

Room 1 Logistics & Sourcing

With the presence of the bureau of: **Jinling Custom, Nanjing Entry-Exit Inspection & Quarantine Bureau, Nanjing Commercial Bureau**
(金陵海关, 检验检疫, 和商务局)

1. Custom Guidelines

Is the **custom bureau** considering providing some policy related guidance to foreign enterprises? For example could the custom officials update companies on new custom policies as well as provide some training in cooperation with the European Chamber?

海关能否考虑为外资提供一些相关的政策指导。比如成立专门的办公室或人员, 提供最新出台政策的培训, 并与中国欧盟商会合作进行。

2. Custom and Inspection Bureau Online Application

At present **Jinling Custom and Nanjing Inspection Bureau** are based in Jiangning District, so for those companies based in North of Nanjing dealing with these bureaus is really inconvenient and time consuming. On-line application and e-approval is an efficient and environmental friendly opportunity. What is the Customs status on this?

基于提高南京投资竞争力, 为企业提供更多的便利, 我们建议如下:
提升服务:

进一步推广无纸化办公, 网络申请与审批。

现在金陵海关&南京商检局设立在江宁, 对于那些位于北边的企业办理事情不是很方便。

3. Credit Management measure for bonded goods

Regarding to the custom bonded goods (processing trade goods) inspection, could it be possible to use the new policy "Custom Corporate Credit management Interim Measures (No. 225 agreement)" to give full self-control to those companies with a good reputation, in order to reduce the operational cost?

关于对企业的管理:

关于海关对保税货物(加工贸易货物)的监管, 是否可以结合新政《海关企业信用管理暂行办法》(海关总署令第 225 号令), 给予信用良好的企业充分的自制与管控, 降低企业的运行成本。

No. 225 regulation

如: 现行的《中华人民共和国海关加工贸易货物监管办法》(海关总署令第 219 号令) 第十条规定 加工贸易企业应当将加工贸易货物与非加工贸易货物分开管理。加工贸易货物应当存放在经海关备案的场所, 实行专料专放。企业变更加工贸易货物存放场所的, 应当经海关批准。

实际上现在很多企业的对物料的管理, 都可通过 ERP 系统准确的界定出哪些是加工贸易的货物, 哪些不是。企业能做好自我的管控, 所有我们认为, 企业无需划定一些专门的区域来存放

加工贸易货物，甚至要经海关备案批准。

4. Reduce logistic cost and time

Currently, some goods can only be stored in the bonded zone for one day and should arrive before 9 am which is impossible for companies based in Nanjing. Can this rule be changed in order to reduce logistic cost and time?

降低企业的物流成本，节省企业的物流时间：

目前通过南京龙潭物流园的操作的“一日游”的货物，货物需要一早抵达龙潭，才能完成“一日游”的操作流程。

可是对于就在南京的企业来说，要提前一天将货运装车，确保次日早上 9:00 之前抵达龙潭物流园，无形中增加了物流成本，降低物流时效。

5. Self-discipline

We hope customs can offer the opportunity of self-discipline to im/export companies.

In case the im/exporter violates the Custom regulations by error, we hope Customs can exempt the punishment if im/exporter volunteers to report to Custom. Currently Customs punish or downgrade the im/exporter even if companies voluntarily report the violation. Hence, the Im/exporter would not like to cooperate with Custom for self-discipline and custom will have higher investigation cost.

希望海关能给予企业自错自纠的机会。如果企业因操作或人为失误而造成的违反海关监管规定，如果企业主动向海关汇报，希望海关能够免除对企业的处罚。这样，企业可以主动向海关汇报。目前实际情况，只要企业的失误而造成的违反海关监管规定，海关都会给予企业处罚，如罚款和降级。长期以来，没有企业愿意和海关在此方面的配合，并且增加海关调查成本。实际上，如果没有企业的配合，海关也很难发现企业的问题。

6. New Service

We hope custom can establish a new service to help dealing with Custom issues. This service can enhance the companies' ability to comply with regulation. At the same time, **Jinling Custom** can be innovative in offering a new service to enhance the business environment.

希望海关能够成立一个对企业的救助性质的部门（区别咨询热线），对于企业的日常发生的错误，在不发生走私行为的前提下，有这样一个汇集各类专家的平台，能够帮助企业协调并解决企业发生的错误。这样可以体现中国战略层面的意义。

7. Roof Company Signs

In occasion of the YOUTH OLYMPICS in Nanjing in August 2014 all companies' signs needed to be removed from the roof tops. When and under which conditions can the signs be set back up again?

建筑屋顶的标识

因为南京青奥会的原因，在 2014 年 8 月南京所有公司超过屋顶高度的标识都被摘下，请问什么时候能把这些标识还原呢？

8. Expand bonded Warehouse

There has been a large 50% increase in container volume in the Longtan port in the past 2 years. We appreciate the measures that have been taken to separate Private and Commercial shipments and charge a little storage fee to encourage clients to process their shipments quickly.

During peak summer season the bonded warehouse still becomes quite full and presents challenges to moving items in and/out of the warehouse and getting inspected. There are risks of damage occurring. What are the chances to get the Bonded warehouse space expanded?

扩大保税区仓库的仓储面积

在过去的两年中龙潭保税区的仓库面积扩大了 50%左右。我们也可喜的看到个人用与商业用的仓储已经得以分开，同时为了鼓励提高装船的速度，收取部分费用促进效率提高。

只是在仓储最紧张的夏季，仓库会非常满以至于移进和取出货物变得比较困难，这样容易造成事故的发生，我也能否再次请求扩大仓库的面积？

9. Extend inspection hours for HHG

The paper work required for processing HHG shipments in Nanjing is less than other ports and often processed faster. In the **Lukou Air customs house inspections** and checks are done 5 days a week Monday to Friday, but with limited time per day.

The **Lukou customs office** generally has good service but can sometimes change procedure policies a few times during the year. In November, they instituted a new rule that the export document authorization could only be done once the goods had arrived in the **Lukou customs bonded warehouse**. We appreciate how the **Longtan customs office** maintains procedures during the year and provides flexibility in checking the clients' documents in advance if necessary.

The **Sea port customs office** provides a good service for HHG shipment. Generally the procedures stay the same during a particular year and allow the document verification and authorization separately before the customs inspection. This allows clients to leave after their shipments are packed and avoid waste of time.

The Sea port only has one day set aside for HHG shipment inspections, Thursdays. Along with other document delays which often take 2 weeks to process, there are unavoidable storage and demurrage charges which we have to pass on to our clients simply due to customs inspection delays. If one more day of the week were selected for inspections that would save a lot of extra charges.

为个人居家用品增加检验时间

海关和检验检疫留给个人居家用品海运处理书面文件的检验时间要比其他进出口产品少很多。在禄口机场的海关区域留给检验和检查居家用品的时间在一周 5 天的工作日内非常有限。

禄口检验中心总体提供这高质量的服务，只是在处理程序上再一年中的某些时间段内否有所调整。在 11 月份，一个新的法规被提出，出口文件审批职能在活跃已经到达禄口海关检验中心的保税区域仓库时才能进行。我们相对比较欣赏龙潭报税区的做法，在年间保持着稳定的程序，并且灵活的抽查客户的文件，特别是在必要时。

港口海关办公室为个人家居用品提供了很好的服务。保持着稳定的工作程序，并且保证了各方面文件在海关检验之前就得到审批，这样确保了客户能准时出发，节约了时间。只是港口海关办公室每周只为个人家居用品开放一天的时间，而其他文件的审批通常需要 2 周的时间完成，这样不可避免的增加了仓储的费用，是否可以增加服务的时间呢？

10. New procedural rule for air shipments

Some countries require the person to arrive at the destination and do some paper work before sending his HHG. There is a rumor that there will be a new procedural rule for air shipments that the client's HHG must be loaded on the plane before the client leaves the country. So in this case it would be hard to arrange this shipment. Can you give feedback on how to arrange such situation?

空运的新程序规定

某些国家规定，个人在货品送达目的地之前需要本人亲自到达目的地完成某些文件。关于这一点，最近有听到传闻，空运的过程中，乘客的个人家居用品必须装载到飞机上以后，乘客才能离开国家。在这种情况下，运输行程将比较难安排，能否对着方面给出建议？

11. HHG by Sea

Expats bringing personal Household goods (HHG) to Nanjing by sea are in need of an import permit from the **Jinling custom office**. But there is a rule that they can only get this permit within 6 months of the first work permit issuance, and this causes a problem for people who bring their goods later. In Shanghai there is no time limitation. Why is there this time limitation and can it be changed?

对于外籍人士来南京需要带入个人家居用品通过海关时，有一条限制规定，必须在第一个工作许可证的前 6 个月内作为时限。在上海就没有相应的时间规定，这对于一些需要稍后才把自己家居用品带入中国的外籍人士，或者外籍人士家属 6 个月后才进入中国生活的家庭造成很大不便。那么南京为什么需要有这样的限制？能不能有所调整？

12. Importing

- a) A company was in the need to import a Server for its internal use. The Server was purchased and configured by the Headquarters and ready for shipment to China. However we got to know the

importation of Server is somehow restricted and lot of certification are needed including a compulsory Energy Efficiency test which might damage the unit. We would like to know any particular rules and guidelines for importing these IT devices to China, since it's only for internal use and not for sale purpose.

公司 A 需要为了公司内部使用进口服务器，这款服务器是由母公司采购并且运输到中国。但是在中国的子公司被告知，引入这个服务器需要相应的很多证明文件，包括一个非常复杂的能源效率测试，而此项测试非常有可能摧毁服务器本身性能。我们希望了解，是否有专门的文件条款可以处理类似于这样的情况，指导 IT 产品用正确方式进入中国。需要强调的时，此款服务器只为公司内部所用，并不是用于对外销售。

- b) A company is importing cables for the equipment they sell to the Chinese market needs to know how to verify the need of CCC certification for these cables. In details they need to know which office and which policy can be used as reference to clarify these issues.

公司 A 需要为本公司在中国市场内销售的某种器械进口电线，A 公司希望了解如何为这些电线电缆申请 3C 许可证。具体的来说，他们需要了解，可以联系哪个部门的哪个办公室可以得到正确的引导得以解决问题。

Room 2: Human Resources

With the presence of the bureau of: **Nanjing Municipal Human Resource and Social Security Bureau**
(人社局和卫生局)

1. Visa for intern, high school graduated, temporary workers

It has become more difficult to obtain a working visa especially for German people who do not have a degree, but have a vocational training accomplished. Foreign interns have been a resource for cultural exchange and mutual growth. Lately we have heard that foreign interns are not permitted due to a restriction in Visa issue. We would like to foster the opportunity to have again a foreign intern.

国外实习生，临时工作人员的签证问题

因为教育体系的不同，德国大多数技术性员工并没有和中国人相同的本科文凭，而是另外一种教育文凭。这使得很多德国技术员工无法申请中国的工作许可。中国最近也在大力提倡文化和资源的国际交流，而外国实习生其实是文化交流和共享的重要途径，最近我们发现，国外实习生是不允许获得签证的，我们可否在此提出建议，为外国实习生提供更多的机会进入和了解中国。

2. New Service

We hope human resource bureau can establish a new service to help dealing with HR issues. This service can enhance the companies' ability to comply with regulation. At the same time, **Nanjing Human Resource and Social Security Bureau** can be innovative in offering a new service to enhance the business environment.

希望人社局能够成立一个对企业的救助性质的部门（区别咨询热线），对于企业的日常发生的错误，在不发生走私行为的前提下，有这样一个汇集各类专家的平台，能够帮助企业协调并解决企业发生的错误。这样可以体现中国战略层面的意义。

3. Prevention on workplace

Companies are highly committed to safeguard on the workplace. What are the requirements or standards required by the local government?

公司非常关注工作环境的安全问题，请问地方政府是否有关于工作安全的具体法规？

4. Plan for foreign investment in healthcare

As China's healthcare reform has deepened since 2009, both the demand for and the delivery of healthcare service have evolved. China will become the second largest healthcare market by 2015, in terms of the service expenditure and have the largest number of patients in the world. We have heard about more foreign investments in joint-venture hospitals lately backed up by the government's latest policies, such as the Notice on <Establishing Pilots of Foreign-Owned Hospitals>, published by the National Health and Family Planning Commission (NHFPC) and Ministry of Commerce (MOFCOM).

What are the plans for Nanjing and nearby cities?

自 2009 年医疗改革以来，对于提高医疗服务的需求和呼声越来越高。因为拥有着大量服务人群和需求，中国将在 2015 年成为世界第二大的医疗市场。我们听说，在政府最新的相关政策中提出，将鼓励越来越多的外国医院与中国本地医院合作经营，比如，在国家卫生和计划生育委员会以及国家商务部共同发布的文件中就提到，允许建立外资为主的医院。请问关于以上内容，南京是否也有相应的准备和计划？

5. Labor Contract Law Article 22

How to define special technical training as described in the labor law article 22 above? What does special technical training include?

我们的问题是，如何界定专业技术的培训？专业技术培训包含哪些培训？

《劳动合同法》第 22 条规定，用人单位为劳动者提供专项培训费用，对其进行专业技术培训的，可以与该劳动者订立协议，约定服务期，劳动者违反服务期约定的，应当按照约定向用人单位支付违约金。

《劳动合同法实施条例》16 条规定：第十六条 劳动合同法第二十二条第二款规定的培训费用，包括用人单位为了对劳动者进行专业技术培训而支付的有凭证的培训费用、培训期间的差旅费用以及因培训产生的用于该劳动者的其他直接费用。

6. Emergency care in Chinese hospitals for foreign expats

Numerous expats in China experienced a lack of help in Chinese hospitals when facing an emergency medical situation. Chinese doctors were not willing to take care of the unfortunate

expats and first with the help of an international clinic doctor, the situation was improved and the expat received help. What is the **Healthcare Bureaus** comment on that and how can this unfortunate situation for expats be improved?

外国人去中国当地医院救治时

相当数量的外国人在中国当地医院经历了比较不理想的救治过程。中国医生大多不愿意接待外国病人，因此大多数中国人只能通过国际诊所先进行咨询，在寻找救治方法，但是在紧急情况发生时则无济于事。请问卫生局是否能有改善此类情况的具体政策安排？

Room 3: Rule of Law and Taxation

With the presence of the bureau of: Nanjing **State Tax Bureau, Nanjing Local Tax Bureau and Nanjing Arbitration Commission, Jiangsu SAFE**

(国税局，地税局，江苏省外汇管理局)

1. Tax Bureaus

Can we better understand what are the differences between **Local and State Tax bureau**, since companies have to deal with both?

我们能否更加清楚的了解国税局和地税局的区别？因为公司需要同时与两方沟通，却无法分清工作内容。

2. Tax Guidelines

Is the **tax bureau** considering providing some policy related guidance to foreign enterprises? For example could the tax officials update companies on new tax policies as well as provide some training in cooperation with the European Chamber?

税务局能否考虑为外资企业定期提供专门的政策指导？比如与中国欧盟商会合作为最新出台的税务政策提供解读和培训？

3. RMB cross border

Regulation on RMB Cross Border Centralized management program (included RMB cross border pooling, POBOROBO and Netting)

The macro parameter is set up at 0.1 here, how to explain the setting? How was increase and leading in further?

《中国人民银行关于跨国企业集团开展跨境人民币资金集中运营业务的通知》中的宏观审慎政策系数初始值 0.1，如何解读？调整的依据？

4. “营改增”的进程如何？是否会在 2015 年全部完成？

How is the process of doing tax reform so far? Can it get done by 2015?

5. 由于企业所得税年度申报表在 2014 年将有重大更新，南京市国税局是否会有进一步的解读、指导，或提供对纳税人的培训？

Because the Annual Income Tax Return application form has a huge update in 2014, will Nanjing state bureau arrange some more specify training, explanation, or instruction regarding to this?

6. SAFE

Regarding to the variance between export declaration and payment received, a company has already finished the tax rebound adjustments. What are the requested documents to **the State Administration of Foreign Exchange (SAFE)**?

外汇管理局---出口报关与收汇有差异，已做出口退税调整，是否还需要向外管提交资料

7. Registered capital decrease

A company has closed its manufacturing activity, sold the plant and transformed itself in a Trading Company. Now they want to decrease their Registered Capital in accordance to their new status to release funds to be sent back to their original country.

Our understanding is that the procedure is as follows:

企业 A 已经停止了其生产性行为，卖掉了工厂，并且完全转型为一个贸易公司。现在他们希望减少他们的注册资本，为符合现有的企业情况，解冻部分资金，并且发回企业总部。我们理解的需要的程序如下：

我们希望确定，程序是否正确，并且希望了解当意外情况发生是，可以和哪个部门咨询。

Unit	Specification	Activity
Investment promotion bureau	Prepare check	Application
	Give creditor notice	Letter
	Declare 3 times in newspaper of province	Advertising in newspaper of province
Develop Zone	Application approval	Submit supporting report
Adminstration commercial department	Chage company capital registration	Submit supporting report
Tax bureau	Chage company capital registration	Submit supporting report
	Certificate Tax paid	
SAFE	Open capital account for lowering capital	
	Approve capital lowing ammount payment	
	Transfer USD from normal account to capital account	
	Transfer USD from capital account to HQ	

We would like to get confirmation that this procedure is correct and to know what people can be the reference in case of any problem occurs.

8. CSHFTZ

Since Shanghai started the Shanghai Free Trade Zone, what is the effect on the Nanjing import/export tax situation?

上海自贸区建立后，对目前南京税收和进出口业务的影响有哪些

Room 4: Environment and Investment

With the presence of the bureau of: **Nanjing Investment & Promotion Commission and Nanjing Environment Bureau, Nanjing Economic and Information Committee**

投促委，环保局

1. Relocating a company

For a company aiming to relocate, the regulation states you first have to close the company and then reopen it in the new location. Not only for the companies relocate with in the town, but also for those company want to move outside the city is much more difficult. Is there a more efficient way to deal with relocation?

企业迁址。在本市不是很方便，迁往其他城市更不方便，必须先关闭公司，然后新设立。希望能迁徙自由。

2. Production safety

Foreign companies in particular care for safety in the production line. What are the requirements and conditions for companies that **Nanjing Safety Supervision Bureau** requests for enterprise safety in production?

关于南京市安全监察部门有怎样具体的关于保护企业财产的法律条规？

3. Electricity limitation

Companies wonder whether the limit of electricity usage is for all companies in the development zone. Or it's just for the companies that reach to the maximum of power consumption? Can the limit of energy consumption be discussed and how is it assigned?

在开发区内是否有关于企业用电量的限制？或者，只是关于企业能耗总量的限制？

4. Foreign Investment Catalogue

What is the "Foreign Investment Catalogue" mainly focusing on, what is the encouragement/limitation direction of the policy?

外商投资产业指导目录的调整主要目的是什么，鼓励/限制类的政策方向？

5. Hazardous Waste

What companies (list of companies) can select the hazardous chemical waste from companies?

关于处理危险化学品，有怎样的具体企业名单可以处理？

6. Dealing with hazardous waste

So far, only few companies in Nanjing have the certificate of dealing with solid hazardous waste, but this hardly can fit the market needs. What is the future plan of the **Environment Bureau**? And any suggestion for the companies to solve the storage of the solid hazardous waste right now? Can you give information on companies that have the authorization to deal with hazardous waste?

目前南京市有固体危废资质的公司就 1-2 家，整体能力很小，南京市环保局对此如何规划？企业的固体危废存储问题该如何应对？

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上海自贸区建立后，对目前南京税收和进出口业务的影响有哪些？

8. High Technology Corporation

Is there any new detailed definition for the so called “High Technology Corporation”

高新技术企业的认定有哪些变化？

9. Business license for Governmental Offices

The renewal of business license for governmental representative offices is very complicated..Any possibility to simplify the process or make it bi-annual.?

外国政府代表处每年的年检过程非常繁琐，是否有办法统一处理，简化步骤，或者两年一次？

10. Energy

Over the past year companies have experienced energy shutdowns in Nanjing on quite short notice from Government side. Although some have installed big areas of solar panels. There doesn't seem an advantage regarding energy shutdowns.

When and under which conditions will those companies which have installed solar panels on their premises benefit in regards of energy shut downs?

在过去几年中，企业经历过数次政府临时关闭能源的事件。虽然在某些公司装有大区域的太阳能设施，但在大规模断电的情况下也无济于事。

什么时候在何种条件下，这些企业可以按照更多的太阳能设施，以保证在今后的断电中不受太多损失？

11. Reduction of production load

We had in 2014 several periods during which industry was asked to reduce production load (i.e. energy consumption, construction during YOG, APEC, Nanjing massacre anniversary, visit of Mr. Xi.....). Such measures are expensive, some unexpected and definitely not sustainable as the fluctuations in production can cause negative impacts up and down supply-chain lines and are not efficient. And when restarting production, levels of pollution and emissions would not necessarily decrease. What kind of realistic and sustainable measures does the government want to take? What is the challenge in enforcing low emission limits throughout the year? Is it possible to communicate expected production limitations clearly and early?

在 2014 年，企业经理过几个阶段，工厂被强制要求减少生存率（比如，减少能源消耗，移动设施和建筑等等，特别是在青奥会，APEC 会议，南京大屠杀纪念日，习近平主席到访南京时）。这些事情造成了大量的资源消耗和损失，某些情况实在没有预期没有准确定义和解释的情况下发生，请问是为何？是政府需要维持怎样的可持续发展战略才做出的决策还是？能否在年前明确通知到企业全年的低能耗时间段？

12. Natural Gas

Natural Gas is the most environment friendly fossil energy source. But the price is rising so fast that everyone will try alternatives. Are there any possibilities to ease the pain for natural gas users? Please expand.

天然气是最环保的能源。但是价格上升的速度使得众多企业在寻找替代品。有没有可能性确保天然气能源使用企业的权益？

13. Symbiotic relationships between companies

Eco-Industrial Parks - inform us about the progress of the SINO-SINGAPORE NANJING ECO HI-TECH ISLAND. What impact do you believe this kind of development – particularly symbiotic relationships between companies – can have on addressing concerns about stop-gap measures to limit emissions? What impact do you believe this can have on sharing of technologies to advance environmentally friendly production?

企业间的共生关系

绿色环保工业园告诉我们中新南京绿色环保园正在建造过程中。请问政府在建立这类园区时是考虑到会造成怎样的影响？特别是众多企业之间的共生关系？我们能否在这里提出关于限制排放的权益措施的担心和疑问？在哪些方面您会认为，共享技术可以促进环保产品的进一步发展？

14. Energy management programs

Do you believe that energy management programs (which encourage industrial companies and cities to carefully assess energy use by summarizing detailed energy use in facilities) have a future in Nanjing and Jiangsu? Please elaborate on any current initiatives and plan to enhance energy management.

绿色环保工厂- 我们了解到中新南京绿色环保园正在建造过程中。请问政府在建立这类园区时是考虑到会造成怎样的影响？特别是众多企业之间的共生关系？我们能否在这里提出关于限制排放的权益措施的担心和疑问？在哪些方面您会认为，共享技术可以促进环保产品的进一步发展？

15. Relocation

Relocation of heavy industry only moves the problem of carbon dioxide emissions – it does not lessen the burden and impact. That said, is the goal of Nanjing to allow industrial companies to continue operating in their locations, but with lower energy consumption and increased efficiency? If so, how is this addressed currently? Are alternative technology options or ideas broadcast to local companies? And what is the local government doing for local companies to help offset high investment costs and the perceived long wait for energy savings?

请问您是否相信能源管理问题真的对南京乃至江苏的未来确实能起到作用？（其中鼓励企业以及市民通过记录能源使用量的方式谨慎使用能源）？能否给出到目前为止的举措以及加强能源管理的计划？

重新安置重工业企业只是单方面移动了碳排放的区域，而没有真正的减少碳排放的负担和影响。据说，为了实现南京的环保目标，做法是虽然允许工厂继续在其区域内运营，但是必须减少能源使用并且加强效率。如果这样真的可以实现，请问截至目前为止效果如何？请问当地政府在针对中国本地投资企业的问题时，会帮助其抵消投资成本，并且延迟“节约能耗”工作展开时间吗？请问这是只针对中国企业才有的优惠吗？

16. Growing energy demand

The forecast is that the energy demand in China will grow considerably during the next years. What will be the long term plan for the government to fulfill the growing energy demand and reduce the CO₂-emissions at the same time?

根据预测，中国的能源使用量将在接下来的几年中大幅提升，请问针对这一点，政府是否有针对能源使用和满足需求的长期计划，特别是针对碳排放量是否也有相应计划？

17. Economic development and energy efficiency

Manufacturers have always the target to increase output volume, but on the other side to produce as energy and cost efficient as possible. What will the government do towards companies that are increasing production output, but on the other side also increasing the energy efficiency of their factory? Will Economic development have the priority above energy efficiency in China?

制造型企业总有增加产量输出的目标，但是另一方面也会确保能源和成本使用的平衡。那么政府在针对企业提高产值的时候，是否也考虑过平衡能源使用的问题，那么经济部门是否是把最高能效放在最优先的位置考虑呢？

18. Current challenges

Nowadays we experience difficulties in recruiting and retaining talented workers. Increase of land cost, taxes, labor costs and worsening of quality of life (pollution + traffic).

Nanjing and Jiangsu have a history of welcoming and benefiting from Foreign Direct Investment. We would suggest that Nanjing uses 2 ways to differentiate itself from other competitive cities like Wuhan or Qingdao.

What is the municipality plan for dealing with new challenges?

最近外资企业发觉招聘并且留住人才越来越难，并且由于土地租用的费用，税务和人员成本的提升，以及生活质量（污染，交通）的原因。南京作为历史名城，将怎样进一步促进外资企业来南京投资？相对于其他城市，比如武汉，青岛等等，南京将如何提高其竞争力？南京在面对以上挑战时，是否有新的计划？

19. High electrical power fee for industry

In year 2013 I raise one question of “High electrical power fee for industry” and I’ll raise the same question also this year .Although in year 2014 we benefit a little bit from “direct purchase model of electrical power”, hope similar approach would be continuous.

2013 年我们提过一个问题关于工厂电量费用问题，今年虽然我们已经在直接购买电力中得到优惠，但是我仍然想提出相同的问题。

20. The trends of feasibility and EIA Approval

Could you please explain “the trends of Feasibility Study and EIA Approval” when a company prepares to further invest.

当公司加大对当地的投资额度时，应该如何理解和学习环评审批？