

中国—东盟商务理事会执行理事长许宁宁在香河的讲话
Xu Ningning, Executive President of CABC, Speech in Xianghe

4月29日,2014香河产业国际推介会在香河召开。中国—东盟商务理事会执行理事长许宁宁应邀出席并发表演讲,建议中国家具企业应抓住中国—东盟自贸区商机。

April 29th, 2014 Xianghe Furniture Industry International Promotion was held in Xianghe in China. Xu Ningning, Executive president of CABC (China-ASEAN Business Council), was invited to the meeting. Xu suggested that the Chinese furniture enterprises should seize business of CAFTA (China-ASEAN Free Trade Area).

东盟由文莱、柬埔寨、印度尼西亚、老挝、马来西亚、缅甸、菲律宾、新加坡、泰国、越南十国组成。2002年11月,中国和东盟签署了《中国与东盟全面经济合作框架协议》,启动了自由贸易区建设进程。2010年1月1日,世界上最大的发展中国家自贸区——中国—东盟自贸区建成,中国对东盟平均关税降至0.1%,而中国对外贸易的平均关税则为9.8%;东盟6个老成员国(新加坡、马来西亚、泰国、印度尼西亚、菲律宾和文莱)对中国的平均关税降至0.6%,东盟四个新成员国(越南、老挝、柬埔寨、缅甸)对中国的平均关税降至5.6%。中国与东盟90%以上的产品、近7000种货物实现了零关税。中国—东盟自由贸易区为中国与东盟国家家具企业合作带来了许多新商机。

ASEAN comprises ten member states: Brunei, Kampuchea, Indonesia, Laos, Malaysia, Burma, Philippines, Singapore, Thailand, and Vietnam. November 2002, China and ASEAN signed the "China-ASEAN Framework Agreement on Comprehensive Economic Cooperation" to start the process of free trade area construction. January 1st, 2010, China - ASEAN Free Trade Area, the world's largest free trade area in developing countries was built. China average tariff on ASEAN was 0.1%, while the average tariff rate of China foreign trade was 9.8%. 6 members of ASEAN (Singapore, Malaysia, Thailand, Indonesia, the Philippines and Brunei) on China average tariff fell to 0.6%, 4 members of ASEAN (Vietnam, Laos, Cambodia, Myanmar) on China average tariff fell to 5.6%. Between China and ASEAN, more than 90% of the products, nearly 7,000 kinds of goods to achieve a zero tariff. CAFTA brings many new opportunities for cooperation of the furniture industry of China and ASEAN countries.

中国—东盟自贸区的建成给双方带来更多机遇、更大的市场和更优化的资源配置条件。2013年,中国—东盟贸易额达4436.1亿美元,较上年增长了10.9%,在中国的前三大贸易伙伴中,中国与东盟的贸易增速最快(2013年中国与欧盟贸易增速为2.1%,与美国贸易增速为7.5%)。

CAFTA brings more opportunities, greater market and better conditions for resource allocation for China and ASEAN countries. 2013, China - ASEAN trade volume reached 443.61 billion U.S. dollars, by an increase of 10.9% over the previous year. In China top 3 trading partners, ASEAN grows fastest in trade (In 2013, the growth rate of trade between China and the EU is 2.1%, the growth rate of trade between China and the U.S. trade is 7.5%).

2014 年一季度，中国与东盟国家（除文莱、老挝、柬埔寨外）木及木制品进出口金额为 14 亿美元，同比增长 46%，其中：进口同比增长了 50%，出口同比增长了 32%。从国别来看，中国从缅甸、越南、泰国、印尼的进口较大，分别为 3.1 亿美元（同比增长 96%）、2.9 亿美元（同比增长 95%）、2.4 亿美元（同比增长 4%）、2.3 亿美元（同比增长 48%）。中国向缅甸、马来西亚和菲律宾出口增长较快，同比分别增长了 159%、76%、62%。从商品类别来看，中国从东盟国家进口木及木制品、软木及软木制品分别增长 50%和 69%；中国向东盟国家出口增长较快的是编结材料制品、柳条编结品，增长了 103%。

First quarter, 2014, Wood and wood products between China and ASEAN countries (except Brunei, Laos, and Cambodia) imports and exports amounted to \$ 1.4 billion, by an increase of 46%, of which: Imports grew by 50%, exports grew by 32%. View from the countries, China imported large from Burma, Vietnam, Thailand, Indonesia, value of which were \$ 310 million (grew by 96%), \$ 290 million (grew by 95%), \$ 240 million (grew by 4%), \$ 230 million (grew by 48%). China exported more to Burma, Malaysia and the Philippines grew by 159%, 76%, 62%. View from the commodity categories, China imported wood and wood products from ASEAN countries by an increase of 50%, imported cork and articles of cork by an increase of 69%, Chinese exports to ASEAN countries grew rapidly is plaiting materials, wickerwork, by an increase of 103%.

2014 年第一季度，中国与东盟部分国家（除文、老、柬外）家具出口 217.8 亿美元，同比增长 31%。从国别来看，中国从越南、印尼、泰国进口额最大，分别为 4.8 亿美元（同比增长 54%）、1.7 亿美元（同比增长 2%）、1.1 亿美元（同比增长 38%）。中国向马来西亚、新加坡、印尼出口额最大，分别为 67.3 亿美元、40.9 亿美元、31.3 亿美元，同比增长较快的国家是菲律宾、缅甸、越南，分别为 576%、216%、86%。

First quarter of 2014, China furniture exports to ASEAN countries (except Brunei, Laos, and Cambodia) is 21.78 billion U.S. dollars, by an increase of 31%. From the country, the China furniture import from Vietnam, Indonesia, Thailand is the largest, which were \$ 480 million (grew 54%), \$ 170 million (grew 2%), and \$ 110 million (grew 38%). China to Malaysia, Singapore, Indonesia, the largest exports was \$ 6.73 billion, \$ 4.09 billion, \$ 3.13 billion. The faster growth of exports to Philippines, Myanmar, Vietnam, were 576%, 216%, 86%.

东盟是中国周边外交的优先方向，目前双方正在打造升级版自贸区，进一步相互开放市场，并确定了 2020 年达到 1 万亿美元的贸易目标和 2013 年至 2020 年新增双向投资 1500 亿美元的投资目标。新目标预示着商机。

ASEAN is a priority of China's diplomacy with neighboring countries, the two sides are to build a better FTA(Free Trade Area) to further open their markets, and identified in 2020 reached \$ 1 trillion of trade objectives and 2013-2020 new two-way investment \$ 150 billion the investment objective. New targets herald opportunities.

中国家具企业应抓住自贸区商机，利用自贸区优惠条件开发东盟市场；在走进东盟的同时，还可利用东盟与其他国家签署的自由贸易协定，开发更广阔的国际市场。

Chinese furniture enterprises should seize the opportunities the FTA, using FTA preferential conditions to develop the ASEAN market; at the same time, China can also signed free trade agreements with other countries through ASEAN, then develop broader international markets.

中国—东盟产业合作和行业对接是打造升级版自贸区的重要举措。双方应该促进家具产业合作，双方行业协会应加强对接。行业协会具有灵活性强的特点，易于开展对接，可为双方企业合作提供指导和支持，又可为双方政府间的产业合作探路、打基础。

Industrial cooperation between China and ASEAN is important initiative to build an upgraded version of the FTA. The two sides should promote cooperation in the furniture industry; the two sides should strengthen industry associations. Industry associations are flexible and easy to carry out docking, providing guidance and support for business cooperation between the two sides, exploring the way and laying the foundation for the industrial cooperation between the two governments.

中国家具企业应加大在东盟国家的品牌宣传，增进东盟国家的企业和消费者对中国品牌产品的了解，促进双方贸易快速增长。中国—东盟商务理事会（CABC）2013年启动了双向推荐知名品牌产品的活动，旨在助力双方实现2020年达到1万亿美元的贸易目标，获得了包括东盟秘书处在内有关方面的赞赏。2014年，CABC将进一步开展此项促进双方品牌合作的活动，欢迎中国家具企业参加。

Chinese furniture enterprises should increase brand awareness in the ASEAN countries, promoting ASEAN business and consumer understanding of Chinese brand products, promoting the rapid growth of bilateral trade. 2013, CABC started a two-way well-known brand products recommended activities aimed at boosting the parties to achieve \$ 1 trillion in 2020 to trade goals, and won the appreciation of the parties concerned, including the ASEAN Secretariat. 2014, CABC will further promote the activities of the parties to carry out this brand cooperation, Chinese furniture enterprises are welcome.

中国家具企业在发展与东盟国家的贸易、投资合作中应积极利用东盟十国驻华大使馆的渠道，请商务参赞介绍本国需求、提建议和推荐商务关系。中国—东盟商务理事会将协助利用这一渠道。

China furniture enterprises should take advantage of ASEAN China ambassador hall channels and the ASEAN countries in developing trade, investment cooperation, and invite the Commercial Counselor to introduce national needs, advice and Recommended business relationships. CABC will assist with this channel.