深圳亚太经贸促进会

Shenzhen Asia Pacific Commerce Council（SAPCC）

深圳亚太经贸促进会

会议地点：瓦努阿图共和国首都维拉港

会议日期：2017 年 4 月 8-9 日

会议纪要

1. 与会人员：

瓦努阿图旅游贸易部总局长（代理）George Borogu 乔治波鲁格先生

瓦努阿图旅游总局理事会主席 Avio Niki Roberts 罗伯特先生

瓦努阿图青年发展体育培训部部长 Hon Seoule Simeon 西蒙先生

瓦努阿图青年发展体育培训局总局长 Paul Nalau 纳罗先生

瓦努阿图青年发展体育培训部部长的助理 Firiam 先生

瓦努阿图企业顾问 Mark O'Brien 马克欧波恩先生

深圳亚太经贸促进会荣誉会长马奎尔议员

深圳亚太经贸促进会会长李昊源先生

深圳亚太经贸促进会副会长谢家明先生

深圳亚太经贸促进会秘书王思宁女士（会议记录）

2. 会议期间马奎尔议员介绍了深圳亚太贸促会的宗旨和目标，李总介绍了贸促会的成立背景和发展规划，乔治波鲁格总长和西蒙部长介绍了瓦国经济人文情况，双方进一步探讨了共同发展瓦国经济的可能性。

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3. 李总重点介绍了深圳市近几年来在经济领域和科技创新方面的高速发展和卓越成就。深圳是一座充满无限活力的城市，高新技术产业持续多年的跨越式发展，使其正成为中国高新技术产业化最重要的基地之一和国家创新型城市。2016 年，深圳 GDP 总量为 19492.6 亿元人民币(近 2850 亿美元)。深圳港集装箱吞吐量居全球第三，仅次于上海和新加坡。

4. 深圳亚太经贸促进会为非盈利社团组织，将充分利用其良好的社会资源，为会员提供经贸平台和延伸服务。在时机成熟，发展条件许可的情况下，根据双方的意愿和需求，努力搭建经贸、卫生医疗、慈善事业等民生项目平台，活跃当地经济，促进就业市场，改善人民生活。

5. 瓦国具有优质旅游资源，地处热带海洋性气候，首都维拉港所处岛屿全岛均为有机岛，农作物自然生长无化肥，据介绍有正式证书认定为“有机岛”。该国无现代工业污染，以美丽的自然风光著称，潜水，观鱼，游艇，高尔夫等休闲娱乐，更有著名的珊瑚海和伊苏尔火山。据瓦国旅游贸易部乔治波鲁格总长介绍持中国护照的旅游者可以落地签。国际机场改造预计年内完成，提供了私人旅游航线的可能性。有多家游轮经过，是游轮旅游的热点地区。

6. 瓦国是南太平洋有名的“零税天堂”，没有所得税（个人及公司），印花税，资本增值税，遗产税，出口税等，无金融管制，适合建立国际离岸公司。政府税收收入主要为消费税 4.5%　以及进口税 35%。许多船运公司的船只选择注册在该国以享受税收等方面的优惠政策。有关与开曼，维尔基群岛相对比的税收

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优势问题有待会后进一步探讨。

7. 据瓦方介绍瓦国鼓励吸引外资投资，并于 2014 年推出资本移民法案（CIIP），希望为当地带来就业机会，推动当地经济。投资 26 万美金即可获得瓦努阿图护照，无需“移民监”。该投资移民计划以亚洲特别是中国为主要推广市场，为此瓦国在香港成立商务专员公署，并授权一家在香港注册的投资咨询公司为此项推广的代理。目前，瓦努阿图护照可免签包括欧盟在内的 113 个国家和地区，居全球第 45 位。

8. 瓦国主要商业银行有澳新银行（ANZ）和西太平洋银行（Westpac）。据企业顾问马克欧波恩先生介绍，2016 年 7 月西太平洋银行将其在瓦国业务及支行以 1.25 亿澳元的价格，出售给总部位于巴布亚新几内亚的南太平洋银行（BSP）。目前澳新银行也有意退出在该国业务，其在该国有两家支行。

9. 由于规模的限制，瓦国经济呈现明显垄断特点，例如，只有一家电信运营商 digcel，一家石油公司 Pacific Petroleum。

10. 会议中李总又进一步讨论了在深圳设立荣誉领事机构的可能性，代为瓦国办理签证，投资移民申请，以及离岸公司设立等代理业务。

11. 会议期间双方签署了备忘录和战略合作协议（见附件二和附件三）。

12. 瓦努阿图概况：

人口（2015 年统计）：28.2 万

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宗教：以基督教为主

GDP：7.99 亿美元（2016 年）人均 GDP 2908 美元（2016 年）

税率：税收天堂，“零税天堂”，没有所得税（个人及公司），印花税，资本增值税，遗产税，出口税等，无金融管制，适合建立国际离岸公司。政府税收收入主要为消费税 4.5% 以及进口税 35%。

附件：

附件一. 与会人员以及相关人员联系方式

附件二. 双方签署的备忘录

附件三. 双方签署的战略合作协议

附件四. 瓦努阿图简介（百度）

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MEMORANDUM OF UNDERSTANDING

1. Principle and Core Value

The principle of Shenzhen Council for the Promotion of Asia Pacific Commerce and Trade (SCPAPCT) is to engage to developing countries to promote the commerce and trade as well as charitable projects.

The Parties agree to the following principles for the relationship:

- Trust based relationship – a partnering relationship built on each party working the basis of trust, respect and understanding.
- No surprises approach – a partnering relationship built on each party behaving with integrity and in good faith, with appropriate knowledge and information sharing.
- Open communication – a partnering relationship built on each party discussing issues openly, being open to constructive feedback, and understanding and respecting each other's knowledge, expertise, operating environment, and capabilities.
- Flexible – a partnering relationship built on each party taking an open approach on differences of views and opinions and being flexible regarding the resolution of any issues which may arise.

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2. General Agreements

The basic agreements of operation include:

- SCPAPCT consists of successful business men, women and companies, who look forward to investing in Asia Pacific countries in sectors including tourism, real estate, mineral resources, ocean resources, as well as the generosity donate to charitable organization.

- Nation members have responsibility to share the potential investment projects, list of resources, needs of community and special projects of charitable nature that SCPAPCT can assist to fund. Identify and communicate any future trends, developments in the Local area.

- SCPAPCT has full responsibility and voting right to review and select the worthwhile projects that nation members submit. SCPAPCT makes decision base on the amount of funds required, return of investments, risks of investments etc.

- For charitable projects, decision will be based on the priority of urgency, influence to the community, amount of fund required.

- SCPAPCT will review all investment and charitable projects annually, a comprehensive financial report will be presented to the board and nation members representative.

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- There is no expectation of financial contributions by any of the nations invited to be members of SCPAPCT. Nation membership will be in honorary capacity.

3. Code of Conduct

SCPAPCT and its nation members agree to:

- Endeavour to work together on all issues where it is agreed the community will benefit from a collaborative approach in a supportive manner.
- Make every effort to accommodate, acknowledge or fairly represent any dissenting view between the Parties.
- Agree to act co-operatively and in good faith on issues of information and disclosure. Innovations, operational actions, discussions and confidential commercial information must not be shared with any third parties without the approval of both Parties. However, information in the public domain may be further distributed among usual channels and networks.
- Acknowledge each Parties unique accountabilities and responsibilities.
- Agree to investigate joint initiatives and opportunities between the two Parties. These may involve other parties where appropriate.
- In the case of disagreement and following consultation in good faith, nothing in this MOU shall prevent the Parties from making decisions in their own interests. At times, both Parties will agree to disagree.

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4. Signature and Stamp

08/04/2017

Daryl Maguire

Hon. Chairman of SCPAPCT

08/04/2017

Haoyuen Li

Chairman of SCPAPCT

Name: George Boruzu

Designation: Acting Director General

Name: AVIO ROBERT

Designation: CHAIRMAN VANUATU TORISM

Name: GORDON TSE

Designation:

Name: MAGGIE WANG

Designation: Secretary of SCPAPCT

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