

# Introduction to Suzhou Industrial Park Scientific and Technological Service and Innovative Development

2015.10.29



# Outlines

- Summary of Suzhou Industrial Park Economic Development
- Introduction to Suzhou Industrial Park Scientific and Technological Innovation
- Introduction to Service System of Scientific-and-Technical-Type Small and Medium Enterprises



# 1. Summary of Suzhou Industrial Park Economic Development



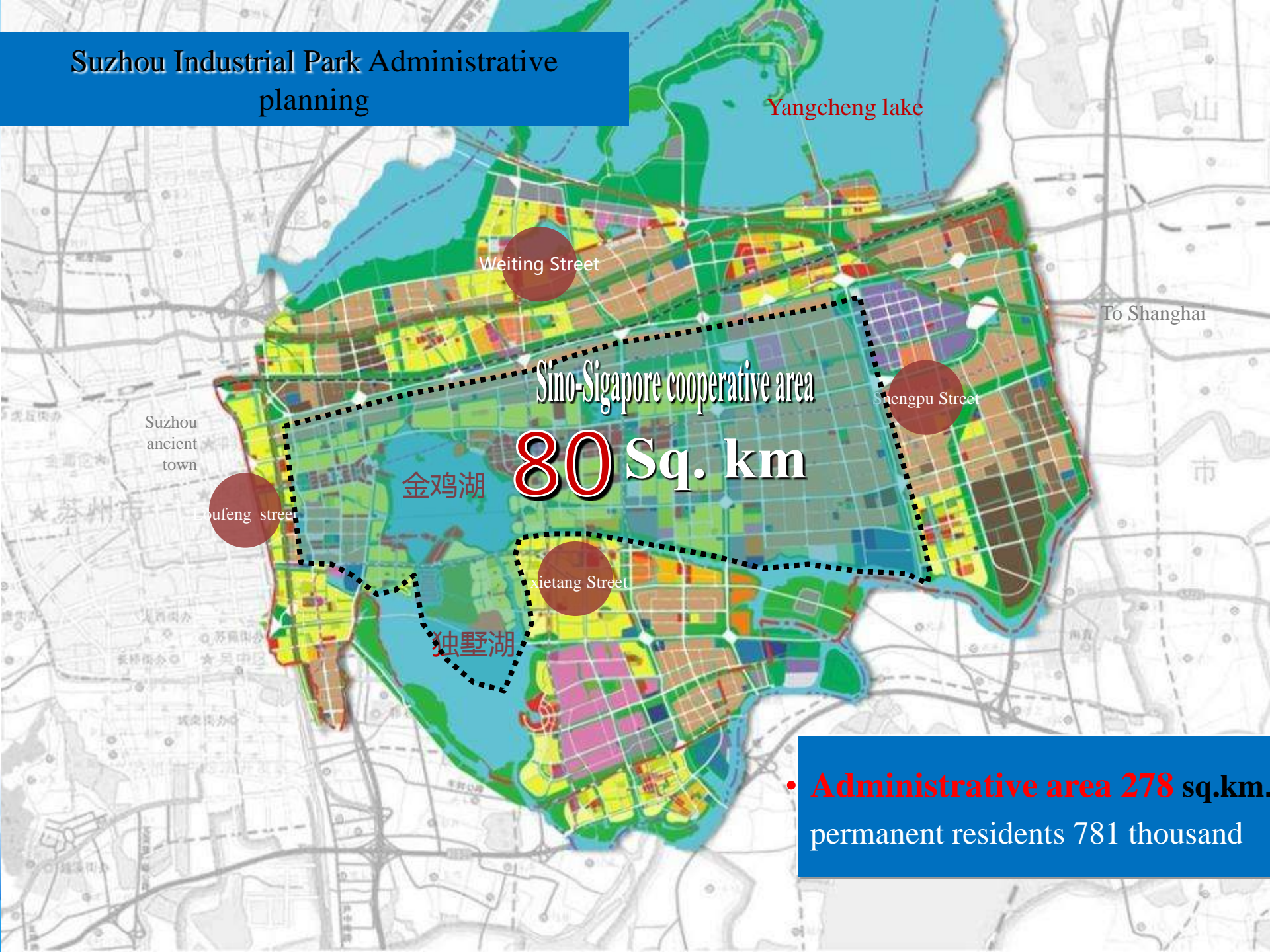
# Key Cooperation Projects between Chinese and Singapore Government



It was set up with approval from the State Council in February, 1994 and implemented in May.



# Suzhou Industrial Park Administrative planning



Sino-Singapore cooperative area  
**80 Sq. km**

- **Administrative area 278 sq.km.**  
permanent residents 781 thousand

# Regional Economic Indicators

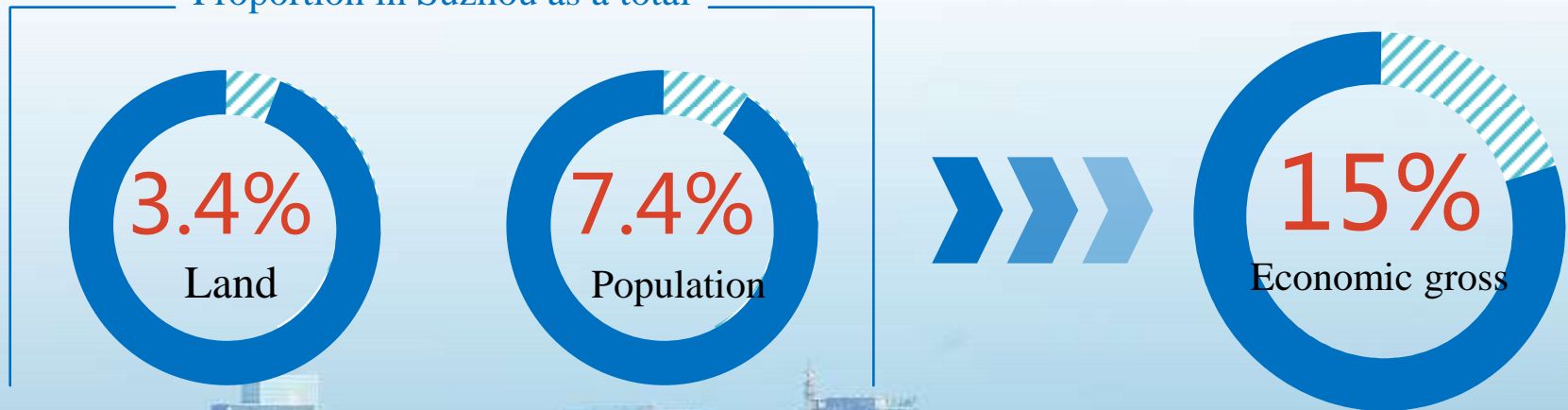
Year 2014		
Gross Regional Product	200.1 billion Yuan	↑ 8.3%
Public financial budget	23.03 billion Yuan	↑ 11.3%
Total retail sales of consumer goods	31.6 billion Yuan	↑ 13.4%
Actual utilization of foreign capital	1.96 billion \$	Keep stable
Total export-import volume	80.28 billion \$	Keep stable
Investment in fixed assets	70.06 billion Yuan	Keep stable
Per capita disposable income of urban residents	53.4 thousand Yuan	↑ 9%

It became the first to conduct opening-up and innovation comprehensive test in October this year

- Ranks the top among China's Most Competitive Development Zones for many years
- Comprehensive development index ranks the second among state-level development zone
- State-level High and New Technology Zone ranks the first in Jiangsu Province

**Target: world top high-tech science and technology industries**

Proportion in Suzhou as a total



# National first “business tourism demonstration zone

*Jinji Lake surrounding area——A new business and cultural center in Suzhou*



*Yangcheng lake peninsula tourist resort was approved as “state-level tourism attraction”*



# 1

## Advanced manufacturing level improves

- **Attracts over 5400** foreign-funded projects accumulatively
- Foreign Capital Actually Utilized **28 billion\$**.
- 93 listed among world top 500 enterprises invested over 154 project within the zone.
- **149 projects with an investment of over 100 million\$.**
- **Seven projects with an investment over 1 billion\$.**
- Samsung High generation LCD panel project was finished and put into production (3 billion first-phase investment )



# 2

## Emerging Industry Expands Quickly

- The only National Nano High and New Technology Industrial Base

Emerging industry output value in 2014 reached **232.38 billion**

**Yuan**



**58.2%**

Proportion of the scaled above gross industrial output

**Emerging  
Industry**



**Biological  
medicine**



**Cloud  
Computing**



Nano  
Technology  
Application

# 3

## Innovation Subjects Accelerating Aggregation

- **Over 500 science and technology projects are added each year.**
- **400 R&D institutes of various types.**
- **634 state-level high and new tech enterprises.**
- Quickens state-level innovative projects, such as Suzhou Nano Research institute under Chinese Academy of Sciences and National Nano Technology International Innovative Park.
- Suzhou Nano Science and Technology Cooperation Innovation Center was listed among “Higher Education Institutions Innovative Capacity Promotion Plan.
- Ten-thousand –person effective invention patents reach **74.4**.
- **592 pieces of PCT international patents application.**
- **14 companies went public.**
- 37 new three board listed companies.



# 4 Urban function grows in multiple

## Service Industry grows in multiple

- **Added value of the service industry accounts for 42.6% of GDP.**
- Over 666 financial and quasi-financial institutions gather here, with foreign-funded banks ranking the first in Jiangsu.
- **Certified headquarter projects of various types reach 60.**
- National Service Trade Innovation Demonstration Area .
- National business tourism demonstration area and provincial business and finance agglomeration demonstration area .



# 5 Sino-Singapore deepens cooperation

- Featured cooperation, advancement after learning and innovation after absorption.
- Honored the first Singapore ‘Business China’ enterprise prize .
- Sino-Singapore social management cooperation pilot was awarded China Management Science Award. ◦
- Four pilot businesses, including Sino-Singapore (Suzhou) Innovation Center and Sino-Singapore cross-border RMB advance steadily.



# 6

## Park experiment quickens radiation

- Implement “going-out” strategy actively.



First phase infrastructure of Sutong Science and technology Industrial park was finished in advance



Industrial park-  
Xiangcheng cooperative  
economic development  
zone quickens its step

Susu Industrial Park was  
assessed the first among the  
co-built ones in the province



Aid construction project of  
Khorgos economic development  
zone quickens its step



Suchu modern industrial park  
advances steadily.





## 2. Introduction to Suzhou Industrial Park Scientific and Technological Innovation



Economic development zone as well as high and new tech zone, preferential policies for

all

Comprehensive development index ranks the second among state-level development zones and the first in

Jiangsu

Mechanism and system, ecological environment and social development index ranks the first in China

Science and technology innovative capacity ranks the ninth among state-level development

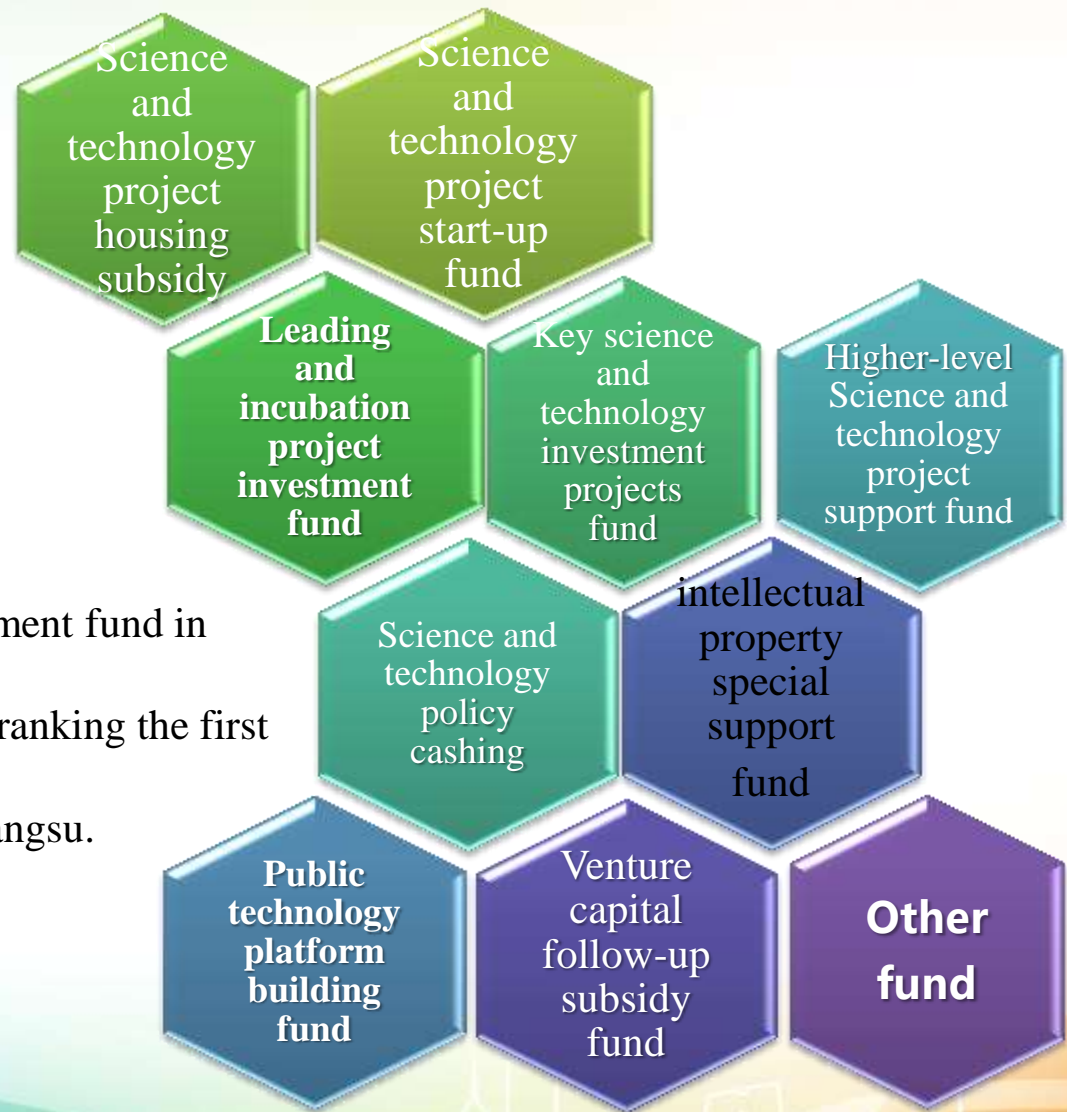
zones and the first in Jiangsu





# 1

## Science and Technology Input



Science and technology development fund in 2014 exceeds 600 million Yuan, ranking the first among industrial parks in Jiangsu.

## 2 R&D Input

- R&D expense expenditure accounts **3.4% of GDP**.
- **Over 50 world top 500 enterprises invest and set up R&D Center (institutions)**
- Over 30 obtained provincial level or above foreign-funded R&D center identification.

Panasonic electric research and development (Suzhou) Co., Ltd	2004
BOSCH Technology Center (Suzhou) Co., Ltd	2005
Samsung semi-conductor R&D Co., Ltd	2005
Andrew Suzhou R&D Center	2005
Emerson environment optimization technology (Suzhou) research and Development Co., Ltd	2006
Black & Decker (Suzhou) Technology Co., Ltd. R & D Center	2007
Kubota agricultural machinery (Suzhou) Co., Ltd. R & D Center	2010
Hitachi chemical industry (Suzhou) Co., Ltd. R & D Center	2010
Schneider (Suzhou) Transformer Co., Ltd. R & D Center	2011
PHILIPS medical (Suzhou) Co., Ltd	2011
SIEMENS hearing instrument (Suzhou) Co., Ltd.	2011
Mei sian (Suzhou) safety equipment research and Development Co., Ltd.	2011
Fast semiconductor (Suzhou) Co., Ltd. Asia Pacific R & D Center	2012
Sanpu industrial Equipment (Suzhou) Co., Ltd. R & D Center	2013



# 3

## Intellectual Property



Ten-thousand –person effective invention patents reach **74.**

**PCT patent application the first in Jiangsu.**

发明专利  
占比近  
**50%**



# 4

## Emerging Industry——nano technology application

- Attracts over 220 enterprises, 20 with a total value of over 100 million Yuan.
- Enterprises such as SVG Optronics Co. and Nata Opto-Electronic Material Co. went public.
- Nano Scale Scientific Apparatus-nano vacuum interconnected experimental station (jointly founded by **four parties**, with an investment of 1.5-2 billion Yuan).

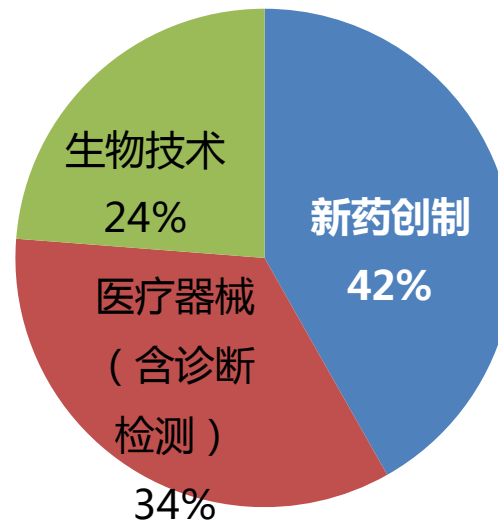


# 4

## Emerging Industry — bio-pharmaceuticals

- Attracts 490 enterprises, including 134 foreign-invested enterprises and 356 independently-developed-brand enterprise
- 74 independently-developed-brand enterprises obtain 2.8 billion Yuan investment accumulatively, such as Fidelity Fund, Infinity, Softbank, Jafco Asia, Eli Lilly Asia, Yuanhe, **Aurora Borealis**, Frontline I
- Xinda Biology

生物医药相关自主品牌企业数量分布



# 4

## Emerging Industry——Cloud Computing

- Attracts over 300 enterprises, 18 with a total value of over 100 million Yuan

● **Same-way Network: an investment of about 6 billion Yuan from Tencent, Boyu and Yuanhe.**

智慧基础云

Guoke Date  
Huawei Technology  
Xuchuang science

健康及医疗  
卫生云

Medical System  
Founder International

文化教育云

Huangjinwu  
Kuodi network

企业云

Fengyun science  
Wangjing science

电子商务云

Saifu science  
Payegis

电子政务云

Hanyuan science  
Fengyun network

交通云

Zhongmeng Intelligence  
Zhongke Intelligence

旅游云

China Travel  
Octopus travel



# 4 Emerging Industry

## Headquarter Root-taking Plan



## Encouraging enterprises to grow big and powerful

1	Decisions on Enhancing Innovative Capacity and Building Innovative Industrial Park
2	Trial Measures on Promoting University Science and Technology Parks
3	Opinions on Implementing Double-Hundred Project in Science and Technology Enterprises
4	Opinions on Further Management of Venture and Innovative Project Start-up Fund
5	Management of Venture and Innovative Project Start-up Rent Subsidy in Suzhou Industrial Park
6	Opinions on Preferential Policy for Introducing High-level and Badly-needed Talents in Suzhou Industrial Park
7	Opinions on Implementing Innovation-driven Strategy and Encouraging Science and Technology Innovation
8	Implementation Opinions on Advancing Science and Technology Leading Talent Innovation and Entrepreneurship Projects
9	Directive Opinions on Developing Maker Spaces and Advancing Public Innovation and Entrepreneurship
	Implementation Rules for Scientific and Technological Innovative Capacity Promotion in



### Encouraging enterprises to grow big and powerful

1	On Encouraging to Set Up (Trial) R&D Institute (Trial)
2	On Management of Scientific and Technological Research Funds in Suzhou Industrial Park (Trial)
3	On Implementation of Opening and Sharing of Scientific Service Platform in Suzhou Industrial Park
4	Suzhou Industrial Park High and New Technique Certification Regulation
5	Subsidized Interest Implementation Rules for Science and Technology Small and Medium in Suzhou Industrial Park
6	Regulations on Science and Technology Project Intellectual Property in Suzhou Industrial Park
7	Opinions on Completing Science and Technology Financial System in Suzhou Industrial Park
8	Opinions on Promoting Equity investment industry development in Suzhou Industrial Park
9	Regulations on Science and Technology Small and Medium Enterprise Unified Lending Platform in Suzhou Industrial Park
10	Implementation Opinions on Advancing Science and Technology Insurance Pilot in Suzhou Industrial Park
11	Implementation Opinions on Advancing Science and Technology Small and Medium Enterprise Equity Financing in Suzhou Industrial Park
12	Interim Procedures for Venture Capital Leading Fund Management in Suzhou Industrial Park
13	Implementation Measures on Advancing Science and Technology Small and Medium Enterprise Equity Financing in Suzhou Industrial Park
	Interim Procedures for Emerging Industry Financing Risk Compensation Special Fund Management in

# 5

## Scientific and technological policy

Encouraging enterprises to grow big and powerful

1	Notes on New Three Board policy of Suzhou Industrial Park Administration Committee
2	Implementation Opinions on Encouraging Enterprises to Go Public
3	Opinions on Advancing Independently-Developed Brand Development (Trial)
4	Root-taking plan



### III. Introduction to Service System of Scientific-and- Technical-Type Small and Medium Enterprises



# 1

## Science and technology carrier

- Science and technology carrier 3.8 million m<sup>2</sup> (four national incubator)
- Over 20 national innovation bases ( biological medicine, cloud computing, nano application )
- 400 R&D institutes of various types ( 7 state-level R&D institutes )
- Chinese Sciences Academy Suzhou Industrial Technology Development Center
- ( national technology transfer demonstration institute; cooperate with Dalian Institute of Chemical Physics, Lanzhou Institute of Chemical Physics and Acoustics Institute)
- Suzhou Nano Technology National university science park (the only professional university science park)



# 1

## Science and Technology Carrier

### 27 Medicine Public Technology Service Platforms (open up for sharing)

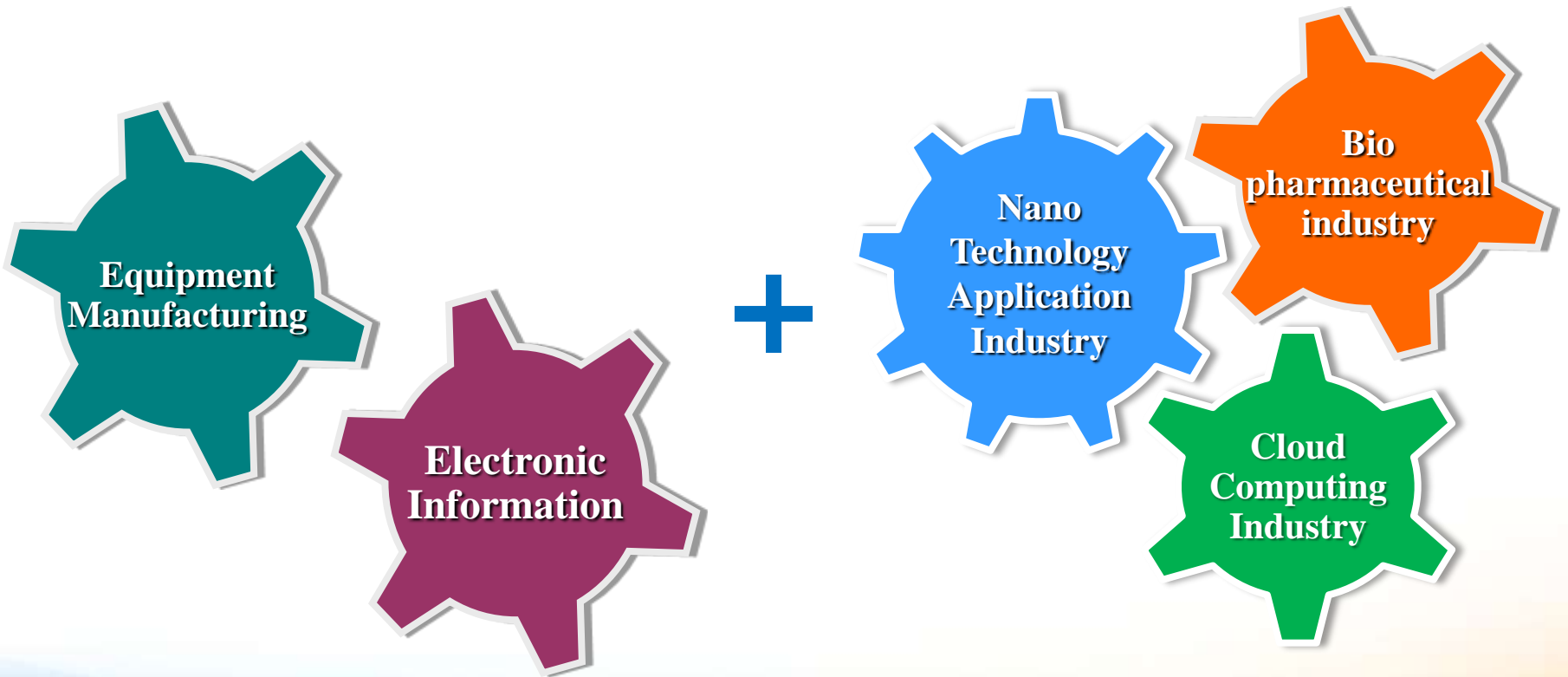
Including: 4 Biology and Medicine platforms, one cloud computing platform and 2 nano platforms

- Nano Test and Analysis Public Platform
- National Patent Technology Display Transaction Center
- Jiangsu Provincial Nano Processing Platform
- Jiangsu Biology and New Medicine Public Technology Service Center
- Jiangsu Suzhou Industrial Park Comic and Animation Industry Medicine Public Technology Service Center
- Jiangsu Data Service and Convergence Communications Technology Public Service Platform
- Bio-pharmaceutical Nano Separation and Purification Platform
- Microsoft SaaS Platform
- Mobile Phone Games Platform

• .....

## 2 Industrial Service

Focus on “2+3”industry



## 2 Industrial Service

- Nano technique industry achieved a value of 20.1 billion Yuan, increasing by 41.% over the same period last year.
- Related emerging industry achieved a value of over one hundred billion Yuan.



### Three Guozihao Plates

National Nano High and New Technique Industrial Base

National Nano Technique Industrialization and Demonstration Center

Two Ministries One province science and education combination Suzhou Nano Technique Industry Innovation Base



# 3

## Entrepreneurial incubation

*Lead by the government, society as the main, and encouraging innovation to develop an integrated Innovation and entrepreneurship ecosystem*

- Gathering social strengths to build innovative incubators
- Offer a package of incubator services for entrepreneurs to help reduce the cost and provide resources

*In June, 2014, the first 10 Cloud Innovation Incubators were inaugurated in the industrial park together with Zhongguancun Venture Street, totaling 36 currently.*

- Business background
  - background of investment institutes : **starting-point coffee**  
**Dandelion and etc.**
  - focus on entrepreneurial services: **36kr**、**Maker Space** and etc.
  - universities and colleges background : **Soochow University**  
**Tiangong, xlab** and etc.

- Operating model:
  - Open entrepreneurial coffee for exchanges
  - innovative workshop with office plus guidance





# 4

## Science and technology

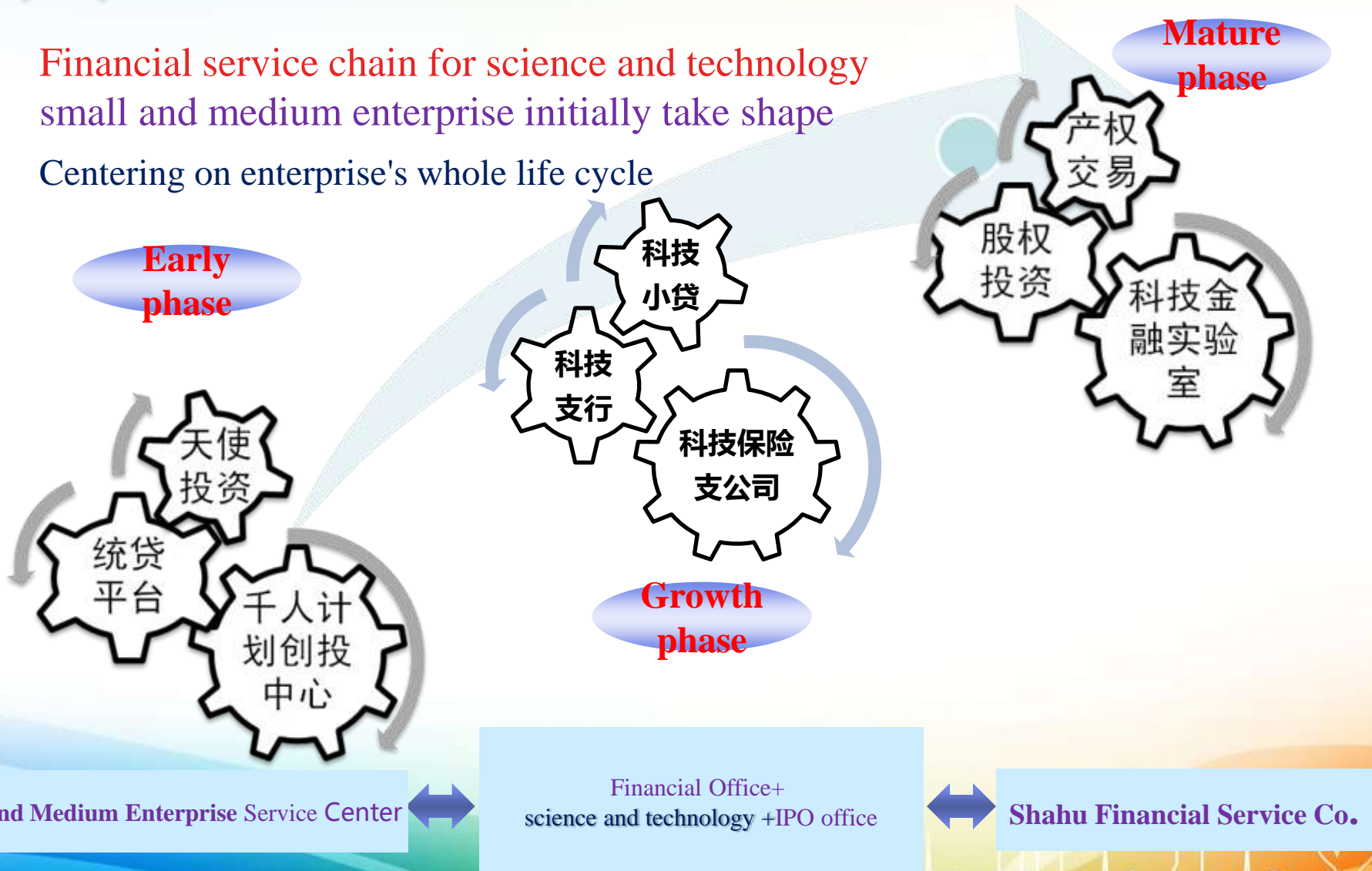
Finance

Science and technology Finance develops systematically

Financial service chain for science and technology

small and medium enterprise initially take shape

Centering on enterprise's whole life cycle



# 4

## Science and Technology Finance

It has developed many financial institutions with brand or driving effect. By the end of 2014, financial and Quasi financial institutions had reached 666.

No.	Type of Institute	Number
1	Banks	42
2	Insurance Institutes	42
3	Securities and Futures	20
4	Equity investment institutions	444
5	Financing Guarantee Institutions	9
6	Small Loan Companies	5
7	Other Financial Institutions	104

# 4

## Science and Technology Finance

- Fund of Funds
- East Sandlake Equity Investment Center Management Fund
- National 1000- People-Plan Venture Capital Center
- Leading Fund of Venture Capital
- Nan Venture Capital Leading Fund
- Leading Investment Fund
- SIP Chinano Investment



# 4

## Science and technology finance

Set up a financial service system featured by equity and stock financing

### Policy financing platform

- ① Leading Fund of Venture Capital
- ① Nano Venture Capital Leading Fund
- ① Leading investment fund
- ① Unified lending platform
- ① Risk compensation fund pool

Ease financing difficulty faced by small and medium enterprises

### Cooperative and innovative financial products

#### *Equity and direct financing products:*

- Science and technology enterprises' loan guarantee insurance
- Suzhou Technology Loan
- Science Loan
- Qianlima
- Growth Boost Loan
- Dushu Chunxiao Collective Trust
- Small and Medium Enterprise Collective Notes
- Regional optimization
- Private Placement Bond
- Intellectual property pledge loan
- Venture loan
- Equity pledge loan

# 5 International Cooperation

## 20 International Scientific and Technological Cooperation and Exchange Platforms



### **The USA :**

Cold Spring Harbor Laboratory

### **Singapore :**

National University of Singapore

### **Israel :**

Sino-Israel Think Tank

### **Fenland :**

Sino-Fenland Nano Innovative Center

### **Canada :**

Suzhou University-Canada Waterloo

University Nano School

### **Russia :**

Russian National Nano Technology

Group Co., Ltd

### **UK :**

Xian'an Jiaotong University-Liverpool

Technology Transfer Center

# 6

## Entrepreneurship service-universities bringing research and intelligence

### Dushu Lake Science and Education Innovation Area

- Introduce world top universities
- **26 Institutes of Higher Learning and Vocational Colleges**
- Over 77000 Enrolled students
- And about 20000 postgraduates or above



# 6 Entrepreneurship service——talents gather here

Talents with college diploma or above ranks the first among state-level development zones

Introducing over 1000 foreign experts

4000 overseas returned talents set up over 400 enterprises

National overseas high-level talents Innovation and entrepreneurship base

near 6000 foreign excellent employees

Post doctorate accounts for over 60% in the city



# 6

## Entrepreneurial Services--High-Level Talents Gather

119

Jiangsu High-level  
Innovational and  
Enterprising Talents



730

Industrial Park  
Leading Projects

Top in  
Jiangsu

118

National Thousand  
Person Plan "

195

Gusu Innovation and  
Entrepreneurship  
Leading Project





# 6

## Entrepreneurial service- entrepreneurial talent service

### Leading talent service

#### Leading Enterprises

- Start-up Capital
- Risk investment
- Unified Lending Platform
- Discount loan
- Project Support
- Rent Subsidy

#### Leading talent

- Housing subsidy
- Preferential renting
- Free health examination
- Placement of family members
- Payment subsidy
- Head-hunting subsidy

### Multi-layer training system



Enterprise Executives

Menu-style lecture

“star of Lenovo” training camp

Jiangsu Entrepreneurship training camp

Elite Team

Start-up business counseling

From products to distribution

Brain Drain Control

Skilled Talents

fiscal and taxation talent

Project Consultant

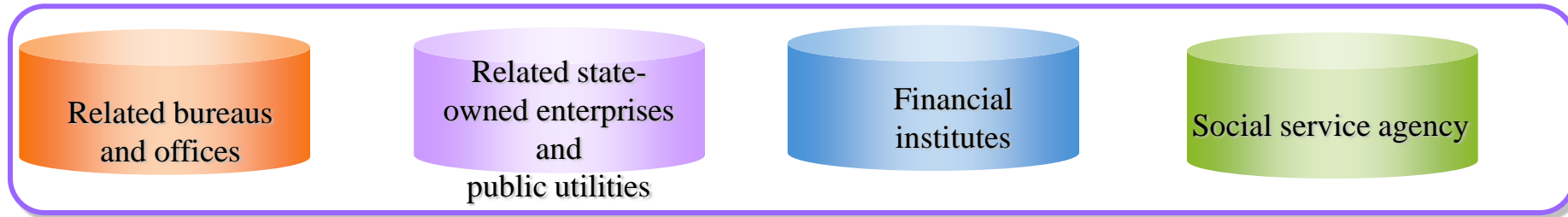
### University graduate Entrepreneurship

- University graduate Entrepreneurship Challenge

# 6

## Entrepreneurial services——one-stop science and technology service

*Social, informational, branding  
Professional, fine and standard*



**Policy service**

- Authorized service
- Bureau office docking

**Talent service**

- Entrepreneurial nanny
- Venture tutor
- Multi-layer training system

**Financing service**

- Policy financing platform
- Innovative financing products

**Resources service**

- Settled window
- Union association
- Brand institutional cooperation

# 6

## Entrepreneurial services—Alliance Community Service

### The Park Science and Technology Association

- 19 Popular science bases
- 13 science and education featured schools
- 8 Science and technology workers survey sites



Conduct scientific quality education for all people

Conduct popular science innovation activities

### Industry-university-research service alliance

Closely connected with 26 universities within the park



Address industry-university-research cooperation demands and bottlenecks and promote achievement transformation  
Set up interaction platform between enterprises and research institutions

### Small and medium enterprise service alliances

172 professional service institutes



Members are professional and fine social service institutions, aiming to offer docking services for non-core business

### Credit Promotion Association

Enterprise + credit service institutions



promoting credit system building within the park with the government, intermediaries and small and medium enterprises and improving the credit surroundings for small and medium enterprises

# 6

## Entrepreneurial services——social service resources connection

*Offer docking bridge for enterprises and professional socialized institutions-science and technology service supermarket*

### 8 science and technology service areas



172 professional institutes



### Over 200 service products

- Bookkeeping agency
- Legal accountant
- Human resource outsourcing
- Finance lease
- Core patent agent
- IT resource rental .....

### 3 subsidy pilot projects

- Accounting
- Law
- Supply Chain



*Thanks !*

