

Ladies and gentlemen, good afternoon!

I am Bian Fang. I would like to thank Mr. Chow Yiping for inviting me to participate in the Strategic Development Committee of the Portuguese Chinese Chamber of Small and Medium Enterprises.

As an investment banker from Hong Kong, I am willing to use my expertise and experience to contribute to the smooth development of the Chamber. At the same time, I am very pleased to see that Mr. Chow has invited many professionals to participate in the Chamber's Strategy Committee, and as a member of the team, I hope that together we can provide the Chamber with our professional strength to promote the economic and trade development of Portuguese and Chinese SMEs.

Today, I see so many guests at this inaugural ceremony, and I am convinced that under Mr. Chow's leadership, with the assistance of my colleagues, and with the strong support of all Chamber members, we should make a difference.

First, I would like to mention here the creation of the Chamber of Portugal- China SMEs "at the right time". It is a well-known fact that the global COVIN-19 has made economic development an important task for every country in the world.

With his foresight, Mr. Chow firmly proposed this idea at such an important period of time, especially during epidemic, led his team to complete the registration of the Chamber of Commerce with the full support of the XX Municipal Government, and was congratulated by officials of the Chinese Embassy to Portugal, and received more than 100 congratulatory letters from local governments and enterprises in China, worldwide overseas Chinese communities, and Portuguese associations.

This shows that the establishment of the Portuguese-Chinese Chamber of Commerce for Small and Medium-Sized Enterprises, led by President Zhou, is "at right time to do a right thing", recognized and blessed by all, and is in line with the development trends of this particular period.

Secondly, I would like to mention that main purpose of this Chamber of Commerce is to.

- (a) To make full use of the various resources and channels available in Portugal and China to build information platforms, communication platforms and service platforms for SMEs in Portugal and China.
- (b) Make full use of this platform to promote the economic and trade development of small and medium-sized enterprises (SMEs) and, more importantly, to promote Portuguese exports to China.

Third, to reach the goal, the road map would be as follows:

- (a) Use capital market mentalities and practices to match with capital and assets, such as the establishment of sector funds, financing and investment through public offering and private placement.

- New way of thinking and promoting - "innovative thinking", "new normal thinking". As it was said that the pandemic will live with human beings for a period of time, there will be a fundamental change in the traditional economic model and business relations, and the traditional, conservative approach will be totally incompatible with the new situation.

In addition to the above three points, the most important factor for the Chamber is to have a full knowledge and understanding of China, especially of the Chinese government's policies and new initiatives, which can lead to greater value for the Chamber.

As we all know, the Chinese Government has just convened the third session of the 13th National People's Congress (NPC), and President Xi Jinping and Premier Li Keqiang have each made important points for China's development, and I would like to digest some of them.

- President Xi mentioned that China's economy is still characterized by ample potential, strong resilience, large maneuver room and sufficient policy instruments
- China has the largest industrial system in the world with the most complete categories, strong production capabilities, complete supporting sectors, as well as over 100 million market entities and a talent pool of 170 million people. China also has a super large domestic market of 1.4 billion people and massive potential in investment demand
- Living standards continued to improve. Per capita disposable personal income topped 30,000yuan which is equivalent to Euro 3,862
- Main targets for development and the plan for the next stage of work would be:
 - more stable and higher quality imports and exports
 - foster an enabling environment for the development of the private sector
 - create new competitive strengths in the digital economy
 - work actively to expand imports
 - focus on quality in the joint pursuit of the belt and road initiative
 - promote liberalization and facilitation of trade and investment

Finally, I would like to say that there is a Chinese saying: to achieve success, one needs "the right time, the right place and the right people"! We have the right time to set up a Portuguese-Chinese SME, we are aiming 1.4 billion people Chinese market which is to have the right place, and we have right team led by Mr. Chow, and all the members of the Chamber of Commerce. I am sure that we are able to do something for the Portuguese Chinese SME and to contribute to the Portuguese Chinese trades.

I am a banker and we are providing our financial services to the members. We work together for a win-win situation.

Thank you again, Mr. Chow, and the team. Thank you all for coming to this ceremony.

bian fang 10TH June, 2020

各位来宾，中午好！

我是卞方。首先，我先感谢周一平先生邀请我参加“葡中中小企业商会”的战略发展委员会。作为一名来自香港的投资银行家，我愿意利用我的专业知识和经验为商会的顺利发展提供我的贡献。同时，我也非常高兴看到周先生邀请很多的专业人士参加商会的战略委员会，作为团队的一员，我希望我们可以共同为商会提供我们的专业力量，共同推动葡中中小企业的经贸发展。

今天，我看到有这么多的嘉宾参加这个成立仪式，我深信，在周先生的带领之下，在各位同事的协助之下，在所有商会会员的大力支持之下，我们应该有所作为。

首先，我要在此说的是葡中中小企业商会成立“生逢其时”。众所周知的是，全球面临的疫情的困扰，发展经济成为每一个国家面临的重要的任务。周先生利用他的远见卓识，在这样重要的时刻，勇敢的提出这个设想，并在疫情高峰的时候，带领他的团队，在XX 市政府的鼎力支持下，完成商会注册，并得到中国驻葡萄牙大使馆官员的祝贺、得到中国地方政府和中国的企业、全球华人团体、葡萄牙各协会共计 100 多封贺信，令我对周先生更加钦佩和尊重。这充分说明周会长领导的葡中中小企业商会成立是“生逢其时”、是得到大家的认可、是得到大家的祝福，是顺应了这个特殊时期的发展趋势。

第二，这个商会的主要宗旨就是：

- 充分利用葡中的各种资源和渠道，为葡中中小企搭建信息平台、沟通平台、服务平台；
- 充分利用这个平台推动中小企业的经贸发展；更多的是推动葡萄牙向中国出口；

第三，要做到这个，路径是：

- 利用资本市场的做法为资本、资产进行配置，比如设立行业基金、通过公募、私募的方式进行融资和投资；
- 利用新思维、新方式去推动---“创新的思维”、“新常态的思维”。在全球疫情之后，传统的经济模式、商贸关系会发生根本的变化，那种传统、保守的方式完全不能配合新的形势的发展；

除了上述三点之外，对于商会来说，更重要的是对中国的充分认识和了解，尤其是对中国政府的政策和新的措施的理解，这个能为商会带领更大的价值。

众所周知，中国政府刚刚召开了 13 届人代会第三次会议（the third session of the 13th National People's ），中国政府习近平主席、李克强总理分别提出了中国发展的重要论点，我摘要说一下：

- 中国的经济形势：经济潜力足、韧性强、回旋空间大、政策工具多
- 中国有包括 4 亿中等收入群体在内的 14 亿人口所形成的超大规模内需市场，正处于新型工业化、信息化、城镇化、农业现代化快速发展阶段，投资需求潜力巨大
- 民生进一步改善，居民人均可支配收入超过 2 万元
- 中国政府发展的主要目标
--进出口促稳提质

- 优化民营经济发展环境
- 打造数字经济新优势
- 积极扩大进口
- 高质量共建“一带一路”
- 推动贸易和投资自由化便利化

最后，我要说的是，中国有句话要想成功做成一件事，需要“天时地利与人和”！我们有成立葡中中小企业成立的时机、有中国 14 亿人口的市场地利、有周先生带领的团队和商会会员的人和，我确信，我们是能够为葡中中小企做些事，能够为葡中贸易做些贡献。

我是银行家，没有金融的支持，也不能够做成一件事，银行业务和商会的合作，可以实现共赢。

再次感谢周先生、感谢大家的莅临这个成立大会。

卞方

2020 年 6 月 10 日