

中国国际投资促进中心(德国)

CHINA INTERNATIONAL INVESTMENT PROMOTION AGENCY (GERMANY)



服务于中德企业交流与投资合作的国家级平台

A national platform for Investment and Cooperation between Chinese and German Enterprises

www.cipa.eu.com



设立背景 / Background and Founding

2012年8月中德两国总理会晤提出“中国商务部将推动在德设立投资促进机构，为促进中德企业扩大双向投资服务”。为落实会晤共识，促进中德两国双向投资合作，由中国商务部投资促进局在德国法兰克福设立。2014年10月10日，时任中国商务部部长高虎城和时任德国副总理加布里尔共同为中国国际投资促进中心（德国）启动揭牌。

At the meeting between the German and the Chinese prime ministers in August 2012, it was agreed that the Chinese ministry of commerce should facilitate the founding of an investment promoting agency in Germany, aiming to expand the bilateral investment between Chinese and German companies. To implement this consensus, the Chinese minister of commerce Hucheng Gao and the German vice-Chancellor Sigma Gabriel co-hosted the grand opening of the China International Investment Promotion Agency (Germany, abbreviated as CIIPA) on Oct. 10, 2014.



我们的定位 / Our Positioning

围绕“立足德国，面向欧洲，服务全国，优先（合作）伙伴”的原则，为中德两国的经济界拓展双边资源提供信息和渠道的支持。

Based on the principles “located in Germany, facing Europe, serving all Chinese companies, being a reliable partner”, we are dedicated to help both the Chinese and the German partners to expand their resources by providing supports in terms of information and communication.



我们的服务 / Our Services

主要承担投资环境推介、企业对接项目洽谈、各类投资合作服务。现有“P.M.+P.M.”四大业务板块。

Our services include advertising investment climate, match-making of companies and projects, and various other investment services, which can be summarized as “P.M.+P.M.”.

P.M.+P.M.



Platform / 平台建设：打造服务园区和企业的国家级平台

Platform: A national platform providing services to the companies and the industrial parks founded by German and Chinese enterprises

联合和引导中国省市园区驻德开展集团化投资促进工作：

中德汽车产业投资促进工作组：是由中国国际投资促进中心（德国）会同北威州、巴伐利亚州、马格德堡等地汽车产业集群和两国汽车领域行业协会发起设立，集聚行业领域投资者、引资者和中介服务机构，围绕中德汽车产业新需求和新动态，开展新合作。

中德工业城市联盟：开启“N+N”中德城市合作新模式，吸引佛山、台州、科隆、纽伦堡等中德22个城市参与。双方定期互访会晤、共享项目信息、互为招商推介。

CIIPA works closely with a number of Chinese local governments and industrial parks by introducing their representatives to investors in Germany.

The Sino-German Automotive Industry Investment Promotion Working Group was initiated and established by the China Investment Promotion Agency (Germany) together with automotive industry clusters in North Rhineland, Bavaria, and Magdeburg, and industry associations in the automotive industry from both countries. Investors, capital quotients, and intermediary service agencies are gathering together with new cooperation for the new demands and trends of the Chinese and German automotive industries.

CIIPA also initiated the Sino-German Industrial City Alliance by introducing the new “N + N” cooperation model. There are currently 22 member cities in the alliance such as Foshan, Taizhou, Cologne, and Nuremberg. CIIPA organizes regular meetings between the Chinese and the German sides to promote information sharing and investment marketing.

Match-making / 对接洽谈：助力两国中小企业和项目洽谈对接

Match-Making: Supporting the small and medium-sized enterprises (abbreviated as SMEs) with searching for suitable partners

“中德中小企业对接会”：(中德隐形冠军峰会、中德汽车大会、中德智能制造论坛) 一年一度，为中德中小企业合作搭建务实合作平台。

德国商协会领袖和企业家中国行活动：
增进德国工商界对华了解，开展投资合作。

By organizing an annual "Match-Making-Event": (Hidden Champions Summit, Sino-German Automotive Conference, Sino-German Cooperation Forum for Intelligent Manufacturing) CIIPA builds a platform to promote pragmatic cooperation between Chinese and German SMEs. CIIPA also organizes delegation trips to China for the leaders of Chambers of Commerce and Industry (IHK) and German entrepreneurs: Aiming to deepen their understanding of China and thus to promote cooperation and bilateral investment.



Publicity / 投资推介：执行中德两国投资环境和政策推介

Publicity: Advertising the investment climate and the related policies of both China and Germany

中国机会-中德行业专题推介交流会：
关注行业领域德国中小企业的对华投资合作。
汉诺威工业博览会投资中国系列活动：
代表中国发声，宣传推介对德合作优势和成果，对接来访企业和项目。

“Chance-China”: branch-specific round tables for Chinese and German entrepreneurs
These round tables mainly focus on German SMEs that are show interests in invest in China.
“Invest in China at Hannover Fair”:
CIIPA will advertise the advantages of cooperation with China and present the successful cases. Participating companies and projects will get the chance to be promoted to the potential partners.

Merger & Acquisition / 走出去服务：服务企业走出去和并购合作的实施

Mergers und Acquisitions: Supporting Chinese companies with M&A process in Germany

中德投资并购论坛：关注“中国资本嫁接德国技术”，组织德国投资并购专家和企业家访华，举办中德投资并购论坛，开展项目路演，政策和案例宣讲，宣扬中德投资并购合作的正面形象。

CIIPA focus on introducing Chinese investment capital to German technologies. To achieve this goal, CIIPA will invite German entrepreneurs and M&A experts to visit China and to host China-German M&A forums. The positive image of China-Germany cooperation is promoted by presenting successful cases and hosting project-roadshows.



2016年6月，《第四轮中德政府磋商联合声明》，提到“双方肯定两国商会（包括海外代表处）和投资促进机构发挥的积极作用，继续欢迎并积极支持其为推动双边贸易和投资以及企业合作作出积极贡献。”对中国国际投资促进中心（德国）成立以来所做的努力予以肯定和支持。

CIIPA's work is highly valued by Chinese and German governments. In the "Joint Statement on the Occasion of the 4th German-Chinese Intergovernmental Consultations" in June 2016, it was mentioned that the success achieved by Chinese and German business associations and investment promotion agencies is recognized, and their further involvement in promoting bilateral cooperation and investment is desired and should be supported.

中德合作，我们始终与您相伴

We will stand by your side during your
China-Germany cooperation

选择并参与我们，纵享全欧工作网络！

Join us, be a part of the business network in the whole Europe!

政府和园区参与共建合作：

办公资源：直接使用德国和匈牙利多个办公区域资源
德国：法兰克福（总部）
杜塞尔多夫和马格德堡（区域办公室）
中东欧国家：布达佩斯（商务部投资促进局驻匈牙利办公室）
法国：巴黎（商务部投资促进局驻法国办公室）

Governments and Industrial Parks Partners:

Office resources: Direct use of our resources in Germany and Hungary
Germany: Frankfurt am Main- Headquarter
Dusseldorf and Magdeburg - Local office
Central and Eastern Europe: Budapest – CIIPA Hungary
France: Paris (CIIPA France)

网络：直接接触全德经济促进机构和商会网络

平台：直接使用中德工业城市联盟等中德合作平台

团组：直接享受中德商协会和企业互访团组

项目：直接获取企业以及项目合作信息

Network: Direct access to CIIPA and IHKs' network
Platform: Direct access to Sino-German Industrial City Alliance's Platform
and other platforms of Sino-German cooperation
Delegation: Direct access to delegation trips organized by business associations and enterprises
Projects: Direct access to informations of enterprises and projects

企业服务：

为您与希望投资合作目的地建立联系。

为您提供创建公司的全面咨询。

为您协调税收及劳动法规方面的问题。

为您寻找潜在的合作伙伴提供支持。

为您做好项目选址提供协助。

为您建立符合期望的联系网络。

Our services for Enterprises:

Establishing contacts with your target regions.

Consulting services in the area of starting a company, tax, and labor laws.

Coordination of all questions concerning taxation and labor law.

Supporting with identifying potential cooperation partners.

Supporting with location choice for your projects.

Establishing a business network that suits your goal.



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