

**Guiding Opinions of the Ministry of Commerce and Other 19 Departments on Promoting the High-quality Development of Foreign Contracted Projects
(Unofficial translation)**

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Relevant departments and agencies of provinces, autonomous regions, municipalities directly under the Central Government, cities with separate plans, and Xinjiang Production and Construction Corps:

Since the 18th National Congress of the Communist Party of China, under the guidance of the "One Belt and One Road" initiative, the development of foreign contracted projects has entered a new stage and achieved remarkable results. A number of major projects have become the visible results of the "One Belt and One Road". The foreign contracted project involves investment and financing, design consultation, equipment procurement, construction and operation management of overseas engineering projects, and promotes China's product technology services to "go global" and deepen international capacity cooperation, promote domestic economic transformation and upgrading, and realize me. It has played an important role in achieving win-win development with relevant countries. At present, the international and domestic environment is undergoing profound and complex changes. The development of foreign contracted projects has both good opportunities and many risk challenges. In order to strengthen macro guidance and promote the high quality development of foreign contracted projects, the following opinions are proposed.

First, the overall requirements

(1) Guiding ideology. Guided by Xi Jinping's new era of socialism with Chinese characteristics, fully implement the spirit of the [x] and 19th Central Committees of the Party, conscientiously implement the decision-making arrangements of the Party Central Committee and the State Council, and closely promote the [operationalization] of the "five in one" [layout] and coordination to promote the "four comprehensive" strategic layout, adhere to the general tone of steady progress, adhere to the new development concept, firmly pursue the mutually beneficial and win-win opening strategy, and jointly build the "Belt and Road" as the leader, with infrastructure and other major projects. The focus of construction and capacity cooperation will accelerate the

formation of new advantages in international economic cooperation and competition, and promote the transformation, upgrading and high-quality development of foreign contracted projects.

(2) Basic principles.

- Adhere to the corporate body. Give full play to the decisive role of the market in resource allocation, implement the main position of the enterprise market, encourage all types of enterprises with strength and conditions, continuously improve the transnational operating capacity and international management level, and actively and steadily follow market principles and international rules. Carry out foreign contracted projects.
- Adhere to quality first. Accelerate the formation of new advantages in the development of foreign contracted projects, and realize the transformation from scale to quality and efficiency. Guide enterprises to adhere to the concept of openness, greenness and cleanliness, focus on key points, carefully crafted, pay attention to ecological environment protection, and build high-quality, sustainable, risk-resistant, reasonably priced, and inclusive infrastructure projects .
- Adhere to mutual benefit and win-win. Adhere to the principle of joint construction and sharing, fully respect and take care of the interests of all parties, strengthen planning, policy and project docking, actively carry out third-party market cooperation, and promote economic and social development and improvement of people's livelihood in relevant countries and regions through foreign contracted projects. Guide enterprises to establish a correct view of justice and interests, earnestly fulfill their social responsibilities, and deeply integrate into the local society.
- Adhere to the standard and order. Strengthen organizational leadership and overall coordination, improve management mechanisms, reform management methods, strengthen industry self-discipline, urge enterprises to standardize business operations, and maintain good market order. Adhere to the bottom line thinking, build a comprehensive risk prevention and control system, and actively prevent and resolve various risks.

(3) Main objectives. The scale of foreign contracted projects and the global market share have been steadily rising, the structure has been gradually optimized, the field has been continuously expanded, and the comprehensive competitiveness has been significantly enhanced. The foreign contracted engineering powers have changed to foreign contracted engineering powers. Form a group of world-class foreign contracted engineering enterprises; cultivate a group of talented people with international management and management capabilities; create a number of demonstration projects with comprehensive benefits, wide social influence, and environmental protection; promote China's construction of brands to the international community recognition and praise. Establish a sound, standardized and scientific management system for foreign contracted projects, and promote effective service, strong regulatory support, and a significant increase in the level of facilitation. We will better serve China's economic and social development and the overall opening up of the country, effectively promote the development of the country where the project is located and the world economy, and make positive contributions to the building of a community of human destiny.

Second, accelerate the formation of new advantages in the development of foreign contracted projects

(4) Actively encourage design consultation to “go out”. Guide the competent and qualified engineering design consulting institutions to carry out international operations, actively participate in the investigation, planning, design, consultation, cost, supervision, project management, etc. of overseas projects, accelerate the pace of international integration, and continuously enhance international competitiveness and promote the development of foreign contracted projects extends to the high end of the industrial chain. Bring into play the engineering design consultation during the whole "going out" process, linking Chinese technology and standards into the construction of a tie "going out" action , adding a new impetus for the development of projects contracted abroad.

(V) Actively promote the comprehensive development of investment and construction camps. Enhance the ability of enterprises to participate in project investment and financing and post-construction operation management, and encourage financial institutions to provide project financing for government and social capital cooperation (PPP) projects such as conditional construction -operation-transfer (BOT) in accordance with market-oriented principles . Encourage enterprises to implement projects in various ways, such as integration of construction and construction, integration of investment and construction, increase the participation of the industry chain and their position in the international division of labor, and gradually realize the investment and financing, engineering construction and operation services from construction and construction advantages.

(6) Actively rely on the support of domestic advantageous industries. We will promote the integration and mutual promotion of foreign investment cooperation between foreign contracted projects and manufacturing industries, such as “going out” and building foreign trade and economic cooperation zones . Encourage enterprises to rely on the industrial advantages of China's information and communication, power, transportation, chemical, metallurgy, building materials and other industries, especially to take advantage of the industry's full industrial chain in technology research and development, equipment manufacturing, etc., as well as reasonable product prices, efficient and efficient services. The comparative advantage will promote the continuous expansion of the field of foreign contracted projects and the gradual improvement of the level.

(7) Actively cultivate the kinetic energy of innovation and development. Adhere to innovation and lead, encourage enterprises to carry out management innovation and model innovation of foreign contracted projects, pay attention to the application of new ideas, new technologies and new materials in the field of foreign contracted projects, grasp the opportunities of digitalization, networking and intelligent development, and explore new foreign contracted projects. Growth momentum and development path. Promote enterprises to strengthen transnational innovation cooperation, enhance innovation capabilities, and adapt to the new trend of international contracting engineering cooperation and competition.

(8) Actively enhance the capacity for sustainable development. In accordance with the internationally accepted rules and standards, the concept of sustainable development will be integrated into the project selection, implementation and management of foreign contracted projects, and excellent and refined projects will be promoted to promote resource conservation and efficient use to ensure the economic, social and environmental sustainability of the project. Create a Chinese construction brand with high quality, sustainable, advanced technology and green environmental protection. Guide enterprises to strengthen communication and interest integration with the government, enterprises and people of the project, respect local customs and habits, carry out localized management, promote local employment, pay attention to environmental protection, fulfill social responsibilities, and achieve sustainable development.

(9) Actively improve the level of international cooperation. Adhere to openness and tolerance, and encourage the contracting of consulting, cost consulting, investment and financing, engineering construction standardization, construction and operation management of foreign contracted projects, and willing to cooperate with interested countries, international organizations, large multinational enterprises, international financial institutions, etc. Through multi-participation, we will give full play to the potential of all parties and achieve complementary advantages and win-win development. Create and facilitation conditions for enterprises to participate in international competition at a higher level and to cooperate with international contracted engineering companies in the form of acquisition, shareholding, joint venture, etc.

Third, strengthen the promotion and service of foreign contracted projects

(10) Strengthen planning and guidance. Work with relevant national governments and regional organizations to do top-level design and planning guidance for foreign contracted project cooperation. Docking local economic and social development strategies, specific cooperation needs and the use of development assistance, focusing on major areas such as facility connectivity, industry promotion, people's livelihood improvement, and green development, and jointly agreeing on cooperation planning, policy measures, key projects, and improving the science of foreign contracted project cooperation.

(11) Create a good external environment. We will promote the construction of multi-bilateral inter-governmental coordination mechanisms, establish exchange platforms with key countries and regional organizations to establish cooperation projects for foreign contracted projects, strengthen communication and coordination, solve difficult problems, and steadily promote cooperation. Sign agreements with relevant countries and regions to update free trade zones, investment protection, infrastructure cooperation, and avoid double taxation to create a transparent, stable and predictable cooperative environment. Adopting a variety of media communication methods, the international community can timely understand the relevant information on the development of China's foreign contracted projects, tell the Chinese story, and show the good image of China's construction brand.