



Canada China Business Council Conseil commercial Canada-Chine 加中贸易理事会

**Address by Vice Premier Zeng Peiyan at the Canada China Business Council's
Leaders' Banquet - January 21, 2005
(Chinese version follows English translation)**

Right Honorable Prime Minister Martin,
Mr. Chairman Peter Kruyt,
Ladies and Gentlemen,

On behalf of Premier Wen Jiabao, it is with great honor that I attend tonight's gala banquet organized by the Canada China Business Council (CCBC). I would like to first extend my gratitude to Prime Minister Martin for his gracious speech, and to the CCBC for its kindness and hospitality. The start of a New Year is a time for innovation and change. It is therefore a pleasure to take this opportunity, as Canadian friends and Chinese colleagues gather here tonight, to talk about the bright future of Sino-Canadian cooperation.

In the past 27 years, the Canada China Business Council has made instrumental contributions towards strengthening communications and cooperation between Canadian and Chinese companies, which has stimulated the development and progress of our commercial relationship. This in turn has spurred understanding and friendship between the peoples of both countries.

Prime Minister Martin's visit has greatly intensified the friendly communications and mutually beneficial cooperation between the two countries. In the past 2 days, leaders of both sides have thoroughly exchanged thoughts and opinions on the Canada-China relationship and have reached a broad consensus. Jointly advantageous, it calls for new impetus to be given to bilateral cooperation in multilateral forums. In addition to establishing the Canada-China Strategic Working Group, a wide range of agreements such as the "Joint Statement By China and Canada, Common Paper Of Canada-China Strategic Working Group", "Statement On Energy Corporation in the 21 Century" and "Cultural Agreement Between The Government Of People's Republic Of China And The Government Of Canada" have been signed. As such, I would like to congratulate the Right Honorable Prime Minister on his fruitful visit.

In recent years, the Canada-China relationship, especially in terms of trade and investment, has developed well. Bilateral trade rate is growing quickly, and potential avenues for collaboration are continuously on the rise. According to Chinese statistics, Canada-China trade has almost quadrupled in the past 7 years. In 2004 alone, trade value reached a high of \$15.5 billion, a 55% increase from the same period over the previous year. Chinese imports have risen an astonishing 68%, which clearly demonstrates the promising future for Canada-China commercial relations. The rapid and persistent expansion of this relationship has already proven beneficial for the people of both countries. Finally, the aforementioned achievements could not have been made possible without the hard work and effort of everybody here.

However, celebrations aside, we will have to look at the enormous potential that lies ahead of us. Currently, two-way trade between China and Canada encompasses only a small percentage of each other's total trade potential. Such a proportion hardly seems compatible with our two countries' gross economic products. The scale of investment between the two countries remains limited. Small- and medium-sized enterprises still face difficulties when cooperating together. In order to facilitate their entry into today's emerging markets, both sides will need to work together to develop feasible solutions.

In order to explore further the trade potential between our two countries, we need to widen the

scope of our business cooperation with the CCBC's continuous and active assistance. Our efforts should be directed towards the following areas:

1. **We should mutually benefit from each other's assets in order to increase the proportion of our two-way trade.** For example, China has a vast market with an abundant and skilled labor force. It was predicted that the rate of increase of China's GDP in 2004 was more than 9%. Our demand for agricultural, energy, and mineral resources, and technological equipment increases consistently. At the same time, the quality and level of Chinese products, such as light industrial and textile goods as well as mechanical and electrical equipment, are improving by the day. These have provided new business opportunities for our cooperation. Canada on the other hand, is rich in energy and mineral resources. The technological advantage that it has in such areas as agriculture, environmental protection, raw and processed materials, and mechanical and electrical equipment, amongst others, is apparent. Our cooperation can be successful and limitless.
2. **We should encourage two-way investment, hence strengthening our business cooperation.** Bilateral investment between China and Canada will help increase our economic competitiveness and strengthen our business relationship. In recent years, though the size of bilateral investment has increased, it is nonetheless only by a small fraction. China has placed a priority on the strategic restructuring of its economic system, with emphasis on projects focusing on Western development and reforming of former industrial parks in Northeastern China. These policies will allow balanced and simultaneous development of these two areas. We welcome Canadian enterprises to bring its investment strengths to China in such areas as urban planning, and primary and hi-tech industries. Meanwhile, we actively support Chinese enterprises to invest in Canada, in sectors traditionally seen as China's forte as well as in new and emerging areas. This will help to enlarge the scope of mutual investment.
3. **We should also strengthen our technological cooperation, raising the level of our economic dialogue.** Currently, our cooperation is conventional and primarily limited to the importing and exporting of products. However, we have great potential in developing two-way cooperation in technology. Enterprises in both countries should focus collaboration efforts in research and development of areas such as energy, mining, agriculture, environmental protection, transportation, communications and textiles. They should employ each of our own advantages to collectively explore and develop new internationally competitive products, discovering and entering new markets, and ultimately benefiting and profiting from such joint ventures. For Canadian enterprises to demonstrate their prominence and participate more effectively in the highly competitive Chinese market, they will need to leverage their technological advantage and be flexible with technology transfers.
4. **More support should be provided to small- and medium-sized enterprises.** Both China and Canada have numerous SMEs that are experiencing challenges when entering each other's markets. In this case, the CCBC will need to serve as a bridge, as it has always done, to help these enterprises discover and grasp business opportunities. In order to advance the cooperation between our SMEs, relevant governmental departments in both countries should direct more effort towards providing information services and creating favorable conditions for the activities of SMEs.

My friends, as early as 2000 years ago, the famous Chinese philosopher Confucius once said, "a benevolent man establishes for others, standards he wishes for himself. He brings others to reach where he wishes to reach himself." This means that in any social relationship, it is required of the parties involved to consider each other, and to bring into effect mutual advancement. Business cooperation, in raw terms, is a form of social dialogue and relationship. It needs the understanding and support of all that are involved in order to be mutually successful. In the future, China will work together with Canada, on the basis of equality and mutual benefit, to develop our business cooperation. The Chinese government welcomes Canadian enterprises to participate more actively in the development of the Chinese economy, and in building a China that is more lively and open. At the same time, we

should be able to become an ideal partner for Canada as well. The rapid and healthy development of our commercial relationship will be a strong impetus for the advancement of our partnership, and for the mutual benefit of our people. Thank you.



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——在加中贸易理事会晚宴上的演讲
中华人民共和国国务院副总理 曾培炎
(2005年1月21日, 北京)

马丁总理阁下,
克鲁依特主席先生,
朋友们:

今晚, 我受温家宝总理的委托, 出席加中贸易理事会的盛大晚宴, 感到非常荣幸。首先, 我对加中贸易理事会的盛情邀请和马丁总理热情友好的讲话表示感谢。新年伊始, 万象更新, 很高兴与加拿大朋友和中国同事们共聚一堂, 畅谈中加合作的美好未来。

加中贸易理事会成立27年来, 为两国企业界加强交流与合作、推动中加经贸关系不断向前发展作出了重要贡献, 也为加深两国人民理解与友谊发挥了积极作用。我对此表示赞赏。

我高兴地看到, 马丁总理这次来访, 有力地促进了中加两国在各领域的友好交流与互利合作。两天来, 中加领导人就双边关系深入交换了意见, 并达成广泛共识。双方一致认为, 进一步推动中加在各领域的合作, 符合两国的共同利益。双方还签署并发表了《中加联合声明》、《中加战略工作组共同文件》、《21世纪能源合作声明》和《中加文化协议》等十几项重要合作文件, 启动了中加战略工作组。我对总理阁下访问所取得的成果表示祝贺!

近年来, 中加关系特别是中加经贸关系发展顺利, 双边贸易额快速增长, 合作领域不断扩大。据中方统计, 过去7年, 中加贸易额增长了近4倍; 2004年, 双边贸易额达到155亿美元, 同比增长55%, 其中, 中方进口额增长率高达68%, 这充分体现了中加经贸关系的强大后劲和广阔前景。中加经贸关系的持续、快速发展, 已经给两国人民带来了实实在在的好处, 这些成绩的取得, 与在座各位的努力分不开的。

在为中加经贸关系取得的成绩倍感高兴的同时, 我们要看到, 中加经贸合作还有很大的潜力。目前, 双方贸易额占两国各自贸易总额的比重还不高, 与两国经济总量不相称; 中加相互投资增幅不大, 双方中小企业经贸合作还面临一些困难。这些情况值得我们高度重视, 需要双方共同努力, 用发展的办法认真加以解决。

为进一步挖掘双方经贸合作的潜力，我希望两国企业进一步开拓合作的领域，也希望加中贸易理事会进一步发挥积极作用，从以下几个方面共同努力，做好工作。

一、充分发挥互补优势，努力提高双边贸易额在各自贸易总额中的比重。中国劳动力资源丰富，市场广阔，目前国民经济正处于新一轮增长周期的上升阶段，2004年GDP增长率预计超过9%以上。中方对农业、能源、矿产资源和技术装备的需求不断增长，同时中国轻纺、机电等产品的质量和水平也不断提高，这为中加合作提供了新的商机。加拿大能源和矿产等资源十分丰富，农业、环保、原材料和机电设备等产业发达，技术优势明显，双方合作大有可为，前景十分广阔。

二、鼓励双向投资，深化两国经贸合作。中加相互进行投资，有助于提高双方经济竞争力和密切两国经贸关系。近年来，中加双向投资虽有增长，但总量还比较小。目前，中国正在积极推进经济结构战略性调整，实施西部大开发和东北地区老工业基地振兴战略，促进区域经济协调发展，投资的领域十分广阔。欢迎加拿大企业更多地到中国来投资，在基础产业、基础设施和高技术产业等领域一展身手；同时，我们积极支持中国企业到加拿大进行投资，在传统和新兴产业发挥特长，扩大两国相互投资规模。

三、加强技术合作，提高双方经贸交流水平。目前，中加经贸合作仍以传统的产品采购为主，发展双边技术合作的潜力很大。希望双方企业加强联合研发，在能源、矿产、农业、环保、交通、通信、纺织等领域发挥各自优势，共同开发具有国际竞争力的新产品，开拓新的市场，实现互利互惠。希望加拿大企业充分发挥科技优势，在技术转让上更加开发灵活，在竞争激烈的中国市场上脱颖而出，赢得更多的项目。

四、为双方中小企业开展合作提供便利。中国和加拿大都有许多中小型企业，在进入对方市场时面临着一些实际困难。在此方面，我希望加中贸易理事会一如既往，继续发挥重要的桥梁和纽带作用，帮助双方中小企业寻找和把握合作机会。双方政府主管部门和两国使领馆也应加强服务和引导，为推进中小企业合作提供信息服务和便利条件。

朋友们，早在2000多年前，中国著名思想家孔子就说过，“己欲立而立人，己欲达而达人”，主张人际交往要充分考虑对方，实现双方共同发展。经贸合作说到底就使人与人的交流与合作，需要相互理解，相互支持，互利双赢。展望未来，中方愿与加方共同努力，在平等互利的基础上发展两国经贸合作。中国政府欢迎加拿大企业更加积极地参与中国的经济建设，一个充满活力、更加开放的中国，应该而且完全可以成为加拿大理想的合作伙伴。而快速、健康发展的中加经贸关系，必将成为推动中加全面合作伙伴关系发展的强大动力，更好的造福两国人民。谢谢大家