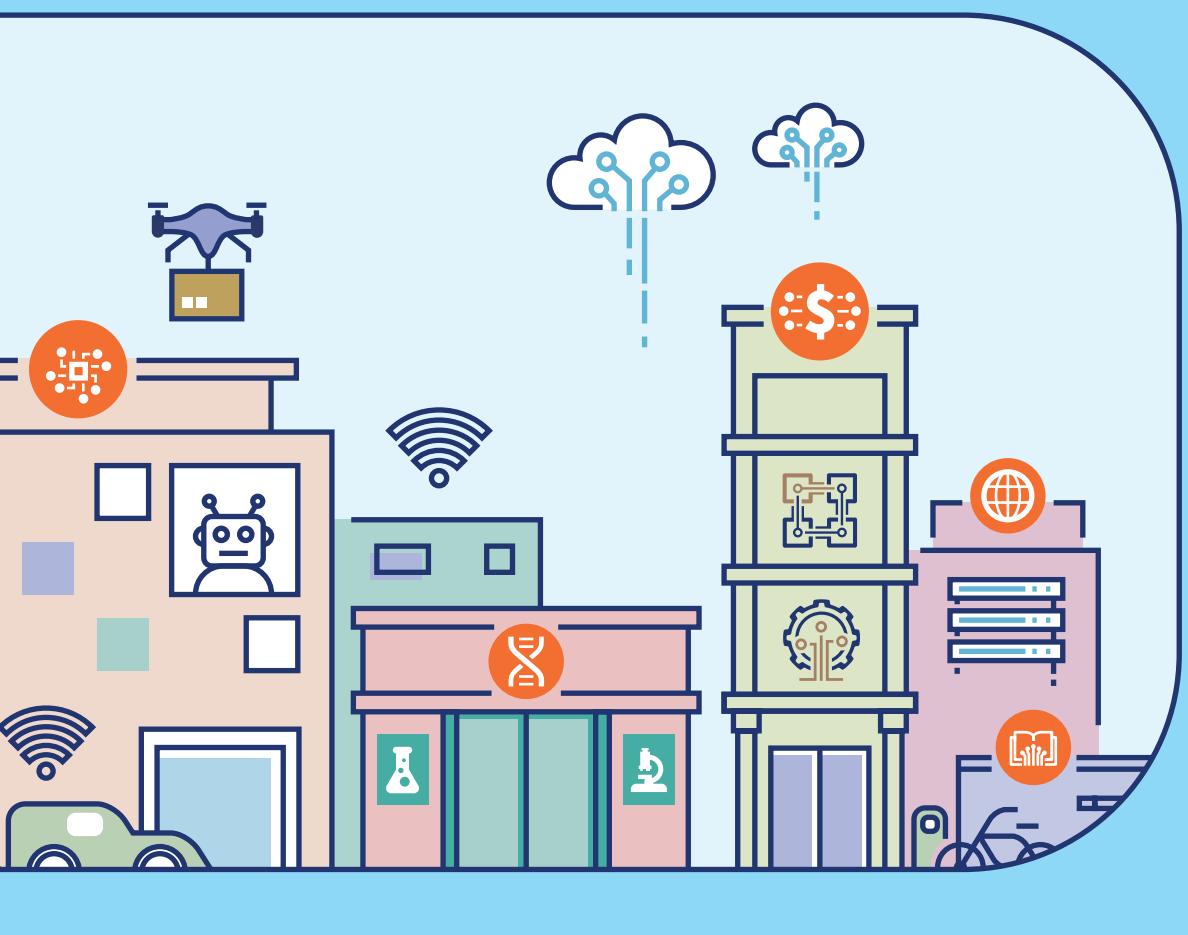


STATION 3:

FIND YOUR GBA PARTNERS



Through the connections of HKSTP, Hong Kong-based I&T startups can link up with a wide spectrum of partner organisations in the major I&T destinations in the Greater Bay Area to create synergistic opportunities and expand R&D capabilities in the region.



STATION 3: FIND YOUR GBA PARTNER

SHENZHEN

GUANGZHOU

DONGGUAN

ZHUHAI

① QIANHAI SHENZHEN-HONG KONG YOUTH INNOVATION AND ENTREPRENEUR HUB 前海深港青年夢工場



Website:
<http://www.qhkct.com/>

Location:
Qianhai Cooperation Zone



The E-hub is an international youth innovation and entrepreneurship centre serving startups, growth-oriented companies and incubators, R&D institutions in Guangdong, Hong Kong and Macao. E-hub mainly supports startup projects in four fields: intelligent hardware, AI and chip design, mobile internet, and culture creativity.

ADMISSION CRITERIA

- Applicants should have good professional ethics and quality; the legal representative of the enterprise to be established shall be the entrepreneur or one of the members of the entrepreneurial team. The entrepreneur or the entrepreneurial team shall hold a certain proportion of the equity or shares of the enterprise

- The project should fall into such industrial fields as artificial intelligence, big data, Internet of things, blockchain, cloud computing, smart city, financial technology, life and health, and cultural and creative industries, with high technology content and a certain degree of innovation and uniqueness
- The registered place of the enterprise is located in Qianhai Cooperation Zone or the start-up enterprise agrees to move its registered address to Qianhai Cooperation Zone within 3 months after entering the Zone with a written commitment
- In principle, any enterprise settled in E-hub should be a startup established less than 5 years
- Priority will be given to enterprises founded by young people from Hong Kong, Macao, Taiwan and abroad

FUNDING SCHEME

- A one-off subsidy of RMB50,000 for enterprises established by young people from Hong Kong and Macao that have been in E-hub for more than 6 months
- 80% subsidy of their rental cost and property management fees proportionally for the first year, 50% for the second year, and 20% for the third year

The preferential policies for I&T enterprises set up in Qianhai Shenzhen-Hong Kong Modern Service Industry Cooperation Zone are applicable here, including :

- A loan interest subsidy of up to 3%, to a maximum of RMB2 million over two years
- A corporate subsidy equivalent to 50% of registered capital, up to RMB2 million
- Reduced profits tax at 15% for designated industries
- Up to RMB500,000 subsidies for eligible students from outside Shenzhen forming a startup in Shenzhen
- Up to RMB5 million subsidies for eligible micro businesses or startups set up by overseas students in Shenzhen that have won an innovation competition in China
- Up to RMB5 million subsidies for setting up R&D facilities for new products and technologies in internet, biomedicine, new energy, new materials, new-generation ICT, or in emerging industries of marine, aerospace and life sciences, or involved in advanced manufacturing or lifestyle improvement
- RMB800,000 to 1.5 million subsidies for high-level talent from outside Shenzhen, or RMB80 million incentives for innovation teams bringing in such talent, to work in the abovementioned technological fields
- Up to RMB10 million R&D subsidies for international R&D teams setting up independent R&D institutions for strategic emerging industries or technology transfer

STATION 3: FIND YOUR GBA PARTNER

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DONGGUAN

ZHUHAI

② RUN ACCELERATOR 潤加速產業加速器



WeChat Public Account:
RunAccelerator
潤加速產業加速器

Location:
China Resources Land Building,
No.9668, Shennan Avenue



RUNAccelerator, China Resources Group's industrial accelerator, links the group's industry resources and drives industrial innovation. It provides full-cycle one-stop services for startups, including co-working spaces, industrial docking, financial docking and PR branding. Admitted companies focus on PropTech, Healthcare, Consumption and Fintech.

ADMISSION CRITERIA

- A team or company of 3 to 30 persons
- Companies focus on property-tech, healthcare, consumption and fintech

FUNDING SCHEME

- One-month rent free

SUPPORT AND SERVICES

- Office space for teams of 3-30 people
- Business cooperation, potential funding and publicity support from the China Resource Group
- Connections with related local government departments, local production resources in the China Resource Group
- Joint partners provide services including scientific research and qualification applications, CRO
- Technology transfer services for enterprise and local support for international innovation projects
- Landing services for the entire startup cycle, from setting up an office to industrial collaboration and industrial landing
- Its brand new service “RUN Think Tank” offers professional services ranging from strategy to financing, taxation, legal and branding
- Industrial exchange activities provide platforms to help innovative enterprises network

GLOBAL PRESENCE

RUNAccelerator has established cooperative relations with relevant institutions from Mainland China (Shenzhen, Guangzhou, Nanning, Xiamen, Zhuhai, Shantou), Hong Kong, UK, France, Belgium, Switzerland, New Zealand, Israel, Japan and other countries and regions.

SHENZHEN

GUANGZHOU

DONGGUAN

ZHUHAI

③ THE INTERNATIONAL FINTECH CENTER
OF THE GREATER BAY AREA
灣區國際金融科技城



Website:

<http://www.ifcgbacom/>

Location:

Futian District, Shenzhen



The International Fintech Center of the Greater Bay Area (IFCGBA) and Fintech Eco-park of the Greater Bay Area (IFEGBA), also called Futian Fintech Dual-Industrial Park, are high-standard fintech industrial parks established by the Futian District Government. They are two of the most dynamic, market-oriented industrial parks in the country, strategically positioned as the exchange hub for the fintech industry.

ADMISSION CRITERIA

Companies from external regions have to meet the following criteria:

- Having received more than RMB30 million funding from the government-backed funds or three independent investment firms
- Recognized as an industry-leading company
- The address for company registration and taxation should be the same and located in the IFCGBA

FUNDING SCHEME

- 50% rent reduction on the market value price
- Comprehensive contribution award – a maximum RMB3 million award to eligible fintech companies
- Xiangmi Lake Fintech innovation awards – annual awards worth a total RMB6 million to support fintech innovation
- Fintech talent awards – Futian provides awards of up to RMB30,000 over three years for individuals who have passed the second-level “Shenzhen-Hong Kong-Macao Fintech professional programme” and are continually employed by the same fintech company in Futian

SUPPORT AND SERVICES

- Exchange platform – promotes exchange among members, fintech information communication and learning, and access to fin + tech resources and services
- Co-sharing platform – explores fintech standards, develops fintech professionals in accordance with the standards, and establishes a public service platform about information security of financial applications
- Collaboration platform – a block-chain collaboration platform to promote application of block-chain for the finance industry

STATION 3: FIND YOUR GBA PARTNER

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ZHUHAI

④ TIANAN CLOUD PARK 天安雲谷



Website:

<http://www.szyungu.com/>

Location:

Longgang District, Shenzhen



Tianan Cloud Park, developed and operated by Tianan Success, aims to converge more than 3,000 tech companies, research and finance firms and 100,000 tech professionals.

ADMISSION CRITERIA

- Technology and R&D oriented companies are preferred

FUNDING SCHEME

- Its AI Innovation Center provides 30% discount on rent for qualified startups
- National high-tech companies and qualified cultural creation companies can apply for the rent funding

SUPPORT AND SERVICES

Tianan Cloud Park provides access to world-class technology and innovation platforms, including:

- The Monash Technology Transformation Institute (MTTI) combining the expertise of Monash University, the Chinese government and commercial partners, provides R&D funding and commercialisation expertise to drive medicine, medical devices, engineering, software and other innovation to China and global markets and bring IP to the investible stage
- Shenzhen Ventures Intelligent Hardware Service Platform – jointly established by Tianan Cloud Park and Shenzhen Ventures to support smart manufacturing, smart product design and hardware incubation and commercialisation acceleration
- Belt and Road Environmental Technology Exchange and Transfer Centre – the Shenzhen branch of a national-level platform for promoting green tech to Belt and Road partners
- GBA Integrated Circuit Public Innovation Service Platform – China's first IC public design platform backed by world-leading chip maker ARM to minimise operational costs for IC startups by adapting third-party IP and co-sharing EDA design software terminals and labs
- AI Innovation Centre is a complete incubator for the AI vertical – offers services from accessing resources to fundraising, mentorship and consultation on IP, tax and legal matters
- Stack Incubator – supports early-stage development (seed, angel, pre-A) of the verticals of smart warehousing, smart security and smart homes, in connecting policy and funding support, startup mentorship, smart offices, and consultation on IP, tax and legal matters

GLOBAL PRESENCE

Tianan Cloud Park and Deloitte jointly inaugurated the “Road to International Innovation Scheme” taking GBA entrepreneurs on overseas missions around the world to connect with world-class tech organisations and platforms, capital and innovation resources and promote inter-regional collaboration and R&D translation.

STATION 3: FIND YOUR GBA PARTNER

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ZHUHAI

5 SHENZHEN VALLEY VENTURES

深創谷



Website:
<http://www.svv.io/>

Location:
Tianan Cloud Park,
Longgang, Shenzhen



Shenzhen Valley Ventures (SVV) offers service for orders of complicated products and delivers them quickly using its platform. The products it covers range from those in the IoT industry, to medical devices, industrial automation and more.

ADMISSION CRITERIA

- Software oriented companies with hardware development and manufacturing requirements are preferred

FUNDING SCHEME

- Its AI Innovation Center provides 30% discount on rent for qualified startups
- National high-tech companies and qualified cultural creation companies can apply for the rent funding

SUPPORT AND SERVICES

- Tier-1 smart manufacturing facility which supports high-quality low-volume production and serves as an ideal platform for pilot-testing and first-batch deployment
- Flexible SMT services support qty from 1pcs to thousands
- Reliability testing and certification pre-scanning
- Complicated technique devices assembly and packaging without MOQ requirement

GLOBAL PRESENCE

SVV clients are from the US (33%), Europe (27%), Australia (5%), Japan (20%) and China (15%).

SHENZHEN

GUANGZHOU

DONGGUAN

ZHUHAI

⑥ **ENTREPRENEURSHIP AND INNOVATION HUB
(INNOHUB), CUHK SHENZHEN
RESEARCH INSTITUTE**

香港中文大學深圳研究院眾創中心



Website:

<https://www.cuhkri.org.cn/>

Location:

Nanshan, Shenzhen



Wholly owned by CUHK, the institute provides a pivotal base for its staff members to conduct research, talent training and technology transfer in mainland China. The Entrepreneurship and Innovation Hub (InnoHub) within the institute is an important part of the University's entrepreneurship eco-system, offering a range of innovation and entrepreneurship activities to promote industrialisation and collaboration between Shenzhen and Hong Kong in the fields of artificial intelligence, biomedical sciences, computer and big data as well as robotics.

ADMISSION CRITERIA

- The key member(s) of companies/projects must be professor, student or alumnus of the Chinese University of Hong Kong, the Chinese University of Hong Kong (Shenzhen), CUHK Shenzhen Research Institute
- The company was registered or to be registered in Shenzhen within 24 months with at least 3 members
- A good track record and reputation of the companies, members of the project are a must, including but not limited to without any record of illegal business, improper operating and irregular product/services
- First application of joining in InnoHub

FUNDING SCHEME

- Feasible options such as co-working spaces, hot desks, independent offices
- Low costs for facilities such as printing, internet, meeting, office stationery

SUPPORT AND SERVICES

Services are available specifically for CUHK alumni, professors and student startup teams, including:

- Startup training, policy explanation, consultation on business, tax and legal issues, and IP service
- Connect with mentors, connect with industry resources, assistance in the development of a cooperation partnerships, assistance in participation of major competitions in China, assistance in marketing promotion, assistance in connecting with international partners

—○ STATION 3: FIND YOUR GBA PARTNER

SHENZHEN

GUANGZHOU

DONGGUAN

ZHUHAI

7 GUANGDONG-HONG KONG-MACAO YOUTH INNOVATION AND ENTREPRENEURSHIP CENTER (FUTIAN) 粵港澳青年創新創業工場 (福田)



WeChat Public Account:
Guangdong-Hong Kong-Macao
Youth Innovation and
Entrepreneurship Center
(Futian)
粵港澳青年創新創業工場 (福田)

Location:
Nanshan, Shenzhen



The centre leverages the unique advantages of the Shenzhen-Hong Kong-Macao Special Innovation Cooperation Zone to encourage youth innovation and entrepreneurship. The centre is near the 24-hour immigration control points at Futian and Huanggang, making it convenient for Hong Kong innovators to travel between two places.

ADMISSION CRITERIA

- Teams and companies interested in starting businesses in Guangdong, Hong Kong and Macao
- The research, development and production process of the incubation project should meet environmental protection requirements; the products developed must not violate national laws and regulations
- Strong capability of scientific and technological innovation and good prospects on project industrialization

FUNDING SCHEME

- Residence guarantee (one contract per year) for Hong Kong residents stationed in the centre
- Site usage fee for startups is less than half of the market price
- Outstanding startup team projects can enjoy free reservation

SUPPORT AND SERVICES

- Comprehensive services for Guangdong, Hong Kong and Macao youth, such as incubation, accommodation, training, exchanges, policy guidance, city integration and IP services
- The first phase of the project includes a national-level incubation acceleration centre, which aims to create a national-level platform for Guangdong-Hong Kong-Macao youth innovation, communication and development

STATION 3: FIND YOUR GBA PARTNER

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GUANGZHOU

DONGGUAN

ZHUHAI

① GUANGZHOU INTERNATIONAL BIO-ISLAND

廣州國際生物島



Website:

<http://www.bio-island.com/>

Location:

Haizhu District, Guangzhou



The Bio-island converges innovative biomedical technology enterprises, R&D institutions, talent and information and serves as a one-stop partner and “coach” for partner tenants, offering comprehensive functions of incubation, R&D, business services, bio services, integrated management and business exchanges.

ADMISSION CRITERIA

- New drug R&D, stem cell and regenerative medicine, precision medicines, medical devices, health management consulting industries (entry requires the approval of Bio-island management committee)

FUNDING SCHEME

- 50% rental rebate for three years, up to RMB1 million per year, for newly established biomedical enterprises with registered capital above RMB10 million
- A one-off subsidy of 10% of the purchase price, up to RMB5 million, for enterprises that purchase office buildings for own use

SUPPORT AND SERVICES

Business services

1. Professional services

- Global IP protection and transfer strategy
- New medicine and new product declaration
- Public analysis centre
- GMP standard pilot test platform
- CRO service platform

2. Government services

- Assistance with applications for project approval, business registration, taxation and foreign exchange registration
- Applications for eligible tech subsidies and grants
- Troubleshooting for fundraising and developing communication channels with key government departments

3. Business services

- Assistance with publicity, project promotions, talent matching and government relations, legal and accounting issues

4. Financial services

- Recommendations of investment and tech collaboration partners
- Investment matching
- IPO support

5. Lifestyle services

- Accommodation, schooling and other lifestyle services

GLOBAL PRESENCE

The Bio-island has signed strategic cooperation agreements with scientific research institutions, industrial parks and industry associations of the United Kingdom, Israel, the United States, Switzerland and Cuba.

STATION 3: FIND YOUR GBA PARTNER

SHENZHEN

GUANGZHOU

DONGGUAN

ZHUHAI

② GUANGDONG MEDICAL VALLEY INVESTMENT MANAGEMENT CO., LTD 廣東醫谷



Website:
<http://www.gdmv.cn/>

Location:
Nansha District, Guangzhou



The investment incubation platform focuses on biopharmaceutical and medical device industries. It aims to develop a modern medical investment enterprise encompassing integrated industrial R&D, new technology R&D, fund management, equity investment, incubation development and management, warehousing and logistics, supply chain financing, conventions and trade shows, registration and certification and management consultation.

ADMISSION CRITERIA

- High-quality projects in the medical field

FUNDING SCHEME

- 50% subsidy for the rent of leased R&D and office space in Nansha (up to RMB40 per sqm per month) for up to 3 years, capped at RMB2 million per year, for companies whose R&D investment is no less than RMB10 million within 12 months or the operating income is no less than RMB10 million within 12 months

- For the important public service platform of biotechnology, 50% subsidy for the rent of the Nansha premises (up to RMB40 per sqm per month), for up to 3 years, capped at RMB10 million per year
- Up to RMB20 million incentives for registration of headquarters-based enterprises
- An incentive of 95% of a headquarters-based enterprise's contribution to the economy of Nansha district for five consecutive years
- Up to RMB100 million subsidies for the construction and operation of a new R&D institution
- Up to RMB 10 million subsidies for settling high-end leading talent
- Up to RMB5 million subsidies for settling high-level health talent, and up to RMB600,000 for settling talent for scientific research
- The housing subsidy for newly introduced talent is RMB20,000 for undergraduates, RMB40,000 for postgraduates and RMB60,000 for doctorates
- High-end talent with an annual salary of more than RMB300,000 enjoy an individual tax break of 40% to 100%

SUPPORT AND SERVICES

The platform offers services in six major areas

- Financial services – co-opt third parties to provide financial management, accounting and tax services with reduced administration costs
- Registration – clinical trials, registration, patent applications, trademark copyright registration services
- Crowd-sourcing – information sharing system such as OA, ERP, CRM, enterprise mailbox and website construction
- Talent – train, cultivate and recruit talent from fresh graduates to middle management
- Training – host forums and training courses regularly, organise visits to outstanding enterprises, professional exchanges with industry experts
- Policy consultation – advise tenants about the latest preferential policies for projects and talent

GLOBAL PRESENCE

Outstanding international projects from Canada, the USA, the UK, Belgium, the Netherlands, Israel and 16 countries in central and eastern Europe, and Australia are planning to settle in the park.

SHENZHEN

GUANGZHOU

DONGGUAN

ZHUHAI

③ RESEARCH INSTITUTE OF TSINGHUA,
PEARL RIVER DELTA (ITPRD)
清華珠三角研究院



Website:
<http://www.tsinghua-gd.org/>

Location:
Huangpu District, Guangzhou



The Institute was jointly established by Tsinghua University and the government of Guangdong province to nurture strategic emerging industries and converge skilled talent. It offers comprehensive support to embrace collaboration on technology transfer and translation of R&D results with leading technology transfer organisations, universities and R&D institutes and other I&T stakeholders.

ADMISSION CRITERIA

- High-tech companies that focus on industries in advanced materials, new energy, new-generation information technology, biotech and devices, intelligent manufacturing, energy conservation and environmental protection

FUNDING SCHEME

- Admitted companies are eligible for government rent subsidies and funding
- Companies from Hong Kong with high-tech projects can enjoy the park's supporting policies, including the provision of R&D funds, sharing R&D facilities, salaries for researchers and a rent-free period up to 6 months

SUPPORT AND SERVICES

- The affiliated Guangdong-Hong Kong-Macao Innovation Center provides “three-in-one” support integrating R&D funding and investment and incubation for Hong Kong, Macao and overseas innovation projects and startups

GLOBAL PRESENCE

Innovation centres are set up in the Silicon Valley, Boston, Munich, Oxford, Moscow, Tel Aviv and Tokyo.

SHENZHEN

GUANGZHOU

DONGGUAN

ZHUHAI

① **SONGSHAN LAKE HONG KONG-MACAO
YOUTH INNOVATION AND STARTUP BASE**
松山湖港澳青年創業基地



Dedicated to helping young entrepreneurs from Hong Kong and Macao translate their R&D results to products, the base integrates multiple sites, including Songshan Lake International Robot Industry Base, Songshan Lake Guangzhou-Hong Kong-Macao Cultural and Creative Industries Experimental Park, Songshan Lake High-tech Entrepreneurship Base, Songshan Lake High-tech Co-creation Base, and has a professional team to assist startups from Hong Kong and Macao to take root in the base.

ADMISSION CRITERIA

- The founder of the enterprise is a Hong Kong or Macao resident, a mainland student/graduate in Hong Kong and Macao Universities (undergraduates and postgraduates). Among registered shareholders, Hong Kong or Macao residents and Mainland students/graduates in Hong Kong and Macao Universities (undergraduates and postgraduates) should have accumulated holdings of more than 30% (excluding the original number). The company should be located in Songshan Lake Hong Kong and Macao Youth Innovation and Entrepreneurship Base and belongs to the park's key supporting industries. It should also be an enterprise with an independent legal entity, with all industry and commerce, taxation, statistics relations in the park

FUNDING SCHEME

- Up to RMB6,000 rental subsidy per month for rental space not exceeding 100 sqm, from the second year of a two-year park tenancy
- Eligible Hong Kong and Macao talents can enjoy rental subsidies and cross-border transportation subsidies

TALENT SUPPORT

- A one-off settlement incentive of RMB100,000 to RMB200,000 for innovative startup projects by Hong Kong and Macao talents in the base
- The children of eligible Hong Kong and Macao talents, who have been employed for more than one year in Dongguan, can enjoy the same education admission as Dongguan residents

SUPPORT AND SERVICES

Preferential policies for Hong Kong and Macao tech startups introduced by Songshan Lake are applicable in the base, including:

- Subsidies for talents – for settling in, internship, incentives and tax differentials
- Startup accelerator – landing incentive, office rental subsidy, subsidies for training and exhibitions, and incentives for achievements
- IP facilitation – subsidies and incentives for IP applications and registration
- Business partnership – subsidies and incentives for platform service organisations
- Lifestyle services – residential rental and transportation subsidy, and schooling support
- Facilitation to achieve goals – assistance in strengthening leadership, mentorship, the green channel for company registration, startup service platforms, strengthen IP protection and enhance innovation capabilities

STATION 3: FIND YOUR GBA PARTNER

SHENZHEN

GUANGZHOU

DONGGUAN

ZHUHAI

② SONGSHAN LAKE HI-TECH INNOVATION PARK 松山湖高薪技術創新園



WeChat Public Account:
Songshan Lake Hi-Tech
Innovation Park
松山湖高薪技術創新園

Location:
Songshan Lake Park,
Dongguan



Songshan Lake High-Tech Innovation Park, jointly operated by Songshan Lake High-Tech Entrepreneurship Service Center and Hong Kong Eastern Hopeson Financial Services Group, is incubating enterprises in the fields of AI, robotics, big data and culture. It is aiming to stand out as a “tech + culture” Park.

ADMISSION CRITERIA

- Settled enterprises should focus on one of the four major high-tech industries: high-end electronic information, biotechnology, new energy resources, robotics, or modern services like cultural innovation, Internet, science and technology services, e-commerce, financial services, etc.
- The company needs to register in the Park, and the revenue and tax shall be reckoned in Songshan Lake

FUNDING SCHEME

- Rent-free concessions are granted for projects in line with the direction of the park. Assessment to be based on creativity, developing space and business model
- Hong Kong and Macao entrepreneurship projects can enjoy Songshan Lake benefits including settlement incentives, employment subsidies, internship subsidies, training subsidies, exhibition subsidies, loan discounts and development effect subsidies according to the promotion of Dongguan Songshan Lake for Hong Kong and Macao talent innovation and entrepreneurship implementation measures

SUPPORT AND SERVICES

- | | |
|------------------------------|----------------------------|
| • Business representation | • Legal counselling |
| • Technological innovation | • Angel investment |
| • Human resources | • Training |
| • IP and patent applications | • Matching |
| • Business registration | • Meetings and exhibitions |

STATION 3: FIND YOUR GBA PARTNER

SHENZHEN

GUANGZHOU

DONGGUAN

ZHUHAI

① TSINGHUA SCIENCE PARK (ZHUHAI)

珠海清華科技園



WeChat Public Account:
Tsinghua Science Park (Zhuai)
珠海清華科技園

Location:
Zhuai Hi-tech
Development Zone



The park, co-founded by Tsinghua and the People's government of Zhuai municipality, offers well-developed supporting service facilities and a conducive incubating environment for high-tech enterprises to grow. It has been designated as a “Zhuai Biological Medicine Technology and Innovation Research Base” and also one of the first few incubators of science and technology enterprises recognised by the government of Zhuai municipality.

ADMISSION CRITERIA

- It should be within the scope of the “New High-tech Fields with National Priority Support”
- Business registration and office address should both be located in the Tsinghua Science Park (Zhuai)

- A company should not be registered for more than two years. Projects that have clear technical sources with legal intellectual property rights and no legal disputes
- Projects that are technologically advanced and have certain technological entry barriers
- The market has great growth potential and carries high hopes of economic and social benefits
- The project leader in charge can implement the project's technology transformation
- The office of a company should not be idle for a long time
- No noise, water, air, materials pollution

FUNDING SCHEME

- Rent subsidies of RMB15 per sqm per month for space not exceeding 1,000 sqm, for newly registered enterprises with less than 3 years
- 50% subsidy of office space rental, up to RMB 1 million per year for up to 3 years, for newly introduced biomedical enterprises in the park that have paid-in registered capital of US\$1 million or more than RMB10 million

SUPPORT AND SERVICES

The park's services encompass the following areas:

- Incubation – connects enterprises, governments and universities and community resources to provide support services in technologies, information, business and management, to help mitigate costs and risks for businesses
- Talent development – develops innovation talent by leveraging the educational resources of Tsinghua and other local and overseas higher education institutions
- R&D of high-tech innovation – provides strong technological support and lab facilities for software development and production, ICT, biomedicine, environmental protection and new materials
- Facilitating the commercialisation of R&D results – promotes commercialisation of local and overseas R&D results in China and develops a scaled market for innovation

STATION 3: FIND YOUR GBA PARTNER

SHENZHEN

GUANGZHOU

DONGGUAN

ZHUHAI

② HENGQIN FINANCIAL INDUSTRY BASE

橫琴金融產業基地



Website:
<http://hfcity.com.cn/>

Location:
Hengqin, Zhuhai



The base is Zhuhai's largest hub for promoting financial innovation, converging major enterprises in banking, securities, insurance, financial back-office, factor trading and other major financial institutions. It is supported by preferential policies for financial innovation to be developed as a major offshore financial centre, cross-border property rights (equity) trading centre and a multi-currency industrial investment fund investment centre in southern China, as well as a national showcase for financial innovation.

ADMISSION CRITERIA

- Banks, investments, funds, insurance, securities, and property rights transactions, financial leasing, financial services and other enterprises

FUNDING SCHEME

- 50% subsidy of the monthly office rent (not exceeding RMB80 /sqm) for enterprises that meet the tax payment requirements according to the “Interim Measures for the Support of Industrial Office Buildings in Hengqin New District”

SUPPORT AND SERVICES

- Tax incentive – 15% corporate tax for eligible companies
- Talent – preferential individual income tax for people from Hong Kong and Macao
- Custom duties – preferential rates applied to reduce costs for enterprises
- Financial innovation policies – for embracing innovative financial businesses

STATION 3: FIND YOUR GBA PARTNER

SHENZHEN

GUANGZHOU

DONGGUAN

ZHUHAI

3 TECH-BAY

港灣1號科創園



Website:
<http://www.zhgxjs.com/>

Location:
Zhuhai National Hi-tech
Industrial Development Zone



Tech-Bay, developed and operated by Zhuhai Gaoxin Development and Investment Limited, has been designated as Zhuhai's pilot smart campus and Guangdong's big data campus. It was among the first to be designated as an AI industrial zone. The innovation park operates for both I&T incubation and R&D for smart industries, and targets to draw in R&D institutions and smart industries. The park is designed as an innovation town with smart functional spaces for entrepreneurship and “work, learn, live and leisure”.

ADMISSION CRITERIA

- Technology enterprises of major industries in the Zhuhai High-Tech Zone

FUNDING SCHEME

- Up to RMB300,000 will be granted as a kick-start fund for eligible Hong Kong and Macao innovative entrepreneurship projects landing in the High-Tech Zone
- One yuan annual rent for an office area smaller than 200 sqm for 3 years
- A rent subsidy of RMB15 per sqm for an office space no more than 1,000 sqm for 3 years for eligible technology enterprises in the incubator, more than 1,000 sqm are not eligible for subsidies

SUPPORT AND SERVICES

A key focus of Tech-Bay is to promote the landing and translation of R&D results from Hong Kong and Macao. It offers one-stop services covering:

- Complete incubation services – leveraging the Hi-tech Development Zone's industrial foundations, support policy and well-developed incubation service mechanism
- Independent office spaces for 30-40 startups from Hong Kong and Macao, co-creation spaces, free access to meeting rooms, exhibition and exchange areas, co-sharing leisure and pantry spaces

SHENZHEN

GUANGZHOU

DONGGUAN

ZHUHAI

④ **ZHUHAI ASSOCIATION OF SERVICE TRADE AND OUTSOURCING (ZASTO) – TRADE INFORMATION SERVICE PLATFORM FOR ZHUHAI, HONG KONG AND MACAO**
珠海市服務貿易和外包行業協會 —
珠港澳服務貿易信息服務平台

The image consists of two main parts. On the left, there is a QR code and text providing the website URL: <http://zh.trade.zasto.org.cn/open/index/>. On the right, there is a screenshot of the '珠海市服务外包信息中心' (Zhuhai Service Outsourcing Information Center) website. The screenshot shows a blue-themed interface with several circular icons representing different services: '接发包公共平台' (Public Platform for Receiving and Dispatching Outsourcing), '粤港澳服务贸易信息服务平台' (Platform for Information Services of the Guangdong-Hong Kong-Macao Service Trading Cooperation Zone), 'Big Data' (represented by a bar chart icon), and '大数据工作站' (Big Data Workstation). The background of the screenshot features a bridge and birds in flight.

The association is an industrial, local, non-profit social organisation that promotes the exchange and development of talent and commercial enterprises. The trade information service platform is the association's service portal consolidating information on policy support, legal frameworks, guides to setting up a business, corporate services, business solutions and innovation resources, to promote Hong Kong and Macao companies' understanding of relevant policies and business operations in Zhuhai.

ADMISSION CRITERIA

- As a public service platform for service trade and outsourcing in Zhuhai, the association has always upheld the principles of “building platform, integrating resources, serving the industry, and collaborative development” and welcome enterprises in the industry to actively communicate with the platform and association. Through these association facilitates collaboration among enterprises and the growth of service trade and outsourcing industry

SUPPORT AND SERVICES

- Policy consultation
- Project matching
- Talent recruitment and training
- International exchange
- Brand building
- Management system consulting
- Introduction of business management models
- Laws and regulations

STATION 3: FIND YOUR GBA PARTNER

	Electronics		Information and Communications		
	Electronic Products	Semiconductor	Telecom Device	AI	Big Data
Shenzhen					
Qianhai Shenzhen-Hong Kong Youth Innovation and Entrepreneur Hub	✓	✓	✓	✓	✓
RUNAccelerator	✓	✓	✓	✓	✓
The International Fintech Center of the Greater Bay Area (IFCGBA)				✓	✓
Tianan Cloud Park	✓	✓	✓	✓	✓
Shenzhen Venture Valley (SVV)	✓		✓	✓	
Entrepreneurship and Innovation Hub (InnoHub), CUHK Shenzhen Research Institute			✓	✓	✓
Guangdong-Hong Kong-Macao Youth Innovation and Entrepreneurship Center (Futian)		✓		✓	
Guangzhou					
Guangzhou International Bio-island					
Guangdong Medical Valley Investment Management Co., Ltd					
Research Institute of Tsinghua, Pearl River Delta (ITPRD)	✓	✓	✓	✓	✓
Dongguan					
Songshan Lake Hong Kong-Macao Youth Innovation and Startup Base	✓			✓	✓
Songshan Lake Hi-Tech Innovation Park	✓			✓	✓
Zhuhai					
Tsinghua Science Park (Zhuhai)	✓	✓	✓	✓	✓
Hengqin Financial Industry Base	✓	✓		✓	
Tech-Bay	✓	✓	✓	✓	✓
Zhuhai Association of Service Trade and Outsourcing (ZASTO) - Trade Information Service Platform for Zhuhai, Hong Kong and Macao		✓		✓	✓

Fig 1: GBA partners' I&T focuses at a glance

HKSTP TECHNOLOGY CLUSTERS

Technology		Material and Precision Engineering		Biomedical Technology			Green Technology
Cloud Computing	Fintech	Advanced Materials	Precision Machining	Diagnostics and Bioinformatics	Therapeutics	Medical Device	Energy Conservation and Environmental Protection
✓	✓	✓		✓	✓	✓	
✓	✓	✓	✓	✓	✓	✓	✓
✓	✓						
✓							✓
				✓		✓	
✓	✓		✓				
				✓	✓	✓	
				✓	✓	✓	
✓		✓	✓	✓	✓	✓	✓
		✓			✓		
✓	✓	✓		✓			
✓				✓			
✓	✓	✓					
✓							

STATION 3: FIND YOUR GBA PARTNER

	Connections with related local government departments	Connections to local production resources
Shenzhen		
Qianhai Shenzhen-Hong Kong Youth Innovation and Entrepreneur Hub	✓	✓
RUNAccelerator		✓
The International Fintech Centre of the Greater Bay Area (IFCGBA)	✓	✓
Tianan Cloud Park	✓	✓
Shenzhen Venture Valley (SVV)	✓	✓
Entrepreneurship and Innovation Hub (InnoHub), CUHK Shenzhen Research Institute	✓	✓
Guangdong-Hong Kong-Macao Youth Innovation and Entrepreneurship Centre (Futian)	✓	✓
Guangzhou		
Guangzhou International Bio-island	✓	✓
Guangdong Medical Valley Investment Management Co., Ltd	✓	✓
Research Institute of Tsinghua, Pearl River Delta (ITPRD)	✓	✓
Dongguan		
Songshan Lake Hong Kong-Macao Youth Innovation and Startup Base	✓	✓
Songshan Lake Hi-Tech Innovation Park	✓	✓
Zhuhai		
Tsinghua Science Park (Zhuhai)	✓	✓
Hengqin Financial Industry Base	✓	✓
Tech-Bay	✓	✓
Zhuhai Association of Service Trade and Outsourcing (ZASTO) - Trade Information Service Platform for Zhuhai, Hong Kong and Macao	✓	✓

Fig 2: GBA Partners' business services at a glance

SERVICE PROVIDED FOR TENANCY

Consulting services on company registration, finance and legal compliance	Connections to local service providers	Assistance on applying for government subsidies	Guidance on housing, education and other daily issues
✓	✓	✓	✓
✓	✓	✓	
✓	✓	✓	✓
✓	✓	✓	✓
✓	✓	✓	✓
✓	✓	✓	
✓	✓	✓	✓
✓	✓	✓	
✓	✓	✓	✓
✓	✓	✓	✓
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✓	✓	✓	✓
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✓	✓	✓	✓
✓	✓	✓	
✓	✓	✓	✓



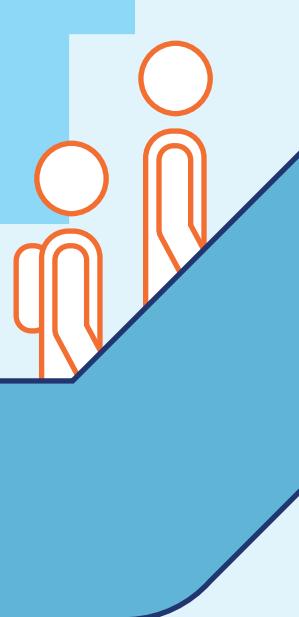
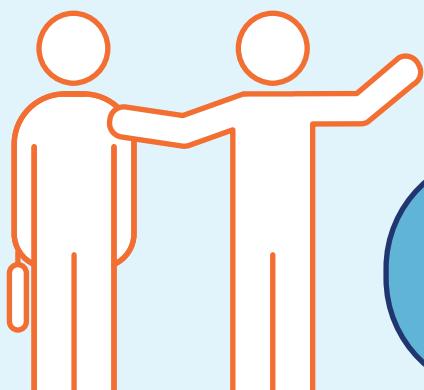
STATION 4:

START YOUR GBA BUSINESS

REGULATORY
ISSUES



OFFICE
SPACE



COMPANY
REGISTRATION



RECRUITMENT



TAX →
LEGAL →

Learn everything from A to Z about starting a business in Mainland China, and how HKSTP's GBA Express can help you find success with your GBA expansion strategy.

→ COMPANY REGISTRATION

WHAT TYPE OF COMPANIES CAN FOREIGNERS SET UP?

There are five types to choose from:

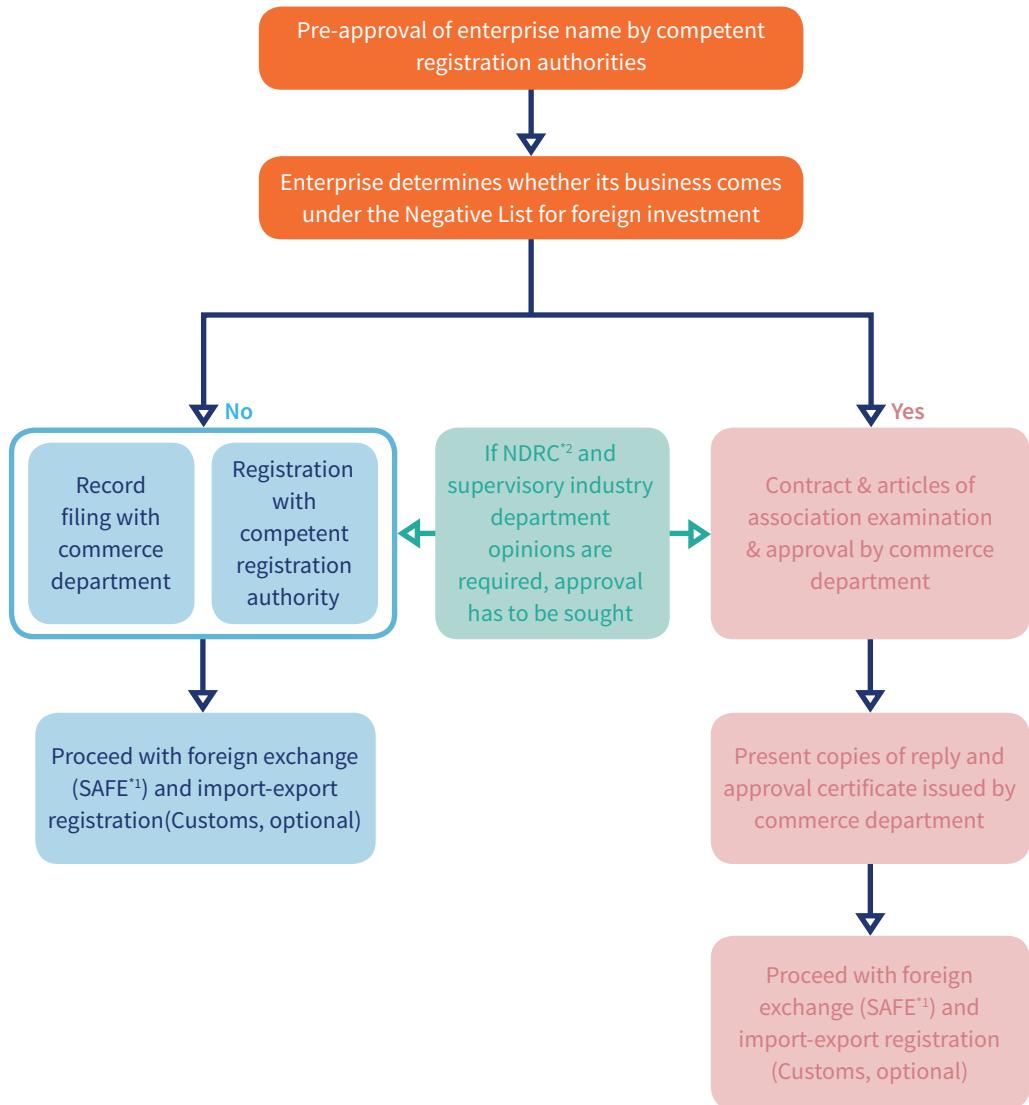
-  **Wholly foreign-owned enterprises**
-  **Foreign-invested partnerships**
-  **Sino-foreign joint ventures**
-  **Foreign representative offices**
-  **Sino-foreign cooperative joint ventures**

The first three types are generally limited liability companies (“LLC”), in which liability is limited to the company’s capital contribution. LLC is the recommended form for start-ups, for the following reasons:

- 1** Shareholders’ liability is limited to the amount of their capital contributions and shareholders’ personal assets are not at risk.
- 2** Low operating costs and simple company structure
- 3** Established angel investors and VCs tend to plan their investments for LLCs. Therefore, registering the company as LLC will help to attract investment

Foreign investment is restricted for certain industries in China. All foreign-related investment requires prior approval by the commerce authorities. Before registering a company in China, it is essential to understand specific requirements for companies with foreign capital. The “Guidelines for Foreign Investment Industries”, “Special Administrative Measures (Negative List) for the Access of Foreign Investment” and “Company Law” for relevant regulations are good references.

PROCEDURES FOR THE ESTABLISHMENT OF FOREIGN-INVESTED ENTERPRISES



¹ SAFE: State Administration of Foreign Exchange

² NDRC: National Development and Reform Commission

STATION 4: START YOUR GBA BUSINESS

SELECTION OF REGISTERED ADDRESS

A registered business address can be of a physical office location or virtual business address.



Physical business address

This is the address of a physical space, either owned or leased (proof required), that can be used as an office or manufacturing location.



Virtual business address

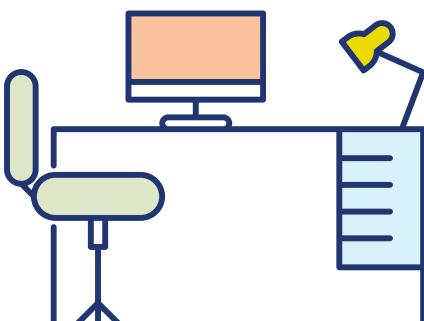
This is the address of a third-party, such as a development zone approved by the Administration for Industry and Commerce. This address need not be used as the main office of the company.



TIPS



- Different cities have different requirements for registered addresses. For details, please refer to requirements published by the local industrial and commercial bureau;
- Startups are recommended to settle in incubators or shared office space to save costs and use their registered addresses. However, some incubators may not provide a redemptive lease contract for address registration. Remember to clarify that before leasing;
- The change of tax reporting across cities is complicated. To avoid subsequent changes, it is recommended to confirm which city to stay when choosing a registered address.





Open Bank Account

Basic account (mandatory, each company can only open one basic account):

After completion of company registration, the entrepreneur can make an appointment with the bank, obtain a certificate for opening a bank account and open a corporate account. The basic account will be an RMB account, which is for cash withdrawal, wage and bonus payment, as well as general settlement.

Non-compulsory accounts

- General Account: cash deposits, loan transfers, and loan repayments can be processed, but cash withdrawals and salary payment are not allowed
- Ordinary Foreign Currency Account: used for corporate import and export and general settlement
- Capital Account: An account established by Chinese and foreign investors of a foreign-invested enterprise to invest foreign exchange capital, which can also be used for foreign currency expenditures under the current account and foreign exchange expenditures under capital account approved by SAFE. To open a capital account, you must first register for foreign direct investment (FDI). The above procedure takes a long time and you need to prepare well in advance.



Open Bank Account

1. After obtaining the business license, you must apply for a tax registration certificate from the local tax bureau within 30 days. Entrepreneurs can log on to the electronic tax bureau website of the tax bureau for online processing, and then submit paper materials, or go directly to the nearest tax bureau for tax registration procedures;
2. You need to apply for and purchase a suitable tax control machine. After you install an invoice printer and apply for the blank invoice, you can issue an invoice in the name of your company;
3. You may also commit the above matters to a local service provider.



Applying for Business License

1. Business licenses refer to the licenses for certain industries as required by law, and they need to be handled by competent authorities. Examples are tobacco sales licenses, pharmaceutical business licenses, and dangerous goods business licenses, etc.
2. Usually, when the company registers for the business scope approval (a few industries need to get the preapproval), the Administration for Industry and Commerce will advise on required qualifications/permits, or you can consult with related service providers. If the company runs the business without a permit, a fine will be imposed and seriously affect the company's business operation.

STATION 4: START YOUR GBA BUSINESS

→ TAX

WHAT TAX ITEMS ARE REQUIRED FOR STARTUPS WHEN OPERATING ON THE MAINLAND?

Companies and their employees operating in GBA are subject to corporate income tax, value-added tax (VAT), consumption tax, stamp duty and other forms of taxes. Companies also need to withhold and remit employees' individual income tax.

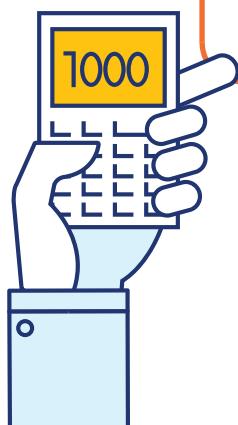
CORPORATE INCOME TAX

Local or foreign enterprises established and/or operating in Mainland China are subject to corporate income tax at a rate of 25%. It is calculated based on the tax year (January 1-December 31), and have to be prepaid in months or quarters, and reconciled at the end of the year.



VAT

Value added tax (VAT) is levied on the value added arising from the sales of goods, the provision of taxable services or the carrying out of taxable activities within China as well as on the import of goods. All enterprises and individuals engaged in the sale or import of goods; provision of processing, repair or maintenance services; sales services; intangible assets and real properties in China have to pay VAT. VAT taxpayers are divided into small-scale taxpayers and general taxpayers. General taxpayers are eligible for input VAT deduction, while most small-scale taxpayers are not. It is recommended that when a company's sales have met the requirements, it should apply to be a general taxpayer to be eligible for input VAT deduction.



CONSUMPTION TAX

Consumption tax is levied on a small number of consumer goods and on specific consumption activities on top of VAT. Consumption tax is calculated according to the sales amount and sales volume of taxable consumer goods.



INDIVIDUAL INCOME TAX (IIT)

Individuals who are considered resident taxpayers in China are subject to individual income tax in China for their global income, at progressive tax rates of 3% to 45%. The IIT rate for investment income (such as dividends, income from equity transfers, etc.) is 20%. Employers should withhold and pay employees' IIT monthly.

STAMP DUTY

The tax rate is low. For example, a house lease contract is calculated as 1/1000th of the total lease amount.



ADDITIONAL TAXES

Such as urban maintenance and construction tax, education surtax, local education surtax, and others.



STATION 4: START YOUR GBA BUSINESS

VAT TAX RATES AT A GLANCE

Taxpayer	Tax Payable	Business Type	Tax rate
General taxpayer	VAT payable = Current output tax – Current input tax	Sales and import of general goods; processing, maintenance and repair service; leasing of physical assets	16%
		Transportation and delivery service, postal service, telecommunications infrastructure, construction service, sales and lease of fixed assets, transfer of land use rights	10%
		Value-added telecommunications service, finance service, modern services (such as research and technology, IT, cultural innovation, logistic assistance and assurance consultation), lifestyle services (such as F&B, lodging), sales of an intangible assets (excluded land use right)	6%
		Simple calculation	3%
		Export goods	0
Small-scale taxpayers	VAT PAYABLE = TAXABLE SALES X TAX RATE		3%

COMPARISON BETWEEN MAINLAND AND HONG KONG TAX SYSTEM

	Mainland	Hong Kong
Tax type	A wide range of taxes, including income tax (corporate income tax and personal income tax), turnover tax (value-added tax and consumer tax), real estate related taxes (land value-added tax, real estate tax, cultivated land occupation tax and urban land use tax) and other deed taxes, stamp taxes, Customs duties, leather purchase tax, vehicle and vessel tax, resource tax, environmental protection tax, urban maintenance and construction tax, ship tonnage tax and tobacco leaf tax, etc.	The main taxes include salaries tax, profits tax, property tax, stamp duty, rates, government rent, gaming tax, dutiable goods (commodity tax), air passenger departure tax, etc.
Corporate income tax/ profit tax	<p>Mainland levies corporate income tax on global income.</p> <p>The statutory tax rate is 25%. Lower rates apply to eligible businesses.</p> <p>Income from the sale of fixed assets is also treated as ordinary income.</p> <p>There is no capital gains tax in Mainland China.</p>	<p>Only profits derived from Hong Kong are considered “taxable income” subject to profits tax.</p> <p>Two-tiered corporate tax rates:</p> <p>Assessable profits not exceeding HK\$2 million shall be taxed at 8.25%; and 16.5% thereafter.</p> <p>The assessable profits of partnerships and sole proprietorships of the HK\$2 million is taxed at 7.5%; and 15% thereafter.</p> <p>Profits or interest income from the issuance of eligible debt instruments before April 1, 2018, is subject to the general tax rate of 8.25%.</p> <p>Profits or interest income on qualifying debt instruments issued on or after April 1, 2018, is exempt from profits tax.</p>

STATION 4: START YOUR GBA BUSINESS

WHAT ARE THE PREFERENTIAL TAX POLICIES FOR TECH STARTUPS?

1 TAX INCENTIVES

Enterprises that have obtained the “Technologically Advanced Service Enterprise Certificate” can apply for reduced corporate income tax rate of 15%, and a deduction for employee education expenses not exceeding 8% of total wages and salaries. The certificate is valid for three years, and renewable on application before expiry.

2 TAX CONCESSIONS

A 10% corporate income tax deduction, reduced to 15% for eligible high-tech enterprises with a valid “Technologically Advanced Service Enterprise Certificate”.

3 R&D EXPENSES PLUS TAX DEDUCTIONS

50% of the actual R&D expenses incurred for the development of new technologies, new products and new technologies can be deducted, and 150% pre-tax amortisation is allowed for intangible assets resulting from R&D.

Based on the tax connections and R&D expenses deduction, the profits tax can be substantially reduced, as illustrated by this example:

The total profit of a company is RMB1.75 million, the ordinary corporate income tax = RMB1.75 million x 25% = RMB437,500.

For enterprises eligible for tax concessions and reduction of R&D expenses of RMB1 million, the reduced corporate income tax = (RMB1.75 million – 1 million x 75%) 15% = RMB150,000.

4 TAX INCENTIVES FOR SMALL LOW-PROFIT COMPANIES

Enterprises with VAT sales of RMB5 million or less each year can apply to be a small-scale taxpayers, to enjoy VAT tax rate of 3% (except where the 5% tax rate applicable). VAT small-scale taxpayers with monthly sales of less than RMB100,000 are exempt from VAT (applicable from January 1, 2019 to December 31, 2021).

For small profit-making enterprises with taxable income not exceeding RMB1 million, only 25% of its income will be taxed, at a rate of 20%. Those that have annual taxable income exceeding RMB1 million but not exceeding 3 million, only 50% of its income will be taxed at a rate of 20% (applicable from January 1, 2019 to December 31, 2021).

5 PREFERENTIAL TAX POLICIES FOR DOUBLE SOFTWARE CERTIFICATIONS

A company that has more than one operational software product can apply for a software product registration certificate and a software enterprise certificate. Holders of the double certificates can apply for exemption of corporate income tax from the first year to the second year, and reduction of half of the corporate income tax from the statutory tax rate of 25% in the third to the fifth year. Major strategic software companies of national importance enjoy reduced corporate income tax rate at 10%, if they have not received tax exemption in the same year.



ELIGIBILITY CRITERIA FOR THE “TECHNOLOGICALLY ADVANCED SERVICE ENTERPRISE CERTIFICATE”

- i. The enterprise must be registered in mainland China;
- ii. The applying enterprise must be engaged in businesses within the “Technically Advanced Services Business Certification Scope”, and have advanced technology or strong R&D capabilities;
- iii. More than 50% of its employees have attained tertiary education level;
- iv. More than 50% of the company’s total revenue must be generated from business within the eligible scope; and
- v. No less than 35% of the company’s total revenue must be generated from offshore service outsourcing.



HIGH-TECH ENTERPRISES MUST MEET THE FOLLOWING CRITERIA:

- i. Own the IP rights of its core technology;
- ii. Its core technology must fall within the scope of the high-tech fields supported by the state;
- iii. No less than 10% of its staff must be in R&D and related technology innovation activities;
- iv. The total corporate R&D expenses comprise no less than 3% of its total sales revenue above RMB200 million in the most recent year, or 5% when sales revenue less than RMB50 million in the most recent year. The proportion of R&D expenses incurred in China accounts must be no less than 60% of all R&D expenses;
- v. No less than 60% of its total revenue is generated from high-tech product (service) in the most recent year;
- vi. The innovation capability of the company is deemed to have met relevant requirements; and
- vii. No major infringements of safety, quality, or environmental stipulations in the previous year.

STATION 4: START YOUR GBA BUSINESS

PREFERENTIAL INDIVIDUAL INCOME TAX (IIT) POLICY FOR THE GREATER BAY AREA (GBA)

WHAT IS IT?

All nine GBA cities in Pearl River Delta offer a fiscal subsidy to individuals who qualify as foreign high-end talent or in-demand talent working in those cities who meet a set of criteria (listed on the next page). The subsidy will cover the difference in the Individual Income Tax (IIT) on eligible personal income payable in mainland China and the 15% standard income tax rate for Hong Kong. The subsidy is exempt from PRC IIT.

What does this mean? Eligible individuals' actual tax burden in GBA cities will fall below 15%.

Personal income eligible for the subsidy

Salary and wages, independent personal services income, author's remuneration, royalties, income from business operations, and subsidies awarded to individuals who participate in selected talent programmes or projects.

Validity period

The policy was effective from 1 January 2019, and is valid for 5 years.

Application deadline

From 1 June to 31 August of the year after the taxable year (E.g. the deadline for the subsidy of 2019 is 31 Aug, 2020. The deadline is subject to the specific notification of each city).





Eligibility

These people are eligible for the preferential IIT policy

- Permanent residents of Hong Kong or Macao (SAR)
- Hong Kong residents who came to Hong Kong through the Hong Kong entry scheme for talents, professionals, and entrepreneurs
- Residents of Taiwan region
- Foreign nationalities, or
- Overseas students or overseas Chinese who have obtained foreign permanent residence status; and overseas Chinese

Other Criteria

Eligible persons must already be paying IIT in accordance with PRC IIT laws and regulations, comply with ethical and integrity requirements related to scientific research, and are highly valued talent who belong to any one of the categories below:

1. Persons selected by key national, provincial, or municipal talent programs; persons in possession of “Superior Talent Card”; persons in possession of Class A Work Permit or Confirmation Letter of High-level Foreign Talent status; and other high high-level foreign talent recognised at the national, provincial, or municipal level;
2. Members of a scientific research & development team that is part of a key national, provincial or municipal innovation platform; or members of scientific research & development team member at a college, research institution, hospital, or other related organisations;
3. Core technical or skilled personnel or outstanding management personnel employed or establishing businesses in key industries or sectors in the Guangdong province;
4. Other urgently-needed talent with special expertise recognised by the nine GBA mainland cities.

→ **LEGAL**



**WHAT LAWS APPLY FOR
BUSINESSES IN CHINA?**



Get familiar with the following rules and regulations for running a business on the Mainland:

- “Market Access Negative List (2018 version)”
- “Administrative Measures for the Authorization Registration of Foreign-invested Enterprises (Revised in 2016)”
- “Company Law of the People’s Republic of China (Revised in 2018)”
- “Law of the People’s Republic of China on Sino-Foreign Equity Joint Ventures (Revised in 2016)”
- “Law of the People’s Republic of China on Sino-Foreign Cooperative Enterprises (2017 Amendment)”
- “Law of the People’s Republic of China on Wholly-Foreign Owned Enterprises (2016 Amendment)”
- “The Mainland and Hong Kong Closer Economic Partnership Arrangement” and other supplementary agreements
- “Contract Law of the People’s Republic of China”
- “The Labor Law of the People’s Republic of China (2018 Amendment)”
- “Labor Contract Law of the People’s Republic of China (2012 Amendment)”
- “Regulations of the People’s Republic of China on the Administration of Foreign Exchange (2008 Revision)”
- “Enterprise Income Tax Law of the People’s Republic of China (2018 Amendment)”
- “Individual Income Tax Law of the People’s Republic of China (2018 Amendment)”
- “Implementation of the Individual Income Tax Law of the People’s Republic of China (2018 Amendment)”

Learn more on www.mofcom.gov.cn/



CAN WE CHOOSE TO APPLY HONG KONG LAW WHEN SIGNING CONTRACTS IN MAINLAND CHINA?

The “Law of the Application of Law for Foreign-related Civil Relations of the People’s Republic of China, Article 41” allows contractual parties to choose the laws applicable to contracts by agreement. If no specific choice is made, the laws at the habitual residence of the party shall apply. The “Guidelines on Judging Correctly Identifying Port-related Factors in the Trial of Civil and Commercial Security Examinations” formulated by Qianhai Court, allows parties to apply Hong Kong law as long as the subject, object or legal fact include Hong Kong-related factors.



NOTARIZATION SYSTEM

The mainland’s notarization system follows the civil law system. There are specialised notary offices and associations set up in different location throughout China. Notary offices may conduct investigations when handling notarization affairs and shall be responsible for the authenticity and legality of the content of the certification.



→ INTELLECTUAL PROPERTY

HOW TO PROTECT MY IP?

There are 4 main types of IP rights in Mainland: trademark rights, patent rights, copyrights and trade secrets. IP is essential to business operations, as enterprises need it to apply for government assistance and obtain financing. Start-ups should pay extra attention to protecting patents.

How does an IP application protect a company's core technologies? In short, Trademark protects the company's logo (Chinese, English, graphics); Software copyright protects software and code; New method and process categories can apply for invention patents; Product structure improvement can apply for invention patents and Utility model patents; Design patents can be applied for protection of exterior design.

To know more about IP related policy and details, visit the following websites:

- CNIPA National Intellectual Property Administration, PRC <http://www.sipo.gov.cn/>
- National Copyright Administration of the People's Republic of China <http://www.ncac.gov.cn/>
- Trademark Office of National Intellectual Property Administration, PRC <http://sbj.cnipa.gov.cn/>
- Intellectual Property Protection in China <http://ipr.mofcom.gov.cn/index.shtml>

As the application of IP involves complicated legal issues and procedures, it is suggested that the company entrust a credited Intellectual Property Agency to handle related issues, if there isn't a specialist in the company.

LIST OF MAJOR INTELLECTUAL PROPERTY APPLICATION FEES

Type of IP	Price	Remarks
Trademark	1000-1500	Individual application: Provide self-employed license and ID card Enterprise application: Provide a copy of your business license
Copyright	Artwork: 800/piece Series works: 200/piece	Certificates will be issued within 35-40 working days
Patent	5500-8000	For processing fee reduction: Corporate tax does not exceed 300k, individual income not exceeding 42k
Utility model patents	Around 3000	
Design patent	Around 1000	

* Prices are for reference only and may fluctuate according to the commissioned agency.



TIPS

- You may apply for a patent as long as it is theoretically feasible or operable. As patent protection is calculated from the filing date, the inventor should make the application as soon as possible.
- An annual patent fee is required to keep the patent valid.
- Duration of patent protection: 20 years for invention protection, 10 years for utility model and design protection.
- If the registered trademark has not been used for 3 years, others may apply for the cancellation to obtain the trademark and related rights.
- When registering for software copyright, multiplatform protection should be considered.

CAN HONG KONG REGISTERED TRADEMARKS STILL BE USED AND PROTECTED?

Trademark rights are restricted by geographical scope, such that trademarks registered in Mainland are only protected by mainland intellectual property rights. Therefore, if your trademark is registered in Hong Kong, you can still use it in Mainland, but it is not protected by the law. Also, note that the usage of unregistered trademarks may infringe on the IP rights of registered trademarks.

Currently, the State Intellectual Property Office is responsible for trademarks registration management and administration. In case of dispute, you can complain about the local trademark management department or local market supervision department. You may also sue to the people's court, but generally, you need to hire an intellectual property agent to do so.



→ TALENT RECRUITMENT

WHERE TO RECRUIT?

1. By referral: In the early days of the business, owing to the factors of scale and brand awareness as well as future uncertainty, hiring is usually based on referral. However, as companies expand their market share and develop a mature business model, they have higher requirements for talent's professionalism. Hence, the referral may not be enough to satisfy this requirement.
2. Online recruitment: Low cost and the most common hiring method. Targeting the general positions in marketing and sales, or the condition that the company does not in a large demand for the labor force and have adequate time. After posting the recruitment advertisement, just wait for things to happen.
3. Headhunter: Targeting management or professional talents. The company could recruit talents through headhunters if they have enough budget.
4. Participate in Greater Bay Area Innovation and technology events. Entrepreneurs need a platform to share their entrepreneurial ideas to attract talents. You can connect with the right talent when participating in this sort of talent-converging events. If you are a speaker of an event, don't hesitate to list out your recruitment needs at the end of your sharing.



COMMON HIRING CHANNELS

- Social media like Weibo, WeChat official account
- Recruitment websites like Zhaopin.com, YingJieSheng.com, 51job.com
- Vertical recruitment websites, such as Lagou.com which designed for senior practitioners in the Internet industry

REFERENCE:

1. National Bureau of Statistics of China provides salary statistics in different industries across provinces
2. Recruitment and salary research report conducted by recruitment websites or consulting firms
3. Direct negotiation with the applicants on their expected salary, incorporating with the industry standard and applicant's previous salary rate to have a preliminary estimation

Things to be noticed: Except for the subsidy of overtime working, special environment subsidy, and statutory labor benefits, staff minimum monthly salary cannot be lower than the local minimum wage standard.

Also, many start-ups would motivate employees and senior executives by Stock Compensation which includes stock options, restricted stocks or virtual shares.

→ R&D SUPPORT & CERTIFICATION

R&D RESEARCH PLATFORMS

The research platforms, research fields and projects in Shenzhen, Guangzhou and Dongguan can be found on the following websites.

City	R&D research platforms	Introduction	URL	
Shenzhen	List of key laboratories	On the development of universities and research institutes in Shenzhen, the key labs cover many fields such as electronic information, Internet, biology, advanced manufacturing, etc.	https://www.irshare.cn/ Sz_yqmh/	
	List of engineering centers	Research and development centers set up by Shenzhen companies, mainly cover information technology, bio-medicine and other industry segments		
	List of public technical service platforms	Provide a platform for Shenzhen SMEs' innovative R&D, and make up the fewer R&D capabilities of the individual company		
	List of scientific research institutions	Research institutes, bases and centers that have been engaging in scientific research in Shenzhen for a long time	http://sz.kjzxfw.com/ keyan/list.html	
Guangzhou	List of scientific research institutions	Including research institutes and companies engaged in research and development in Guangzhou	http://guangzhou.kjzxfw. com/keyan/list.html	
	List of innovation carriers	Including Guangzhou Enterprise Technology Center, Engineering Technology Research and Development Center, Key Labs, New R&D Institutions, etc.	http://www.gzstp.cn/ rs/page/home-page! toResource.action	
Dongguan	List of scientific research institutions	Including research institutes and companies engaged in R&D in Dongguan	http://dongguan.kjzxfw. com/keyan/list.html	

Besides, Guangdong Province has established a laboratory system sharing platform consisting of national key laboratories, public laboratories, key scientific research bases and enterprise key laboratories.

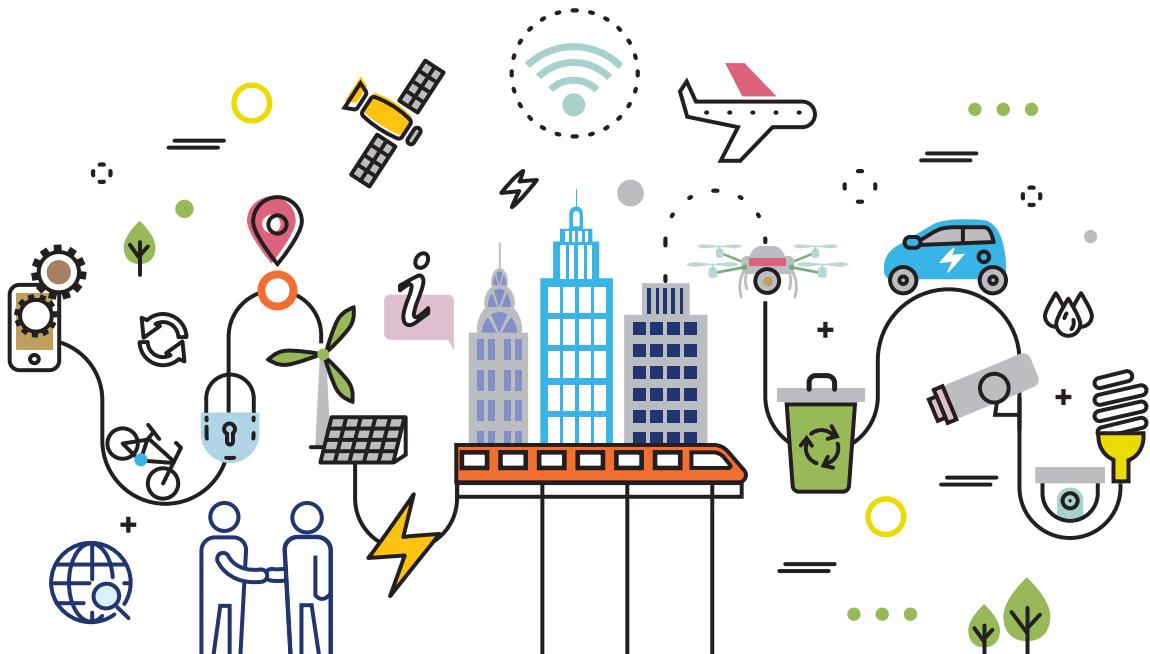
STATION 4: START YOUR GBA BUSINESS

WHAT INSPECTION, TESTING AND CERTIFICATION ARE NEEDED?

List of major institutes of inspection, testing and certification in some industries

Category	Name of inspection, testing and certification	Summary
Comprehensive	National High-tech Enterprise Certification	Certification requirements and procedures can be found in the high-tech enterprise certification management website: http://www.innocom.gov.cn/
	ISO9001 Certification	Quality management system standards
	ISO14001 Certification	Environmental management system standards by the International Organization for Standardization (ISO)
	OHSAS18001 Certification	Health and safety management system standards developed by the British Standards Institute, Norwegian Register of Shipping and other organizations
Internet and Information Technology	Software Product and Software Enterprise Evaluation	A membership service provided by Beijing Software and Information Service Industry Association
	[Trusted website] Verification services	A third-party certification and auditing to ensure the authentic verification of the website
	ITSS Information Technology Service Certification	A service to guide the implementation of standardized and trusted IT services
	Third-party payment license	The very high registered capital is required to apply for the license
	Bluetooth certification	The certification process for any product using Bluetooth wireless technology
Robot	CR Certification of China Robot Product	The national product specification certification for the robot industry, main certification objects include industrial robots, service robots, robot parts and components, robot application integration systems, etc.
Industrial engineering	Qualification rating of audio and video integration engineering enterprises	Qualification rating rules for system integration engineering enterprise of audio and video, lighting, and intelligent video, formulated and issued by the China Audiovisual Association. Qualification assessment is applied by the enterprise voluntarily
	Electronics verification	Covers electromagnetic compatibility, radiofrequency, safety testing, chemical testing, reliability testing, etc.
	Construction Testing	Testing on energy-saving materials, decoration materials, hydroelectric materials, municipal transportation engineering materials, etc.

GBA SUCCESS WITHIN REACH – CASE STUDIES



Tech startups from anywhere in the world will find unique opportunities to further their innovation ambitions in the Greater Bay Area. No matter their stage of development, startups will gain the right support to expand their tech ventures when they join the HKSTP ecosystem and establish a solid foothold to support their GBA expansion, by capitalising on the results-driven support programmes of HKSTP's **GBA Express**.

SCENARIO 1

A EUROPEAN FINTECH STARTUP GETS GBA EXPRESS SUPPORT TO SHOOT FOR THE STARS IN GBA

Fintech Select (pseudonym, FS for short) is a fintech startup originally incorporated in Sweden developing AI algorithms to facilitate trading of stock, securities and futures. Perceiving significant development potential for fintech in Hong Kong, a world-leading financial market, FS joined HKSTP's Incu-Tech programme in 2019 and enjoyed HKSTP funding support in excess of HK\$1 million over three years, as well as access to office space, co-working labs and business development guidance.

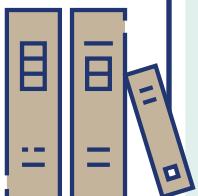
STATION 4: START YOUR GBA BUSINESS

What stage of development is your company at?



We are in the second year of the Incu-Tech programme. After moving to Hong Kong, we became increasingly aware of the immense potential of fintech development in this part of the world. We learned from the HKSTP website that the EY Fintech Adoption Index 2019 indicates China leads the world in fintech adoption at a consumer level. We believe Hong Kong is a good place to leapfrog into the Greater Bay Area and access R&D capabilities as well as government support and the enormous China market. We are beginning to explore how we can enter GBA, through the support of HKSTP's **GBA Express** programme.

What challenges are you facing in your GBA expansion plan?



GBA is still very much an unknown territory for us, so we need a lot of hand-holding. We need a guide or mentor that we totally trust to steer us into GBA. We need to make an informed decision about where in GBA we can go next and find out about all the requirements for company registration, tax and other legal issues.

We need to work out how to protect our IP and what R&D help, investment and business services we can access to speed up our progress. We also need to ascertain if there is a pool of developers in China that we can recruit or if we can relocate our Swedish or Hong Kong staff to mainland China through simple procedures, at minimal incremental costs.

Which GBA Express support programmes are most useful for you?



The **GBA Best Practice Sharing** is very helpful. Through the expert sharing and advisory forums, we can ask questions about everything we should know before finalising our plans to set up a GBA offshoot.

Through the **R&D Collaboration** connections of **GBA Express**, we have met some potential partners who can add value to our R&D and provide instant access to a pool of knowledgeable tech professionals, so that we can hit the ground running. The **Regulatory Facilitation** has helped us get acquainted with the regulatory environment, and build connections with local partners and relevant government bodies.

SCENARIO 2

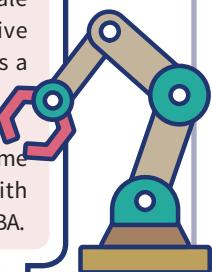
AN ASIAN AI-POWERED ROBOTICS STARTUP LEVERAGES GBA EXPRESS TO PREPARE FOR MASS PRODUCTION ACROSS THE BORDER

AI Asia (pseudonym), a recent graduate of HKSTP's Incu-Tech programme, has developed a proprietary predictive AI device able to inspect building integrity and use AI-powered robotics for autonomous building inspection and prediction of system failure risks.

What stage of development is your company at?

We completed the Incu-Tech programme with flying colours. We were a winner in an HKSTP startup competition, and we have connected with investors and industrial users through HKSTP's global investment matching and IndustryConnect programmes. We are well on the way towards large-scale commercialisation of our solution. We believe our solution has extensive application potential globally, given that high-rise building maintenance is a significant priority for ensuring public safety in any major city.

We have already produced a prototype through HKSTP's accelerator programme IDM2. Now we have to fulfill mass production standards and connect with manufacturing facilities and the supply chain to embark on mass production in GBA.



What challenges are you facing in your GBA expansion plan?

Talent is a big one. We prefer to have engineers who have studied or worked overseas because their overseas exposure will help us understand the needs of different cities. I think recruiting developers in China will not be difficult but we do need to find specialists who can add value to our R&D work.

Another concern is where to safely store our core development and core logic. We need an iron-clad guarantee that our IP and our assets are protected. We also need to work out the ins and outs of business operations in China, so that there will be no unpleasant surprises, and to ensure compliance with all tax and legal requirements.

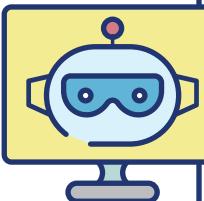


Production is a priority for our GBA venture. We need to have a good grasp of the supply chain compatibility and ascertain reliable production support.

STATION 4: START YOUR GBA BUSINESS

Which GBA Express support programmes are most useful for you?

We appreciate the **Landing Support** from **GBA Express** to help us prepare for a seamless landing at Qianhai in Shenzhen, while maintaining our R&D base in Hong Kong. This helps us take advantage of the uniquely complementary attributes offered by both Hong Kong and Shenzhen.



The Talent Recruitment Service help us access a talent pool in Hong Kong and the region ready to explore opportunities in GBA together with us, as well as connect with high-quality mainland tech talent.

The biggest help was in the areas of **Supply Chain Development, Prototyping & Manufacturing and Investment Matching**. These support services save us a lot of ground work to find trustworthy suppliers and production partners. We are also plugged into a network of investors in the Greater Bay Area, giving us access to ample resources to accelerate our R&D to commercialisation.

SCENARIO 3

A HONG KONG SMART HOME SOLUTION DEVELOPER READY TO EXPLORE THE ENORMOUS GBA MARKET BY RIDING ON GBA EXPRESS

MakeSmart (pseudonym) has been involved in the R&D of smart home solutions at Hong Kong Science Park for the past three years. As a tenant of Science Park, it has participated in HKSTP's acceleration programmes such as IDM2. It has made small batches of prototypes at HKSTP's facilities and trialled its products in a real-life setting at the Science Park Living Lab.

What stage of development is your company at?



We are now ready for mass production. We want to find a base in GBA complementary to our base at Science Park. Through the GBA subsidiary, we hope to access a comprehensive supply chain, from suppliers of production materials to purchasing, and tap China's production capabilities and quality certification systems.

Our ultimate goal is to capture a reasonable share of the sizeable domestic consumer market of mainland China. We want government and corporate guidance on how to develop a bigger market in GBA and access to marketing channels and resources in GBA. Hopefully that will give us a solid footing to expand our market regionally and globally through our Hong Kong presence.

*What challenges are you facing
in your GBA expansion plan?*

Initial exploration of production bases in GBA has proved to be daunting. We have to navigate a complex landscape for setting up a company that meets all local requirements, developing an informed business plan taking into account short to long-term developmental needs, and working out how to recruit management and skilled tech talent, as well as sorting out the tax and social insurance issues for relocating Hong Kong staff there. Most importantly, we need to connect with the supply chain to embark on mass production in a cost-effective way to keep ourselves competitive.

We are eager to tap the rich resources in GBA, and make the most of the incentives and subsidies provided by the relevant local government and the tenancy support of the landing site. It will be icing on the cake if we can obtain investment from mainland investors as a vote of confidence for our R&D results and to get additional resources to pursue our ambitious but realistic business plan.

We are also concerned about gaining user trust in the unfamiliar yet high-potential consumer market in GBA. We need help with product certification, marketing promotions, distribution channels and raising the profile of our products to achieve good sales results.

We are keen to expand into global markets after consolidating our foothold in China. A very important issue is registering our trademark and IP in China, and then secure our IP in the US and Europe to prepare for global marketing.



*Which GBA Express support
programmes are most useful for you?*

Through **GBA Express**, we leverage the one-stop **GBA Business Practice Advisory service** and **Go-to-Market Support** to help iron out all the landing issues and obtain all the local subsidies and incentives through the **Local Funding Support**.

The **Investment Matching** initiatives create opportunities for us to rub shoulders with investors from GBA as well as other parts of China. These are connections that we could never have established on our own.

GBA Express also enables our products to be trialled by major corporations through its **Trial Project Development** programme. Their adoption has helped tremendously in winning user confidence.



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PUBLIC INFORMATION RESOURCES

HONG KONG		
Hong Kong Science and Technology Parks Corporation	https://www.hkstp.org/en/	
Guangdong-Hong Kong-Macao Greater Bay Area, Constitutional and Mainland Affairs Bureau	https://www.bayarea.gov.hk/en/home/index.html	
Invest Hong Kong	https://www.investhk.gov.hk/en.html	
Hong Kong X Foundation (Chinese content)	http://www.hkxfoundation.org/index	
OTHER GBA CITIES		
The Government of the Macao Special Administrative Region	https://www.gov.mo/en/	
The People's Government of Guangdong Province (Chinese content)	http://www.gd.gov.cn/	
Guangdong-Hong Kong-Macao Greater Bay Area (Guangdong)	http://www.cnbayarea.org.cn/english/	
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Economic and Trade Office in Guangdong	https://www.gdeto.gov.hk/en/home/index.html	
Economic and Trade Office in Shanghai	https://www.sheto.gov.hk/en/home/index.html	

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Guangdong-Hong Kong-Macao Greater Bay Area portal	http://www.cnbayarea.org.cn/english/	
Qianhai Shenzhen-Hong Kong Youth Innovation and Entrepreneur Hub (Chinese content)	http://www.qhkct.com	
RUN Accelerator (Chinese content)	https://www.sohu.com/a/427364212_734668?spm=smpc.author.fd-d.2.1604131370713FNaZhQ3	
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Guangzhou International Bio-island	http://www.bio-island.com/en/	
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Songshan Lake Hong Kong-Macao Youth Innovation and Startup Base (Chinese content)	http://ssl.dg.gov.cn/gkmplt/content/0/270/post_270000.html#310	
Songshan Lake Hi-Tech Innovation Park (Chinese content)	http://webzdg.sun0769.com/web/news/content/54306?share=1	
Tsinghua Science Park (Zhuhai)	https://en.tsinghua-sz.org/imgshow.aspx?id=47	
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Tech-Bay (Chinese content)	http://www.zhxgjs.com/	
Zhuhai Association of Service Trade and Outsourcing (ZASTO) – Trade Information Service Platform for Zhuhai, Hong Kong and Macao (Chinese content)	http://zh.trade.zasto.org.cn/open/index	
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Guangdong Incubation Development Strategy (Chinese content)	http://www.gd.gov.cn/zwgk/zcjd/mtjd/content/post_2998041.html	
Implementation of Initiatives to Attract Top Innovation Talent (Chinese content)	http://www.hp.gov.cn/gzjg/qzfgwhgzbm/qkxjsj/kjzc/content/post_5833213.html	
Guangzhou's Initiatives for Accelerating Biomedicine Development (Chinese content)	http://www.gzns.gov.cn/tzns/tzzc/sszc/content/post_5687111.html	
Qianhai Hong Kong& Macao Youth Development Fund Declaration System (Chinese content)	http://qhsk.sz.gov.cn/fund/#/index	
Initiatives for Accelerating Talent Convergence in Qianhai (Chinese content)	http://qh.sz.gov.cn/sygnan/xxgk/xxgkml/zcfg/qhzc/content/post_6843645.html	
Initiatives for Supporting Hong Kong & Macao Youth Development in Qianhai (Chinese content)	http://qh.sz.gov.cn/sygnan/xxgk/xxgkml/zcfg/gfxwj/content/post_4426339.html	
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Provisional Measures on Rental and Living Subsidies for Attracting Talent to Hengqin (Chinese content)	http://zh.trade.zasto.org.cn/open/detail/policy/1320	
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Training Materials for Incubators in Zhuhai National Hi-tech Industrial Development Zone (Chinese content, in pdf format)	https://ncstatic.clewm.net/rsrsrc/2020/0514/09/6f47008e9ce32d69e8234d6979dc6060.pdf	

LET'S RIDE ON GBA EXPRESS TO NEW I&T HORIZONS

CONTACT US

Hong Kong Science & Technology Parks Corporation
5/F, Building 5E, 5 Science Park East Avenue, Hong Kong Science Park
Website: www.hkstp.org
Email: gba@hkstp.org



Hong Kong Science and Technology Parks Corporation

5/F, Building 5E, 5 Science Park East Avenue,
Hong Kong Science Park

www.hkstp.org

 gba@hkstp.org

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