

NANSHA 廣州·南沙 GUANGZHOU

A Brief Introduction to Guangzhou Nansha's
Advantages and Preferential Policies

A major strategic platform with global perspective
based on the Greater Bay Area in collaboration
with Hong Kong and Macao



WeChat

**Administrative Committee of Nansha Development Zone
(Nansha Area of Guangdong Free Trade Zone), Guangzhou**
Website: <http://www.gzns.gov.cn/>

**Hong Kong and Macao Affairs Office of Nansha
Development Zone, Guangzhou**
Address: Floor 9, Building 5-2, CRCC Global Centre,
Huangge Town, Nansha District, Guangzhou

**Guangzhou Nansha Centre for Promotion of
Nansha-Hong Kong-Macao Cooperation**
Address: 5th Floor, No. 4 Building, Innovation Bay,
No. 126 Jiaoxi Road, Nansha District, Guangzhou
Email: info.ns@nansha.com.hk

Guangzhou Nansha Service Centre in Hong Kong
Mr. Raymond Yip, Chief Liaison Officer
Address: Unit 906, Shui On Centre, 6-8 Harbour Road,
Wanchai, Hong Kong
Email: raymond.yip@nansha.com.hk

2022.7





CONTENTS



Introduction **02**

New Opportunities **06**
Under the Nansha Plan

Hong Kong and Macao Youth **08**
Entrepreneurship and Employment

Unicorn Enterprises **10**

Headquarters Economy **12**

Scientific and Technological Innovation **13**

Advanced Manufacturing and **14**
Construction Industry

Maritime and Logistics **15**

Financial Services **16**

Import Trade **18**

Commerce **19**

Modern Services **19**

Artificial Intelligence **20**

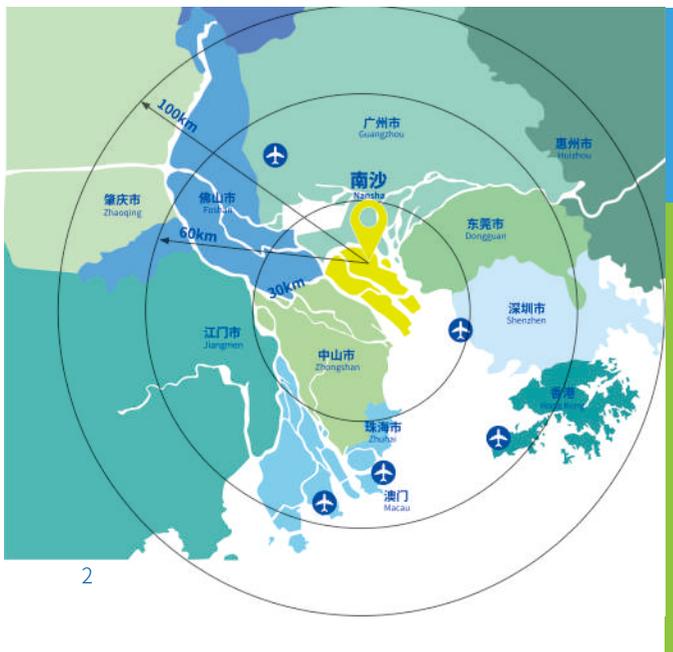
Biological Technology **21**



INTRODUCTION

- ★ Nansha District of Guangzhou is located in the geographical centre of the Guangdong-Hong Kong-Macao Greater Bay Area, with **a total area of about 803 square kilometres**
- ★ As the centre of the “half-hour commuting circle” in the Greater Bay Area, it is Guangzhou's nearest administrative district to Hong Kong, only half an hour to Hong Kong through the Guangzhou-Shenzhen-Hong Kong High-speed Railway
- ★ In 2012, Nansha was approved by the State Council as the State-level New Area in China, undertaking strategic missions of major national development, reform and opening-up
- ★ In April 2015, Nansha New Area of Guangdong Pilot Free Trade Zone was established
- ★ In June 2022, the State Council issued **the Master Plan of Guangzhou Nansha for Deepening Comprehensive Co-operation between Guangdong, Hong Kong and Macao with Global Perspective (Nansha Plan)**, which endeavours to build Nansha **into a major strategic platform with global perspective based on the Greater Bay Area and in collaboration with Hong Kong and Macao**. This underscores Nansha's strategic position in the overall development of the country

- ★ The only State-level New Area in Guangdong
- ★ The largest area of the China (Guangdong) Pilot Free Trade Zone
- ★ Demonstration Zone for Comprehensive Cooperation between Guangdong, Hong Kong and Macao
- ★ Comprehensive Bonded Area
- ★ National Demonstration Zone of Import Trade Promotion and Innovation
- ★ The main support area for the National Comprehensive Science Centre in the Greater Bay Area
- ★ One of the few districts in China enjoying both pilot policies of QDLP and QFLP
- ★ China's first International Special Zone for Talents
- ★ United Nation's “Golden Award for the World's Most Livable Community”
- ★ “China's Happiest District”



*All the amount units herein are RMB.



Nansha Official WeChat Account



Official WeChat Account of Nansha District Bureau of Investment Promotion



Official Website of Nansha District Government



Compilation of Industrial Policies



A Brief Introduction to Guangzhou Nansha's advantages and preferential policies



the largest international cruise home port in China



Home to **the largest container hub port in South China** and **the largest international cruise home port in China**



Hong Kong University of Science and Technology (Guangzhou)



Hong Kong-style international community and the Hong Kong University of Science and Technology(Guangzhou), as well as Minxin Hong Kong School



The third largest shipbuilding centre in China, following Shanghai and Dalian



In 2021, the district's GDP exceeded **200 billion yuan**



The output of the automobile industry cluster exceeds 100 billion yuan, **More than 620** artificial intelligence and life / health enterprises are located here, together with emerging industries such as marine science / technology and aerospace



The permanent sites of the Greater Bay Area Science Forum and the International Financial Forum (IFF)



Guangzhou Futures Exchange



Mountains, cities, fields, rivers and the sea add radiance and beauty to the District. The water village culture, Lingnan culture and marine culture exude unique charms. The Kylin Dance, Saltwater Song and Gambiered Canton Gauze have been listed as intangible cultural heritages



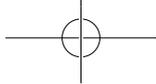
The value of bonded imports of cross-border e-commerce accounts for one-fifth of the country, making Guangzhou's cross-border e-commerce retail imports **ranking first in the country for 8 consecutive years**



Guangzhou Futures Exchange is under construction. **230** projects invested by the world's top 500 enterprises



Nansha Wetland Park



New Opportunities Under the Nansha Plan

Corporate income tax will be levied at a reduced rate of **15%** for enterprises in sectors encouraged in the Launching Area*

Hong Kong and Macao residents working in Nansha will be exempted from the portion of personal income tax that exceeds the tax rate in Hong Kong and Macao

Qualified Hong Kong and Macao residents who start businesses in Nansha can enjoy the same support policies in guaranteed start-up loans and interest subsidy

Mutual recognition of the qualifications of Hong Kong architects, structural engineers, and building surveyors of Hong Kong professional bodies

Hong Kong and Macao scientific research institutions will be exempted from compulsory certification of products and samples required for scientific research, testing, certification and inspection

Through platforms such as the South China Technology Commercialisation Centre and the HKUST Mainland Technology Transfer and Commercialisation Headquarters, Nansha will actively commercialise Hong Kong's innovative achievements in electronic engineering, computer science, marine science, artificial intelligence and smart city

Support for Hong Kong private equity funds to participate in the financing of Hong Kong-funded innovative technology enterprises in Nansha

Support for qualified Hong Kong and Macao investors to establish licensed financial institutions such as securities, futures and fund companies in Nansha in accordance with the law. Institutions from Guangdong, Hong Kong and Macao will enjoy facilitation to co-operate in the establishment of RMB overseas investment and credit fund

Large-scale comprehensive public hospitals adopting modern management models from Hong Kong and Macao will be built

The integration of social security of Guangdong, Hong Kong and Macao will be promoted, and the use of Hong Kong's Elderly Health Care Voucher will be broadened

Cross-border exchange of medical, financial, commercial and scientific data with Hong Kong and Macao will be further expedited

A traceability system of the origin of food among mainland, Hong Kong and Macao will be established and improved



Policies in Full



Interpretation of Policies

*The details of the above-mentioned policies are being formulated and will be released soon.

*Please scan the QR code for the policies in full and more references.

*Launching Areas include Nansha Bay, Qinsheng Hub and Nansha Hub.



A Brief Introduction to Guangzhou Nansha's advantages and preferential policies



Ten New Policies for Hong Kong and Macao Youth Entrepreneurship and Employment



- ✓ Hong Kong and Macao youth who work in Nansha will be given a one-time employment incentive of **up to 120,000 yuan** and a monthly salary subsidy of **up to 5,000 yuan**. Employers hiring young people from Hong Kong and Macao will be given a recruitment reward of **up to 200,000 yuan**. Rewards of **up to 100,000 yuan** will be given to human resources service enterprises, organizations and institutions that employ Hong Kong and Macao youth in Nansha
- ✓ **No less than 1,000** internship will be provided in the District every year, with services including subsidies for boarding, accommodation, transportation and insurance. A special internship subsidy scheme of **no less than 2 million yuan** will be set up
- ✓ Youth from Hong Kong and Macao will be encouraged to participate in various types of vocational skills training, and those who have obtained vocational qualifications, technical titles and practice certificates are eligible for subsidies of **up to 80,000 yuan**
- ✓ A green channel will be set up for startups by youth from Hong Kong and Macao to settle down, providing all-round support including registration, venue leasing, recruitment and legal services. Supplementary funds of **up to 3.7 million yuan** for innovation and entrepreneurship will be provided
- ✓ **A 1-billion-yuan** Hong Kong and Macao Youth Innovation and Entrepreneurship Fund will be established. Venture capital funds that invest in Hong Kong and Macao youth innovation and entrepreneurship projects in the region are eligible for reimbursements of **up to 10 million yuan** according to the investment amount. Banking institutions that provide credit support to Hong Kong and Macao youth innovation and entrepreneurship projects in the region can receive risk compensation of **up to 2.5 million yuan**
- ✓ A number of Hong Kong and Macao youth innovation and entrepreneurship bases will be built with each getting subsidies of **up to 1 million yuan** per year. Hong Kong and Macao youth innovation and entrepreneurship bases sanctioned by the Hong Kong or Macao SAR Governments or departments of government in the mainland above the municipal level will be given a one-time **1:1** matching funding support of **up to 1 million yuan**
- ✓ Domestic and foreign enterprises, social organisations and institutions that host or undertake large-scale exchange activities for teenagers from the Greater Bay Area in Nansha, Hong Kong and Macao will be given an annual activity subsidy of **up to 500,000 yuan**. Entities that launch teenager activities or organise Hong Kong and Macao teenagers to study or undertake exchange activities in Nansha will be awarded **a maximum of 300,000 yuan** per year
- ✓ For Hong Kong and Macao youth's housing issues, Nansha shall provide apartments for eligible youths or grant each person an annual accommodation subsidy of **up to 20,000 yuan**. The government also supports eligible Hong Kong and Macao youth to purchase co-owned housing
- ✓ Eligible Hong Kong and Macao youth talents cardholders can enjoy a full range of green channel services in Nansha, such as residence, housing, children's schooling, healthcare, business operations, and taxation. It takes only one card to live in Nansha. Hong Kong and Macao youth who start a business or work in Nansha will be given a living subsidy of **up to 20,000 yuan** per person per year and a medical insurance subsidy of **up to 5,000 yuan** per person per year
- ✓ A chief concierge system will be established to provide one-on-one butler-style services for Hong Kong and Macao youth who come to Nansha for study, internship and employment to settle and integrate easily



A Brief Introduction to Guangzhou Nansha's advantages and preferential policies



Nine “Gold Ranch” Policies for Unicorn Enterprises



- ✓ Qualified unicorn enterprises will be given **a maximum of 10 million yuan** to settle in Nansha, **a maximum of 10 million yuan** when listed, and **a maximum of 30 million yuan** when upgraded to headquarters enterprises
- ✓ Unicorn enterprises and executives **enjoy up to “100%”** triple economic contribution rewards: contributions to the local economy from business operations, executive talents and the exercise of equity options incentives
- ✓ High-calibre professionals of enterprises can enjoy the “team + project” reward of **up to 100 million yuan**; such talents can be recommended by enterprises and each high-calibre professional will be rewarded **3 million yuan**; **no less than 300** Guangzhou Talent Green Cards and **600** talent apartments will be provided every year
- ✓ A subsidy will be given to cover **20%** of enterprise R&D investment, subject to a maximum cumulative amount of **100 million yuan** over a maximum period of three years
- ✓ **No less than 1 billion yuan** shall be allocated every year to support the construction of application scenarios and demonstration projects, and unicorn enterprises shall be given priority for the promotion of their products and services

- ✓ **A maximum of 20 million yuan** will be given to support merger and acquisition (M&A). Corporate loans interest subsidy up to **50%** of the loan prime rate(LPR) will be provided. New bonds such as "mass entrepreneurship and innovation bonds" and "green bonds" are supported at **30%** of the coupon rate of issuance, and enterprises are reimbursed **up to 60%** of their technology insurance premiums
- ✓ A subsidy to cover **100%** of the rents for office factories, warehouses and other forms of accommodation, and **up to 10 million yuan** will be given to unicorn enterprises that purchase office space for company use
- ✓ **A maximum of 5 million yuan** will be given as a referral reward if a unicorn enterprise is successfully introduced to locate its headquarters, and a subsidy will be given to cover **100%** of the rent of activity venue to support the establishment of a unicorn enterprise exchange platform
- ✓ A tripartite platform of government, enterprises and professional service institutions will be established to coordinate matching platforms and service teams, and unicorn enterprises with a significant stimulating effect will be supported on a "case-by-case" basis



Headquarters Economy



New headquarters enterprises will be given **a maximum of 20 million yuan** to settle in Nansha, and enterprises will be rewarded with up to **95%** of their contribution to the regional economy for **5 consecutive years**



For headquarters enterprises that rent office space in Nansha, a yearly subsidy of **up to 3 million yuan** will be given for **3 consecutive years**; and **a maximum of 10 million yuan** will be offered as a subsidy for the purchase of office property



Headquarters enterprises will be given a reward of **10 million yuan** if they are upgraded into global, Asia-Pacific, national headquarters or rated as **the world's Top 1000, China's Top 500 companies** for the first time, and a reward of **20 million yuan** will be given if rated as **the world's Top 500 companies** for the first time



Policies in Full



Cases of Enterprises



Scientific and Technological Innovation



Policies in Full



A maximum subsidy of 20 million yuan will be given to the innovation and entrepreneurship team of leading high-calibre professionals at home and abroad (including Hong Kong and Macao) **for 5 consecutive years**



A maximum subsidy of 10 million yuan will be given to high-calibre professionals to settle down



Each major scientific and technological innovation platform will be given **up to 200 million yuan** of financial support; for major scientific and technological infrastructure projects approved by the state, provinces or municipalities, **1:1 supporting financial support** will be given according to the municipal support standards



Subsidies of **up to 100 million yuan** will be given to new R&D institutions during build-up phase



To encourage enterprises to increase investment in research and development, **a maximum of 10%** or **10-million-yuan** one-time financial incentive will be given for R&D expenditure



A total of **100 million yuan** will be appropriated per year to fund research. For development activities such as core technology research and enterprise technical problem disclosure: each project will be given **up to 10 million yuan**

Cases of Enterprises

The DMAI has obtained a strategic investment of 500 million yuan.



Cases Detailed

Map of Sci-tech Innovation Industry

Map of Sci-tech Innovation Industry in Nansha



Detailed Contents



A Brief Introduction to Guangzhou Nansha's advantages and preferential policies



Advanced Manufacturing and Construction Industry



Maritime and Logistics



Up to 20 million yuan (for HQ) and **12 million yuan** (for non-HQ) of inauguration incentives will be given to newly settled advanced manufacturing and construction enterprises



A maximum reward of 200 million yuan will be given to newly settled advanced manufacturing projects



Enterprises that implement technological transformation projects with a total investment of more than **5 million yuan** will be rewarded and compensated according to **80%** of the new economic contribution to Nansha for 3 consecutive years



A maximum of 5 million yuan will be given as supplementary support to manufacturing enterprises that have gained national, provincial and municipal support funds



A maximum of 10 million yuan will be rewarded to construction enterprises based on their contribution of businesses



A one-time reward of **5 million yuan** will be given to construction enterprises that are promoted to general construction contractors with top-notch or first class qualifications



A maximum subsidy of 2.5 million yuan per year will be given for 3 consecutive years to newly settled construction enterprises for renting office space; for the purchase of office property, a subsidy of **up to 8 million yuan** will be given



A reward of up to 20 million yuan will be given to newly settled shipping companies



Newly settled maritime and logistics enterprises will be rewarded according to **95%** of economic contributions to Nansha in the first three years, and **50%** in the following two years



A reward of up to 3 million yuan will be given for every new trade route; enterprises that open routes for automobile roll-on/roll-off ships will be given route subsidies of **up to 2 million yuan** per year



Shipping companies for foreign trade will be rewarded with **a maximum of 3 million yuan** according to the throughput of foreign trade containers; domestic trade shipping companies will be rewarded with **a maximum of 1 million yuan** according to the throughput of domestic cargo containers



A maximum subsidy of 2 million yuan will be given annually to international ship management agencies and international ship inspection agencies that carry out business in Nansha



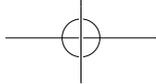
International seafarer training professional institutions will be rewarded with **an annual maximum of 5 million yuan** for training business; seafarers dispatching agencies will be rewarded **up to 2 million yuan annually**



Full Policies in



Full Policies in



A Brief Introduction to Guangzhou Nansha's advantages and preferential policies



Financial Services



Key licensed corporate financial institutions will be given a **maximum reward of 18 million yuan** to settle in Nansha; key development financial enterprises will be given a **maximum settlement reward of 12 million yuan**



Key licensed corporate financial institutions are eligible for **100%** rewards for the first 3 years; key development financial enterprises are eligible for a maximum reward of **95%** in the first 3 years; priority financial enterprises will be given **95%** of the reward for 5 consecutive years



A one-off **maximum of 20 million yuan** will be given to financial enterprises which are rated in the world Top 1000, Top 500 or China's Top 500 for the first time; a reward of **up to 10 million yuan** will be given to the key licensed corporate financial institutions and key development financial companies based on their incremental paid-up capital



Limited partners (natural person) of equity investment limited partnership will be given a reward of **80%** of their contribution to the local economy generated by the investment income and the equity transfer income



Financial enterprises will be given a subsidy of **up to 3 million yuan** per year for a period of 3 years for office space, and a **maximum of 10 million yuan** for the purchase of office property. Based on the economic contributions of the introduced enterprises by the commodity trading platform to the District, a **10%** one-off reward will be given to the trading platform



A reward of up to **95%** of local economic contributions will be given to SPV enterprises. A reward of **maximum 5 million yuan** will be given to a leasing service project in financial lease; cross-border financing business will be given a **50%** reward based on the local economic contribution of the enterprise it withholds and pays



A reward of **up to 8 million yuan** will be given for the listing of reserve listed enterprises; a company can receive **up to 11 million yuan** in rewards for transferring from the select layer of the New Third Board to ChiNext or Sci-Tech Innovation Board



A reward of **up to 5 million yuan** will be given to new key licensed corporate financial institutions; a reward of **up to 3 million yuan** will be given to new key development financial enterprises; a reward of **up to 500,000 yuan** will be given to new enterprises listed at home and abroad or on the New Third Board



For equity investment enterprises to invest in or new unlisted enterprises, a **maximum of 10 million yuan** will be rewarded; for those invested enterprises in Nansha that are subsequently listed in China or on the New Third Board, a **maximum reward of 5 million yuan** will be given. Awards such as the Innovation Award (**5 million yuan**), Excellence Award (**3 million yuan**), Progress Award (**1 million yuan**) and Incubation Award (**1 million yuan**) will be given to FinTech companies



Up to 50% of the national, provincial, or municipal reward to financial institutions that carry out state-supported businesses. A **yearly 15 million yuan** of fund will be granted to support financial services platforms' offices, the selection of excellent platforms of priority financial services, the selection of innovation awards for priority finance, and the holding of forums and activities in the financial industry



A Brief Introduction to Guangzhou Nansha's advantages and preferential policies



Demonstration Zone for Promotion of Import Trade Innovation



Newly registered import enterprises will be given a reward of **up to 2 million yuan** to settle in Nansha



Enterprises with annual imports of more than **50 million US dollars** will be given a reward of **up to 3 million yuan** for their growth



Enterprises that import cold chain products, drugs and medical devices will be rewarded with **a maximum of 2 million yuan**



Enterprises that import and export goods through Nansha air cargo terminal will be rewarded with **a maximum of 2 million yuan**



Enterprises that have completed the intelligent upgrading and transformation of warehouses will be rewarded with **a maximum of 10 million yuan**



Enterprises engaged in bonded fuel business will be given a subsidy of **up to 1.5 million yuan** for leasing the oil storage tanks, and a subsidy of **up to 1 million yuan** will be given for the installation of bonded fuel supply monitoring facilities and information management systems



Enterprises that own licenses of the Global Traceability Centre will be given a subsidy of **up to 300,000 yuan**



Policies in Full



Cases of Enterprises



Interpretation of Policies



Commerce

(wholesale and retails, accommodation, catering, cross-border e-commerce)



Policies in Full



A reward of **up to 2 million yuan** will be given to newly settled businesses



Business enterprises will be rewarded **up to 40%** of its contribution to Nansha's economy



National, provincial and municipal model e-commerce enterprises and parks will be given a 1:1 supplementary support based on the financial support secured elsewhere



A reward of **up to 5 million yuan** will be given to cross-border E-commerce platforms to settle in Nansha



Modern Services

(professional service, exhibitions, cultural creation, education and healthcare)



Policies in Full



A reward of **up to 5 million yuan** will be given to professional companies in service industry from abroad, Hong Kong, Macao and Taiwan



A reward of **30%** of their contribution to Nansha's economy will be given to companies in service industry, based on their annual revenue



A subsidy of **up to 1 million yuan** will be given to newly established service companies per year for office rent



20 million yuan will be allocated per year for rewards of forums and contests in service industry



A one-off reward of **100,000 yuan** will be given to certified services talents from abroad, Hong Kong, Macao and Taiwan



Authorized associations of service industry, training bases, and experimental bases will be given a subsidy of **up to 500,000 yuan** per year



A Brief Introduction to Guangzhou Nansha's advantages and preferential policies



AI Artificial Intelligence (AI)



Biological Technology

AI

Newly settled artificial intelligence enterprises will be given a one-off reward of **up to 20 million yuan**

AI

For approved artificial intelligence enterprises, a **maximum of 10 million yuan** of scientific research and construction subsidies will be given according to **30%** of their actual total investment during build-up

AI

Priorities will be given to support new artificial intelligence enterprises to participate in the construction of demonstration projects in Nansha District

AI

For new artificial intelligence enterprises, within **4 years** from the year of establishment, a reward of **95%** of the District-level economic contributions will be given

AI

For artificial intelligence enterprises funded by angel investment, venture capital and other funds, the fund management company will be rewarded based on **3%** of the actual investment of the fund in Nansha artificial intelligence enterprise funds; **the maximum reward for a single project is 2 million yuan**; **7%** of the fund investment, **maximum 10 million yuan**, will be given to support the establishment of artificial intelligence enterprises



Policies in Full



Cases of Enterprises

BT

A reward of **10%** of the investment amount will be given to biotechnology enterprises that meet the conditions for investment in hardware

BT

A maximum reward of 20 million yuan will be given to those who have obtained the certificate for new drug and meet the conditions for commercialization

BT

A maximum reward of 3 million yuan will be given to those who have obtained a medical device registration certificate and meet the conditions for commercialization

BT

A maximum reward of 2 million yuan will be given to drugs and medical devices that have passed the international authoritative certification

BT

A maximum reward of 5 million yuan will be given to new drugs that have been approved for use overseas through international multiple centre clinical research

BT

A subsidy of **50%** of the site rent, **maximum 2 million yuan**, will be given per year to eligible biotechnology enterprises; a subsidy of **50%** of the site rent, **maximum 10 million yuan**, will be given per year to important biotechnology public services platforms

BT

A reward of **50%** District-level economic contributions will be given to eligible biotechnology enterprises



Policies in Full



Cases of Enterprises