

# 盐田港



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## 创新·转型·发展——新思维下的盐田港

INNOVATION, TRANSFORMATION AND DEVELOPMENT—YANTIAN PORT UNDER NEW ERA OF IDEAS

## 深圳盐田综合保税区获批将推动产业升级

THE APPROVAL OF SHENZHEN YANTIAN COMPREHENSIVE BONDED AREA WILL PROMOTE ITS INDUSTRIAL UPGRADING

## 迎接船舶大型化时代的来临

INNOVATION, TRANSFORMATION AND DEVELOPMENT



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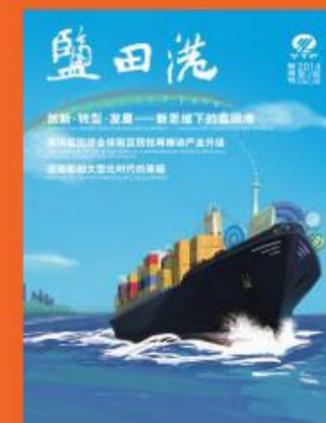
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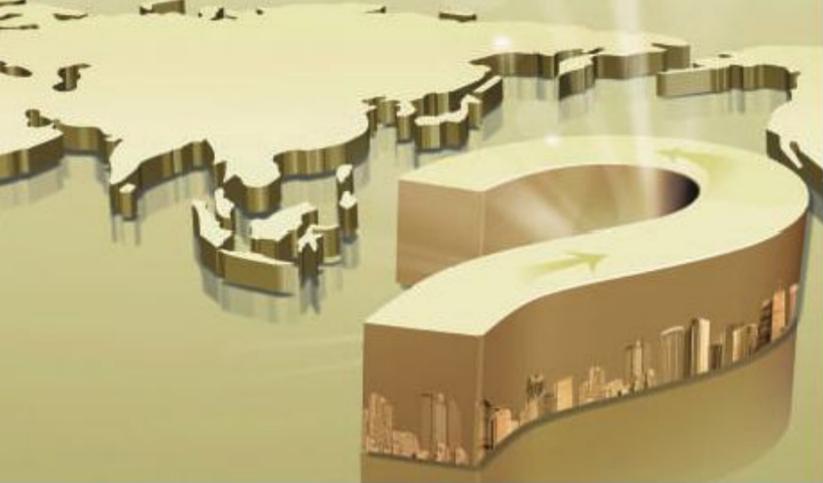
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# 天下

Globe

## 财经 Finance

### 2013年中国省级行政区GDP排名 广东位居第一

全国各省级行政区2013年度的GDP数据近日陆续公布。据价值线数据中心统计，全国31个省的GDP总和约为63.07万亿元，而国家统计局初步核算的2013年全国GDP则为56.88万亿元，31个省份GDP总和已超过全国总量6.19万亿元，地方统计口径和国家统计口径有一定差距。

研究2013年度全国31个省区GDP排名，我们可以看出广东率先突破六万亿大关，排在榜首；前十名的位置保持不变；福建、天津、吉林、重庆排名有所上升；上海、江西、广西、山西排名则有所下降；西藏、青海、宁夏则依旧排在倒数前三名。

虽然广东、江苏、山东的GDP总量为全国前三名，但人均GDP排名却并没那么靠前，按人均GDP排名前十位的分别为天津、北京、上海、江苏、浙江、内蒙古、辽宁、广东、福建、山东。其中突破十万元人均GDP的只有天津。

(来源：新浪财经)

### 人民币即期汇率首季贬值2.64%

一季度，人民币对美元即期汇率从6.0539(2013年12月31日)滑落至6.2180，下跌1641个基点，贬值幅度2.64%。这一数据接近2013年人民币即期汇率2.9%的升值幅度。

今年一季度的贬值是自汇改以来人民币汇率经历的最大幅度

和最长周期的持续贬值，很大程度上改变了市场对汇率走向的预期。

有市场分析人士认为，此轮贬值是央行调控使然，旨在阻击套利资金的大幅涌入，同时打破市场上长期难以破除的单边升值预期，为进一步扩大人民币对美元的日内波幅提供条件，向实现人民币汇率的市场形成机制推进。3月中旬，央行宣布人民币对美元的日内波幅由原来的1%扩大至2%，这是央行继2007年和2012年之后第三次扩大人民币汇率波动区间，扩大波幅意味着进一步增强人民币汇率双向浮动弹性，进一步建立以市场供求为基础、有管理的浮动汇率制度。另外，有人认为，在当前中国经济疲软的背景下，人民币适当下行也有利于刺激中国出口，对中国出口部门或多或少形成一定的利好。

(来源：中证网)

### 2014年22省份主动降低GDP增速

全面深化改革，追求更高质量的GDP，成为今年地方政府工作的“重头戏”。

在全国31个省份（不包括港澳台地区）2014年政府工作报告中发现，与2013年GDP实际增速相比，2014年，除黑龙江、海南上调GDP增长目标外，贵州、宁夏、山西、内蒙古、辽宁、河南、广东等7省份GDP增长目标与去年持平，其余22省份则下调了GDP增长目标。

2014年GDP增长目标超过10%的有16个省份，其中有10个是具有“后发优势”的西部省份。而京、沪两地以7.5%的增长目标，共同“垫底”2014年GDP目标增速排行榜。追求经济发展

的更高质量也是京、沪两地的共识。

考核体系的改进，促使地方政府更多地关注经济增长的质量、效益和可持续性，改变以往盲目追求经济增速的行为。从各地政府工作报告可以看出，今年，地方政府致力于简政放权，释放改革红利，激发市场主体活力和经济发展内生动力。

(来源：经济网)

### 3月CPI预计回升至2.5%左右

受食品价格回落及翘尾因素影响，机构预测3月CPI涨幅将回升至2.4%-2.6%。随着经济增长放缓、美元贬值，未来一段时间物价上涨动力不足，上半年CPI同比涨幅可能低于2.5%。

数据显示，2月我国CPI同比上涨2%，增速创下13个月新低。3月以来，蔬菜、猪肉价格持续下降。据商务部监测，3月四周全国36个大中城市18种蔬菜平均批发价格仅有一周为环比上涨，其余三周均为环比下降；而猪肉价格则连续四周皆为环比下降。

(来源：北京商报)

### 中国前两月经济数据公布

中国前两月经济数据表现不容乐观，多项数据创下近年同期新低，国际投行纷纷下调中国经济增长预期。专家指出，当前中国经济面临较大下行压力，但需要注意到经济已经出现质量效益上的积极变化，建议不再搞刺激政策，而是加快微观改革。

中国今年前两月经济数据近期陆续出炉，多项指标表现缺乏亮点，其中，投资、消费、出口这“三驾马车”均出现回落。数据显示，1-2月投资同比名义增长17.9%，创2002年12月以来新低；消费同比名义增长11.8%，较2013年同期回落0.5个百分点；出口同比下降4.3%，其中2月单月出口骤降20.4%，创4年来新低。

居民消费价格(CPI)、工业增速等指标也呈现回落态势。1-2月CPI比去年同期上涨2.2%，而2月单月CPI增长2.0%，创13个月新低；规模以上工业增加值同比实际增长8.6%，创2009年4月以来新低。

此外，被经济学家视为更能反映经济现实状况的重要指标，用电量、新增贷款等数据的表现也不乐观。其中，1-2月全国全社会用电量同比增长4.5%，创下了自2010年以来近五年新低；2月份新增贷款6445亿元，较1月份新增1.32万亿元有较大回落。

(来源：中国新闻网)

### 我国经济上半年将现前低后稳态势

中国经济在2014年伊始就面临下行压力。继1-2月消费、投资以及工业生产等经济数据集体回落后，作为观测经济“冷暖”重要指标的用电量增速也创下5年新低。不过，专家认为目前情况尚不足忧，中国经济总体运行仍十分平稳，在管理层加大实施各项“扩内需、稳增长”措施的作用下，二季度经济增长将逐步企稳回升，预计上半年将呈现“前低后稳”的态势，仍能实现GDP全年增长7.5%这一既定目标。

“从当前情况来看，我们会遇到三大经济风险的挑战。”国

务院发展研究中心副主任刘世锦表示，一是如何有效地把控和化解财政金融风险，防止地方融资平台、房地产、产能过剩行业和影子银行等领域形成风险传递循环；二是如何有效提升非贸易部门的效率。与发达经济体相比，中国行政性垄断的非贸易部门效率更低，基础设施和产业的资源配置扭曲状况尤为突出；三是如何拓展新的增长领域，促进多种形式的创新。

（来源：人民日报）

## 贸易

Trade

### 安徽首个综合保税区获批

经国务院批准，同意设立合肥综合保税区，这是安徽省首个综合保税区。据了解，合肥综合保税区规划面积2.6平方公里，将实行封闭管理，按照海关特殊监管区域有关规定组织综合保税区隔离监管设施的建设，待条件具备后，由海关总署会同有关部门进行验收。

综合保税区是参照保税港区管理的海关特殊监管区域，是目前我国境内除上海自贸区以外开放层次最高、优惠政策最多、功能最齐全的海关特殊监管区域。在综合保税区内，国外货物入区保税，如果货物不进入中国国内市场销售，不征收关税；货物出区进入国内销售按有关规定办理报关，并按货物实际状态征税。国内货物入区视同出口，符合规定的货物可实行出口退税；区内企业之间的货物交易不征增值税和消费税。简单来说就是“境内关外”，即地理区域设在一国境内，而海关则视同境外、未入境的贸易区。

（来源：新华网）

### 习近平访欧 中欧经贸合作提速

从3月22日至4月1日，中国国家主席习近平对荷兰、法国、德国、比利时四国进行了国事访问。

荷兰是欧盟中小发达国家的代表，已连续11年保持中国在欧盟第二大贸易伙伴地位。此外，中法关系以战略性、全球性

和时代性长期走在中欧关系和中西方关系前列。德国是中国在欧洲最大的贸易、投资和技术合作伙伴。比利时是欧盟始创成员国和总部所在地，是中国在欧盟的重要合作伙伴。

习近平此次访欧，传递了中国重视欧洲、支持欧洲一体化建设、致力于深化中欧关系的强烈信号，为中欧关系“定方向”，为中欧合作“提速度”，推动中欧关系的战略性“上水平”。

（来源：中国贸易新闻网）

### 四大行打压余额宝引争议

日前，工行、农行、中行、建行等银行陆续下调了快捷支付额度，其中，工行的支付宝快捷支付额度由原先的单笔5万元下调为5000元，每月限额则从20万元降为5万元。中行、农行则由原先的单笔5万元降为单笔1万元。建行的支付宝快捷支付额度降低到单笔5000元，每月不超过5万元。

对于下调额度的原因，各家银行普遍的解释是防控支付风险。对此，支付宝方面也积极回应，称快捷支付采用非公开的专线校验方式，比跳转网银更安全。

有业内人士指出，四大行此次下调快捷支付的额度主要针对余额宝，因为余额宝等互联网金融触及了传统银行利益。

余额宝等互联网金融产品与银行之间的竞争日趋白热化。快捷支付额度受限，影响最大的是余额宝，因为在限定额度内，消费者能够单次购买余额宝的额度变小了。

针对此次四大行联手打压余额宝，马云公开发文表示：“市场不信眼泪，市场更不怕竞争，市场怕不公平。四大天王联手封杀，支付宝虽败犹荣，虽死犹生，但决定市场胜负的不应该是垄断和权力，而是用户。”

（来源：中国贸易新闻网）

## 港航

Port&Shipping

### 2013年全球前20大港口亚洲占17席

2014年3月10日，上海国际航运研究中心正式发布《全球港口发展报告（2013）》。报告指出，2013年，亚洲港口份额不断扩大，宁波-舟山稳居榜首。

报告称，2013年全球前20大港口排名中，亚洲港口占得17席，其余分别为欧洲鹿特丹、美洲路易斯安那和澳洲黑德兰港。此次排名变化主要体现在中国港口的强势挺进与欧美港口的回落。

其中，宁波-舟山港受煤炭增长17.8%、矿石增长12.4%提振，吞吐量稳增8.8%，与上海港差距由800扩大至3778万吨；鹿特丹港因油类货物进口需求放缓，勉强维持“零增长”，导致排名下滑4位，广州、苏州、青岛依次递补；大连港增速不及唐山排名落至第十位；黑德兰港铁矿石需求带动港口吞吐量激增35.1%，排名由17位快速跃升至12位，釜山、日照港虽增长稳定，但仍难挡排名被赶超；此外，美国路易斯安那港受粮食出口减少影响，成为前20大港口中跌幅最大港口，排名回落至17位。

（来源：大智慧阿思达克通讯社）

### 盐田国际开辟新航线直航越南海防港

3月15日，随着“联丰”号缓缓驶入码头，盐田国际迎来了直航越南的新航线—SVG。该航线由中联航运（China United Lines）经营，为华南地区货主提供直接便捷的进出口越南的航运服务。

SVG由盐田出发，仅经停香港一站，便直接停靠越南海防港。每周一班航次对开，逢周五挂靠盐田。该航线的开辟，满足了华南地区与越南地区之间进出口持续增长的运输需求。

（来源：深圳港口协会）

### 广东发布《绿色港口行动计划》

为推进交通运输绿色、循环、低碳发展，推进港口生态文明建设，降低能源消耗和减少污染物排放，广东省交通运输厅3月发布了《广东省绿色港口行动计划（2014-2020）》。

根据《行动计划》，广东绿色港口行动将分两步走：第一步到2015年，全省港口生产单位吞吐量综合能耗比2005年下降8%，达到4.370吨标煤/万吨，港口生产单位吞吐量CO2排放比2005年下降10%，全省建成5个以上绿色港口星级码头，完成主要港口集装箱轮胎式门式起重机（RTG）的“油改电”改造；第二步到2020年，港口生产单位吞吐量综合能耗比2005年下降10%，达到4.275吨标煤/万吨，港口生产单位吞吐量CO2排放比2005年分别下降12%，全省建成100个以上绿色港口星级码头，全面完成港口集装箱轮胎式门式起重机（RTG）“油改电”改造。

广州港、深圳港等省内大型港口将成为这次绿色港口行动计划的“主战场”。例如，在LNG拖挂车的应用推广中，将在深圳港试点的基础上，推动广州、珠海、湛江、汕头、东莞、惠州、中山等港口实施运输车辆的“油改气”改造工作；而LNG动力拖轮的应用也将选择深圳港、广州港作为试点，将完善广州、深圳、惠州、湛江、珠海、茂名等港口油污水接收和集中处理设施，在广州、深圳、湛江、东莞、珠海、潮州、佛山等港口开展散货码头粉尘污染治理。

（来源：中国水运报）

### 深圳港引航站积极推进引航智能化建设

科学技术是第一生产力，引航智能化建设能提升引航工作效率，并更好地为引航安全保驾护航。在刚刚过去的2013年，深圳港引航站积极推进引航智能化建设，争取使该站的科技实力达到“国内一流，国际水准”的水平。据介绍，去年深圳港引航站一是推进了引航智能信息系统的二期建设工作，二期系统将在实现深圳港各港区视频全覆盖、监控信号联动、VHF通信应急等功能方面达到对一期系统的升级改造；二是建设引航管理分中心，作为市交通运输委九个智能分中心之一，将海运系统与空运、陆运等一起纳入市交通部门的大交通智能体系中；三是研发升级引航科技配套程序，包括开

展WiFi版pilotplug自主研发工作，研发完成新的单船补贴计发系统，进行引航门户网站改版升级等；四是做好现有设备的维护与清理工作，包括清理更新引航员便携式设备，升级设备终端软件系统、优化网络宽带，加强引航动态监控系统的管理与维护等。

(来源：深圳港口协会)

#### 港澳航线水路运输行政许可首次下放

自2月17日起，广东省交通运输厅开始承担对从事广东省至香港、澳门航线普通货物运输（不含油品、化学品等危险品、集装箱货物以及旅客运输），以及对在航香港、澳门航线船舶变更船舶数据后继续从事香港、澳门航线运输的审批工作。这是交通运输部首次将港澳航线水路运输业务行政许可事项下放至省级交通运输主管部门。

据悉，此次港澳航线水路运输业务行政许可事项下放，是进一步推进行政许可事项改革、落实《内地与香港关于建立更紧密经贸关系的安排》（CEPA）补充协议十的相关规定的具体举措。交通运输部要求广东省交通运输厅按照相关规定合理进行市场调控，加强市场监督管理，强化市场供需分析研究和市场信息发布、引导，并建立定期检查制度，督促和引导经营者诚实守信、依法经营，加强行业自律和公平竞争，促进港澳航线水路运输健康有序发展。

(来源：中国水运报)

#### 招商局国际赞助泛太平洋海运会议

3月2日至5日，2014泛太平洋海运（TPM）在美国长滩市召开，来自全球约2000位港航界人士参加了会议，会议结合当前国际宏观经济情况，各方对全球航运业形势进行深入剖析，从行业挑战、应对策略、发展前景等多方面展开探讨，并重点关注和讨论包括航运联盟P3和G6带来的经营效益、低成本生产地区的搜寻等热门话题。

TPM会议是全球海运领域知名度最高的国际会议之一，由美国商业日报（JOC）主办。招商局国际有限公司已连续七年赞助了该会议，并在本次会议上联袂蛇口集装箱码头（SCT）、赤湾

集装箱码头（CCT）、招商保税物流（CMBL）、招商局国际科伦坡南港集装箱码头（CICT）、和Terminal Link，共同举办了欢迎酒会。

(来源：深圳港口协会)

#### 北美东海岸港口去年集装箱吞吐量增长1.6%

据外电报道，根据《美国商务日报》的数据，去年四季度，北美东海岸港口集装箱吞吐量同比增长4.4%，至420万TEU。

2013年全年，北美东海岸港口集装箱吞吐量达1679万TEU，比2012年的1652万TEU增长1.6%，表现好于北美西海岸港口的增幅0.9%。不过，美东港口去年集装箱吞吐量增长了1.6%，好于美西港口的增长0.9%。

去年四季度，美国萨瓦那港集装箱吞吐量受到进出口同时增长带动，同比增长11.1%，增幅为北美东海岸港口中最高的，波士顿港增幅为7.9%，查尔斯顿港为7.5%，纽约-新泽西港为5.5%。

去年全年，加拿大哈利法克斯港集装箱吞吐量比2012年增长了6.1%，增幅最高，不过该港吞吐量基数较小，去年吞吐量的增长缘于增加了1条经苏伊士运河的来自亚洲的航线的挂靠。

查尔斯顿港去年集装箱吞吐量增长5.7%，增幅在美东港口中排名第一，其目标是增长速度高于平均值，夺回过去10年流失到萨瓦那港的货量；弗吉尼亚港排名第二，增幅为5.6%，原因是中国取消了对美国原木进口的禁令，该港集装箱化原木出口增加，同时由于纽约-新泽西港拥堵，部分货量转移至弗吉尼亚港；巴尔的摩港排名第三，增幅为4.1%。

(来源：深圳港口协会)

#### 深圳港口企业荣获2012-2013年度中国港口集装箱码头评优多项大奖

2014年3月27日-28日，中国港口协会集装箱分会在武汉召开

了四届六次会议，来自全国各地集装箱码头的140余位代表参加了会议。会上宣布了2012-2013年度中国港口集装箱码头评优获奖名单，深圳港口企业荣获多项大奖。

本次评优共设10大奖项，深圳港口企业在6个奖项评优中有所斩获。其中，盐田国际集装箱码头、赤湾集装箱码头和蛇口集装箱码头在“中国港口2012-2013年吞吐量超200万标箱集装箱码头”评选中，分获第2、第8和第11名。在“中国港口2012-2013年前七名海铁联运杰出集装箱码头”的评选中，盐田国际获得第三名。在“中国港口2012-2013年超80万标箱水水中转杰出集装箱码头”的评选中，赤湾集装箱码头和盐田国际分获第5和第9。在“中国港口2012-2013年超10万标箱国际中转杰出集装箱码头”的评选中，盐田国际和赤湾集装箱码头、蛇口集装箱码头分获第1、第2和第4名。深圳大铲湾现代港口发展有限公司获得“2012-2013年集装箱吞吐量增幅超过10%的优胜码头”的奖项。

(来源：深圳港口协会)

#### 招商局国际2013年集装箱吞吐量首破7000万箱

受惠于海外项目的贡献，2013年招商局国际有限公司集装箱吞吐量达到7132万标箱，同比增长18.5%。其中，中国内地港口项目集装箱吞吐量5673万标箱，占总体比例为79.5%；港台地区集装箱吞吐量708万标箱，占总体比例为9.9%，海外业务集装箱吞吐量为751万标箱，占总体比例为10.6%，较去年增加约10个百分点。

招商局国际董事会主席傅育宁博士表示，去年尽管全球经贸增长乏力，对本公司业绩构成较大压力，但由于本公司持续采取强化各项降本增效的措施，促进业务协同，鼓励创新，特别是海外港口投资收益增加等多项因素的影响，本公司的港口核心业务盈利继续保持稳定增长。

(来源：深圳港口协会)

#### 今年前两个月连云港港吞吐量完成3460万吨

今年前两个月，连云港港完成货物吞吐量3460万吨，在沿海港口排名第13位。今年连云港港将力争完成货物吞吐量2.1亿

吨，在国际宏观形势并不乐观的情况下面临巨大压力。因此，港口今年将加强泊位能力的建设，积极调整货源，提高利用率；并加强货场堆存能力，加大港内场地整合力度。新年伊始，港口面对恶劣天气频繁、船舶集中到达、铁路发运不畅等困难和矛盾，港口集团以上量、增效为主线，加大力度开发货源，科学周密组织生产，集中精力保障装车发运，统筹全港生产资源发挥主力泊位功能。自30万吨级航道一期工程通航，港口集团充分利用深水航道优势条件，进一步发挥散杂货泊位功能，做好超大型船舶接卸工作。据统计，今年1-2月份，进出连云港港的超大型船舶262艘次，其中集装箱船81艘次，巴拿马型船87艘次，同比增长17.49%，吞吐量约达1665万吨。同时，港口紧抓重点货源、关键市场，强化煤矿传统货源市场开发，并紧抓红土镍矿、铝矾土、机械设备、木材等货源增量点。

(来源：深圳港口协会)

#### 2014年2月深圳港完成集装箱吞吐量129万标箱

2014年2月份，受春节等因素的影响，深圳港货物和集装箱吞吐量出现双位数的下滑，而旅客吞吐量继续保持较大增幅。其中货物吞吐量完成1243.71万吨，同比下跌17.67%；集装箱吞吐量完成129万标箱，同比下降12.11%；旅客吞吐量完成45.23万人次。

2014年1-2月，深圳港累计完成货物吞吐量3352.04万吨，同比下降7.55%；累计完成集装箱吞吐量347万标箱，同比下降1.77%；累计完成旅客吞吐量89.14万人次，同比增长12.17%。

(来源：深圳港口协会)



# 2014: 改革 将贯穿各领域各环节

——2014年宏观经济形势分析及建议

REFORM WILL COVER ALL SECTORS AND AREAS IN 2014  
—ANALYSIS AND SUGGESTION OF MACROECONOMIC SITUATION IN 2014

文/国家发展改革委宏观经济研究院

By Academy of Macroeconomic Research, NDRC

## 环境改善和活力增强兼具

2014年,我国经济发展具有基本面良好、外部环境趋于改善、市场预期好转等有利条件。

总体看,我国仍处于工业化、城市化、消费结构升级、收入较快增长阶段,经济基本面仍然良好。一方面,内需增长仍有广阔空间。从消费方面看,对文化、教育、医疗、养老和旅游等服务类需求增长迅猛,智能手机、平板电脑、信息家电等已形成新的消费热点,住房汽车等消费持续增长。网购等新兴业态的发展则有力地促进消费潜能的释放。从投资看,我国在城市轨道交通、环境治理、城市排水、保障房(包括棚户区改造)和农村基础设施等方面存在着极为迫切的需求。另一方面,要素供给质量明显提高。从人力资本积累看,2013年我国普通高校毕业生达到699万人以上,劳动力整体素质持续提高。从研发投入看,近年来中国研发投入增长较快,保持在20%左右,2012年研发投入占国内生产总值的比重达到1.98%,绝对量为世界第二。从资本存量质量看,近年来我国建设了一大批具有国际一流水平的重大装备、重要基础设施,为长期发展奠定了坚实的基础。

2014年,全球经济复苏在波动中逐步加强,美、日等主要发达经济体复苏趋势得到进一步确认,发达经济体重新成为世界经济增长的主要驱动力。预计2014年美国经济增长有可能达到2.5%,欧洲经济增速可达1%左右,日本经济增速将有所回落,但仍可保持正增长。2014年预计全球通胀形势仍将保持稳定。

2013年以来,我国通胀压力持续缓解,这一趋势有望延续,并有助于继续改善市场预期。

体制机制改革有望激发经济增长活力。2013年以来已经推出简化和下放行政审批权等多项改革措施,十八届三中全会的召开势必加快推进体制机制改革,有利于进一步转变政府职能,促进非公经济发展,提高资源配置效率。另一方面,金融利好有利于促进贸易的发展。深圳前海和上海自贸区探索的跨境金融交易和资本流动管制,不仅是在资金跨境

## Improvement of the Environment and Increase of the Vitality

In 2014, there are a few favorable conditions for our economic development such as good fundamentals, improvement of external environment and better expectation of the market.

From overall look, China is still in stage of the industrialization, the urbanization, the upgrading of consumption structure and the rapid growth of income, so the economic fundamentals are still good. On the one hand, there is still plenty of space for the domestic demand growth. From the perspective of consumption, the demands for services such as culture, education, health, provision for the aged and travel are growing rapidly, the smart-phone, the tablet PC and the information home appliance have become one of the new consumption hotspots, and the housing and automobile consumption will continue to increase. The development of the new emerging businesses such as online shopping will effectively make consumption potentials release. From the perspective of investment, there is a very urgent need for urban rail transit, environmental treatment, urban drainage, indemnificatory housing (including the reconstruction of shanty towns) and rural infrastructure and so on in our country. On the other hand, the productive factor supply quality has been improved. From the perspective of human capital accumulation, our college graduates reached more than 6,990,000 in 2013, so the overall quality of labor will continue to improve. From the perspective of R & D investment, our R & D investment has greatly increased in recent years, remaining at about 20% of growth. The R & D investment in 2012 reached 1.98% of GDP, the second in the world by the absolute amount. From the perspective of capital stock quality, we have constructed a plenty of the major equipment of international leading level and critical infrastructures in recent years, laying a solid foundation for the long-term development.

In 2014, the global economy recovery is being gradually strengthened in fluctuation. The recovery trend in America, Japan and other major developed economies has been further confirmed, and the developed economies have again become the main driving force of world economic growth. It is expected that in 2014 American economic growth is likely to reach 2.5% and European economic growth rate up to 1% in 2014; though Japan's economic growth rate will drop slightly, it will still maintain positive growth. It is predicted that the global inflation will remain stable in 2014.

Since 2013, China's inflationary pressure has continued to ease. This trend is expected to continue and will help to improve market expectations.

The system and mechanism reform is expected to stimulate economic growth. Since 2013, a number of reform measures have been introduced to simplify the administrative examination and approval, the opening of the Third Plenary Session of the 18th CPC Central Committee is bound to accelerate the reform of system and

方面简化了跨境人民币业务流程,和贸易相关的资金流转也将加速,尤其是上海自贸区以推进贸易企业结售汇便利化、放松外汇管制、通过贸易流带动资金流构建在岸金融中心的思路,将对我国外贸开展有质的提升。

## 矛盾隐患和不确定性共存

从不利因素来看,外部环境的不确定性仍然存在,财政金融领域矛盾和隐患较多,企业生产经营困难问题短期内难以明显缓解。

IMF最新的《世界经济展望》报告认为,全球经济发展仍面临一些不确定性因素,世界经济下行风险持续存在,这些因素也可能拖累我国经济发展。一是新兴经济体近期增速明显放慢,今年二季度,金砖国家中的巴西、印度和南非经济增长分别为1.5%、5.5%和3%,均为近年来的低点。二是发达国家的政策调整带来的不确定性。美联储2014年退出量化宽松政策可能对新兴经济体的资产市场、汇率和贸易等多方面产生较大冲击。三是国际地缘政策的风险仍然存在。

2013年以来,我国财政金融形势变化较大,财政金融领域存在多种隐忧。在财政方面,一是地方融资平台筹资能力和偿债能力趋于下降。二是局部地区财政收支矛盾可能加剧。受进一步扩大营改增试点、加大减税力度、房地产相关税收增幅明年可能有大幅回落等影响,加之取消部分行政事业性收费,部分地方政府财政增收难度将变得越来越困难,财政支出压力相应加大。在金融领域,由产能过剩、地方政府债务等问题所引发的金融风险在累积,银行信贷的不良贷款率在提高。金融机构规避监管,高风险业务扩张过快,存在着一定的系统性风险。

企业生产经营困难问题短期内难以明显缓解。近年来,企业生产经营困难局面趋于严重,一是劳动力成本持续上升。目前需企业支出的附加在工资上的各类社保支出与工资的比例已达到0.5比1。二是税负水平较高,部分企业目前所缴税费占企业利润总额的50%以上,甚至占营业收入的20%以上,企业难以承受。三是融资难、融资贵等问题日益突显。目前中小企业依然普遍面临着审批周期长、贷款规模较小等问题,目前正规渠道得到的贷款加上各种成本年利率大约在9%至10%左右,其他渠道的融资成本更高。四是目前产能过剩

mechanism, conducive to further transform the government functions, promote the non-public economic development and improve the efficiency of resource allocation. On the other hand, the financial welcome fillip is favorable to promote the development of trade. The cross-border financial transactions and capital flow control that Shenzhen Qianhai and Shanghai FTA have been trying not only have simplified the cross-border RMB business processes in capital, but also have sped up the capital circulation in trade related. Especially, Shanghai FTA will, with the idea of building an onshore financial center by means of the flow of funds driven by the trade flow, improve the development of our foreign trade in quality by promoting the trade facilitation in business of settlement and sale of foreign exchange and by relaxing the foreign exchange regulation.

### Coexistence of Potential Conflicts and Uncertainty

From the perspective of adverse factors, the uncertainty of the external environment still exists, there are a number of potential conflicts in the financial field, and the difficulties in production and operation will not be easily alleviated in the short term.

The IMF's latest "World Economic Outlook" reports that the global economic development still faces some uncertain factors and the world economic downside risks continue to exist, all of which can also drag down our economic development. Firstly, the recent growth in emerging economies have slowed down significantly, the economic growth of Brazil, India and South Africa in the BRIC countries is respectively 1.5%, 5.5% and 3% in the second quarter of this year, the recent lows. Secondly, the adjustment of the policies of the developed countries has brought about the uncertainty. The Fed's withdrawal of QE in 2014 may have a greater impact on the emerging economies in the asset market, exchange rate and trade. Thirdly, the risk of international geo-policies still exists.

Since 2013, our financial situation has changed greatly and there are many hidden worries in the financial field. On the fiscal side, firstly, the financing capacity and solvency of the local financing platform tend to decline. Secondly, the local fiscal contradictions between revenue and expenditure may sharpen. Influenced by the pilot expansion of replacing the business tax with a value-added tax, the efforts for tax cuts and the possible sharp drop of tax revenue related to real estate next year and so on, in addition to the cancel of the part of the administrative fees, some local governments are more and more difficult in increasing their fiscal income and so their fiscal expenditure pressure will correspondingly become greater. In the financial sector, the financial risks caused by the excess productive capacity and the local government debt problem are accumulating, and the bank credit non-performing loan ratio is growing. Because the financial institutions have expanded high risk businesses too fast by avoiding supervisions, they will have certain systematic risks.

The difficulties in production and operation of enterprises are difficult to be alleviated in a short term. In recent years, the difficult situation that enterprises face in the production and management tends to be serious with labor costs rising. Firstly, at present, enterprises need to spend additional social security expenditure of all kinds on wages and the proportion of has reached 0.5 to 1. Secondly, the tax burden is heavy and the tax of some enterprises accounts for more than 50% of the total corporate profits, even accounting for more than 20% of the



矛盾依然严重,从传统行业向新兴行业蔓延,也向上游资源类企业蔓延,持续影响企业总体经济效益。

房地产市场运行的不确定性增加。房地产价格持续攀升,引发社会矛盾,并挤压其他产业发展空间,通过各种渠道对价格总水平的稳定也产生不利影响。随着房产税的扩围、按揭利率水平的上升、美国量化宽松政策退出和一些三、四线城市供过于求,房地产市场也存在着一定的调整压力。

## 改革需贯穿各领域各环节

在基本政策取向不发生重大变化的情况下,预计2014年国内经济整体将延续2013年下半年的企稳回升态势,全年有望实现7.8%左右的增长。在国际大宗商品需求温和回升、国内消费持续增长的拉动下,全年价格形势稳中有升,全年消费价格指数预计上涨3%左右。

当前,我国发展仍处于可以大有作为的重要战略机遇期、结构调整的关键期和经济增长速度的转换期,要继续坚持稳中求进工作总基调,把改革贯穿于经济社会发展各领域各环节;要继续坚持实施积极的财政政策和稳健的货币政策,充分发挥逆周期调节和推动结构调整的作用,增强宏观

operating income, which is too heavy for the enterprises to bear. Thirdly, the problem of difficult and expensive financing becomes increasingly prominent. At present, the small and medium-sized enterprises are still generally faced with the problems such as longer loan approval period and smaller loan size. The loan from the formal channels requires an annual interest of about 9% to 10% plus various costs, so the loan from other channels will cost higher. Fourthly, the excess capacity contradictions are still serious, which are spreading from the traditional industries to the new and even to enterprises of the upstream resources, and they will continue to influence the overall economic benefits of the enterprises.

The uncertainty in real estate market is increasing. The real estate prices continue to rise, causing the social contradiction, squeezing the other industry development space, and adversely affecting the general price stability through various channels. With the real estate tax broadening, the mortgage interest rates rising, the America's QE withdrawing and the housing supply piling up in excess of requirement in some third and forth tier cities, the real estate market is also faced with certain adjustment pressure.

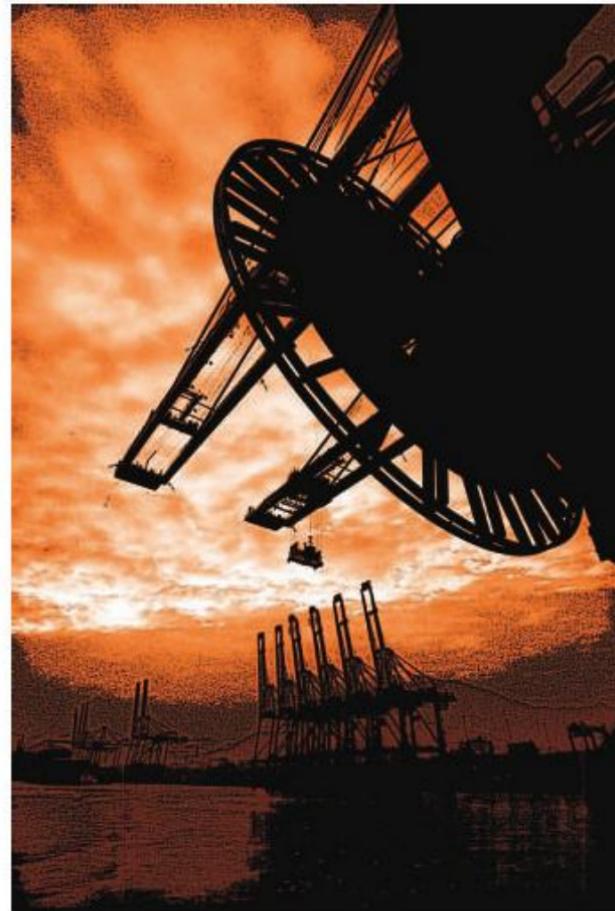
### Reform Needs to Cover All the Sectors and Areas

Under the condition that significant changes do not occur in the basic policy orientation, it is expected that the domestic economy as a whole in 2014 will continue to go along the stabilized rebound trend as the second half of 2013, achieving 7.8% growth in the whole year. In a modest increase of the international demands for bulk commodities and a sustained growth of the domestic consumption, the annual price will be steady and gong up and the annual consumer price index is expected to rise about 3%.

At present, our country is still in the development stage of important strategic opportunities, the key period of structural adjustment and the transition phase of economic growth rate, so the general work

经济政策的针对性、灵活性、前瞻性，特别是在具体政策工具运用、政策参数设置和不同政策组合上要具有足够的灵活性；要处理好促改革、稳增长、调结构、防风险、惠民生的关系；要实施积极的财政政策，结合税制改革完善结构性减税政策，完善事权财权配置，探索新的货币政策框架，加强与金融监管政策的协调配合，增强货币政策工具操作的灵活性，保持金融信贷环境的基本稳定，加强和改善金融监管。

要做好投资规模测算和年度分解，制订切实可行的融资方案，使政策能够落在实处，要尽量集中资金完成在建续建项目，避免遍地开花铺大摊子而留下烂尾的隐患。在融资方面，要以改革的新思维用好民间资本和国有资本存量。要加快制订公共私人部门伙伴关系（PPP）等政策，带动更多民间资本进入公共设施建设和公共服务提供。另一方面，要结合国有经济的战略性调整，加快国有资本退出一般性竞争领域特别是产能过剩领域。



mode of steady progress must continue to be persisted in, the reform must be made to cover all sectors and areas of the economic and social development; the proactive fiscal policy and the prudent monetary policy must continue to be implemented, a fully play of the counter cyclical regulation must be given to promote the structural adjustment, and the macroeconomic policy pertinence, flexibility and prospective must be strengthened, especially sufficient flexibility in utilization of the specific policy tools, policy parameter settings and different policy combinations; the relationships between promoting reform, steadying growth, adjusting structure, preventing risks and benefiting the people's livelihood must be handled well; the proactive fiscal policy must be implemented, the structural tax-cut policy must be improved with the tax reform, the administrative and financial power allocation must be improved, the new monetary policy framework must be explored, the coordination must be strengthened with the financial regulatory policies, the operating flexibility of monetary policy tools must be enhanced, the basic stability of the financial credit environment must be maintained, and the financial supervision must be strengthened and improved.

We should do a good job in investment scale and annual decomposition, formulate feasible financing schemes so that the policy can be put into practice, try to pool funds to the projects under construction and continued projects so as to avoid the hidden danger of unfinished buildings left over at large scale everywhere. In terms of financing, we must make a good use of private capital and state-owned capital stock with the new thinking of reform. We must make policies such as the public private partnership (PPP) policy to drive more private capital into the construction of public facilities and public services. On the other hand, according to the strategic adjustment of state-owned economy, we must accelerate the state-owned capital's retreating from the competitive field, especially the field of excess capacity.

We shall promote structural tax cuts, and increase the support of the fiscal policy to the entity economy. Taking the structural tax cuts as the center, we shall support small and micro businesses and the upgrading of the structure. Firstly, we shall, at the same time of accelerating the expansion of replacing the business tax with a value-added tax, support the enterprise R&D, equipment investment and small and micro business development in such ways as of preferential tax, accelerated depreciation and interest subsidies. Secondly, we shall accelerate the implementation of the tax categories such as property tax, environmental tax and resource tax, speed up the price reform of resource products and public utility, and improve the local fiscal revenue guarantee. Thirdly, we shall increase the export tax rebate support for the high added-value products to reduce the loss of profits and loss of competitiveness resulted from the appreciation of the RMB. Fourthly, we shall clean up various kinds of unjustifiable charges to prevent over levies due to the reduction of tax revenues.

We shall make some timely and moderate adjustment to strengthen the pertinence of the financial and monetary policy. Firstly, we shall, according to the new situation of the increase of capital outflow and the reduction of funds outstanding for foreign exchange, make a timely and moderate adjustment to hedge the adverse effects of market liquidity caused by the situation changes. Secondly, we shall, for the high interest rates and the rising of the corporate financing costs, clean up unreasonable charges of all kinds in order to reduce the interest burden on the entity economy. Thirdly, we shall, in accordance

推进结构性减税，加大财政政策对实体经济的支持力度。要以结构性减税为中心，支持小微企业和结构升级。一是在加快推进营改增扩围的同时，以税收优惠、加速折旧和贴息补贴等方式支持企业研发、设备投资和小微企业发展。二是加快推行房产税、环保税和资源税等税种，加快资源性产品和公用事业价格改革，提高地方政府财政收入保障程度。三是加大高附加值产品出口退税支持力度，减少由于人民币升值导致的利润损失和竞争力下降。四是清理各种不合理收费项目，防止因财政收入减少征过头税。

适时适度微调，增强货币金融政策的针对性。一是根据资本流出增大、外汇占款减少的新情况，适时适度微调，对冲形势变化对市场流动性的不利影响。二是针对利率高企，企业融资成本上升，要清理各种不合理收费，以减轻实体经济的利息负担。三是按照“用好增量，盘活存量”的要求，加快推进呆坏账核销、资产证券化等工作，以腾出信贷空间支持重点领域的发展。四是在创新金融工具的同时，要加强对不同金融产品的监管协调，防止监管套利和脱离监管，还要控制金融产品的复杂化，避免金融脱离实体经济空转。

实施消费分层调控，挖掘消费增长潜力。针对当前我国居民收入和财富分配差距较大的现实情况，可实施消费分层调控政策。一方面，合理引导高档消费，如对高档奢侈性消费不是简单禁止，而是在严格数量管制的基础上实行高地价高税收高公用事业收费等政策，使之成为再分配的重要渠道。另一方面，按照国际上通行的做法，对基本生活品实行低税率政策，以支持和扩大中低收入者的消费。

实施长效机制，加强和改善房地产市场调控。一是加强对已出台的各项调控政策措施的监督落实，在限购、限贷不松动的条件下，应增加中小户型、中低价位商品房供应，满足普通居民自住型购房的刚性需求，同时要加快制定商品住宅市场“差别化”的信贷政策和限购政策，支持和保障居民的改善性住房需求。二是继续加强保障性安居工程在资金筹措、规划建设、分配运营等方面的管理，增加市场有效供给。三是完善住房用地供应体系和房地产税收制度，加快建立房地产市场调控的长效机制。应尽快扩大房产税征收范围，推进不动产统一登记制度的实施，挤出投机投资和非自住及非正当获得的房源。四是加强租房市场调控，提高对承租者的保护程度，扩大出租房供给，防止房租过快上涨影响中低收入者的住房需求。

with the requirement of "making the full use of the incremental and invigorating the stock", accelerate the work such as the writing-off of bad and doubtful debts and the assets securitization to make more credit space for the support of key fields. Fourthly, we shall, at the same time of the innovation of financial tools, strengthen the supervision and coordination of different financial products to prevent the regulatory arbitrage and the separation from supervision, and control the financial products not to be made complicated in order to avoid the idling of the finance away from the entity economy.

We shall implement the consumption stratification regulation, tapping the potential consumption growth. According to the reality of the present resident income and wealth distribution, the consumption stratification control policies can be implemented. On the one hand, a reasonable guide will be given to the high-grade consumption. For example, we cannot simply ban the high-end luxury consumption, but we may implement the policies such as the high taxes on high-end luxury consumption based on strict quantity control, which has become an important channel for redistribution. On the other hand, we shall, in accordance with international practice, implement a low tax policy on the basic necessities of life to support low-income consumer and expand their consumption.

We shall implement the long-term mechanism, and strengthen and improve the real estate market regulation. Firstly, we shall strengthen the supervision and implementation of various policy measures developed, under the condition of the persistence in the policy of the credit limit and the ban on purchase, we should increase the small apartment and low price commercial housing supply, meet the rigid demands of ordinary residents for the home purchase, and at the same time, we must accelerate the development of "differentiated" credit policies and the purchase policies for the commercial housing market in order to support residents and assure them that their improvement housing needs would be satisfied. Secondly, we shall continue to strengthen the management of financing, planning, construction and allocation of the indemnificatory apartments, and increase the effective supply of the market. Thirdly, we shall improve the housing land supply system and the real estate tax system, and establish the long-term regulation mechanism of real estate market. We should expand the scope of property tax to promote the implementation of unified real estate registration system, squeeze out those who obtain houses not to live in but for speculative investment. Fourthly, we shall strengthen the rental market regulation, improve the protection for the lessee, expand the rental housing supply, and prevent the rent from rising too fast, which gives a great impact on the housing needs of the low-income.

# 粤港澳自贸区背景下 盐田港的战略升级

## STRATEGIC UPGRADING OF YANTIAN PORT UNDER THE BACKGROUND OF GUANGDONG-HONG KONG-MACAU FTA

文/李一民 By Li Yimin

自贸区不是针对单一城市的“政策红利”，而是全国新一轮改革开放的试验田。上海自贸区的建设的目的包括完善自由贸易功能，更重要的是试点投资和金融的自由化。可以预期利率市场化、汇率市场化、金融市场产品创新、离岸业务、金融业对外开放以及内资外投和外资内投等可能将在上海自贸区优先进行试点。广东粤港澳自贸区方案已于本月中旬正式上报国务院，目前正在与高层进行密切沟通，方案已经成熟，获批在望。

Free Trade Area (FTA) policy is not a political bonus targeting at certain city. Instead, it's a pilot project based on national reform. The mission of Shanghai FTA is to enhance free trade, and above all, to initiate a trial investment and free up the financial system. It's expected that interest rate liberalization, exchange rate liberalization, financial product innovation, overseas business and a general open-up of financial service and flow of capital across borders will happen in Shanghai FTA as pilot projects. The set-up of Guangdong-Hong Kong-Macau FTA has been proposed to the State Council. The project is going well and is expected to be approved soon.



自贸区的设计定位于顺应新时期内外忧患的中国经济格局，进一步深化改革开放，加快政府职能转变，扩大服务业开放，探索政府经贸和投资管理模式创新。因此自贸区不是针对单一城市的“政策红利”，很可能是全国新一轮改革开放的试验田。

### 1、全球贸易新格局下的自由贸易试验区

当前中国经济走到了传统产业产能过剩、生产要素成本上升、海外贸易需求下降、经济新兴增长点空缺的转型攻坚时期，“制度红利”是未来十年的增长引擎。当前外贸形势下，亟需提升出口竞争力和促进进口，具体在于拓展转口和离岸业务，探索规避贸易壁垒新途径，进一步接轨国际贸易、金融、航运政策。在港口基础上大力试点服务业改革与金融业开放，可以在最短时间内体现扩大开放的试点效果，拉动当前疲软的对外贸易，为新时期中国外贸“突围”破题，探索新的经济增长点。

贸易自由化和便利化是大势所趋，贸易壁垒继续下降。区域贸易协定成为大势所趋，2012年超过110个国家参与了22个区域投资协定的谈判。中国建立自由贸易区后形成的贸易合作辐射圈，可以对TPP与TTIP构成抗衡和渗透。

The establishment of FTA comes in accordance with Chinese economy pattern, which is beset with difficulties from abroad or home. China is deepening its reform and accelerating the change of governmental functions. Service sector is being expanded and trade and investment management is innovated. So FTA is not a policy bonus towards certain city, rather it's a pilot project for a new round of national reform and opening-up.

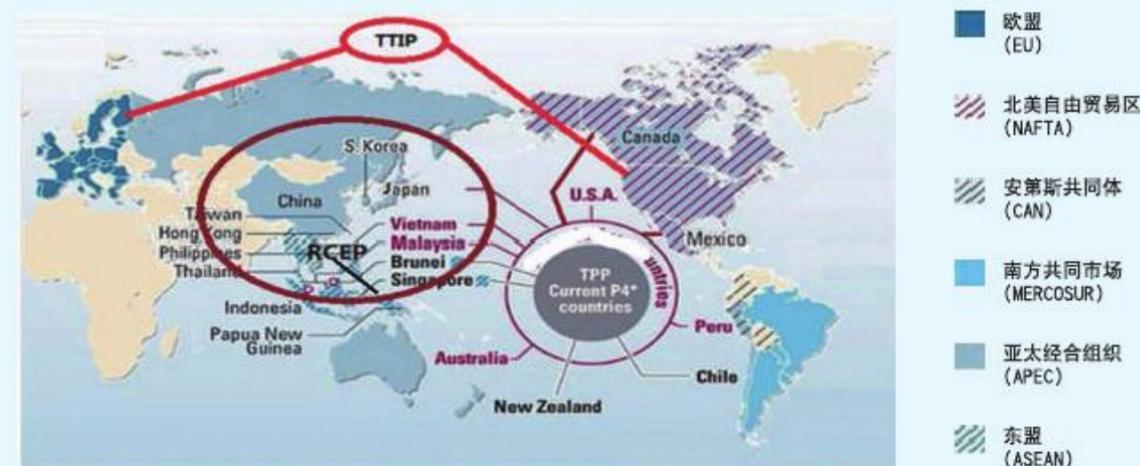
### 1. Free Trade Pilot Zone against the Backdrop of New Global Trade Pattern

Nowadays Chinese economy has come to a crucial period of transition highlighted by excessive capacity in traditional industries, rising costs, diminished demands overseas and a lack of new sources of economic growth. "Political dividends" have become the engine of economic growth for the next ten years. There is an urgent need for promoting export competitiveness as well as import given the current foreign trading records. Specifically, transit trade and offshore business should be developed and new ways must be found to circumvent trade barriers which would further integrate with global trading, finance and shipping policy. The great efforts in the reform of services and finance can maximize the benefits of a more open project in the shortest possible time. It helps drive up the sluggish foreign trade and provides experience for identifying the new economic growth engine.

Trade liberalization represents the general trend with more trade barriers removed. The prospect of Free Trade Agreements is guaranteed. Over 110 countries took part in the negotiation of regional investment agreements. The cooperation in trade formed by China's FTAs contends with TPP and TTIP.

图1: 美国主导的跨太平洋伙伴关系 (TPP) 和跨大西洋伙伴关系 (TTIP) 构建全球贸易新规则

Figure 1: New global trade pattern under US dominant Trans-Pacific Partnership Agreement (TPP) and Trade and Investment Partnership (TTIP)



资料来源: 路透、申万研究 Source: Reuters, SWS Research

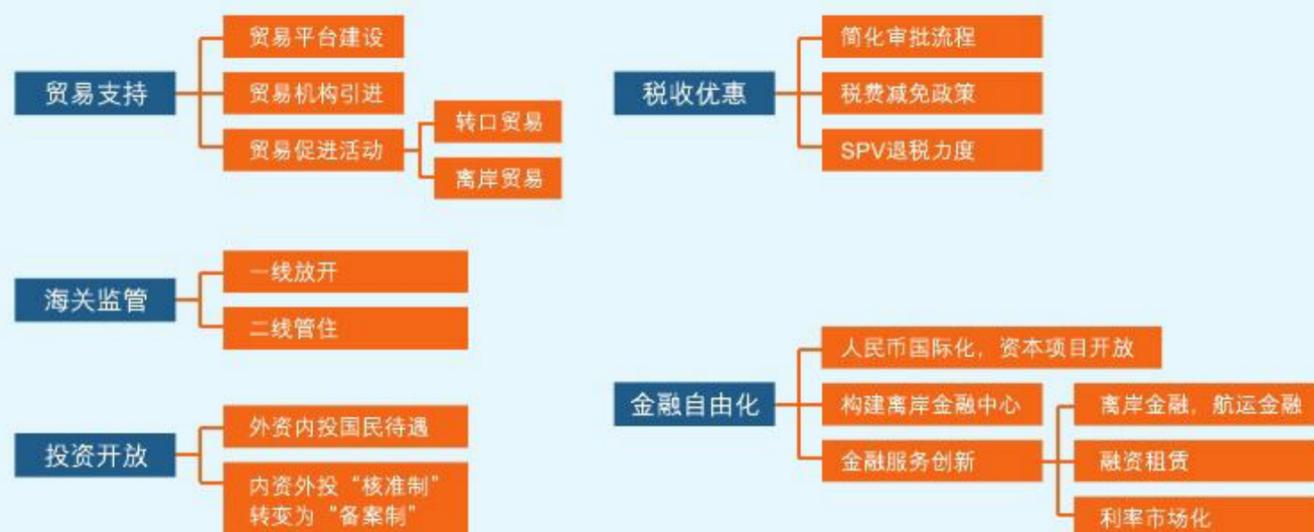
## 2、自贸区开放政策详解

结合国际经验，自由贸易区内通常推行“境内关外”的保税政策，指在一国领土之内、国家关税领域之外设立小块特定区域，加以划定允许外国商品货物豁免关税，免除通关、清关的复杂手续，可以在区域内自由流通或再出境。以上海和新加坡为蓝本，立足于中国的实际，我们认为自贸区的制度设计主要包括以下三个方面，五大领域。

### 2. Explanation of FTA Policy

According to international practices, FTAs generally uphold a preferential bonded policy under which tariffs on foreign products and customs clearance are exempted in certain areas within the national territory beyond customs territory. Foreign products are allowed to freely flow within or across borders. Take Shanghai and Singapore as an example, the system of FTAs mainly involve three aspects and six points.

图2：上海自贸区颁布政策分析



资料来源：申万研究

首先，从保税区到自由贸易区，首先要做的就是提升自由贸易功能。海关监管坚持“境内关外”与“一线放开，二线管住”。一口受理、综合审批和高效运作的服务模式，完善信息网络平台。一般进口或出口货物无须缴付任何关税，一般货物不受进口配额或其他进口证规定所限。进出口报关手续十分简便，企业可在商品进出口后14天内报关；管理采取外包公司方式，政府只站在监督的立场。

First, the priority of FTA and bonded areas is to liberalize trading. The customs supervision is carried out with the principle of "to ease control on the first line; to have restrictions on the second line". All services are provided at one checkpoint only for the sake of effective operation and the online information platform should be improved. Regular imported or exported products are exempted from custom duties and are free from restrictions on quota or licensing conditions. Custom procedures are simplified: companies are allowed to declare within 14 days after products are imported; management is outsourced and governments only take up the supervision role.

其二，投资开放方面，主要包括内资外投和外资内投2个方面。外商投资准入前国民待遇。采取负面清单管理模式，外资内投、内资外投转为备案制。部分服务领域扩大开放，

Second, investment expansion mainly involves the inflow of foreign capitals and the outflow of domestic capitals. Foreign enterprises will be given pre-establishment national treatment and be evaluated with

暂停或取消投资者资质要求、股比限制、经营范围限制等准入限制措施。设立专业从事境外股权投资的项目公司，支持设立境外投资股权投资母基金。税收优惠方面，延续保税区分在关税及非关税壁垒(资金、外汇管制等)方面给予企业各类特殊优惠政策。

其三，金融开放是自贸区试点的核心领域。实现与境内区外的银行结算账户，可控资金可自由划转，条件成熟时账户内本外币资金可自由兑换，试点资本账户下人民币兑换，探索投融资汇兑便利，便利个人跨境投资，稳步开放资本市场。扩大人民币跨境使用，从境外借用人民币资金，区内企业可根据自身经营需要，开展集团内双向人民币资金池业务。

a negative list approach. The inflow of foreign capitals and the outflow of domestic capitals are implemented with filing system. Some services will be expanded. Investment qualifications should be suspended or called off. Capital ratio and business scope access should be restricted. Companies engaged in overseas equity investment should be set up and overseas fund of funds should be supported. Preferential policies in bonded areas (including capital and foreign exchange control) would be duplicated

Thirdly, financial liberalization is key to the FTAs. Controllable funds can be freely transferred between bank accounts within and beyond borders. In further cases, currencies can be exchanged freely. The endeavors are to provide convenience to investments across borders and open up capital market steadily. The cross-border use of RMB would be further popularized to enable borrowing of RMB from overseas. Enterprises in FTA are allowed to launch two-way RMB cash pooling business within themselves based on their needs.

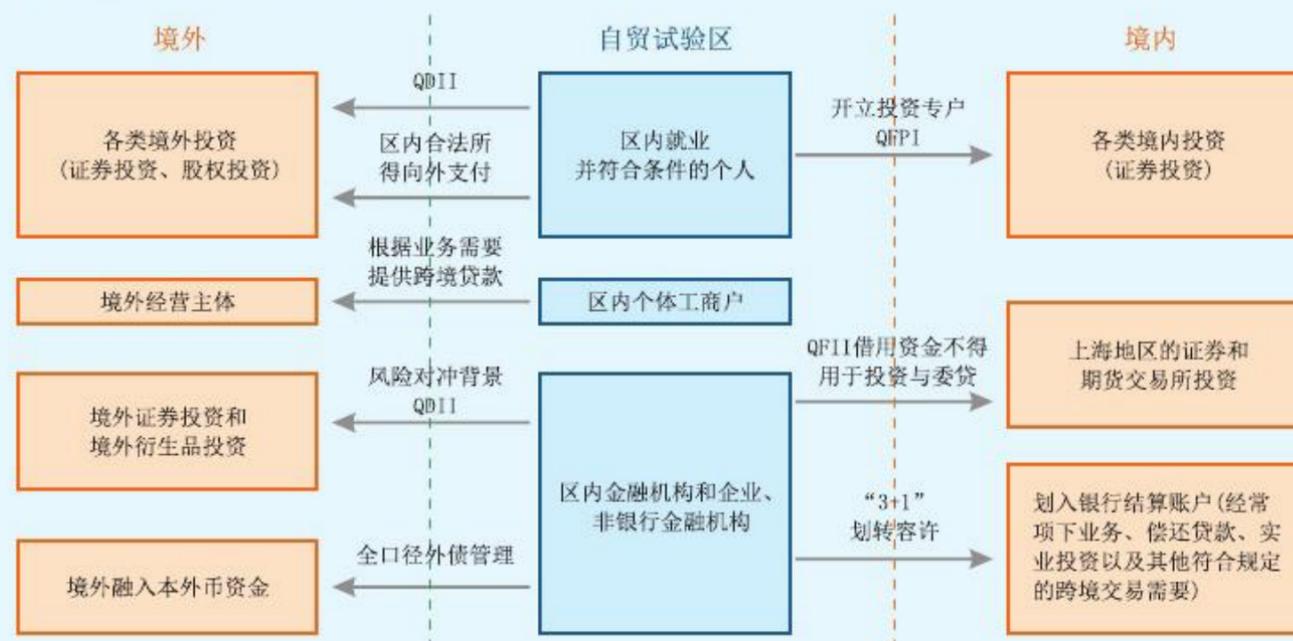
## 3、粤港澳自贸区进入最终论证阶段

广东粤港澳自贸区方案已正式上报国务院，方案已经成熟。粤港澳自由贸易园区要在上海自贸区的基础上，根据可复制、可推广的要求，打造成为国际制造、国际物流、国际贸易、国际维修、国际研发和国际结算等六大中心的目标，范围甚至超过上海自贸区。

### 3. The Scheme of Guangdong-Hong Kong-Macau FTA Enters the Final Stage of Discussion

The scheme of Guangdong-Hong Kong-Macau FTA has been reported to the State Council and is considered as a well-rounded one. Guangdong-Hong Kong-Macau FTA is meant to built into the center of international manufacturing, international logistics, international trade, international maintenance, international R&D and international clearance, duplicated from Shanghai FTA but beyond it in scope.

图3：投融资汇兑便利（资本项下流动）



资料来源：申万研究

表1: 粤港澳自贸区申办时间表

日期	推进内容
2003年 6月29日	中央与香港共同签署《内地与香港关于建立更紧密经贸关系的安排》。同年10月17日与澳门签署了《内地与澳门关于建立更紧密经贸关系的安排》，形成CEPA安排。
2011年 3月16日	在“十二五”规划中明确规定的粤港澳合作重大项目，包括深圳前海、珠海横琴、广州南沙的战略定位，是广东转型升级的三大重要平台。
2013年 8月29日	中央与香港在CEPA框架下，签署《补充协议十》。新增15项优惠政策在广东先行先试，按照广东省政府提出的目标，到2014年要率先基本实现粤港澳服务贸易自由化。
2013年 9月13日	国家商务部“粤港澳自由贸易区”专题调研组到深调研。由商务部副部长俞建华带队，商务部、发展改革委、财政部、人民银行、海关总署、银监会等部门15人组成。
2013年 9月16日	在粤港合作联席会议上，广东省省长朱小丹和香港特别行政区行政长官梁振英表示，粤港澳正在向国家争取共建区域性的粤港澳自贸区。
2013年 11月7日	《经济参考报》报道，广东社科院区域与企业竞争力研究中心主任教授丁力表示，粤港澳自贸区破茧面临三难题，在短期内获批的可能性不大；在上海自贸区还没开始总结经验，就马上全国铺摊子，我觉得这种可能性不大，不到万不得已，中央不会遍地开花。
2013年 12月23日	广东省人民政府官方网站公布的《广东省委常委班子党的群众路线教育实践活动整改方案》中，提到了广东省正在密切与港澳的沟通，会同商务部共同制定、申报自贸区的总体方案，并启动自贸园区管理构架的制定工作，组织开展相关法律法规的调整工作，而且明确了该项工作由分管外经贸的广东省副省长招玉芳负责。
2013年 12月31日	《新华社》报道，广东省政府常务会议已审议通过了《广东江门大广海湾经济区发展总体规划(2013-2030年)》，凭借江门地区的地理优势，也有望扩大内地参与粤港澳合作空间。
2013年 12月31日	《新华网》报道，商务部研究院国际市场研究部副主任研究员白明、商务部研究院综合战略研究部副主任研究员张莉表示，粤港澳自由贸易园区获批恐还需时日，上海自贸试验区的经验和教训尚待总结，自贸区的布局需做好顶层设计。
2014年 1月2日	《新华网》报道，据悉，粤港澳自贸区有望于1月底前获批成立，但并未标注详细消息来源，主要提及仍是援引12月23日的《整改方案》。

资料来源: 中万研究



第二，粤港澳自贸区能否顺利获批，定位国际性还是区域性自贸区？广东省省长朱小丹和香港特别行政区行政长官梁振英曾表示，粤港澳正在向国家争取共建区域性的粤港澳自贸区。与上海国际性自贸区的定位不同，区域性自贸区重点在于积极扩大广东对港澳开放，但CEPA目前已基本发挥了区域性FTA的功能，十年过隙，依旧定位港澳的服务贸易自由化为目标，是否突破意义过于局限？依托广东省与港澳合作经验，积极辐射华南“泛珠三角”的9省对接东盟国家的开放可能是更有意义的战略定位。

第三，“海沙琴”以及白云空港四大区域采取集合化还是分工化开展？粤港澳自贸区拟包括前海、南沙与横琴以及白云空港，共计1300平方公里，地跨深圳、广州与珠海三个行政区域。虽在广东省统一规划下，但地域发展利益纷争依然可能成为影响战略定位的因素。与上海自贸区仅由上海一市统一管理不同，横跨三地形成了“海沙琴”在自贸区筹建定位上功能目标重合的格局，也是与浦东同时竞争自贸区头班车时的劣势之一。可能的方式是，自贸园区设立类似管委会的法定管理机构并授予省级管理权限，深圳前海开展现代服务业创新合作示范区、创新金融业；珠海横琴探索粤港澳合作新模式的示范区、依托横琴大桥地理特殊优势探索通关模式与高新技术创新；广州南沙打造连接港澳的商业服务中心、科技创新中心和教育培训基地。追求错位发展，明确战略定位将有利于自贸区的获批。

自贸区不是针对单一城市的“政策红利”，而是全国新一轮改革开放的试验田。与现有保税区、深圳前海与天津滨海新区有本质区别，不论是上海自贸区还是可能的粤港澳自贸区，建设目的在于完善自由贸易功能，试点政府监管模式，更重要的是试点投资和金融的自由化，对地区的辐射效应，体现在资产价值重估、业务体量提升、平台设施园区建设，以及港口企业产业链的拓展具备重要战略意义。

2. Is there any possibility for the Guangdong-Hong Kong-Macau FTA to be approved? Will it be positioned as international FTA or a regional one? Both Zhu Xiaodan, Governor of Guangdong, and Leung Chun Ying, Chief Executive of Hong Kong Special Administrative Region, once expressed that Guangdong, Hong Kong and Macau are pressing ahead for central government's approval to co-build a regional FTA. Different with the positioning of Shanghai FTA, regional FTA is aimed at expanding Guangdong's openness to Hong Kong and Macau. However, the existing CEPA has already been playing the same role as FTA. A decade has passed since the goal was put forward to realize service and trade liberalization in Hong Kong and Macau, so is it proper to say that this proposal is a self-restraint, not hold enough to be called a breakthrough? Based on cooperation experience between Guangdong, Hong Kong and Macau, maybe a more meaningful strategic positioning can be put in place by actively expanding openness of 9 provinces in Pan-Pearl River Delta of South China to member states of ASEAN (Association of Southeast Asian Nations).

3. Shall "Qianhai-Nansha-Hengqin" and Baiyun Airport be integrated into one or shall they develop with distinctive functions? The Guangdong-Hong Kong-Macau FTA is designed to incorporate Qianhai, Nansha, Hengqin and Baiyun Airport, covering 1,300 square kilometers and stretching across Shenzhen, Guangzhou and Zhuhai, the three administrative regions. Even though the three regions are under the administration of Guangdong Province, interest conflicts of regional development may affect strategic positioning of the zone. Different from Shanghai FTA which is under the sole management of Shanghai authority, "Qianhai-Nansha-Hengqin" stretches over three regions with overlapping functions and targets. This is a disadvantage in competition with Pudong.

One way out is to establish administrative committees inside the FTA, which enjoy the provincial level of administration. Qianhai of Shenzhen will develop modern service industry Cooperation and demonstration, and innovative finance industry. Hengqin of Zhuhai will explore Guangdong-Hong Kong-Macau new mode of cooperation among based on geographical advantage of Hengqin Bridge and high-tech innovation. Nansha of Guangzhou will create business service center, technological innovation center and education and training base, which connect to Hong Kong and Macau. A clear and distinctive positioning for each of the three regions will help Guangdong-Hong Kong-Macau FTA get the green light.

Instead of a "policy bonus" for specific cities, FTA is a pilot project for China's new round of reform and opening up. It has essential distinction with the existing bonded areas, Shenzhen Qianhai and Tianjin Binhai New Areas. From Shanghai FTA to the future Guangdong-Hong Kong-Macau FTA, the target is to improve free trade functions and to serve as a pilot project of government supervision. More importantly, it is a testing ground for the liberalization of investment and finance, and its influence on the region, particular in assets revaluation, business volume growth, platform facilities construction and the exploration of the industrial chain of port enterprises.

粤港澳自贸区可能的建立时间有三项重点:

Three key points for the possible establishing time of Guangdong-Hong Kong-Macau FTA:

第一，依托广东省两地经贸合作CEPA（《内地与香港/澳门关于建立更紧密经贸关系的安排》）十年，已基本实现配合国家争取于“十二五”末期，达到内地对香港基本实现服务贸易自由化的目标。十年间，逐步减少或取消双方之间实质上所有货物贸易的关税和非关税壁垒；逐步实现服务贸易的自由化，减少或取消双方之间实质上所有歧视性措施；促进贸易投资便利化，已具备区域性FTA雏形。

1. CEPA "Closer Economic and trade Partnership between mainland and Hong Kong/Macau Arrangement" being effective for ten years, Mainland and Hong Kong has basically achieved service and trade liberalization, meeting the 12th Five-Year Plan target. Over the past ten years, two sides have gradually reduced or canceled tariff and non-tariff barriers of all substantial goods trade; gradually realized service and trade liberalization, reduced or cancelled all substantial discriminatory measures and promoted the convenience of trade and investment. A rudimentary regional FTA is taking shape.



## 粤港澳自贸区政策下 盐田港产业升级机遇

YANTIAN PORT UPGRADE OPPORTUNITY UNDER  
GUANGDONG-HONG KONG-MACAU FTZ POLICY

文/张西林  
By Zhang Xilin

在自贸区“一线管住、二线放开”理念下，自贸区货物、人、资金和信息的自由流动将给港口类企业带来三大产业升级的机遇。货物自由流动带来的物流增量将驱动港口仓储类业务增量，资金自由流动将驱动融资租赁业务的发展，而信息互通将给跨境电子商务业务发展提供业务机会。

Under the concept of “to ease control on the first line; to have effective and efficient control on the second line” of Free Trade Zone (FTZ), free mobility of goods, people, capitals and information in FTZ will bring new upgrade opportunity of three large industries for port enterprises. Logistics increment resulted from free mobility of goods will promote warehousing business increment of the port. Free mobility of capitals will drive development of financing and leasing business, while information communication will provide opportunity for development of cross-border e-commerce.

### 1、“物流”增量驱动港口仓储类业务增量

自贸区下两个政策的突破将提升港口的货物流动，进而带来港口仓储类业务新的增量。一方面，上海自贸区进口税收政策的出台将促进转口贸易；另一方面，对于外籍船舶限制政策的放松将推动国际中转业务的发展。

转口贸易成为贸易自由化的切入口。货物贸易是自贸区立足的基础，贸易企业在区内开展转口贸易。而从政策支持角度看，上海自贸区进口税收政策的出台已表明对转口贸易的鼓励。具体鼓励政策有三方面：（1）对试验区内生产企业和生产性服务业企业进口所需的机器、设备等货物予以免税；（2）对设在试验区内的企业生产、加工并经“二线”销往内地的货物照章征收进口环节增值税、消费税；（3）在严格执行货物进口税收政策的前提下，允许在特定区域设立保税展示交易平台。

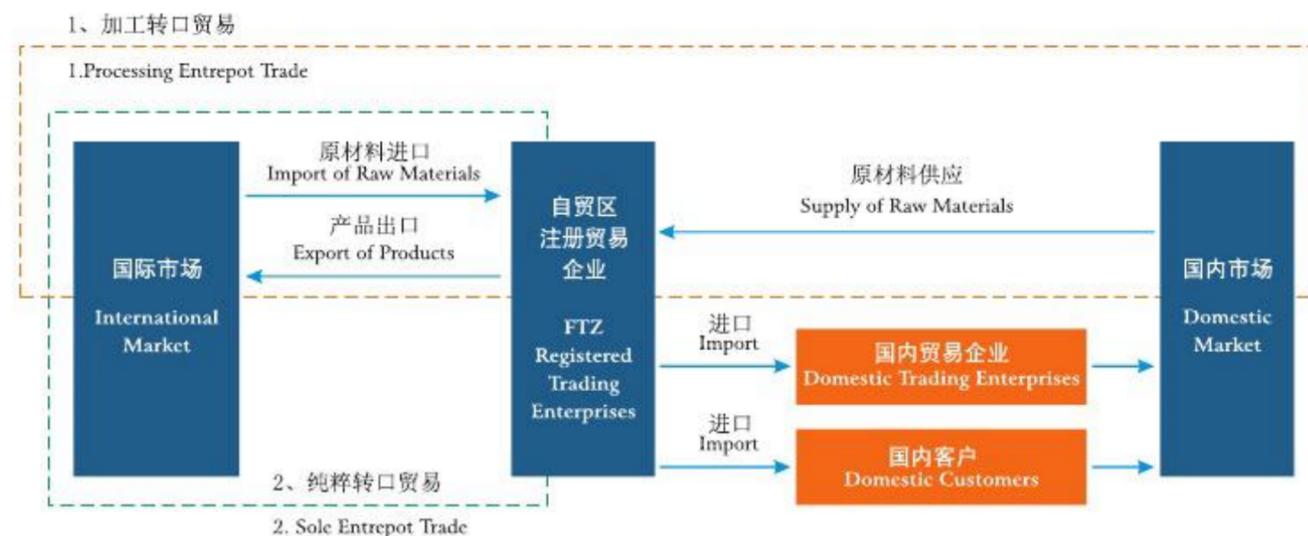
### 1. “Logistics” Increment Promoting Warehousing Business Increment of the Port

Breakthrough of two policies under FTZ will promote commodity mobility of the port, thus bring about new increment of warehousing business. On one hand, the introduction of import tax policy of Shanghai FTZ will promote entrepot trade; on the other hand, loosened policy restrictions on foreign vessels will promote development of international transit business.

Entrepot trade becomes the entry point of trade liberalization. Goods trade is the basis of FTZ, and trading enterprises shall carry out entrepot trade in FTZ. From the angle of policy support, the introduction of import tax policy of Shanghai FTZ has already indicates encouragement to entrepot trade. The specific encouragement policies are shown in these aspects: (1) tax exemption to machines, equipments and other goods required by import of manufacturing enterprises and producer service enterprises in the pilot area; (2) added-value tax and consumption tax during import process shall be imposed on goods that are produced, processed and sold to the inland through “second line” by enterprises in the pilot area in accordance with law; (3) under the premise of strict implementation of tax policies for goods import, specific location is allowed to set display and transaction platform for the bonded.

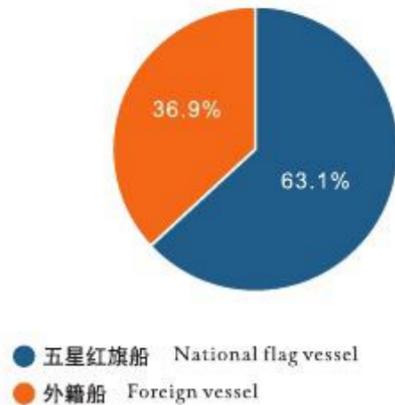
图1: 转口贸易是贸易自由化的切入口

Figure 1: Entrepot trade is the entry point of trade liberalization



资料来源: 中万研究  
Source: SWS Research

图2: 中国前7大船东36.9%船舶为方便旗船舶  
Figure 2: Top 7 ship-owners in China own 36.9% of FOC vessels

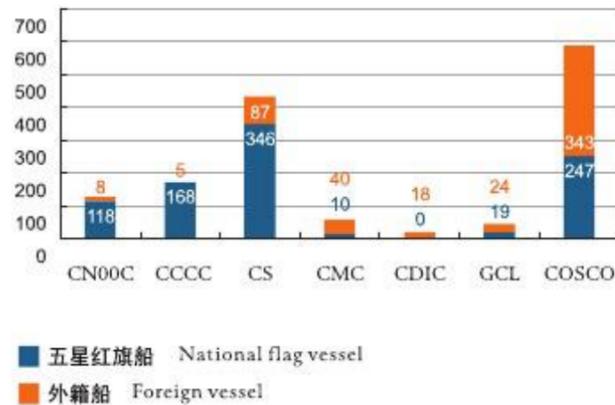


资料来源: 中万研究, CLARKSONS  
Source: SWS Research, CLARKSONS

外籍船舶限制政策的放松将推动国际中转业务发展。目前中国船东持有大量方便旗船舶, 根据我们统计方便旗船舶占比达到36.9% (中国前7大船东共有1439艘船舶, 其中531艘为方便旗船), 方便旗船舶占比最高的中国远洋达到58.1% (如下图2和图3)。在原有政策下, 中国政策是严格禁止方便旗船舶经营沿海运输业务。在建设自贸区发展的大背景下, 国发(2013)38号文放松对此的限制, 为推动中转集拼业务, 允许中资公司拥有或控股拥有的非五星红旗(方便旗)船舶, 先行先试外贸进出口集装箱在国内沿海港口和上海港之间的沿海捎带业务。

以上海港为例, 初步测算此政策将给上海港每年带来90万TEU的国际中转箱量。国际中转箱量的主要来源为韩国釜山港, 根据我们统计的数据釜山国际中转箱量占比达到44%, 其中主要的中转箱量来自于中国环渤海地区的大连、天津和青岛。若自贸区框架下放宽方便旗船舶限制, 至环渤海区域往返欧洲和地中海航线的国际集装箱运输将选择上海港进行中转。

图3: 中国远洋方便旗船舶比例58.1%  
Figure 3: FOC vessels has a 58.1% proportion in COSCO



资料来源: 中万研究, CLARKSONS  
Source: SWS Research, CLARKSONS

Loosened policy restrictions on foreign vessels will promote development of international transit business. Currently, Chinese ship-owners own a large number of Flag of Convenience (FOC) vessels. According to our statistics, FOC vessels account for 36.9% (the Top 7 largest ship-owners in China totally have 1,439 vessels, among which 531 are FOC vessels), COSCO with largest accountability of FOC owns 58.1% (as is shown in Figure 2 and Figure 3 below). Under the original policy, cabotage of FOC is strictly forbidden by Chinese policy. Under the overall background of FTZ, the Notice (2013) No. 38 issued by the State Council has loosened the restriction on this. In order to promote transit shipment business, non-national flag (FOC) vessel owned or controlled by Chinese-funded enterprises are allowed to practice cabotage for container transport between domestic coastal ports and Shanghai Port as a pilot project.

Taking Shanghai Port as an example, by preliminary estimation, the policy shall bring about 900,000 TEUs of international transit boxes every year for Shanghai Port. The main source of international transit boxes is Pusan Port, Korea. According to our statistics, the international transit boxes of Pusan accounted for 44%, among which, the main transit boxes are from Circum- Bohai Sea Region of China such as Dalian, Tianjin and Qingdao. If restrictions on FOC vessels are loosened under the FTZ framework, the international container transport between Europe and Mediterranean route that transits at Circum- Bohai Sea Region will choose Shanghai Port for transit.

## 2、“资金流”增量驱动融资租赁业务增量

自贸区下政策突破集中在金融自由化的开放, 这意味着低成本的境外融资和高效率的资金周转。更自由化的金融环境, 更低成本的境外资金, 辅之以上海自贸区鼓励融资租赁业务发展的政策和国内船东大量持有方便旗船舶的现状, 船舶融资租赁业务将在自贸区获得发展机会。

自贸区允许并支持设立SPV开展融资租赁业务。上文提及中国船东大量持有方便旗船的现状, 据此分析认为形成此现状的主要原因有三个: (1) 造船业的核心技术(如船舶发动机和整体设计)在国外, 若海外采购并进口至国内注册成五星红旗船将面临高额税费。比较了进口并注册成五星红旗船与直接海外采购并注册成方便旗船(外籍船)税费成本的差异(如图4)。(2) 不考虑技术和核心配件的可获得性问题, 国内造船也面临融资成本更高的问题。比较后发现, 不管是在行业景气度高位的2008年夏还是在景气低位的2013年, 境外和国内的造船融资成本差距非常大(如图5)。

图4: 五星红旗船与方便旗船税费比较  
Figure 4: Comparison of taxes between national flag vessels and FOC vessels

	进口并注册成五星红旗船税费成本高	
	五星红旗	外籍旗
关税	9%	0%
进口环节增值税	18.53%	0%
<b>关税及增值税小计</b>	<b>27.53%</b>	<b>0%</b>
营业税率	3%	5%
城建税及教育费附加	0.30%	0.50%
车船税	4.2元/5元	4.2元/5元

资料来源: 中万研究  
Source: SWS Research

## 2. “Capital flow” Increment Promoting Increment of Financing and Leasing Business

Policy breakthrough under FTZ is concentrated on the open of financial liberation, which means low-cost overseas financing and high-efficient capital turnover. With a more free financial environment, lower-cost overseas capitals, plus FTZ policy to encourage development of financing and leasing business and current situation that Chinese domestic ship-owners own a large number of FOC vessels, financing and leasing business of shipping will gain a development opportunity in FTZ.

FTZ allows and supports to set SPV to develop financing and leasing business. As for the above mentioned current situation that Chinese domestic ship-owners own a large number of FOC vessels, on the basis of analysis, there are three main reasons forming the status quo: (1) the core technology (for instance, shipping engine and overall design) of shipbuilding industry is in the overseas. If purchasing from the broad, importing into the inland and registering as the national flag vessel, there will be high taxes. Here are comparisons of tax costs between national flag vessel imported and registered and FOC vessel (foreign vessel) directly imported overseas and registered (as shown in Figure 4 below). (2) Not considering accessibility of core technology and core accessories, there is still the problem of higher financing cost in domestic shipbuilding. It is found out by comparison that, whether in 2008 with high extent of industry prosperity or in 2013 with low extent of industry prosperity, financial cost of shipbuilding between the overseas and the domestic has a large gap (as shown in Figure 5).

图5: 国外资金成本更低  
Figure 5: Lower cost of funds abroad

	国外资金成本低	
	资金成本	实际成本
2008年夏	Libor+100bp-125bp	1.6%-1.85%
2013年	Libor+250bp-400bp	3.1%-4.6%
国内	商业贷款利率	6.55%

注: 1) Libor为LIUSD10M的值; 2) 商业贷款利率选择为5年期及以上  
资料来源: 中万研究  
Source: SWS Research

以低成本的海外资金造船。自贸区制度下，允许机构设立SPV开展融资租赁业务，并且SPV纳入出口退税试点范围（若从国内采购相关配件作为出口处理供应商可获得出口退税），同时自贸区将建立合适的外汇管理体制提供融资上的便利。开展融资租赁业务的核心是需要获得境外低成本资金，从现有政策看是允许上海自贸区内试点企业建立国际和国内两个主要账户（一个离岸账户和一个在岸账户），两个主要账户可实现资金的互联互通（目前对互通额度有一定限制，未来有望突破），离岸账户与境外账户完全互通。从具体操作模式上，可参考UK TAX Lease的模式，在以低成本资金融资造船的同时获取政府的税收优惠。

Ships are built with low-cost overseas funds. Under the FTZ system, the institution is allowed to set SPV to implement financing and leasing business. In addition, SPV is incorporated into pilot project of export rebates (if relevant accessories are purchased abroad and handled as export, supplier can gain export rebates). Meanwhile, FTZ will establish proper foreign exchange management system to provide financing convenience. The core to develop financing and leasing business is to gain overseas low-cost funds. From current policy, it is to allow pilot enterprises in Shanghai FTZ to create two main international and domestic accounts (one offshore account and one onshore account), which can make interconnection and interflow of capitals (currently there is interflowing limit and it is expected to break through in the future). Offshore account and overseas account are interflowing totally. From specific operation model, UK TAX Lease financing model can be used as a reference in order to gain tax preference of government when the ship is built with low-cost financing capitals.

图6: UK TAX Lease的融资模式可做为借鉴  
Figure 6: UK TAX Lease financing model can be used as a reference



资料来源: 中万研究  
Source: SWS Research

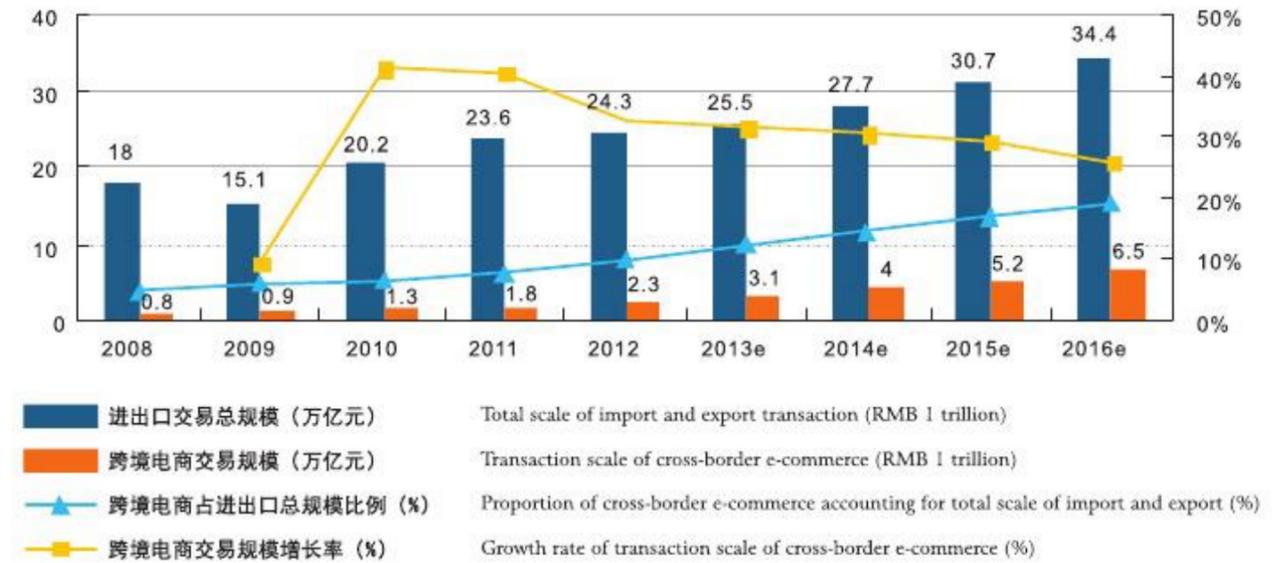
### 3、“信息流”驱动跨境电子商务业务增量

跨境电子商务在“信息”更自由流动的背景下，将在自贸区内获得发展。跨境进口电子商务市场的空间巨大，若辅之以结算、通关和售后服务等全方位效率或水平的提升，港口企业将有利于凭借地缘优势发展此类轻资产业务。

### 3. “Information flow” promoting increment of cross-border e-commerce business

Under the background that “information” can flow more freely, cross-border e-commerce will see development in FTZ. Cross-border import e-commerce has a large market space. If comprehensive efficiency or level of settlement, clearance and after-sales service are enhanced, it is beneficial for port enterprises to develop such light-capital business by taking advantage of their geographic advantages.

图7: 跨境电商占进出口总规模比例极低  
Figure 7: Cross-border e-commerce accounted for a very low proportion of total import and export



资料来源: 中万研究, IRESEARCH  
Source: SWS Research, IRESEARCH

跨境电商占进出口总规模比例仅为9.8%。根据2012年官方数据，中国进出口交易总规模约为24.3万亿元，但跨境电商交易规模仅为2.3万亿元，占比9.8%。结算、通关和售后是跨境电商交易占比不高的三大主因。根据IRESEARCH的研究成果，跨境电商交易额占比较低的主要原因包括：外汇支付及结算流程非常繁琐，物流及通关（报关和报税）流程缓慢，品质及售后服务缺失。

Proportion of cross-border e-commerce accounting for total scale of import and export is only 9.8%. According to official data of 2012, total scale of Chinese import and export transaction was approximately RMB 24.3 trillion, however transaction scale of cross-border e-commerce was only RMB 2.3 trillion, accounting for 9.8%. Settlement, clearance and after-sale services are three main reasons why proportion of cross-border e-commerce transaction was not high. According to research results of IRESEARCH, main reasons why sum proportion of cross-border e-commerce transaction was relatively low include: tedious foreign exchange and settlement procedures, slow logistics and clearance (declaration and taxation) procedures, lacking in quality and after-sales service.

跨境进口电商市场潜力巨大。根据调研结果，国内消费者选择跨境网购的前三大原因是：国内网站买不到、品质有保证和价格便宜。上海自贸区提及加快培育电商服务功能，同时完善海关监管、支付、物流和双检系统。目前，已经有一个成型的实体来实施——跨境通。根据我们调研情况，跨境通分2个专区——自贸专区和直邮中国，其货品有正品保证，且成本较柜台价格低30%；通关时间较普通通关15天缩短至3天。

Cross-border import e-commerce market has a huge potential. According to research results, the first three reasons why domestic consumers choose cross-border e-commerce are: Unavailable in domestic shopping sites, guaranteed quality and good price. Shanghai FTZ is involved with speeding up fostering e-commerce service function, meanwhile improving customs supervision, payment, logistics and inspection systems. So far, there is already one entity in practice—Kuajingtong. Kuajingtong, an e-commerce platform, is divided into two sections—FTZ Section and Direct Shipping to China. The goods are quality guaranteed with a price 30% lower than physical stores. Clearance time is shortened from 15 days to 3 days.

盐田综合保税区的获批将为深圳加快保税区域转型升级，切实增强盐田港口物流业在珠三角甚至华南地区的远洋航运门户地位。

The approval of Yantian Comprehensive Bonded Area will accelerate the transformation and upgrading of Shenzhen bonded areas and feasibly enhance the position of Yantian Port's logistics industry as an ocean shipping portal in the Pearl River Delta and even in Southern China.

# 深圳盐田综合保税区 获批将推动产业升级

THE APPROVAL OF SHENZHEN YANTIAN COMPREHENSIVE BONDDED AREA WILL PROMOTE ITS INDUSTRIAL UPGRADING

文/包志明(上海航运交易公报)

By Bao Zhiming (from Shanghai Shipping Exchange Bulletin)

“综合保税区是我国开放层次最高、优惠政策最多、功能最齐全、手续最简化的海关特殊监管区域。盐田综合保税区的获批将为深圳加快保税区域转型升级、推动有质量的稳定增长注入新活力。”深圳市经贸信息委有关负责人近日表示。

今年1月22日，国务院正式批复同意了深圳盐田综合保税区的申报方案，这意味着深圳市首个综合保税区正式获批。

据介绍，新获批的盐田综合保税区是在原沙头角保税区、盐田港保税区和盐田港保税物流园区的基础上合并而成，整合了海关特殊监管区域的所有功能政策，具备保税仓储、国际贸易、国际分拨、国际中转、检测维修、保税展示、研发制造、港口作业等功能。园区内现有企业301家，已围网面积1.16平方公里，建成厂房、仓库等144.3万平方米。

上述深圳市经贸信息委有关负责人表示，盐田综合保税区将以深港共建世界级港口群为目标，通过大力发展国际贸易、临港物流、高科技加工、远洋航运、跨境电子商务、船舶租赁等产业，拓展大宗商品现货保税贸易及期货业务，构建工程机械、电子产品、食品等保税贸易平台，发展与港航相关的物流金融、保险咨询、离岸业务、供应链管理等服务，打造东部临港产业集聚区与临港物流总部基地，进一步巩固深圳外贸大市和口岸城市的地位。

On January 22 this year, the State Council officially approved the project of Shenzhen Yantian Comprehensive Bonded Area, which means that Shenzhen first comprehensive bonded area was formally approved.

According to the introduction, the newly approved Yantian Comprehensive Bonded Area is a merger on the basis of the original Shatoujiao Bonded Area, Yantian Port Bonded Area and Yantian Port Bonded Logistics Park, integrating all the functions and policies of these areas under special customs supervision, with the bonded warehousing, international trade, international distribution, international transit, inspection and maintenance, bonded display, R&D and manufacturing, port operations and other functions. There are 301 enterprises within the area, covering a net area of 1.16 square kilometers with 1,443,000 square meters of workshops, warehouse etc.

A relevant person in charge from Shenzhen Economy, Trade and Information Commission says that Yantian Comprehensive Bonded Area will aim at a world-class port group to be built jointly by Shenzhen and Hong Kong, expand the bonded trading and futures business of bulk spot commodity through the great development of international trade, port logistics, high-tech processing, ocean shipping, international electronic commerce and ship leasing industry, construct a free trade platform of engineering machinery, construction electronic, food and other products, and develop value-added services such as port related logistics finance, insurance consulting, offshore business and supply chain management, so as to build the east near-port industry cluster and the port logistics headquarters base and to further consolidate Shenzhen's status of foreign trade and coastal city.

Yantian the First Mover

深圳市政府一位相关人员透露：“国务院批复后，盐田综合保税区将由市经贸信息委牵头，市发改委、财政委、规划国土委、盐田区政府和盐田港集团公司通力配合，着手制定园区建设工作计划，确定园区土地规划方案，完成开工投资计划的申报并组织建设工程的实施，争取早日通过封关验收。”

## 吃螃蟹的盐田

在盐田综合保税区获批的27年前，中国大陆的第一个保税区就诞生在这片土地上。

1987年12月，深圳市政府批准创办深圳沙头角保税区，1991年5月28日，该保税区由国务院正式批准设立。沙头角保税区依靠国家赋予的优惠政策和市政府授予的职权，以其与香港水陆相接的独特地理优势，借鉴国外自由贸易区的经验，为创建依照国际惯例运作的优良投资环境，进行了不懈的努力和探索，并创造了“一站式”工作方法和“一条龙”服务模式，最先形成了高效的行政管理体制和齐全的配套服务机制，为国内其他保税区的设立和发展起了带头示范作用。

1996年9月国务院批准在盐田港区中部设立盐田港保税区。2004年8月，国务院新批准盐田港保税区与盐田港实施“区港联动”，建立保税物流园区。2005年12月30日，盐田港保税物流园区正式封关运作。

盐田港保税物流园区在地理上与世界十大集装箱港之一的盐田港港区浑然一体，在南片区以一条24小时开通的“绿色通道”与盐田港码头直接相连。园区与毗邻的港区实施一体化运作，专门发展现代物流业；园区内的企业在海关、检验检疫、外汇、税收等方面享受保税区的优惠政策，实行“入区退税”，即国内货物入园区视同出口，办结出口报关手续后即可申请退税。

20多年来，依托毗邻香港的区位优势 and 先行先试的体制机制优势，盐田的三个保税区域通过承接全球产业转移与推动盐田港的分工合作，发展成为全国对外开放的示范窗口和高产田，在引导产业集聚、拉动经济增长、融入全球发展等方面发挥了重要作用。

截至到2013年，盐田的三个保税区累计利用外资6.1亿美元，完成进出口额1481.4亿美元。2013年全年，三个保税区实现工业产值871亿元，同比增长53.8%，实现进出口额443.9亿美元，税收总额24.5亿元，在较小的产业空间上实现了较大的经济产出，同时也为深圳市乃至整个华南的进出口贸易做出了突出的贡献。

27 years ago when Yantian Comprehensive Bonded Area was approved, the first bonded area in Chinese continent was born in this piece of land.

In December 1987, Shenzhen Government approved the establishment of Shenzhen Shatoujiao Bonded Area, which was officially approved by the State Council on May 28, 1991. Shatoujiao Bonded Area has, relying on the preferential policies granted by the State and the authority given by the Municipal Government, possessing the unique geographical advantage of being connected with the Hong Kong and referring to foreign experience of free trade regions, made unremitting efforts and undertaken exploration to create a good investment environment that is operated according to the international practice, and thus has created a "One-stop" work method and a "One-stop" service mode. Therefore, it has first formed the efficient administration system and complete supporting service mechanism, which plays a leading role for the establishment and development of other domestic bonded areas.

In September 1996, the State Council approved the establishment of Yantian Port Bonded Area in the middle of Yantian Port. In August 2004, the State Council approved the establishment of the Bonded Logistics Park to strengthen "the linkage between the bonded area" and the port. On December 30, 2005, Yantian Port Bonded Logistics Park was officially put into operation.

Yantian Port Bonded Logistics Park is blended in geography into a whole with Yantian Port, one of the world's top ten largest container ports, with a 24-hour opening "Easy Access" in the south area directly connecting Yantian Terminals. The integrated operation is implemented in the Park and the adjacent port areas especially for the development of modern logistics industry; the enterprises in the park enjoy the preferential policies for the bonded areas in the customs, inspection and quarantine, foreign exchange, taxation, etc. The "tax reimbursement after the access into the Park" has been exercised, or the domestic goods that enter the park are deemed as exports, the application for the tax refund can be made after making the export declaration formalities.

Over the past 20 years, relying on the location advantage of being adjacent to Hong Kong and the system and mechanism advantage of being the first to test, the three bonded areas of Yantian have developed into "a national model open window and a high yield field" by the transfer of global industry and the promotion of the division and cooperation of labor of Yantian Port, and have played an important role in guiding the industrial agglomeration, spurring the economic growth, integrating into the global development, etc..

By 2013, the three bonded areas of Yantian have in total utilized foreign investment of 610,000,000 US dollars, completed the import and export of 148,140,000,000 US dollars. In 2013, the three bonded areas realized an industrial output value of 87,100,000,000 Yuan, a year-on-year growth of 53.8%, import and export of 44,390,000,000 US dollars, and 2,450,000,000 Yuan of the total tax revenue, not only achieving greater economic output in the smaller industry space, but also making outstanding contributions for the import and export trade of Shenzhen and even the whole Southern China.

## Transformation and Upgrading

In the past development of the bonded areas, there are some prominent problems: the first is the low level of industrial structure or a high proportion of processing trade and traditional logistics, so the advanced manufacturing, R&D design, supply chain management,

## 转型升级

作为中国改革开放的先驱者，盐田的三个保税区虽然取得了长足的发展，但现在也面临着全球金融危机深层次影响、中国转变发展方式要求日益迫切、要素成本上涨等不利因素的严峻挑战，特别是上海自贸区和天津保税区等其他保税市场的崛起，促使盐田的三个保税区亟待实现整体转型升级。

保税区过去发展中还存在的一些突出问题：一是产业结构层次较低，加工贸易和传统物流比重较高，先进制造、研发设计、供应链管理、品牌运营等高附加值业务亟待培育；二是区域功能有待完善，保税贸易、保税金融、保税商业等现代服务功能需要进一步拓展；三是发展空间趋近极限，绝大部分园区面积偏小且开发强度高，产业承载空间严重不足；四是园区基础设施老化，配套建设滞缓，管理资源较为匮乏，难以形成引进高端产业的硬件环境；五是监管模式难以满足现代保税产业多样化的发展需求。

基于此，2011年底，深圳市政府出台《深圳保税区转型升级工作方案》，根据该方案，合并了原沙头角保税区、盐田港保税区和盐田港保税物流园区的盐田综合保税区，将以深港共建世界级港口群为目标，以综合保税区建设为突破口，整合盐田港区和后方保税园区，发挥保税区和保税物流园区政策功能的叠加效应，实现港口作业、国际中转与转口、国际采购与分拨、保税加工、物流增值服务、国际贸易代理、临港金融资讯服务、现代商贸服务与保税多式联运9大业务功能。

其中，在空间优化上，盐田综合保税区分为临港业务区和后方陆域区，临港业务区形成港口操作区、贸易服务区、临港增值服务区、多式联运区域等子功能区域；后方陆域区规划高新技术加工区和生产服务业集聚区。

在产业升级上，盐田综合保税区将引导区内劳动密集型加工业有序迁移，促进低附加值物流服务向供应链管理业务延伸，大力发展科技研发、国际贸易、远洋航运、船舶租赁等产业，拓展大宗商品现货保税贸易及期货业务，构建工程机械、电子产品、食品等保税贸易平台，发展与港航相关的金融、保险、咨询、海运、救援、货代、信息处理等增值服务，打造东部临港产业集聚区与临港物流总部基地。

在差异化上，盐田综合保税区将有一定的分工，沙头角保税区以推动低附加值的保税加工业向先进制造业转型，依托港口发展保税商贸、研发设计、检测维修等生产性服务业为主，通过土地置换和设施改造，提高园区土地集约利用率，并提升园区的商务功能和产业功能。盐田港保税物流园区南片将着力发展附加值较高的多式联运、第三方物流，北

片重点推进大宗商品贸易、港航服务、供应链管理、展示交易业务的发展；盐田港保税区则以加快基础设施建设，为综合保税区的封关验收做准备，未来重点发展高科技临港加工业。

在具体项目建设上，深圳市政府希望盐田综合保税区力争在2014年6月底前以盐田港大型物流中心为龙头，构建大宗商品、工程机械、电子产品、酒类、食品等保税贸易平台，带动临港仓储物流企业向进口商品的分拨集散中心发展。在2014年12月底前完成盐田港保税物流园区续建工程和基础设施补充工程的建设，完善园区通关报检查验设施，在2015年12月底前完成盐田现代保税物流中心的规划建设。

“盐田综合保税区未来将建设保税物流中心和国际贸易示范区双中心，以保税贸易为核心，打造保税交易平台，完善配套服务，引进商贸营运中心，推动园区功能由生产服务向生产与消费服务并重转型。”一位相关人士透露。

根据目前既有的方案，盐田综合保税区不仅将具备当前保税区、出口加工区、保税物流园区、跨境工业区、保税港区、综合保税区等六种类型特殊区域所执行的所有优惠政策与业务功能外，还将力争成为国内对外开放的制高点、亚太地区重要的国际自由港、深圳和周边地区产业升级的强力引擎，成为开放型经济新一轮发展的引领。

业内人士认为，盐田综合保税区将成为推动深圳保税区域转型升级的新引擎，实现区域整合、资源整合、功能整合和监管整合。其中，区域整合将改变盐田地区保税区域数量多、面积小的零散现状，为战略新兴产业、现代商贸服务业、临港服务业等的综合发展提供空间；资源整合将改变盐田保税区域产业联动弱、配套资源不足的现状，为区港全面联动和产业整合优化创造条件；功能整合将改变目前各园区产业功能单一的现状，提升片区的产业和土地价值；监管整合改变狭小区域多重监管的现状，为监管设施的升级和监管机制的优化提升奠定了基础。

对于盐田港来说，盐田综合保税区的建立将有利于稳固盐田在华南的物流枢纽地位。盐田因港而兴，港口优势是盐田经济的首发优势，港口物流业是盐田区的第一支柱产业，也是盐田临港产业发展的重要组成部分，对延伸产业服务链条和辐射带动腹地经济发展具有基础性和全局性作用。综合保税区是盐田港口物流业未来发展的主要依存载体，依托全球第一大单港盐田港，将切实增强盐田港口物流业在珠三角甚至华南地区的远洋航运门户地位。

industry in the future.

In the specific projects, Shenzhen Government hopes that Yantian Comprehensive Bonded Area will, taking the large-scale logistics center of Yantian Port as a leader, have constructed a free trade platform of bulk commodities, engineering machinery, electronic products, liquor, food and other products by the end of June 2014 so as to drive port logistics enterprises to develop into the imported goods distribution center, have completed the construction of Yantian Port Bonded Logistics Park construction and infrastructure supplement engineering and perfected the inspection facilities of the customs clearance by the end of December 2014, and have completed the plan and construction of the modern bonded logistics center by the end of December 2015.

### Holding a Stable Hub Position of Yantian Logistics

According to the insiders, Yantian Comprehensive Bonded Area will become the new engine for Shenzhen bonded areas to promote the transformation and upgrading in order to achieve the regional integration, resource integration, function integration and control integration. Among them, the regional integration will change Yantian Bonded Area's situation of being scattered in quantity and small in area so as to provide space enough for the comprehensive development of strategic emerging industries, the modern service industry and the port service industry; the resource integration will change the status of the weak regional industry linkage and the insufficient supporting resources in Yantian Bonded Area in order to create conditions for the whole port's comprehensive linkage and the industry integration optimization; the function integration will change the current status of a single industrial function in the park and enhance the area's industry and land value; the control integration will change the status of the multiple supervisions in the small domain lay the foundation for the upgrading of the supervision organizations and the optimization of the supervision mechanism.

For Yantian Port, the establishment of Yantian Comprehensive Bonded Area will be conducive to the stability of its status as a logistics hub in Southern China. Thanks to the port, Yantian District has been thriving, so the advantages of the port is the first advantage for Yantian economy, and the port logistics industry is not only the first pillar industry of Yantian but also the important component in the development of its port industry, which plays the basic and overall role of extending the industrial service chain and radiating to the hinterland and bring along its economic development. The comprehensive bonded area is the main carrier of future development of Yantian port logistics industry, and relying on the global first big port of freight volume, it will effectively enhance the ocean shipping portal position of Yantian Port logistics industry in the Pearl River Delta and even in the region of Southern China.

## 稳固盐田物流枢纽地位

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# 创新·转型·发展

## ——新思维下的盐田港

# INNOVATION, TRANSFORMATION AND DEVELOPMENT

## —YANTIAN PORT UNDER NEW ERA OF IDEAS

专题策划：吕薇

By Lv Wei

对于所有海港城市，无论是鹿特丹，还是新加坡，亦或是今天的上海、深圳、大连，作为最核心的战略资源，城市的每一次兴衰变迁都与港口的发展紧密相关，港口的升级转型，每每不露声色却又影响深远地改变着城市的发展与繁荣。

互联经济时代的港口航运，已不单纯只是船位码头的中转，大数据背景下的客户零库存物流周转方案正在成形；全系统信息平台上流动的数据元素从订货、舱位、提单、转运、仓储、加工实现了全供应链服务；临港工业的进出口循环在拉动箱量的同时带来丰厚利润；金融衍生品的丰富为中微企业提供了融资的便利……这是智能港口的雏形，更是盐田港追求的明天。

在“创新、变革、转型”的大环境下，运用新思维，采用新举措，开拓新业务，实现新跨越已然成为盐田港在改革背景下实现产业升级的唯一路径。面对湾区经济的趋势、产业变革的挑战和国企整合的压力，2014年3月13日至14日，盐田港集团召开务虚会，围绕大数据时代背景下港航企业的创新变革和产业的转型升级，结合“物流、信息流、资金流”三流融化的战略思路，从集团的战略创新和发展转型，到如何应对大数据背景下的思维创新和互联经济时代的科技变革，实现“三流”融合等具体问题提出了从宏观到微观的创新思路和实施建议。

所有的发展都立足于创新；所有的创新都意味着改革。在历史的进程中，每一个影响深远的节点，起始阶段也仅仅只是一种思路，一个观念，一种尝试。然而，机遇永远青睐于有准备的人，新思维下的盐田港，正在启航，开启一段新的征程！

When we are speaking of all port cities, like Rotterdam, Singapore, Shanghai, Shenzhen or Dalian, since they are the core strategic resources, the ups and downs of a city are closely related to the development of ports. Hence the upgrading and transformation of ports will covertly have a far-reaching impact in changing the city's development and prosperity.

The port and shipping in the era of interconnected economies are not simply berths and transshipment anymore; there exists the formation of zero inventory turnover logistics solutions for customers under the background of big data; full supply chain services are achieved through the mobile data elements including booking, space sourcing, bill of lading, transshipment, storage and processing in a system-wide information platform; the import and export circulation of port industries pulls up both trade volume and huge profits; the abundance of financial derivatives provides convenient financing for small enterprises... This is the prototype of a smart port, and this is a gradual pursuit for Yantian Port.

Under the environment of "Innovation, Restructuring and Transformation", it is obvious that the use of new ideas and new initiatives, the development of new businesses as well as the achievement of leaping forward is the only path for Yantian Port to achieve industrial upgrading in the context of restructuring. In the face of the economic trends in the bay area, the challenges of industry restructuring as well as the pressures triggered from state-owned enterprise integration, Yantian Port Group held meeting on principles on March 13-14, 2014 and presented macro and micro innovative ideas as well as implementation recommendations on specific issues. These include innovation and transformation of port and shipping industry enterprises plus transformation and upgrading of industry in the era of big data; strategic ideas combining "logistics flow, information flow and capital flow"; strategic innovation and developmental restructuring of the Group; methods dealing with innovative ideas in the background of big data and technological changes in the era of interconnected economies and last but not least, implementation of "three flows".

All developments are based on innovations; and all innovations mean restructuring. In the course of history, every point which has a deep impact starts simply from an idea, a concept or an attempt. Yet, opportunities always come to those who are well prepared. Under the influence of new ideas, Yantian Port is now sailing out on a new journey!

# 打造惠州煤炭码头 及延伸煤炭产业链

CONSTRUCTION OF HUIZHOU COAL WHARF AND  
EXTENSION OF COAL INDUSTRY CHAIN

文/盐田港股份  
By Yantian Port Holdings Co., Ltd.



加大力度建设盐田港惠州煤炭码头及延伸煤炭产业链是盐田港的“主业突破”产业升级的重要一步，也是盐田港集团长远立足主营业务，提升主营收入的重要战略部署。为此，有必要通过积极推进煤炭码头工程建设，夯实煤炭码头运营基础，延伸煤炭码头产业链，挖掘新利润增长点。

To intensify the construction of Yantian Port Huizhou Coal Wharf and to extend the coal industry chain is not only an important step or "a breakthrough in its main business" of industrial upgrading for Yantian Port, but also an important strategic deployment for Yantian Port Group to promote its main income based on the long-term main business. Therefore, it is necessary by promoting the construction of the coal wharf to tamp the foundation of coal terminal operation, extend the coal wharf industrial chain and to mine a new profit growth point.



## 一、坚持有序推进工程建设

保持稳健工作作风，抓好工程、人员及财产等安全管理工作。同时，有序的推进煤炭码头项目工程建设，要求EPC总承包商严格按照批准的初步设计和施工图进行施工；联合设计监理对必要的工程技术变更进行审核；充分发挥EPC总承包商的综合管理优势，确保煤炭码头主体工程的胜利完工。

### 1. Adhering to the orderly construction

Yantian Port shall maintain its steady style of work and do a good job in the safety management work such as engineering, personnel and property. At the same time, in order to promote the project, it requires that the EPC general contractor work strictly in accordance with the approved preliminary design and construction drawing design, the joint-design supervisor examine and verify the necessary engineering change, and full play be given to the comprehensive management advantages of the EPC general contractor to ensure that the main part of the project be completed successfully.

## 二、加快煤炭码头运营准备

(1) 加大市场拓展力度，做好企业宣传工作，加紧跟踪去年集团领导拜访联系的梅州电厂、井冈山电厂等，并且深入煤炭码头腹地——江西省，逐个拜访各个潜在、优质的大型客户，积极推介盐田港惠州煤炭码头，充分利用股东优势，突出“盐田港”品牌价值，储备客户资源。

### 2. Speeding up the preparation for the coal wharf's operation

(1) The wharf must make great efforts to market itself, do its publicity work well, attend to tracking those power plants such as Meizhou Power Plant and Jinggangshan Power Plant, which the group leaders visited last year, get into the hinterland of the wharf -- Jiangxi Province to visit the various potential and high quality large customers, actively introduce Yantian Port Huizhou Coal Wharf, make full use of its shareholder's advantage, highlight the brand value of "Yantian" and reserve the customer resources.

(2) 赴国内具有行业知名度的煤炭码头如曹妃甸、秦皇岛、连云港等开展调研工作，就如何优化煤炭码头生产流程、管理模式及运营成本进行深入研究，大量积累煤炭（散

(2) The wharf must go to visit and do some research work on the well-known coal wharfs in our country such as Caofeidian,



货) 码头运营经验, 为进一步煤炭码头经营提供切实可行的生产人员管理模式及架构方案。

### 三、立足煤炭码头拓展经营思路

(1) 立足煤炭码头经营, 做好煤炭码头基础经营业务, 包括煤炭接卸、煤炭储存、以及煤炭装火车(转运)等业务。建立现代、稳定、高效的生产机制, 充分利用煤炭码头高度自动化技术, 提升煤炭码头传统业务市场竞争力。

(2) 在做好煤炭码头基础业务的同时, 探索煤炭码头可行的增值服务, 最大化码头已有设备的经济价值。如通过调节斗轮堆取料机取料功率, 发展煤炭加工服务——配煤, 为具有个性化要求的客户提供个性化服务方案, 从而提高惠深投控煤炭码头的整体综合竞争力。

### 四、延伸煤炭产业链整合资源

延伸煤炭产业链, 整合优化煤炭供应、储存、运输、销

Qinhuangdao and Lianyungang, make an exhaustive study on how to optimize the production process, the management mode and the operation cost of the coal wharf, accumulate a large amount of coal (bulk) terminal operating experience, provide a feasible production personnel management mode and a structure plan for the one-step coal terminal operation.

#### 3. Expanding business ideas based on the coal wharf

(1) Based on the coal terminal operation, the wharf must do a good job of its foundation business, including coal loading and unloading, coal storage, and loading trains with coal (transport). The wharf must establish a modern, stable, efficient production mechanism, make a full utilization of its high automation technology, and enhance the market competitiveness of the traditional business.

(2) While doing a good job in the basic business, the wharf must explore the feasible value-added services to maximize the economic value of the existing equipment. For example, by adjusting the power of the bucket-wheel stacker reclaimer, it may develop coal processing services --- coal blending to provide personalized service schemes for customers with personalized requirements, so as to improve its comprehensive competitiveness.

#### 4. Extending the coal industrial chain and integrating the resources

The wharf must extend the coal industry chain, integrate and optimize coal supply, storage, transportation, sales and other links in the allocation of resources, and mine new profit growth points. The specific steps are as follows:

(1) The development of coal logistics must be made and the coal industry chain should be expanded to both the upstream and the downstream transport

The coal logistics is between coal production enterprises and end users to provide the customers with the standard products and the customized solutions, to create high value added economic management activities of one-stop, compatibility, consistency, reliability and others, and to realize the gradual value addition of the coal from the pit to the boiler. The concrete implementation method is based on customer's demands as the starting point, so the wharf must provide the coal transport third party service for the customer, organize, coordinate and manage the whole coal transportation process, becoming the organizer and manager in the coal industry chain.

(2) Introducing large coal suppliers and building the coal sales center (reserve center)

The wharf should, taken as the center, optimize the allocation of resources of coal production and coal consumption. The concrete steps are such as participating in large national coal sales, negotiating with the large coal suppliers and introducing and carrying out comprehensive cooperation with them, and selling their standardized or personalized coal products in the wharf, so that the wharf will be built into the coal sales center in the eastern region of Guangdong.

售等环节资源配置, 挖掘新利润增长点, 具体步骤如下:

#### (1) 发展煤炭物流, 拓展煤炭产业链上下游运输

煤炭物流就是在煤炭生产企业与终端用户需求之间, 通过煤炭采购与营销、煤炭流通加工、煤炭物流服务、煤炭信息服务等, 为客户提供标准化产品和个性化解决方案, 创造一站式、匹配性、一致性、可靠性和经济性等高附加值的管理活动, 实现煤炭从坑口到炉口之间价值逐级增加。具体实施方法是以客户需求为出发点, 为客户提供煤炭运输第三方服务, 组织、协调、管理煤炭运输全过程, 成为煤炭产业链中的组织管理者。

#### (2) 引进大型煤炭供应商, 打造煤炭销售中心(储备中心)

以煤炭码头为中心, 对煤炭生产与煤炭消费进行资源优化配置。具体步骤如参加全国大型的煤炭销售会, 与大型煤炭供应商商务洽谈, 引进并与其展开全面合作, 在惠深投控煤炭码头驻点销售标准化或个性化煤炭产品, 将惠深投控煤炭码头打造成为粤东地区煤炭销售中心。

#### (3) 探索煤炭采购(代购)服务

充分运用煤炭码头业务资源, 实时掌握煤炭卖方市场动态, 为客户提供标准化或个性化煤炭产品供求方案, 出售煤炭采购第三方服务——煤炭代购。

#### (4) 全过程供应链管理

发挥煤炭码头作为煤炭全过程供应链管理者的作用, 稳定、高效的组织协调煤炭采购(代购)——煤炭加工(配煤)——煤炭运输等各个环节, 为客户提供煤炭供应一站式服务, 从而使惠深投控煤炭码头具有“门到门”定点服务的功能。

#### (5) 探索提供金融服务

在盐田港集团产业转型升级的大背景下, 充分借助盐田港的资源优势, 围绕惠控煤码头的产业链, 将物、商、资金流进行整合, 为上下游客户提供结算、担保、融资等金融支持服务, 实现传统煤炭码头业务模式的升级, 通过提供多元化的服务提高码头的综合竞争力。

#### (3) Exploring the coal procurement service (as a purchasing agent)

The wharf should make full use of its business resources, grasp the real-time general trend of the seller's market, provide customers with standardized and personalized coal product supply and demand schemes, and sell the coal procurement service as a purchasing agent.

#### (4) Managing the whole supply chain process

The wharf will play a coal supply chain management role in the whole process, stabilize, organize and coordinate efficiently the coal purchase (purchase on someone's behalf) - coal processing (coal blending) - all aspects of coal transportation, and provide the one-stop service for customers, so that the wharf will possess a fixed "door to door" service function.

#### (5) Exploring the provision of financial services

In the background of industrial transformation and upgrading of Yantian Port Group, the wharf must make full use of the advantage of the port resources, integrate the logistics, businesses and cash flow around its industrial chain, provide the settlement, guarantee, financing and other financial support services for the upstream and downstream customers, realize the upgrading of the traditional coal wharf business model, and enhance its comprehensive competitiveness by providing diversified services.



# 关于打造大铲湾 综合商贸物流产业基地的思考

## THOUGHTS ON BUILDING DACHAN BAY INTEGRATED LOGISTICS AND TRADE INDUSTRY BASE

文/大铲湾公司资产经营部  
By Assets Management Department of Dachan Bay Port Investment & Development Co., Ltd.

2011年以来，针对国际经济形势和世界贸易格局的重大变化，大铲湾港区面临着转型升级的极大压力和新的发展机遇。为应对新形势，大铲湾公司在原有港口业务的基础上，积极开辟商贸物流业务，努力打造大铲湾综合商贸物流产业基地，谋求实现“滨海新城，港城一体”的战略目标。

Since 2011, Dachan Bay Port has been faced with the extreme pressure of transformation and upgrading and the new development opportunities because of the great changes in the international economic situation and the pattern of world trade. In order to cope with the new situation, Dachan Bay Port Investment & Development Co., Ltd has actively opened up trade and logistics businesses based on the original port operations, strived to build Dachan Bay integrated logistics and trade industry base, and sought to achieve the strategic target of the "new coastal city, an integration of port and city".

### 打造大铲湾综合商贸物流产业基地的重要意义

(一) 有利于传统港口物流产业的转型和升级。

按照产业转型升级的要求，发展现代物流业是大铲湾公司的必然选择。比如，正在推进之中的与菜鸟公司合作的中国智能骨干网深圳核心节点项目，属于为电子商务服务的高附加值现代物流产业范畴，既可以为阿里巴巴及其他网络运营商提供电商平台、订单金融、数据处理、产品包装、仓储配送及其他增值服务，还可以为今后发展国际电子商务提供进出口订单物流服务，符合公司的主业和产业发展方向。项目投产后，一方面可以依托港口提供便捷的物流服务，另一方面也可以扩大港区商贸活动和物流规模，增加码头的集装箱货源，从而实现反哺港口主业。

(二) 大铲湾公司站在高起点培育和发展现代物流产业，树立商业标杆，增强核心竞争力和盈利能力。

1. Important significance of building Dachan Bay integrated logistics and trade industry base

(1) It is consistent with the main development direction of Dachan Bay Port Investment & Development Co., Ltd and be propitious to the transformation and upgrading of the traditional port logistics industry.

According to the requirements of the industrial transformation and upgrading, the development, it is an inevitable choice for Dachan Bay Co., Ltd to develop the modern logistics industry. For example, the project of China Smart Logistic Network Shenzhen Core Node, which is being promoted in cooperation with Cainiao Company, belongs to the category of high value-added modern logistics industry of electronic business service, which can provide Alibaba and other network operators not only with the electric business platform, order form finance, data processing, product packaging, warehousing, distribution and other value-added services but also with import and export order logistics services for the future development of international E-commerce, so the project conforms to the business and industry development direction of the company. After the project is put into operation, it can provide convenient logistics services relying on the port on the one hand, and it can also expand the port business and logistics scale and increase the terminal container supply of goods on the other, so as to realize the main business of the feeding port.

(2) It is in favor of Dachan Bay Co., Ltd stand on a high starting point to cultivate and develop modern logistics industry to establish the business model and enhance its core competitiveness and profitability.

At present, Dachan Bay Co., Ltd is still in the initial stage in developing the logistics industry; successful operation factors such as market, management, human resource and technology still need to be accumulated, and the operation mode still needs exploring and innovating. It is a great help for Dachan Bay Co., Ltd to cooperate with the well-known enterprises to develop the trade and logistics industry standing on the high point, accumulate the operation experience, train the management personnel, and gradually build up its own ability of competitiveness and sustainable development.

(3) It is in favor of Dachan Bay Port in creating a business atmosphere and enhancing the value of land so as to provide good conditions for the port to make an intensive use of land resources and the follow-up project development.

Through the development of the trade logistics industry, it will, on the one hand, expand the high-end business by the introduction of leading enterprises and with the help of partners as industry leaders, create a common industry benchmarking enterprise, and build a strong commercial atmosphere within the port area; it can, on the other hand, form a cluster effect with the help of the partners' brand awareness and advanced business position to promote the development of related industries and attract more enterprises to



现阶段大铲湾公司在发展物流产业方面尚处于起步阶段，市场、管理、人才、技术等成功运营要素尚需积累，经营模式需要探索创新。通过与知名企业强强联合发展商贸物流产业，有助于大铲湾公司站在高起点培育和发展物流产业，积累运营经验，培养管理人才，逐步构建自身的核心竞争力和可持续发展的能力。

(三) 可以为港区土地资源的集约利用以及后续项目的开发提供良好条件。

通过发展商贸物流产业，一方面通过引进龙头企业，借助合作伙伴的行业领导者地位，拓展高端业态，共同打造行业标杆企业，在港区内营造浓郁的商业氛围；另一方面，可以利用合作伙伴的品牌知名度和先进的业态定位形成一定的集群效应，带动相关产业的发展，吸引更多的企业进驻港区投资，形成产业集聚地，促进整个现代物流产业链在港区的培育与发展。这必将大大提升大铲湾的土地价值，可以为港区土地资源的集约利用以及后续项目的开发提供良好的条件。

## 二 打造大铲湾综合商贸物流产业基地的基本思路

以中国智能骨干网深圳核心节点、世界名车博览中心等项目为契机，充分发挥大铲湾的区位、土地、港口及配套产业的资源优势，积极寻求与阿里巴巴、腾讯、苏宁、农产品等电子商务龙头企业及知名商贸物流企业强强联合，逐步建立涵盖商品展示交易中心、电商物流产业园、渔人码头等多种复合业态，打造集物流、信息流、资金流于一体的现代服务业生态圈。

## 三 打造大铲湾综合商贸物流产业基地的若干建议

### 1. 选址

大铲湾辅建区、配套区、三期码头、后方堆场的部分区域。

### 2. 定位

以港口为核心节点，以电子商务为纽带，以第三方交易平台为依托，集聚供应商、网商、物流仓储企业、电子商务服务商等产业资源，打造线上交易与线下服务融合发展的供应链综合服务平台，构建具有大铲湾特色的综合商贸物流产业体系。

invest in the port and form an industrial cluster in order to promote the cultivation and development of the modern logistics industry chain in the port. This will greatly enhance the land value the Dachan Bay and provide good conditions for the port in the intensive use of land resources and the follow-up project development.

### 2. Basic idea for Dachan Bay to build an integrated logistics and trade industry base

Taking the projects such as China Smart Logistic Network Shenzhen Core Node and the World Famous Car Expo Center as an opportunity, it will give full play to the advantages such as Dachan Bay area's position, land, port and supporting industry resources, actively seek the cooperation with E-commerce leading enterprises and famous logistics enterprises such as Alibaba, Tencent, Suning, and Shenzhen Agricultural Products and gradually establish complex formats covering the commodity exhibition and trade center, business logistics industry park and fisherman's wharf in order to create a modern service industry ecosystem of logistics, information flow and capital flow in one.

### 3. Some suggestions on creating Dachan Bay integrated logistics and trade industry Base

#### (1) Site selection

It includes Dachan Bay subsidiary building area, the supporting area, the terminals Phase 3 and the rear yard.

#### (2) Positioning

With the port as the core node, the electronic commerce as a link and the third party trade platform a support, it will gather suppliers, network businesses, logistics warehousing enterprises, E-commerce service providers and other industry resources to create the integrated supply chain service platform with the online and offline service integration and development, and construct a comprehensive trade and logistics industry system characteristic of Dachan Bay.

#### (3) Industry modality

The commodity display trade Center will be a combination of many functions of commodity display, transaction (including online and offline), settlement, warehousing, distribution and supporting services such as autos, steel, agricultural products (including food), imported food and other goods.

The E-commerce logistics industry park will include an electric data processing center based on cloud computing, an order-based production center, a supply chain finance service center, an O-to-O (online-offline) experience shopping center, a logistics net warehouse, an incubation base of small and medium-sized E-commerce enterprises, modern logistics enterprise headquarters, and commercial facilities.

The fisherman's wharf will gather the functions of catering, tourism, leisure, entertainment, shopping, culture, and other services in one, forming a composite urban complex with modern wharf and its supporting facilities.

### 3. 业态

商品展示交易中心:集汽车、钢材、农产品(含粮食)、进口食品等多种商品的展示、交易(含线上线下)、结算、仓储、配送及配套服务等多功能为一体。

电商物流产业园:包括基于云计算的电商数据处理中心、电商订单生产中心、供应链金融服务中心、O2O(线上+线下)体验式购物中心、物流网仓库、网商中小企业孵化基地、现代物流企业总部、商业配套等。

渔人码头:集餐饮、旅游、休闲、娱乐、购物、文化、观光、服务等功能为一体,具备现代化码头及其配套设施的复合型城市综合体。

### 4. 开发及运营模式

可以采取合作与自主两种模式:

(1) 合作模式:大铲湾公司与菜鸟、农产品等合作方成立合资公司,取得项目开发用地后,由合资公司负责项目的投资、建设、运营和管理。

(2) 自主模式:由大铲湾公司自主投资、开发、建设、运营具体项目。

### 5. 盈利模式

(1) 通过项目合资公司获得利润。

(2) 通过产业基地内的场地或物业的使用权,为基地企业提供办公、仓储、展示、交易、结算等一站式服务。

(3) 为基地企业提供供应链金融业务的收入,通过参与物流交易进行融资,如小额贷款、金融租赁、代收货款、垫付货款、仓单质押、物流保理等方式获得收入或产生利息。

(4) 提供产品包装、仓储配送、商业策划、广告推广、旅游观光、休闲购物、物业管理等增值服务收益。

打造大铲湾综合商贸物流产业基地,将形成一个依托于港口物流中心繁荣的电子商务、商贸物流企业的聚集区,以及临港休闲服务区,加速产业转型升级;产生上千亿元的电商、物流交易以及消费额,增加税收;带动产生大批高端创意设计、软件开发、数据运用、摄影、软件、包装、旅游等服务企业,促使区域服务业提升发展;带动地方培养和吸引高端电子商务、现代物流、旅游等相关人才。

### (4) Development and operation mode

Two kinds of cooperative and independent modes can be taken:

(a) The cooperative mode: Dachan Bay Co., Ltd will set up a joint venture company with Cainiao, Shenzhen Agricultural Products and other partners. After achieving project development land, the joint venture company will be responsible for the investment, construction, operation and management of the project.

(b) The independent mode: Dachan Bay Co., Ltd will independently conduct the investment, development, construction and operation of specific projects.

### (5) Profit-making mode

(a) It will obtain profits through the joint venture company.

(b) It will make profits through the use right of the field or the property in the industrial base and the provision of the office, storage, display, trading, settlement and other one-stop services for enterprises in the base of.

(c) It will obtain some income or interest by providing supply chain finance business for enterprises in the base and by financing through participation in logistics trade such as small loans, lease financing, payment collection, advance payment, pledge of warehouse receipts, logistics factoring and others.

(d) It will get revenues by providing value-added services such as product packaging, warehousing and distribution, business planning, advertising, tourism, leisure shopping and property management.

To create Dachan Bay integrated logistics and trade industry base will help form a gathering area of prosperous electronic commerce, trade and logistics enterprises relying on the port logistics center and a port leisure service area in order to accelerate industrial transformation and upgrading; all these will produce E-commerce and logistics trade and consumption of 100 billion Yuan and increase the tax; they will generate a large number of high-end creative designs, software development, data application, photography, packaging, tourism and other service enterprises and promote the regional service industry development; they will also promote the area to foster and attract personnel in high-end electronic business, modern logistics, tourism and other related fields.



# 盐田港集团 在盐田综合保税区开发建设 和运营管理方面的机遇及挑战

YPG IN THE DEVELOPMENT, CONSTRUCTION AND  
OPERATION MANAGEMENT OF YANTIAN INTEGRATED  
BONDED AREA: OPPORTUNITIES AND CHALLENGES

文/盐田港保税区投资开发有限公司

By Yantian Port Bonded Area Investment and Development Co., Ltd.



综合保税区主要是通过统筹国际国内两个市场，向保税加工、保税物流、国际贸易、虚拟口岸、离岸金融等多元化发展，同时可发挥辐射功能，带动周边经济发展，培育区外的产业配套，带动企业进入加工贸易的产业链和供应链，促进区内外生产、加工、贸易、物流和服务的深度融合，形成高端入区，周边配套，辐射带动，集聚发展的格局。

集团可以通过主导综保区的开发和管理，抓住机遇与国际高端加工、贸易、金融、电商等企业合作，“强强联合”占领国际同业的至高点，以高端产业的稳健入驻为龙头，带动区内外以及周边区域相关产业的升级与重构，实现“纵横整合”。然后掌握盐田综保区、港区以及周边辐射区域的经济转型升级引擎和方向，同时高眺远瞻区域转型和发展趋势，“双轮驱动”，适时建设并完善港口以及综合保税区内外的硬件和软件设施和平台，开发区域内研发、展示、贸易、加工、运输、通关等一条龙的物业和服务，最后推动集团港航、物流、地产等“主业突破”。最终带动区域产业全面升级。

Integrated Bonded Area (IBA) is devoted to the diversified development of bonded processing, bonded logistics, international trade, virtual port, and offshore finance, mainly through coordinating domestic and international markets. At the same time, it has the effects of stimulating the economic development in adjacent areas, nurturing supporting industries outside the zone, bringing enterprises into the industry and supply chain of processing trade, promoting in-depth integration of production, processing, trade, logistics and services inside and outside the zone.

Yantian Port Group (YPG) shall be responsible for the development and management of the IBA, and seize opportunities to cooperate with international high-end processing, trade, finance, e-commerce and other enterprises. With high-end industries entering the zone, YPG shall promote the upgrading and restructure of related industries inside and outside the zone as well as the adjacent areas, and achieve "vertical and horizontal integration". Meanwhile, it should look far into regional transformation and development trend, improve the facilities and platforms inside and outside the zone, develop R&D, commodity display, trade, processing, transportation, clearance and other services in the zone. By doing these, YPG can promote the breakthrough of main industries such as shipping, logistics and real estate, and finally stimulate the comprehensive upgrading of regional industries.

因此，在盐田综合保税区的开发建设和经营管理方面，盐田港集团具体如下机遇和挑战：

## 1、保税加工方面的机遇

综保区外原材料入区退税，境外原材料入区保税，区内货物可免增值税和消费税自由流动。加工企业把要加工的原料、半成品从国外临时进口时，暂不缴纳关税等相关进口环节税，区外及境外的原材料进入综保区，开展保税加工再出口，可给区内对外加工贸易企业降低相当大的税务成本。

机遇：保税加工优势在于面向国际、国内两个市场，同时利用国内外资源。因此，盐田综合保税区对拥有高技术含量、高附加值的外贸加工企业将产生巨大的吸引力。集团可通过掌握盐田综保区的主导地位，与国际高端加工贸易企业合作，并结合深圳市高新技术产业优势，引入高技术含量、高附加值的外贸加工产业，占领制高点，控制区域产业链龙

Thus, YPG has the following opportunities and challenges in the development, construction and operations management in YIBA.

### 1. Opportunities in bonded processing

Domestic raw materials are eligible of tax rebates when entering the IBA, and imported raw materials can be bonded upon entering the IBA. Goods in the zone can flow freely, exempted from value added tax and consumption tax. Importing raw materials and semi-finished products from abroad without advanced filing or record with the Customs, processing enterprises can postpone the payment of tariff and other related taxes. Once the raw materials enter the IBA, no matter coming from home or abroad, bonded processing will be carried out before re-export, thus considerably reducing the tax costs for processing trade enterprises in the zone.

Opportunities: The advantage of bonded processing involves both international and domestic markets, making use of resources from two markets at the same time.

Therefore, YIBA has great attraction for processing trade enterprises with high-tech and high value-added features. YPG shall cooperate with international high-end processing trade enterprises, based on the

头，带动区内外产业升级，进而掌握由此带来的各方面发展机遇，为集团赢得充足的战略空间。

## 2、保税物流方面的机遇

综保区可为区内外进出口企业在采购原材料、产品销售的过程中，为其提供货物保税状态下的仓储、配送、增值加工、维修、研发、国际中转、进口复出口等物流服务。由于货物进区即视同出口，可以退税，采购方也不用先行支付增值税；在区内可以对来自不同地区不同种类的货物混合包装，有效整合资源，节省成本和时间，增加企业利润空间。

机遇：盐田港集团可发挥港航和物流等主业优势，与国际知名物流企业合作，发展现代综合物流产业，争取对内吸引内陆周边区域的出口货源，对外吸引跨国贸易入境货源，做大做强集团物流板块。同时，由于出口各环节入区退税之和大于成品出口退税，因此将很容易吸引到多种出口加工贸易产业链聚集在盐田综合保税区内。盐田港集团则可通过对国际贸易市场的战略研究，规划合适该区域的进出口或转口加工贸易产业链，然后通过定向招商组织产业链，同时通过掌控产业链的龙头来引领区域产业发展。

## 3、国际贸易方面的机遇

(1) 综合保税区内允许注册贸易公司，区内各类企业均享有进出口经营权，可从事全球或地区性采购、分销、配送业务。对入区的货物，可进行进出口集运的综合处理或商业性的增值加工，包括分级、分类、分拆、分检、分装等。区内还可从事与保税加工、保税物流、货物贸易相关的研发设计、产品测试、售后维修、设备租赁等服务贸易。

(2) 区内企业可开展研发、展示、展销和检测维修业务，所用境外和国内的仪器、设备、材料等不受产业限制一律享受免税、保税和退税政策；境外和区外进出的检测货物，享受保税政策；出口设备可进入区内保税维修并复运出境。

机遇：盐田港集团可借此发展成为综保区内企业及客户的业务服务平台提供商。建设国际贸易中心，并整合集团相邻物业，设立国际航运中心、采购分拨中心、制造中心、销售中心、营运结算中心、物流中心、维修中心、研发中心、期货交割中心等产业链的高端延伸服务，做大做强集团物业服务板块。同时借机提升集团资讯服务水平，统一建设贸易信息网络，统领区内外贸易市场的“大数据”系统，实现国际贸易全流程“一站式”服务。并重点发展国际展示、展销

advantages of Shenzhen's high-tech industry. It shall bring in high-tech and high value-added processing trade industry and take the lead in the industry chain, thus promoting industry upgrading of the region. Based on this platform, YPG can win more opportunities for its future growth.

### 2. Opportunities in bonded logistics

When import and export enterprises inside and outside the zone purchase raw materials and sell products, IBA can provide them with bonded logistics services including warehousing, distribution, value-added processing, maintenance, R&D, international transshipment, import and re-export. Because the entrance of goods is deemed as export and tax can be rebated, purchasers have no need to pay value added tax in advance. In the zone, goods of different types from various areas can be mixed and then packed. This can help integrate resources effectively, save costs and time, and thus increase profit margin of enterprises.

Opportunities: YPG can take advantage of the key industries such as shipping and logistics, and cooperate with renowned international logistics enterprises to develop modern comprehensive logistics industry. It can attract both outbound cargo generated from the adjacent area and inbound cargo to enhance the logistics sector of YPG.

Meanwhile, the total export tax rebates of various segments in the zone is greater than those of finished outbound products, therefore, it is easy to attract a variety of export processing trade industry chains gathering around YIBA. YPG can study the strategy of international trade market, plan import and export or re-export processing trade industry chain, and then organize related commerce and investment, thus guiding the industrial development of the region.

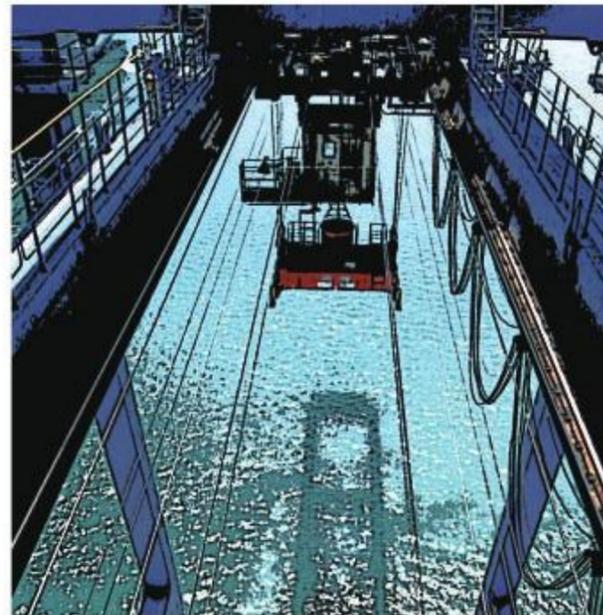
### 3. Opportunities in international trade

(1) Trading companies are allowed to register in YIBA. All types of enterprises in the zone are entitled the right of import and export, and they can engage in global or regional procurement and distribution. Goods entering the zone can be containerized for import and export. Value-added processing can also be conducted, which includes

grading, categorizing, deconsolidation, sorting, packing and so on. In the zone, R&D, product testing, after-sale maintenance, equipment leasing and other services related to bonded processing, bonded logistics, goods trade can also be conducted.

(2) Enterprises in the zone can undertake research & development, commodity display and exhibition, inspection and maintenance services. The instruments, equipment and materials used both from home and abroad can be bonded and enjoy tax exemption and tax rebates policy without any industry limitation. The goods entering the zone for testing can enjoy bonded conditions, no matter it comes from home or abroad. Outbound equipment can be shipped to the zone for maintenance under bonded conditions and then be re-exported.

Opportunities: YPG can establish itself to be the service platform provider for enterprises and customers in the IBA. It can set up



与研发、检测、维修等高端服务业，吸引国内外产业人才和客户的集聚，实现产、学、研相结合，全面提升区域产业的软实力。

## 4、虚拟口岸方面的机遇

(1) 一次性报关、一次性检验：综合保税区所有进出口货物，在区内即可办理完口岸申报、查验、放行等手续，在包装完好的情况下，到机场和各港口即可直接出入境，无需再办理报关和查验手续。

(2) 启运港退税：可向海关申请，从国内其他港口启运经盐田综合保税区内中转的货物，在离开启运地时即可办理出口退税，提早退税时间，拓展政策辐射广度。

(3) 海关对于综保区与其他海关特殊监管区或保税监管场所之间往来的货物，实行保税监管。区内存储货物的品种和时间不受限制，可在不改变物权的情况下，根据物权单位的指令，将区内货物直接或进行简单加工后自由配送，销往国内其他特殊监管区或境外，不征收增值税和消费税。

机遇：盐田港集团利用指挥部作为政府外派机构这一政府平台，与口岸联检单位共同合作，争取政策创新，搭建园区综合电子口岸平台，整合园区内外仓储、物流、报关、查验等相关信息流，以使集团能够牢牢掌握口岸物流核心资讯，占领区域贸易和物流的信息制高点。

international trade center, and by integrating YPG's related properties, it can have international shipping center, procurement and distribution center, manufacturing center, sales center, operational clearing center, logistics center, maintenance center, R&D center, futures delivery center and other high-end extension services of the industry chain. At the same time, YPG shall enhance its information service, create trade information networks, take the lead in the construction of "big data" system, and realize one-stop service in international trade.

YPG can also focus on the development of international commodity display, exhibition, R&D, testing, maintenance and other high-end services. All these will help attract domestic and international talents and customers, promote the combination of production and research, and enhance the overall competitiveness of the regional industry.

### 4. Opportunities in virtual ports

(1) One-off declaration & One-off testing: All the import and export goods of IBA can complete declaration, inspection, and release in the zone. If packaging is in good condition, the goods can directly enter or exit the border when arriving at airports and ports, without applying for customs clearance and inspection procedures again.

(2) Tax rebates at the port of departure: The goods departing from other domestic ports for transshipment in YIBA can apply for tax rebates upon sailing off from the port of departure. As a result, customers can get the rebates in advance, a true benefit from the policy.

(3) The Customs will exercise bonded supervision for the goods flow between IBA and other Special Customs Supervision Area or Bonded Supervision Area. There is no limitation regarding types or the storage time of the goods in the IBA. If the ownership of the goods remains unchanged, the goods can be distributed directly or distributed after simple processing, and then be sold to other domestic supervision zones or overseas market with no value added tax or consumption tax according to the instruction given by the owner of the goods.

Opportunities: With its Command Department being the government agency, YPG can make use of this platform to collaborate with port authorities to get policy supports. It can create comprehensive e-port platform and integrate warehousing, logistics, customs clearance, inspection and other related information flow inside and outside the zone. In this way, YPG can have core logistics information in hand, taking lead in trade and logistics industries of the region.

Meanwhile, being the core enterprise in the zone, YPG can be the pilot spot to set up "virtual airport" and "virtual port" by utilizing international transport hub of Shenzhen Airport and Shenzhen ports. It can bring in "truck flight" and "truck vessel" and other business models to extend the port functions to the YIBA. It can provide importers and exporters with seamless access to Hong Kong. It can also provide a variety of entry-exit gateways, so as to the IBA's attractiveness to more logistics and cash flow.

In addition, YPG can even take advantage of bonded supervision policy in the future to build free trade zone networks of city-level, of provincial level, national level or even of global level. By virtually

同时，集团作为园区核心企业，可争取政策先行先试，利用深圳机场和深圳各港口的国际交通枢纽资源，引进卡车航班、卡车轮船等业务模式，将口岸功能延伸后移到盐田综合保税区，在区内创立“虚拟机场”和“虚拟码头”，为进出口企业提供无缝对接通道，同时也可提供多样化的出入境途径，增加综合保税区对物流和资金流的吸引力。

另外，将来甚至可以联合利用保税监管政策，探索搭建全市、全省、全国特殊监管区乃至世界性的自由贸易区网络，虚拟的整合全国多个特殊监管区的优势，大胆创新高效贸易和物流模式，勇敢参与国际自由贸易区的竞争。

## 5、离岸金融方面的机遇

根据综合保税区内外汇管理政策：综合保税区允许区内企业开设离岸账户，为企业开展境外业务提供资金结算便利，跨国公司还可在区内设立财务中心和结算中心。离岸帐户开户由银行自行审核，无需外管局审核，较常规开设外汇帐户手续便捷许多。离岸帐户是现汇帐户，不接受现钞存取款；帐户资金自由进出，无需外管局审核。

机遇：根据对国内已运作的综合保税区的了解，区内现有业务运作过程需要离岸金融提高资金的周转效率和资金集聚能力，即将开展的业务也需要离岸融资等配套服务作为支撑，综合保税区发展离岸金融业务已成趋势。同时，因区内企业购汇限制较宽松，国际收支申报手续较简便，区内企业与境外货物交易无需办理核销，较容易与离岸金融接轨。

集团可以利用与多家国内外大银行的伙伴关系，展开合作，抓住机遇，顺应市场需求，拓展盐田综合保税区内外的离岸金融业务，给区内企业创造更为优良的运营环境，推动综合保税区向自由贸易区转变，同时也为集团尽早抢占区内企业国际化之路的桥头堡，开辟集团金融业务的新出路。

借鉴经验，上海洋山保税港区的成功管理模式实行政企分开的模式：政府主管机构对综合保税区实行集中统一的行政管理，在监管和协调上提高效率，为园区企业提供集中、便利和高效的行政服务；而主体开发企业则通过享有区域开发建设权和对所投资项目的使用权、经营权和收益权，而发挥其积极性和能动性，在政府的监管下及时投资开发适应市场需要项目和业务，避免僵化，搞活区域经济。其管理模式基本情况如下：

(1) 市政府主管机构对保税区实施统一行政管理，履行如下职责：

1) 组织编制综合保税区及其毗邻区建设规划，经市政府

integrating the advantages of multiple special supervision zones, it can innovate trade and logistics mode, and participate in the competition with international free trade zones.

### 5. Opportunities in offshore finance

According to the foreign exchange management policy of IBA, enterprises are allowed to set up offshore accounts in the zone, moreover, multinational enterprises can establish financial center and settlement center for the convenience of fund settlement when engaging in overseas business. The open of offshore accounts is verified by the banks themselves, without the audit of State Administration of Foreign Exchange, so that the procedures are more convenient than the open of conventional foreign exchange accounts. Because offshore accounts are cash accounts, cash deposit and withdrawal are not accepted. Account funds are free to flow in and out without the audit of State Administration of Foreign Exchange.

Opportunities: Based on the understanding of the domestic IBAs which are under operation, the existing services in the zone need offshore finance to improve fund turnover efficiency and fund agglomeration, and upcoming services also need the support of offshore finance and other supplementary services. Again, offshore financial service has been a trend for IBA. Meanwhile, because enterprises in the zone have fewer restrictions when purchasing foreign exchange, enjoy more convenient procedures when reporting balance of payments, and do not need to verify when trading overseas goods, it's easier for them to get involved in offshore finance.

YPG can utilize the partnerships with the major domestic and international banks to

launch cooperation with them and expand offshore financial services in YIBA. This will help create a better operation environment for enterprises in the zone, promote the transformation of IBA to free trade zone. Meanwhile, this will help open up a new way for YPG's financial services and boost the development of the Group.

Shanghai Yangshan Bonded Area's successful management model is separating government from enterprises, which can be used for reference. Government authorities implement centralized administration of IBA, providing enterprises with centralized, convenient and efficient administrative services. The key developer of the Area is entitled with the right to develop and construct in the zone, and the use right, income right and management right of the invested projects as well. This can bring its functions to full play and stimulate the growth of the regional economy. The basic management model is as below:

(1) The municipal government carries out unified administration for IBA and performs the following duties.

1) Organize the construction planning of IBA and its adjacent areas, and implement it after the approval of the municipal government.

2) Exercise the administrative approval and penalty efficiently according to the authorization of municipal government or commitment of related departments.

3) Coordinate and manage the planning, construction, industry and

批准后实施。

2) 根据市政府授权或者有关部门委托，集中统一高效的行使行政许可、行政处罚等职权。

3) 统一协调管理综合保税区及其毗邻区的规划、建设、工商、财政、劳动和社保、环保、卫生、安全生产等各项公共管理工作。

4) 协调配合海关、国检、海事、税务和外汇等有关管理部门及其它驻区单位的工作及相关事务。

5) 组织编制产业发展目录，统筹产业布局，对投资项目和开发建设活动实施管理。

6) 推进区内公共信息平台建设，及时发布公共信息，实现信息资源整合与共享。

7) 协调市政府相关部门做好其他行政管理工作。

8) 组织推动综合保税区及毗邻区的政府职能转变，优化行政审批，提高公共服务水平，促进经济、社会和生态协调发展。

9) 区内行政审批集中受理，集中审批，限时办理，跟踪服务。

(2) 主体开发企业负责对综合保税区及其毗邻区域进行具体开发、建设、经营和管理，职能如下：

1) 享有区域开发建设权和对所投资项目的使用权、经营权和收益权。

2) 按综合保税区区域规划进行开发建设，并接受政府主管机构的监督和指导。

3) 负责该区域的基础设施开发建设，并对土地实施整理和储备。相关土地收益用于该区域的基础设施建设及维护。

4) 在政府主管机构的监督和指导，负责该区域的建设项目管理。

5) 按照综合保税区产业发展目录和规划要求组织实施招商引资工作。

6) 市政府采取相关开发建设补偿措施，制定具体办法支持主体开发企业在该区域的投资建设。

commerce, finance, labor and social security, environmental protection, sanitation, safety and other public administration in IBA and adjacent areas.

4) Coordinate with the Customs, Inspection, Maritime, Taxation, Foreign Exchange and other relevant administrative departments in the zone.

5) Compile industrial development directory, co-ordinate industrial layout, and manage investment projects and development and construction activities.

6) Promote the construction of public information platform in the zone, timely release public information, and realize the integration and sharing of information resources.

7) Assist relevant departments of municipal government with other administrative work.

8) Promote the transformation of governmental functions in IBA and the adjacent areas, optimize the administrative approval, improve public services and coordinate the development of economy, society and ecology.

9) The acceptance and examination of proposals by the administrative departments

are centralized, with specific time frame and all the procedures will be tracked.

(2) The major entity is responsible for the development, construction, operation and management of IBA and the adjacent areas. Responsibilities are as below:

1) Entitled with the right to develop and construct in the zone and the use right, income right and management right of the invested projects

2) The development and construction should be in line with the planning of IBA, under the supervision and guidance of the governmental authorities.

3) Responsible for the development and construction of the infrastructure in the zone as well as the management and reserve of land. Related land revenue should be used for the infrastructure construction and maintenance in the zone.

4) Take charge of the construction project management in the zone under the supervision and guidance of governmental authorities.

5) Carry out initiatives to attract investment and new business, according to industrial development directories and the planning of the IBA.

6) The Municipal Government takes compensatory measures related to development and construction, and formulates specific measures to support the investment and construction of major developers in the zone.

# 打造盐田港现代物流中心 为国内首家智慧物流综合体

ESTABLISH YANTIAN PORT MODERN LOGISTICS CENTER AS  
CHINA'S FIRST INTELLIGENT LOGISTICS COMPLEX

文/盐田港物流有限公司市场部

By Yantian Port Logistics Co., Ltd, Marketing Department



## 50萬平方米保稅物流旗艦

占地面积	Site Area	196,662.54 m <sup>2</sup>
建筑面积	Building Area	487,332.00 m <sup>2</sup>
综合办公楼	Commercial Building	13,769.06 m <sup>2</sup>
仓库层高	Floor Height	7.2 - 8.2 m
仓库柱距	Column Bay	12 m*12 m
仓库进深	Warehouse Depth	72 m
楼面承重	Floor Load	>2.0 T/m <sup>2</sup>
卸货平台泊车位	Loading Bay	997
卸货平台高度	Dock Height	1.40 m

盐田保税物流园区和后方其他区域近几年仓库不断投放市场，租金水平和操作收费不断下降，保税仓已经从高峰期60元/平米月降至30-40元/平米月之间。不考虑设施资产的增值，仅依靠设施运营，其回报率偏低；同时传统的物流设施运作方式带来的资产和运营增值空间也较小。

在数据时代下供应链的变更趋势，使得委托客户对于仓库资源、操作效率、安全管理、及时性、准确性和差错率等KPI指标，以及互联网IT系统的整合运营都提出了更高的要求。盐田后方仓储物流陷入价格压缩、成本提升、操作服务严苛的“红海”。

盐田港现代物流中心需要寻找一种新的商业运营模式，以应对和适应数据时代的供应链变更趋势。

## 一、智慧物流综合体的定义

借鉴万达集团在中国各大城市建设大型城市综合体，形成商业、餐饮、娱乐、酒店、住宅一条龙产业的成功商业模式，提出将现代物流中心建成国内首家智慧物流综合体的提案，如果未来能够成功，还可将此模式复制到国内其他物流园区。

智慧物流综合体的定义是：拥有超大规模的体量、先进的仓库设计和建造标准、种类齐全的仓库类型、完善的配套服务设施、高科技的信息管理系统、低碳环保的运营方式、吸引高端优质客户、引进规范标准的服务商、贴心的人文关怀。

## 二、建设智慧物流综合体的设想

由于现代物流中心先天已经具备了超大规模体量和先进设计标准，具备了建设智慧物流综合体的前置条件，后续建设的步骤和方案，初步设想如下：

### （一）引入种类齐全的仓库类型

从过去的10个月招商情况来看，初步形成了仓库布局雏形，引进15000平方米为数据仓库，6万平米大型客户传统普通干货仓，2万平米中型客户普通干货仓，5500平米食品仓，其中500平米为恒温食品仓，即将还引进10000平米冷冻仓（可达零下25度），以及4000平米重型设备拆装物流基地。

上述仓库建成后，可以基本满足客户对所有类型的仓库设施的需求，客户如能一站式完成所有业务，无疑将大大增强现代物流中心的市场竞争力。

In recent years, with more and more warehouses coming on stream at the Yantian Bonded Logistics Park and other off-dock areas, the rent and operational charges have seen a steady decline. For instance, monthly rent price of bonded warehouse has declined from RMB 60 yuan per square meter to RMB30-40 yuan per square meter. Regardless of the added value of facilities, rate of return will stagnate at low level if traditional operation remains the only revenue resource. Meanwhile, in traditional operation of logistics facilities, value-added space of asset and operation is restrained to a very low level.

In the age of data, new trend in supply chain leads to customer's higher demand on both integrated operation of IT system and KPI indexes such as warehousing supply, operational efficiency, safety management, timeliness, accuracy and error rate. Off-dock warehouse logistics at Yantian is struggling in "Red Ocean" due to downward price, increased cost and rigorous demand in operation and services.

Yantian Port Modern Logistics Center (YPMLC) should develop a novel commercial operation model so as to conform to the new trend in supply chain.

### 1. Definition of Intelligent Logistics Complex

Based on the successful experience from Wanda Group, which has built urban complexes in various Chinese cities and thus set up a successful commercial model involving commerce, dining, entertainment, hotel and residence, proposal has been made to update Modern Logistics Center (MLC) into the first intelligent logistics complex in China. If it proves to be a commercial success, the model can be introduced to other domestic logistics parks.

In its definition, intelligent logistics complex is an entity that boasts of jumbo-sized stocking volume, cutting-edge warehouse design and construction standard, a variety of warehouses, sophisticated supporting facilities, hi-tech information management system, low-carbon and environmentally-friendly operations, attraction to high-end customers, professional service providers and a caring environment.

### 2. Outlook of Intelligent Logistics Complex

Possessing jumbo-sized stocking volume and advanced design standard, MLC already has the prerequisite to be an Intelligent Logistics Complex. Preliminary outlook of follow-up construction procedures and plans is as follows.

#### 2.1 Bring in a variety of warehouses

Seen from the lease in the past ten months, the layout of warehouses is taking into shape. In the center, there are 15,000 square meters for data warehouses, 60,000 and 20,000 square meters of general dry goods warehouses, 5,500 square meters of food warehouses, which include 500 square meters for homothermal warehouse. Besides, plans have been made to build 10,000 square meters for reefer warehouses which can reach -25 degree Celsius and 4,000 square meters for logistics base for dismantling and installing heavy equipment.

**(二) 完善相关配套服务设施**

现代物流中心一期除去仓库外，还有1万平米综合商务楼，1.5万平米仓库办公区（精品仓），可以用来完善相关配套服务。主要思路如下：

在综合商务楼建设1000平米园区餐饮中心，解决园区内就餐难的问题；引入银行和连锁小型超市，解决取款难和购物难的问题；引进国际物流企业区域总部和本土企业总部；建设公用大型会议中心和视频电话会议中心。同时还在仓库办公室引进物流企业操作中心、小型报关、装卸、运输、货代公司；引进客户检测中心、包装中心、分拣中心；建设为商品展示和客户洽谈中心。

上述配套设施的完善将大大增强现代物流中心对客户的吸引力和粘合力，也有利于留住骨干员工，解决生活实际困难。

**(三) 建设高科技IT信息系统**

现代物流中心正建设一套完整的信息系统，以管理和操作为系统功能基础，集合当下流行的移动终端软件、云计算、移动支付，实现信息系统的拓展性、外延性，满足多方需要。为适应微营销时代，物流公司推出微信公众号——指尖物流，见下截图。



该系统可服务第三方公众，利用移动终端软件系统，对进入现代物流中心区域内的人员可提供信息发布、地理导航、服务提示等互动服务。具体功能模块见下图：

Once the aforementioned warehouse is built, customer's various demands for stocking facilities can be generally met. One-stop service can definitely enhance market competitiveness of MLC once it is completed.

**2.2 Improve supporting facilities**

Besides warehouses, MLC is equipped with business tower covering 10,000 square meters, and 15,000 square meters of office area. In this way, relevant supporting services can be improved. The main plan is as below:

A dining center covering 1,000 square meters at the business tower is to be built, to provide a convenient dining environment in the park. Banks and small chain supermarkets will be brought in to make life easier. International logistics enterprises and domestic enterprises will be invited to set their regional headquarters or headquarters here. Convention centers and video conference centers are to be included. At the office area, there will be operation centers of logistics enterprises as well as declaration brokers, trucking companies, freight forwarders as well as testing centers, packaging and sorting centers. Moreover, goods exhibition centers and customers negotiation center will be in place.

All the supporting facilities will serve to enhance MLC's attractiveness to the customers and the loyalty of the staff by providing more convenience to them.

**2.3 Set up hi-tech IT system**

MLC is working on an all-in-one information service system. With management and operation functions as the foundation, it integrates the popular mobile terminal software, cloud computing and mobile payment. To meet the trend of micro-marketing, MLC launches a public WeChat account—fingertip logistics, which is shown in the following screenshot.

The service is available for the third-party public. Based on mobile terminal software system, people in MLC have access to information release, geographical navigation, service tips and other interactive services. Specific functional model is shown in the following picture.

An improved system will enhance customer's confidence by strengthening standardized and visualized management of supply chain to the largest extent.

**2.4 Create a low-carbon and environmentally-friendly operation model**

The roof of MLC is to be equipped with solar photovoltaic power generation system, to reduce energy consumption of electricity-intensive programs such as data center and reefer warehouses, thus contributing to environmental protection.

At MLC, "Yantian-Hong Kong Express Line" has been carried out as a pilot program, aiming to replenish trucks running between Yantian and Hong Kong, to reduce vacancy rate and mileage of trucks, and consequently CO2 emission can be decreased.



系统的完善将大大强化供应链体系的标准化、可视化管理，给客户以极大信心。

**(四) 打造低碳环保的运营模式**

现代物流中心计划在屋顶全部铺设太阳能光伏发电系统，适度减少数据中心、冷冻仓等高耗电项目的能源消耗，为社会环保做出贡献。

现代物流中心已经试运行“盐港快线”项目，作为客户货物往返盐田——香港运输车辆对流补货，降低车辆空置率和行驶里程，减少二氧化碳排放。

**(五) 优化国际高端的客户结构**

前期以积极揽客、快速入市为原则，经过10个月的招商后已有70%仓位被客户使用，下一步将有针对性地将客户目标重点放在国际大客户、世界500强、电商贸易的客户群体中，整体提高客户结构素质。通过与客户深度融合，上下游延伸的方式，不断渗透到供应链的流程中，取得更多更大的效益回报。

**(六) 形成充满人文关怀的区域环境**

有别于传统仓库以货为主，较少关注操作人员的情况，现代物流中心将更多考虑其中人员工作的舒适度，采用人车分流交通体系，自然采光通风系统，优化办公与操作的物理距离，改善办公和生活环境条件，让在现代物流中心工作的人员能够在健康的环境中有尊严地工作，产生更好的工作效率和收入回报。

根据客户和人员进场情况，现代物流中心逐步建设网球场、羽毛球场、健身中心，还可引入星巴克、麦当劳等连锁企业，结合综保区带来的转型升级，形成人货两旺的局面。

**2.5 Optimize structural composition of international high-end customers**

With principles of active engagement and fast market penetration, 70% warehouses have been put into use by customers after 10-month of advertising. In next step, the targeted customers are large international companies, world Top 500 Enterprises and E-commerce businesses. All these efforts are to improve the level of customers. Through in-depth cooperation with the customers and by extending service upstream and downstream, MLC is expected to gain more commercial benefits in the whole process of supply chain.

**2.6 Create a warm and caring working environment**

Different with traditional warehouses that pay close attention to goods at the expense of staff's working environment, MLC takes staff's comfort as a serious factor. Specifically, working and living conditions can be improved by adopting separate transport system for men and vehicles, by applying natural lighting and ventilation system, and by optimizing physical distance between office area and operation section. Staff working in the center can fulfill their tasks in a respected and healthy environment, with higher efficiency and more benefits.

To deliver all-round services to customers and staff, facilities such as tennis court, badminton court, fitness center will gradually be put into place, and Starbucks, McDonald's and other chain stores are also to be invited in. All these efforts are to create a prosperous community based on the transforming and upgrading brought by the establishment of the Yantian Integrated Bonded Area.

# 盐田港转型升级: 资讯先行

## TRANSFORMATION AND UPGRADING OF YANTIAN PORT: INFORMATION FIRST

文/盐田港国际资讯有限公司  
By Yantian Port International Information Co., Ltd.



在大数据的云时代,要实现盐田港集团的转型升级,势必搭建先进的信息平台,以占据科技信息的领先地位。为此,必须充分发挥资讯公司在港口信息化建设积累的优势,以资讯公司为抓手,积极通过资源整合,大力推进跨境电子商务、盐田综合保税区、供应链金融、大数据、移动互联网等方面建设,提升码头运作效率、改善港区营商环境、建设盐田智慧湾区,从而促进港区物流业的转型升级,保持盐田码头的综合竞争力。

### 资讯公司建设信息平台的充要性

#### 1. 港口转型升级的结构性需要

盐田港区的“二元化(全球领先的码头操作与初级的商业环境和物流服务并存)”现象明显。随着管理水平的提高,国内其他码头的操作效率逐步与盐田码头持平,在盐田码头操作费用比其他港口高出20%、后方综合商业环境不占优势的情况下,亟待从宏观整体上统筹优化、转型提升。

盐田港区初级的商业环境和物流服务主要体现在以下方面:一是各产业板块相对孤立发展,物流、资金流、信息流缺乏有机融合,部分板块缺失或不健全;二是物流行业准入门槛低,小微企业众多,因缺乏引导而导致恶性竞争,影响物流业的健康发展;三是供应链全过程的“信息孤岛”现象严重,业务、数据、信息不能互联互通,严重影响信息的流转速度和传递质量,致使供应链整体效率降低;四是部分中小企业管理不规范,信用评级低,难以引入外部资金帮助企业发展。

以上几个方面,直接导致盐田港区物流行业缺乏开展高端物流服务的能力,阻碍了物流业的转型升级。为此,需要转变盐田港区内初级的物流服务模式,使海运供应链全过程的整体效率提高、综合运营成本降低,继续保持码头的综合竞争力。

#### 2. 互联网时代企业发展的必由之路

随着近年大数据、云计算、移动互联等信息技术的应用日益广泛,国内各传统产业都主动被动迅猛加速互联网转型。无论是华为、海尔、万科等各行业领军企业,还是国内各个港口企业,都在积极应对、加快进行互联网化。集团在当前需要也能够通过信息手段转型升级,转变商业和物流模式,保障并加强盐田港的华南枢纽大港位置。

In the cloud era with big data, in order to achieve transformation and upgrading of Yantian Port Group (YPG), it is bound to construct advanced information platform to take up the leading position of scientific and technological information. For this, we must make full use of the advantage of Yantian Port International Information Co., Ltd. (YPII) in information development. With YPII as the keystone, we shall actively take advantage of resource integration and vigorously promote the construction of such aspects as cross-border e-commerce, Yantian Integrated Bonded Area, supply chain finance, big data, mobile Internet and so forth so as to promote operation efficiency of the port, improve business environment and create an intelligent port, thus facilitating transformation and upgrading of the port logistics and maintaining overall competitiveness of Yantian Port.

### I. Necessity and Sufficiency to Create Information Platform

#### 1. Structural requirement of port transformation and upgrading

There is an apparent phenomenon of “Dualization (globally leading port operation coexisting with primary business environment as well as logistics service)” in Yantian Port. With the improvement of management, operation efficiency of other domestic ports gradually parallels with that of Yantian Port. Under the circumstance that the operation expenses of Yantian Port are 20% higher than that of other ports and the background comprehensive business environment is not dominant, the optimization and transformation as well as upgrading from overall aspects are urgently needed.

The primary business environment and logistics service of Yantian Port are mainly embodied in such aspects as follows: first, each industrial sector develops separately. Logistics, capital flow and information flow are lacking in organic integration and partial sector is lacking or imperfect; second, it requires little to enter logistics industry, so there are many small and micro enterprises, which affects healthy development of logistics due to cut-throat competition resulted from a lack of guidance; third, there is serious phenomenon of “information island” in the supply chain process, so business, data and information cannot be interconnected, which has a strong impact on flow speed and transmitting quality of information, causing reduction of overall efficiency of supply chain; fourth, as the management of some small and medium-sized enterprises with low credit rating does not conform to the standard, it is hard for them to get external funds.

The aspects mentioned above shall directly lead to logistics industry of Yantian Port lacking in capacity of developing high-end logistics services, which shall hinder transformation and upgrading of logistics industry. Therefore, primary logistics service mode of Yantian Port is required to be transformed so as to improve the overall efficiency of shipping supply chain and decrease comprehensive operation costs, thus maintaining overall competitiveness of the port.

#### 2. The only way for enterprise development in Internet era

As informational technology of big data, cloud computing, mobile Internet, etc. have been applied more and more widely in recent years, various traditional industries in China have actively or passively accelerated Internet transformation. Both leading enterprises of each sector such as Huawei, Haier, Vanke, etc. and domestic port enterprises are responding actively and speeding up their Internet



### 3. 相关产业已具备一定条件

经过近30年的发展，集团在各个产业板块已有较好积淀，拥有较大的资本、资产、资源规模，资金充足，为下阶段积极互联网化、探索发展互联网产业创造了条件。

资讯公司自成立以来，依托双方股东，立足码头，在利用信息化促进产业转型升级方面进行了一定的探索，取得了一定的成效：一是初步形成盐田港港口对外资讯服务骨干地位，占据了盐田港信息市场资源，与招商信息、南方电子口岸形成三足鼎立之势；二是通过易港讯平台为纽带，聚集了报关、报检等直接客户，并联络货主、货代等间接客户；三是初步培养了一批熟悉港口业务和信息技术的复合型队伍；四是在供应链信息服务上，积极进行了探索。同时，资讯公司也存在发展方向尚不够明确、产品定位显模糊、核心信息占有不够、整体规模小、产业覆盖面偏窄、互联网基因不突出的困难。

为此，资讯公司如能双方股东支持、集团规划部署下，审视自身优劣势，科学谋划、创新协同、艰苦奋斗，与集团其他产业板块协同有机融合发展，能积极成为集团转型升级的抓手和切入点。

## 发展定位的愿景、定位、方向

愿景：连接港口一切，创新提供优质互联网服务，提升供应链效率，降低交易成本，协助推动港口转型升级，营造良好的泛港口商业环境，构建智慧湾区。

technology. The Group shall conduct transformation and upgrading by means of information technology so as to transform business and logistics mode and enhance Yantian Port's position as the hub port of South China.

### 3. Qualification of relevant industries

The Group has been well established in each industrial sector with huge capital, assets and resources after development for nearly 30 years. Sufficient capital has provided a guarantee for Internet development and exploration of the next stage.

Since it was established, relying on the two shareholders and the port, YPII has made exploration of transformation and upgrading by means of informatization: first, it has initially established itself as the key provider of port service information to the port users, in competition with China Merchant Information and Shenzhen E-Port; second, with link of Yesinfo platform, it is well connected to direct customers such as brokers of declaration and inspection, etc. and indirect customers such as consignors, forwarders, etc.; third, it has cultivated a team of professionals familiar with both port operations and information technology; fourth, it has proactively explored information service of supply chain. Meanwhile, there are difficulties for YPII such as unclear development direction, vague product positioning, insufficient core information, relatively small scale, narrow industrial coverage and less distinctive Internet feature.

Therefore, if YPII can review its own advantages and disadvantages, and proactively cooperate with other industrial sectors of the Group, it can become the keystone of the transformation and upgrading of the Group, with vision and action and the supports of the shareholders.

## II. Vision, Positioning and Direction of Development

Vision: Connecting with the port; innovatively providing high-quality Internet services; promoting supply chain efficiency; reducing trade costs; assisting in promoting port transformation and upgrading; creating favorable port business environment; creating intelligent port.

Positioning: Providing high-quality and reliable port service information for customers; enhancing information service level and business environment of the port to adapt to the new business and operational model in the Internet Age; expanding business with clear direction; optimizing standardized management; fostering active corporate culture; being the keystone in terms of information industry for the shareholders.

Therefore, the goal of YPII is to become an outstanding operator on port service information, based on its reliable and superior information services provided for the port users. It is the natural requirement for the port's transformation from focusing only on terminal services to extending its services to the off-dock areas and even to the central region of Pan-Pearl River Delta. All there will facilitate Yantian's position as a solely traditional port operator to become a multi-dimensional commercial services provider, thus forging comprehensive advantages as hub port of South China.

## III. Specific Development Direction

1. Enrich the existing platform functions and ensure information

定位：以稳中求进为总的指导思想，在确保港口对外资讯服务优质可靠的基础上，通过提升港口湾区信息水平、提升港区综合商业环境为总的目标，敏捷适应码头功能升级，互联网时代产业发展方向、新商业和运营模式要求，方向明确地拓展业务，规范优化管理，构建积极企业文化，成为双方股东布局信息产业的抓手和切入点。

为此，资讯公司发展方向必然是在构建优势可靠的港口对外资讯服务基础上，逐步发展成为优秀的港口信息综合运营商。这既是港口从专注码头操作，到拓宽后方陆域乃至泛珠三角供应链腹地的客观需要，也是从单一码头操作，到提供综合多维商业服务，形成向心力集聚的华南枢纽港口综合优势。

## 三 发展的具体方向

1. 丰厚完善当前平台功能，保障码头对外资讯需求，为货主提供全方位“一站式”服务，提升整体供应链效率

在物流信息资源的整合方面，资讯公司已经取得了初步成效，为货主提供了集关务、港务、规费支付为一体的信息服务平台，提升了物流效率、降低了物流成本。下阶段资讯公司可以结合大数据、移动互联等新兴信息技术，与集团各个产业板块联动，整合和开拓客户资源，为货主提供更多综合一站式服务，探索大客户自助网络快速通关，进一步提升效率，并结合“无水港”、海铁联运，加大市场推广力度，将高效优质的盐田海运服务向珠三角及内陆延伸，为盐田港区吸引更多货源，提升整体箱量的潜在空间。

service provided for the port users ; Offer "one-stop" services for shippers and improve efficiency of overall supply chain

In terms of integration of logistics information resources, YPII has got initial achievement, offering an information service platform integrated with customs affairs, port affairs and billing for shippers, which promotes logistics efficiency and reduces logistics costs. In the next stage, YPII can combine emerging information technologies, such as big data, mobile Internet, etc. to interact with the various sectors across the Group. These efforts can integrate and explore customer resources to provide shippers with one-stop services and further enhance efficiency via exploring self-service online clearance for key customers. In addition, it will also integrate "dry port" and intermodal transportation to reinforce market promotion to extend highly efficient and superior maritime transport service of Yantian to the Pearl River Delta and inland areas, attracting more cargo sources for Yantian Port and generating more container volume.

### 2. Explore supply chain finance

In view of the phenomenon that micro, small and medium-sized enterprises in logistics sector of Yantian lack finance support: firstly, we should develop e-payment based on Yesinfo platform to incorporate logistics, refueling, e-commerce and other kinds of transaction in the port industry into greater e-payment scope. We should also conduct research on cooperation with third-party payment or independently apply for license and accumulate capital with e-payment. Secondly, establish data model through big data analysis and research credit assessment and risk control system establishment based on net operating income, amount of exports, warehousing lease, refueling volume and other transaction status and commercial behaviors to explore unsecured loan for micro and small enterprises. Thirdly, cooperate with third party or found guarantee company for small and medium-sized enterprises, and research different guaranty styles such as credit guaranty and pledge by warehouse receipts. Fourthly, based on the above-mentioned, further study financial transaction structure to build financial network service platform, establish online financial service hall in Yantian Port, and explore



## 2. 稳妥探索供应链金融

针对泛盐田港生态圈各中小微企业金融支持缺失状况，一是发展目前基于易港讯平台的电子支付，将港口生态圈的物流、加油、电商等各类交易，纳入大电子支付范围，适时研究与第三方支付合作或独立申请牌照，并通过电子支付募集资金；二是通过大数据分析，建立数据模型，研究基于营业收入、出口额、仓储租赁、加油量等交易状况和商业行为在内的信用评估和风控体系建设，积极稳妥探索为小微企业无抵押贷款；三是与第三方合作或成立中小企业担保公司，研究信用担保、仓单质押等多种担保方式；四是以上述为基础，进一步研究金融交易结构，构建金融网络服务平台，合作或独立建设盐田港网上金融服务大厅，探索融资支付、融资租赁、金融租赁，供应链保险等各种类金融服务。

## 3. 前瞻性开展综合保税区信息体系

国务院于2014年1月22日正式批复同意了深圳盐田综合保税区的申报方案，盐田综保区将会在2015年完成建设验收并封关运作。为了打通综合保税区对外物流、信息流、资金流，既发挥综合保税区的优势，又避免综合保税区孤立运行，使综合保税区成为泛盐田港生态圈的核心骨干节点，积极着手前瞻性开展综合保税区信息体系。一是建立园区通关及调拨监控平台，在满足海关监管要求的基础上，保证车、货、箱的高效流转，解决落实综保区优惠政策过程中的瓶颈问题；二是开展企业公共SaaS云服务，为企业提供统一数据管理和传输服务，并与口岸监管单位和园区外企业互联互通；三是探索园区金融服务，初期以电子支付为切入点，为园区企业提供现金缴费的在线支付功能，逐步与供应链金融建设结合，为园区提供稳健的类金融服务；四是尝试园区电子商务服务，将平台从一个操作平台升级为交易平台。

## 4. 积极开展跨境电商建设

针对盐田港出口便利、大铲湾进入比例大、与农产品合作等情况，积极开展跨境电子商务平台建设：一是丰富和深化易港讯平台功能，条件成熟时提供客户自助网上快速通关，引导泛珠三角腹地从盐田港出口；二是与盐田港综合保税区建设同步，研究综保区内快捷清关、跨境出口仓库定制，形成跨境出口电子商务模式；三是针对毗邻香港（至香港亦是跨境）、深圳是超1400万人口大都市、双方股东有长期的品牌影响力、港口各类资源较丰富的自身特点，并以近期与农产品合作为契机，侧重进口食品、箱包、饰件、美容等高品质消费产品（甚至大胆与和黄、九仓探索其线下销售板块在深圳的线上销售合作），形成方向明确，集展示、交易为一体的跨境进口电商模式。

various financial services including financing payment, financing lease, financial lease, supply chain insurance, and so forth.

## 3. Proactively launch information system of Integrated Bonded Area

On January 22, 2014, the State Council officially approved the establishment of Yantian Integrated Bonded Area and the Area will start operations upon completion and after passing official appraisal in 2015. To ensure a smooth flow of logistics, information and capital to and from the Area, and to take advantage of the policy benefits and avoid isolated operation of the Area, and create the Zone into core backbone node of Yantian Port Ecosystem, we should positively commence with proactive implementation of information system of Integrated Bonded Area via the following four steps: firstly, establish clearance and allocation monitoring platform in the Area to ensure highly efficient circulation of vehicles, cargo and containers on the basis of meeting customs requirements and address bottlenecks during putting preferential policies of the Area into practice; secondly, launch public enterprise Software as a Service (SaaS) cloud service to provide enterprises with united data management and transmission service and interwork with port authorities and enterprises outside the Area; thirdly, explore financial services in the Area to provide online payment of payable cash with e-payment in the beginning and then provide stable and robust finance-resembled services by gradually integrating e-supply chain finance; fourthly, attempt to build e-commerce service in the Area so as to upgrade the platform from a service platform to a transaction one.

## 4. Actively conduct cross-border e-commerce construction

Yantian Port is a convenient gateway for export, and Dachanbay Terminal has large proportion of import cargo and the advantage in agricultural products import as well. Considering these factors, YPII can conduct cross-border e-commerce construction by: firstly, enriching functions of Yesinfo platform to provide customers with self-service online clearance when conditions mature and attract cargo from the central region of Pan-Pearl River Delta to Yantian for export; secondly, synchronizing the construction of Integrated Bonded Area in Yantian Port and researching fast clearance, tailor-made cross-border export warehousing services in the Area to form cross-border export e-commerce model; thirdly, highlighting import of food, bags, accessories, cosmetic products and other high-quality consumption products (even working with Hutchison Whampoa and the Wharf Holdings on exploring the cooperation on online sales in Shenzhen of their offline sales sectors) by taking the opportunity of recent agricultural product cooperation agreement and in consideration of the characteristics that Shenzhen, adjacent to Hong Kong (from Shenzhen to Hong Kong is crossing border), is a metropolis with 14 million of population, shareholders of the two parties boast brand influence and resources in the Port are abundant, to form a cross-border import e-commerce model integrated with exhibition and transaction functions.

## 5. Commence establishment of big data system

In the original Yantian Port Ecosystem, linkage and integration of industrial sectors are insufficient, leading to separated business transaction and value chain and various fragmented data, therefore, consolidation of logistics, capital flow and information flow is required where establishment of big data system is a key link. To establish a big data system, the first step is to analyze business process



## 5. 开展大数据体系建设

原盐田港生态区各产业板块联动契合度不够，业务交易和价值链较为单独进行，各类数据也呈支离破碎状况。为此，要进行物流、资金流、信息流的整合，开展大数据体系建设是关键一环。一是分析供应链业务流程、价值链；二是研究基于大数据的新商业模式；三是以连接港口一切为导向，逐步进行各个业务的数据集成，开展数据分析、建模、挖掘；四是注重数据人才、数据基础设施的建设。

## 6. 充分发挥盐田港国际物流信息服务平台的作用，推动港区物流产业的转型升级

2011年，资讯公司与盐田区政府共同签署了《合作建设盐田港国际物流信息服务平台的框架协议》。区政府旨在通过平台的建设，推进无纸化的应用，并逐步实现一体化的通关模式，以此提升盐田区物流服务的品质，实现物流行业的转型升级。资讯公司将继续与盐田区政府开展深入合作，根据信息技术和物流产业的特点，共同制定相关的产业扶持政策，以盐田港国际物流信息服务平台为载体，实现信息技术与物流产业的融合，逐步建立港口生态圈共生共荣的发展模式。

of supply chain and value chain; the second step is to study big data-based new commercial business model; the third step is to gradually integrate data of all business with connecting with port oriented for data analysis, modeling and excavating; the fourth step is to attach importance to construction of data talent and infrastructure.

## 6. Drive logistics industrial transformation & upgrading in the Port by taking full advantage of Yantian Port International Information Service Platform

In 2011, Yantian District Government and YPII jointly signed Framework Agreement on Cooperative Establishment of Yantian Port International Information Service Platform, aiming at promoting paperless application and gradually achieving integrative clearance model to improve quality of logistics service in Yantian District and transformation & upgrading of logistics industry. YPII will continue its cooperation with Yantian District Government to jointly formulate relevant industry supportive policies according to features of information technology and logistics industry, achieve integration of information technology and logistics industry with the carrier of Yantian Port International Information Service Platform, and gradually build the development model of win-win cooperation in Yantian Port Ecosystem.

# 迎接船舶 大型化时代的来临

文、图/徐晓阳(盐田港集团)



2013年7月24日，盐田港迎来马士基第一艘20万吨级、运力达18,270 TEU的3E级超大型集装箱船“MAERSK MC-KINNEY MOLLER”的首航。2014年1月23日，两艘马士基3E级船舶同时挂靠盐田港，这是码头罕见的壮观景象。目前，盐田港已先后迎来全部5艘已投入运营的运力在18,000TEU以上的超大型船舶的靠泊。由于大型船舶较其他中小型船舶有着不可比拟的规模经济效益，具有更高的能源效率，且超大型船舶的环保绩效越来越得到市场的认可与欢迎，因此船舶大型化已是集装箱海运市场发展的必然趋势，我们正迎来船舶大型化的新时代。

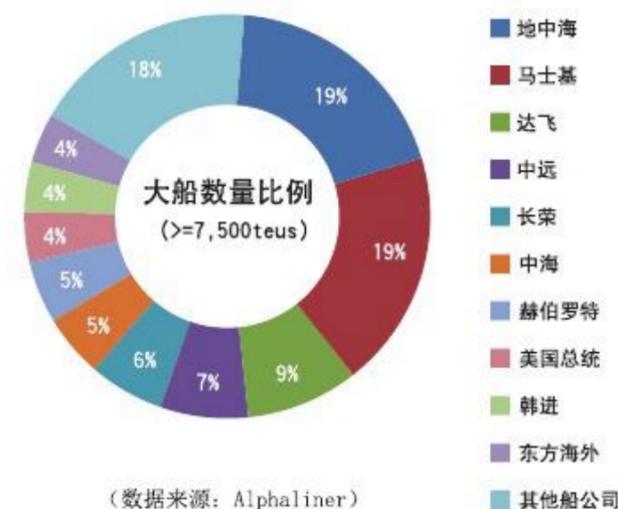
## 一、市场上已投入运营的大型船舶情况

截止2014年1月31日，已投入运营的运力在7,500TEU的大型船舶达579艘，其中运力超10,000TEU的共有200艘，包括5艘新下水的18,000TEU的超大型船舶，详见下表。

大船等	数量	运力 (TEU)
13,300-18,500	69	1,000,290
10,000-13,299	131	1,602,733
7,500-9,999	379	3,302,338
总数	579	5,905,361

(数据来源: Alphaliner)

在运力超7,500TEU的579艘大型船舶中，有111艘由地中海航运来运营，比例达19%，马士基所经营的共有108艘，比例与地中海接近，排名第三的船公司为达飞轮船，数量为55艘，占9%，详见下图。



从航线分布上看,运力在7,500TEU以上的大船大部分被投放到美线以及欧线上。而200艘运力在10,000TEU以上的超大型船舶中则有173艘航行欧线,比例达87%,这主要是因为一方面美国码头的处理能力不能满足超大型船舶的操作需要,且往美东的航线通行受制于巴拿马运河;另一方面亚欧航线是目前集装箱航运市场路线最长、运量最大的航线,船公司只有投入较大型船舶才能较大幅度地节约成本,体现其规模经济效益。具体见下表:

航线	7,500 -9,999TEU		10,000 -18,500TEU		合计	
	艘数	比例	艘数	比例	总艘数	比例
跨大西洋	0	0%	0	0%	0	0%
远东—北美	130	34%	14	7%	144	25%
远东—欧洲	142	38%	173	87%	315	54%
地中海	21	6%	9	5%	30	5%
非洲	7	2%	1	1%	8	1%
拉美	68	18%	0	0%	68	12%
其他	2	0%	3	0%	5	1%
闲置	9	2%	0	0%	9	2%
<b>总数</b>	<b>379</b>		<b>200</b>		<b>579</b>	

(数据来源: Alphaliner)

## 二、未来大型船舶的交付数量

根据航运研究机构Alphaliner的统计,2013年共有87艘7,500TEU以上的大型船舶交付市场,比2012年增加7艘,其中10,000TEU以上的超大型船舶的交付数量为35艘,较2012年少。但据预测,未来两年大船的交付数量将达到高峰,分别将有108艘大船下水,其中运力在10,000TEU以上的超大型船舶的交付数量分别为2014年58艘以及2015年60艘,较2013年分别增长66%及71%。具体见下表:

大船等级	2012交付		2013交付		2014交付		2015交付		2016交付	
	数量	TEU	数量	TEU	数量	TEU	数量	TEU	数量	TEU
10,000-18,500	50	640,855	35	491,028	58	783,581	60	911,176	5	70,000
7,500-9,999	30	257,699	52	461,148	50	456,234	48	428,914	13	117,200
<b>总数</b>	<b>80</b>	<b>898,554</b>	<b>87</b>	<b>952,176</b>	<b>108</b>	<b>1,239,815</b>	<b>108</b>	<b>1,340,090</b>	<b>18</b>	<b>187,200</b>

(数据来源: Alphaliner)



此外,据中海集运向媒体证实,该公司向韩国现代重工订购的19,000TEU超大型集装箱船于1月20日正式开建,这是目前世界上最大的集装箱船。据悉,中海集运此次共订购了5艘19,000TEU集装箱船,首艘船舶将于2014年11月交付,另外4艘预计于2015年第一季度交付。

综上所述,船舶大型化的趋势已经形成,今后集装箱运输市场上大型船舶将越来越多。

## 三、目前大型船舶靠泊盐田港的情况

盐田港是超大型船舶在华南地区的首选挂靠港,2013年,运力在8,000TEU以上的大型船舶约占挂靠船舶总数近五成,其带来的吞吐量约占总吞吐量的六成;运力在10,000TEU以上的超大型船舶超过九成挂靠盐田。盐田港目前是运力在18,000TEU以上的超大型船舶在华南地区的唯一挂靠港。截止2014年1月31日,超大型船舶在盐田的挂靠情况如下:

大船等级	挂靠数量	运营船数	所占比例
>=7,500TEU	447	579	77%
>=10,000TEU	179	200	90%
>=18,000TEU	5	5	100%

## 四、船舶大型化对盐田港的影响

船舶大型化的现状及发展趋势,对挂靠港的选择要求更高,在航道、回旋水域尺度及码头前沿水深、泊位结构、岸吊起升高度、堆场处理能力、综合操作效率等硬件设备以及服务等方面都有更高更精细的要求。盐田港作为超大型船舶在华南地区的首选挂靠港,超前的规划设计理念、良好的水域条件,先进的硬件设施、优质的高效服务以及丰富的操作经验在应对超大型船舶的靠泊中已抢得先机。此外,大型船舶主要投放于美线及欧线,这对于吞吐量一直以美洲及欧洲为主的盐田港来说有一定优势,盐田港可以利用自身条件吸引航线、稳定货源,进一步巩固盐田港作为华南枢纽大港的地位。但另一方面,大船时代的来临给码头的操作也带来了不少挑战:

第一、船舶大型化对码头岸吊的操作能力提出更高要求。现在超过16,000TEU的船舶舱面堆箱都在9-10个箱,这要求码头岸吊的起升高度要达到48米或以上。相关操作设备的升级改造必然会增加公司的投入。另外,由于岸吊高度增加,装卸作业需大量“翻山越岭”,对操作司机的要求也随之提高。

第二、由于行政管理方面的需要,现时超大型船舶的靠泊采用一船一议的方式,消耗行政成本。

第三、随着挂靠大船的增多,船舶占用泊位长度大幅增加,码头的大船泊位资源更显紧张,给操作效率带来挑战。一方面船公司要求码头提高操作效率,而码头出于缓解大船泊位紧张的需要也必须不断提升效率,这就需要码头投入更多的资源,从而增加操作成本。

第四、随着船舶大型化的发展,船公司必然会减少挂靠港口的数量,不但会加剧码头之间的竞争,还有可能导致挂靠港的中转操作大幅增加,从而令码头的堆场压力增加,对码头的货源腹地的纵深度以及海铁联运、驳船支线等中转系统的运作都提出了更高的要求。

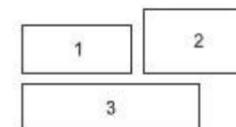
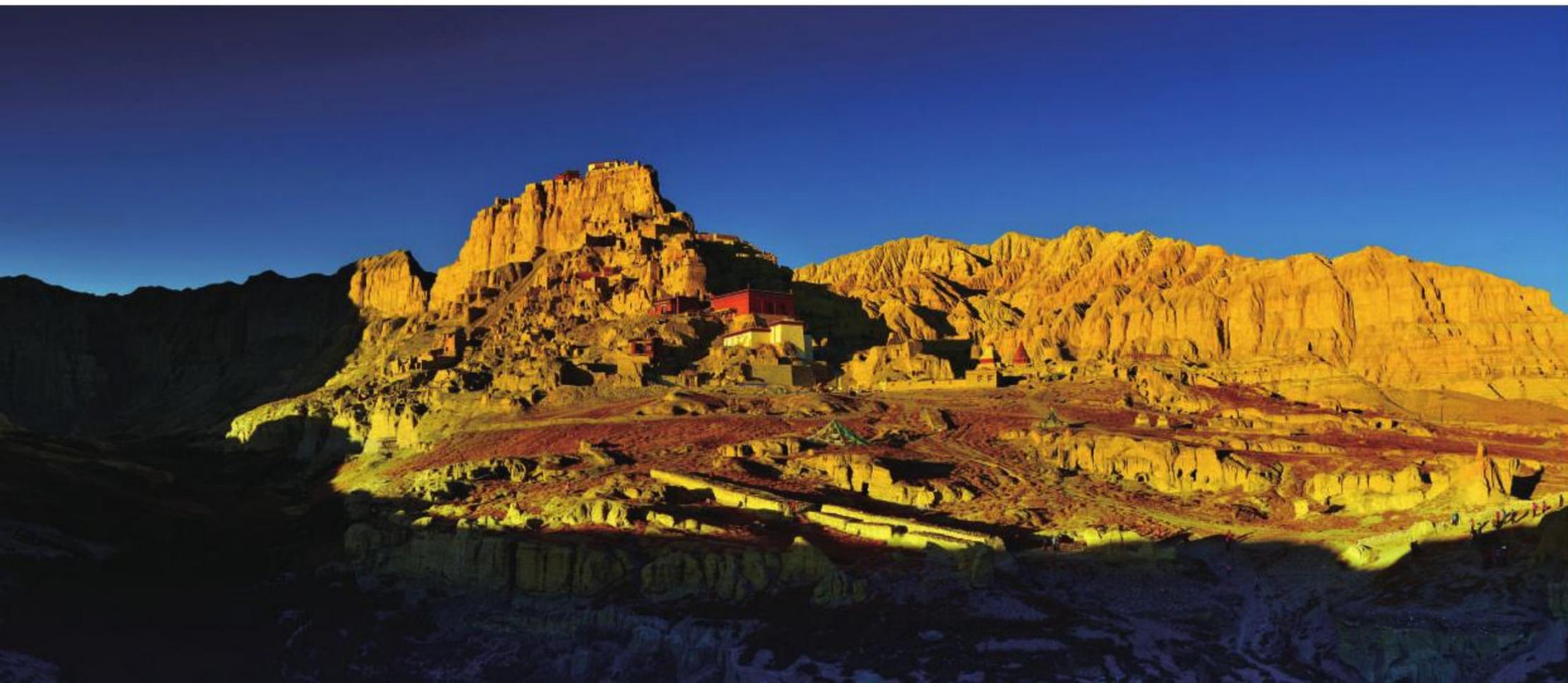
### 五、应对船舶大型化的策略和措施

在商务策略方面,一是充分利用码头大船操作的优势,稳定现有的业务;二是充分利用市场重新洗牌的机会,将其他地区可能流失的箱量吸引到盐田;三是充分利用盐田枢纽港地位得到强化的契机,大力发展国际中转业务,形成真正的新的增长点;四是灵活地采取差异化价格,吸引超大型船舶选择非繁忙时段靠泊盐田,以充分利用宝贵的大船泊位资源;

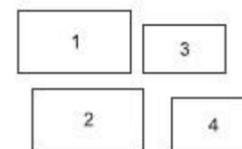
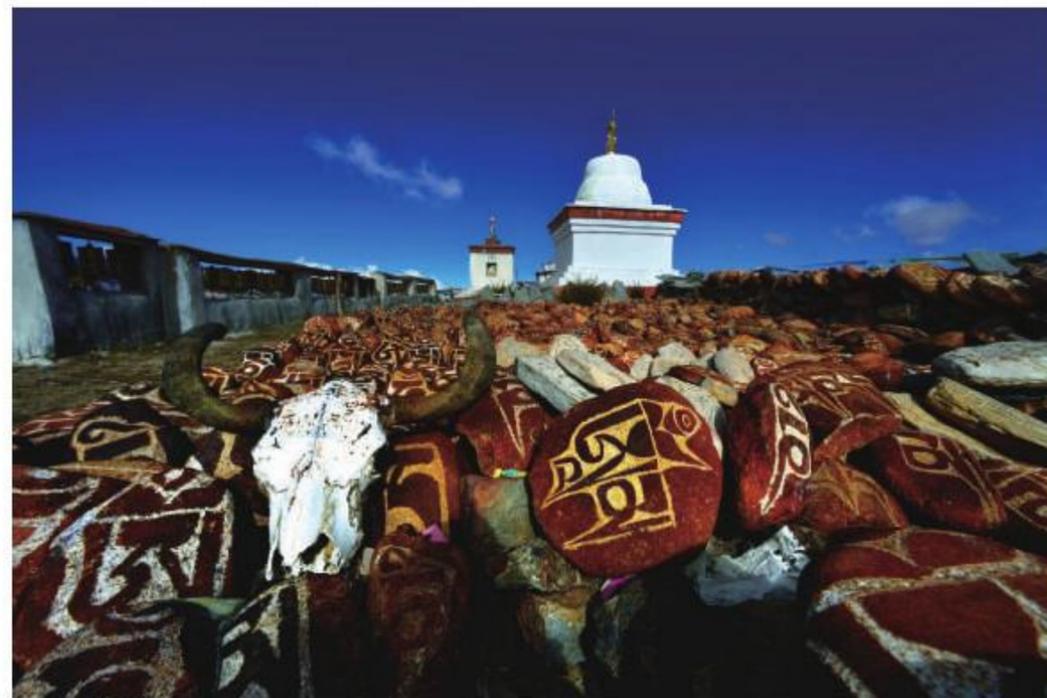
在泊位靠泊能力方面,需因应形势不断提升靠泊能力来迎接越来越大吨位的大船的靠泊。除了现有泊位需向行政管理部门申请核准提高靠泊能力以尽快取消一船一议、进行常规化申报外,未来建设的东港区的规划应充分考虑适应船舶大型化的发展趋势,确保20万吨级及以上大船的靠泊,强化盐田港作为超大型船舶在华南地区的首选挂靠港的地位,西港区#5、#6号泊位的规划也应重新研究。另外,关于码头部分岸线的使用问题也需要加强跟进有关部委的批复,促成项目尽快落实启用,缓解码头大泊位资源紧张的压力。

在操作效率方面,船舶大型化对码头的操作效率提出更高的要求,码头应积极配合,除了需要增加岸吊起升高度外,还需要集中资源配置,重新编排靠泊计划,研究新的操作系统及流程来满足在更短时间内准确完成超大型船舶所带来的大量文件处理和船舶配载的操作。另外,岸吊的新高度对岸吊司机的手操作带来很大的挑战,完全的手操作在将来很难满足船公司越来越高的效率要求,因此,码头有必要研究自动化操作的可行性,增加自动操作系统的投入,这些都应作为长远安排加以研究。





- 1、山之灵
- 2、天之势
- 3、光之辉



- 1、朝圣者
- 2、生之塔
- 3、嘛呢石
- 4、嘛呢堆



# 万象

## 水之感悟

文·熊青青

WATER

好多年没有在水中游过泳，至今想去游泳却一直未能实现。人的天性是亲水的，大人小孩都喜欢在水中嬉戏，连刚出生的小孩还不会睁开眼的时候往往便已带上颈圈在水中喧哗了，而我身上的亲水性主要是小时候下故乡的池塘游泳历练得来的。

那年夏天，我大概八九岁，看着比自己稍大的小伙伴在水中畅泳时自由帅气的样子，跃跃欲试。那时，游泳成为放学后的最快乐的事。一天，几个还不会游泳却想一展身手的女同学结伴来到池塘边，下到靠岸边的浅水里划几下，逐步尝试游泳的技巧。后来不知怎么，一个学习很慢又完全不会划的早鸭子女同学却越跑越远，离岸边很远了，忽然在水中挣扎起来，手拼命往上，竭尽全力抓住什么，这时候她已经呛水了。

时间过去太多年，记忆已经依稀模糊，又或许这只是梦中的场景。我的第一反应是伸手去拉她，尽管自己也不会游泳。出于本能的求生欲望，她紧紧抓住了我。可是我因为没有足够的力量和技巧，一下也扎到了深水里。我还没有学会憋气，想往上伸手，往上挣脱，但她死死地拽住我。我无力摆脱她的手，也无力露出水面。

这水下的几十秒钟好漫长，我只想露出水面呼吸一口空气，空气是多么的宝贵，我感觉到情况糟糕了，生命此时已不受我的控制。这也许是我懂事以来第一次切身感受到生命的脆弱和珍贵，它是如此不由自主的艰难。幸运的是，我和那个女孩现在都还活着，因为有人救起了我们。

后来上了初中，我再也没有不靠工具游过泳，这样算算已经十六七年了。虽然借助游泳圈下过两三次浅海游泳，虽然游泳装备也已买好，但就这样十六七年我都没有真正游过泳。想想时间真的很可怕，现在的我无法确定我还会不会游泳，能否回到当年仰泳的动作，那抬头望向稍有点刺眼的太阳，平躺在水面上的安逸和享受。

前两天单位集体活动，远赴恩平市，由于抵达的时间已

晚，很少人出现在温泉池中，我鼓足了勇气，找了一个无人的池子，试着浸泡一下身体，慢慢放松水在我心中的压力。温泉中的我没有静静坐着，先是尝试几个瑜伽动作，发现比陆地上痛苦少一些，也许就像水中分娩比一般分娩痛苦更少，是人亲水的一个天性吧。水中的我，身体不由自主地往上浮，身体似乎比平时轻了许多。水中的环境渐渐习惯后，人卸去了压力，暂时忘记了拥挤烦躁的城市，忘记了有毒的食品和雾霾弥漫的空气。我看到水中有些变形夸大的双腿，享受着来去自由的感觉，小时候对水的恐惧开始消褪。

我尝试着在水里做瑜伽的动作，寻找着快乐的味道，热了或者闷了就站起来，想起吴京1998年主演的《太极宗师》在水缸里练太极的画面，我也嬉皮地效仿起来。

水真是变化多端，它可以顺着人运动的方向而动，也可以反其道而动，给人以阻力，最终让人耗尽力气再也无力改变它。

我相信水的内心是固执的，但它并不轻易表现出来。人想怎样，它也似乎懒得与人计较，就顺着人的方向变化。然而，当水不再是一片死水，或者当周边存在一个缺口时，它解放了，仿佛一只猛虎下山。它可以肆意流经广袤的山川，可以变成瀑布，聚成河流，最终汇入大海，这时它的力量才在自然里得到真正的释放。

上善若水，水利万物而不争，这是老子教给我们的。水能载舟亦能覆舟，体现了水的无常；覆水难收，体现了水的方向；水滴石穿，体现了水的执着；柔情似水，体现了水的细腻；水漫金山，体现了水的力量。我最喜欢出自《红楼梦》的“任凭弱水三千，我只取一瓢饮”，诠释了爱的宣言。

水是丰富的，变幻莫测的，它可以是凝固的冰，也可以是流动的水，可以是飘浮的水蒸气，也可以是洁白的雪；它可以洗去浮尘投身污浊，也可以芙蓉摇曳清如许。水不计较存在的形式，却与我们如影随形，无处不在，一生相伴。

# 西贡·情人

文·郭康鹏



同事不经意间推荐的法国当代著名的小说家玛格丽特·杜拉斯带有自传色彩的小说《情人》，让我一时间有了想去越南的冲动，说走就走，办好签证，整理背包，准备上路。

在出发前一晚，又看了一遍根据同名小说改变的电影《情人》，被珍·玛奇和梁家辉精湛的演技折服，更被他们饰演的生活在越南西贡的贫穷的法国少女简和华侨阔少爷东尼彪悍的爱情所打动。

急切的想感受那座极具法兰西情调的东方港城，追随着故事中的情人，我出发了。从广西东兴口岸出境，在越南第一个小城芒街坐大巴到了河内，越南的北部和我国广西几乎没有差别，四季分明。然后再乘坐贯通越南南北的唯一一条铁路线的火车卧铺一路南下，经过一天两夜，终于到达了西贡，也就是越南的胡志明市。

西贡 (Saigon) 位于越南的南部，西四季无严寒和酷暑，只有雨季和旱季之分。土地肥沃，风光秀丽，物产丰富。西贡是统一前南越首都的名字，越南统一后，这片位于西贡河

西岸、最具法式情调的区域和附近的堤岸等其他几个区一起，成为一个城市——胡志明市 (Ho Chi Minh City)。但西贡作为这个区域的名字保留了下来，无论是当地人还是游客，绝少提到胡志明市，更多地，他们口中说到的是“SAIGON”。西贡曾经有它的辉煌历史，在殖民时期，这里曾是东南亚最繁华的城市，有“东方小巴黎”之称。漫游街头，处处弥漫着法国的浪漫情怀。时值今日，西贡虽褪去了它昔日的容光，但那种欧洲文化与东南亚特质的完美融合，仍让每个来到这里的人们着迷。

和众多背包客一样，我也选择住在距离巴士车站附近范五老街的小旅馆，值得一提的是，西贡的小旅馆仅仅是小，其他的就是干净卫生、温馨浪漫，和国内汽车站火车站周围的小旅馆完全是两回事。老板娘是个看起来三四十岁的法国女人，金发碧眼，十分的迷人。一个人既是老板，又是服务员，我选择了一个混合宿舍的床位，5美元一晚，十分划算。老板娘一个人登记入住，换洗床单被罩，搞卫生，还要为自己和客人准备早餐，冲咖啡，忙的不亦乐乎，满脸幸福的微笑。

雨后的清晨，阳光透过树叶，照在身上，不那么炽热，反而是有点温暖。在范五老街的路边，有个小集市，卖各类新鲜的水产和蔬菜，熙熙攘攘，十分热闹。我吃了一碗越南米粉，除了牛肉之外，还有很多菜叶和香料，十分美味。外加一杯大块冰镇的柠檬茶，爽口又解腻。漫步在西贡，感觉身处法国城镇，法式建筑和参天的古树，市政厅、国家音乐厅、圣母大教堂、西贡大邮局。走过红教堂后突然下起了大雨，也不想躲雨，披着轻便的雨披走过一片古树林，进入统一宫，历史的一幕幕会从眼前依然凝重但更鲜活地流淌。在歌剧院门口偶遇两队拍婚纱的新人，新郎身穿西装，新娘则穿着越南的传统服饰奥黛，上衣是一件长衫，类似中国旗袍，胸袖剪裁非常合身，突显女性玲珑有致的曲线，而两侧开叉又至腰部，走路时前后两片裙摆随风飘逸，下半身配上一条喇叭筒的长裤，很修身也方便，当然也很美。

来到越南，来到西贡，怎能不喝咖啡？大街小巷，满是咖啡店，就连街边戴着斗笠的老奶奶也挑着担子售卖咖啡，可以坐在街边的小凳子上，也可以打包带走，都是加冰的，味道不错。在那个黄昏，走累了，我选择了一家看上去颇为高档的咖啡馆，位于总统府门口的马路上，楼下是个很大的餐厅，乘坐电梯上到顶层，很文艺的一个咖啡厅，居然还有诺大一个阳台，阳台上也有几张桌子。由于刚下过雨，我选择了室内的大沙发，很巧的是，整个咖啡厅除了我之外，没有其他顾客。我点了一壶滴漏咖啡，居然才4万越南盾，折合人民币十几块钱，超划算，还是我一个人包场，好有范儿。我一边休息，一边喝咖啡，环顾四周，鲜花、布艺、油画、以及各种陈设，都十分的讲究。我就一个人在那里发呆了一个下午，直到临走时，才有几个欧美的客人进来。

夜晚似乎很快的来临，车水马龙，霓虹闪烁。范五老街那片区域更是热闹非凡，一直到凌晨，这里的房子都是又窄又高，很苗条，整个街区除了栉比鳞次酒吧夜店里有无数年轻人以外，更有意思的是，马路边年轻人更多，而且是以欧美的居多。马路两边摆放了密密麻麻的大小不一的凳子，大的当桌子用，小的坐人，不是很舒服。随便几个人都可以围坐一起，点几瓶啤酒，几碟类似现烤的鱿鱼丝之类的小食，认识的、不认识、东方的、欧美的、美女、帅哥，打个招呼就成了朋友，举杯畅饮，好不开心。夜色渐浓，微醺，起身

道别，回客栈，一觉就天亮了。很多人来到这里，怀揣着类似去丽江古城，或者阳朔西街的梦，遇见情人，偶遇一段异国的恋情。

在西贡，感觉既熟悉又陌生，既欣喜又亲切，像极了久违的情人，一个人走在街头，不用地图，也不用担心迷路，或是曾经穿越来到过这里。

临了要离开了，很不舍，独自来到西贡河边。雨后的西贡河，河水湍急，也不清澈，宽阔的河面除了极少的几艘船只，满满的都是浮萍。我走下桥去，扶在岸边的栏杆，望着这条千百年来不曾停留的西贡河，脑海里突然浮现电影《情人》那个镜头，年轻的少女站在西贡开往法国的轮船上，她戴着一顶越南男人才戴的毡帽，倚在栏杆上，两眼含泪，看着岸上，突然发现那辆黑色的房车，房车里有她这辈子最爱的男人，他们再也不能和彼此相见，她无声啜泣，她绝望的样子让我觉得很心酸。

故事中年少美丽的法国女孩简与英俊孱弱的中国富家子弟的绝望的炽烈的爱情，两个不该相爱的人，机缘巧合的相遇，顺理成章地相爱，之后又像可以预期的那样，不得不分开。一开始就能猜到结局的，偏偏谁都不愿停止，一直爱到不能再爱的那天，这样的缠绵悱恻，又这样的注定沧桑，仿佛浓缩了世间所有想爱不能爱的荒凉。结尾不言自明，女主人公结婚生子又离婚单身，男主人公成为别人的丈夫，别人的父亲，平庸老去。两个老去的情人还爱着对方，这样一份彪悍的爱情足以构成让其他所有一切黯然无光的理由。

如果爱，请深爱，爱到不能再爱的那一天。

别了，西贡，别了，情人。坐在open tour bus上，看着窗外，这个既熟悉又陌生的城市，这一路走来的一切像过电影一样，从脑海掠过，车上背景音乐居然是越南语版的《吻别》。

时隔一年多，依然像是在昨天，我仿佛时常的回到西贡，又仿佛穿越到上世纪30年代法国殖民时期的西贡河畔。

越南越美，西贡，那里有情人。西贡，是我的情人。

## 实现梦想的旅程

文/焰树

向往四川的原因很简单，只因为我是一个彻底的吃货，更是一个嗜辣的吃货。天府之国的山明水秀到了我的眼里甚至抵不过传说中的老妈兔头、糖水面的、三大炮。而对于西藏的向往，源于早年池莉的一篇中篇小说《让梦穿越你的心》。读它的时候只是初中年纪，对里面的情节内容早已经记不大清，但是对那片低矮又广阔的天空，对那里传统又虔诚的民风的殷切向往，却没有随着岁月的流逝而消磨，反而膨胀的越来越迫切，催生了这一次的旅行。

和表妹两个人同行，一个月的出游，准备就足足半年。我们仿佛真正的背包客那样购置巨大的旅行背包，购置登山鞋，购置防水的冲锋衣、高光手电、快干毛巾等等等等，恨不得把自己武装到了牙齿，甚至还买了睡袋，买的自助旅游书被翻遍，到处划了线、勾了圈，然后，就是那终于到来的出发。

第一站是成都。仍记得走出机舱的刹那，因为阴天和机场设施的陈旧，双流机场看起来像一张稍有年头的照片，也或许，是我的记忆把它变成了一张充满回忆质感的照片吧。当晚入住一家叫做蜀亭的酒店，我和妹妹并不能负担豪华的酒店，也因为种种原因没有选择热闹的青旅，早在出发两个月前就定下了这家，事实证明它在我的期待以上。最喜欢的就是它的门牌，实木质地，带着木头本身的纹理，上面阴刻了词牌名。刚到成都时我们住的那间是虞美人，后来还住过醉花阴，薄雾浓云愁永昼。最后一次，是雨霖铃，寒蝉凄切对长亭晚。看到门牌号的同时我就欢呼一声去看了同楼层所有房间的门牌号，还有永遇乐，落日熔金暮云合璧。以及我最爱的鹤冲天，黄金榜上偶失龙头望。顿时勾起了内心那点残存的诗词爱，于是给爸爸打电话汇报这一好消息，父女俩很傻气的对了半天词，把妹子肉麻到直翻白眼。酒店还有一个非常富有风情，满足了我和妹妹小资情调的露台，可以用来小憩。因为夹在两栋楼的中间，即使是日头最大的时候，也不会特别晒。因为这样的露台，每天的早餐时间也变成了一种享受。虽然为了品尝更多地美食，我们光顾它的次数并不那么多。

既然到了成都，怎么可能不吃火锅，于是我们的第一餐，便是在友人带领下去了一家老火锅店，果然四川人爱吃名副其实，下午4点就门庭若市，我们吃到一半，外面就很多等位的人。四川火锅都是用香油碟，而不像北方火锅更喜欢芝麻酱，据我一个云南同学说，云南也是用香油，香油既香，而且很容易吸收食物的热度，不过就是油滋滋的，不过想到本来火锅也是油滋滋的，也就虱多不痒债多不愁了。



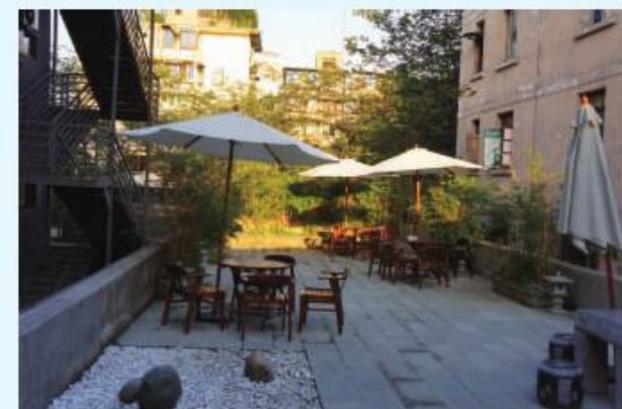
人家说少不入川，实在有道理，四川人生活的闲适是其他地方少有的。但以成都来看，小巷子里靠着路边每家都摆了一张麻将桌，一整日就在大摆长龙中过去了。大概是这个地方，地处盆地，多山、多林、多水，自古以来交通就算不得便利，安居一隅的人民可以较为轻松地缘故吧。不过据给我们接风的朋友说，其实从前四川人也还没有享受生活到这个程度，但是在地震过后，人们都体会到了生命的宝贵和短暂，生活态度也整体变了不少。但是听了这样的话，心情却变得有些沉重。不管愿不愿意，灾难改变了我们所有人。

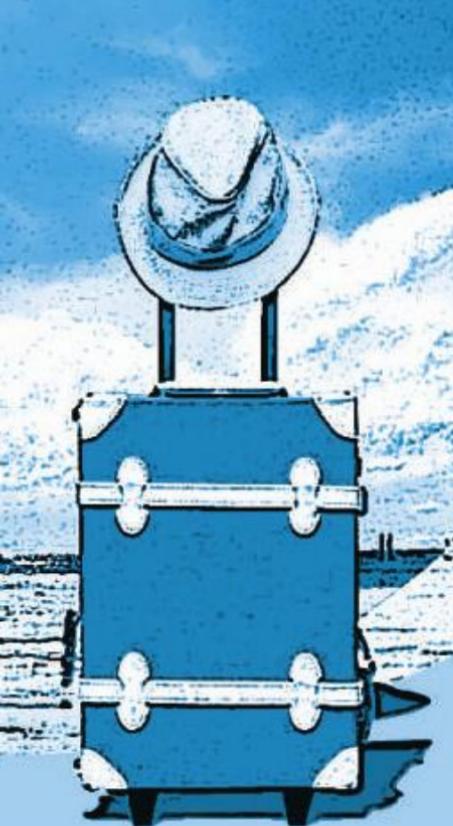
入住的酒店距离成都著名的宽窄巷子大概只有20分钟步行的路程，于是宽窄巷子这个集美食、购物和景观于一体的地方，几乎成了我和表妹在成都的每日功课，除了实在劳累、或是有别的约会的情况，都会去宽窄巷子吃晚餐。我记住了全部4家卖熊猫纪念品的店铺的位置，记住了所有的冰淇淋店的口味，记住了所有小吃店谁比谁便宜哪家的三大炮最好吃，哪家的甜水面很不错等等等等，也并不觉得厌倦。到底还是吃货本能。其实宽窄巷子里除了小吃，还有各式各样充满个性，或复古、或新潮、或清新的小店，以及家家爆满的酒吧和挂了“请勿打扰”牌子的民宅。我和表妹都在猜测，这些民宅如今地价几何，如果乐意转让，恐怕会是不菲的收入，幻想的自得其乐。

宽窄巷子里有推着小车卖三大炮的小贩。三大炮，顾名思义，就是制作的过程中会有三声巨响，是成都颇有名气的小吃。其实那三声响，依我猜测只是个表演作用而已，放在

过去，在小吃遍布的街头应该足够的有噱头，吸引人，不过现在还这样，大概是变成了一种特色。味道就是糯米团子沾红糖的味道，并不难吃，却也没有好吃到非常令人惊艳的地步，但是在成都上大学的姑姑却对成都的这些小吃非常怀念。这种类型的小吃有味道而且吃得饱，对于他们那个时候的学生而言，每个人花很少的钱买一份，又可以满足口腹之欲，又能垫肚子，的确是上佳选择。而对于一向非常喜欢米面一类的主食而且很不挑剔的吃货我来说，也是个值得一再尝试的选择。而像我食不厌精脍不厌细的表妹，是不大屑于再次光顾啦。后来我迷上了红油抄手，连着吃了四天也没有腻烦，红油烹制的香味实在让人欲罢不能，现在回想起来，都会嘴角生津。

作为蜀地，三国中的人物留在这片土地上的印记特别的深。不过武侯祠算不得上一个太好的去处。作为纪念蜀地出身的另一位大人物的景点，杜甫草堂也几乎没有了任何旧时模样，更像一个休闲的公园。由于距离成都有一段距离，所以没有去三星堆，只去了位于成都市区的金沙遗址博物馆，与三星堆文化一样，金沙文化也是崇拜太阳的，图腾就是太阳和金乌，文物以金制品为主，虽然经过了漫长的岁月，仍然美丽精致的令人叹为观止。当然也没有错过成都的大熊猫基地，非常多可爱的熊猫，让我和表妹满眼红心的尽情领略了一番国宝的魅力，若不是行程太赶，简直想去再去，是成都一等的去处。





在成都游览吃喝了三天，我和表妹就开始了本次旅行中最艰苦的一段——稻城亚丁之行。在向往这个地方的时候，我没有想到去往桃花源的路途，会如此曲折。

我们报了一个只有十二三个人的团，坐一辆小巴，昼夜兼程，一路只有吃中饭时停过一次车，开了近7、8个小时才到达了第一个可以算是景点的地方——泸定桥，即使是架着已经修建完好的桥，在湍急的大渡河上走过也不是件轻松的事情。往下看，翻着白色边缘的浪花唰唰流过，看到的瞬间我只在想当初河面上只有铁索的时候，战士们是怎样可以那么义无反顾的攀过。虽然是不是真的有“飞夺泸定桥”这一传奇的战役存在，我倒宁愿相信它是存在的，因为那个年代，这样程度的决心，这样的付出不是在这里，也会在别的地方发生。

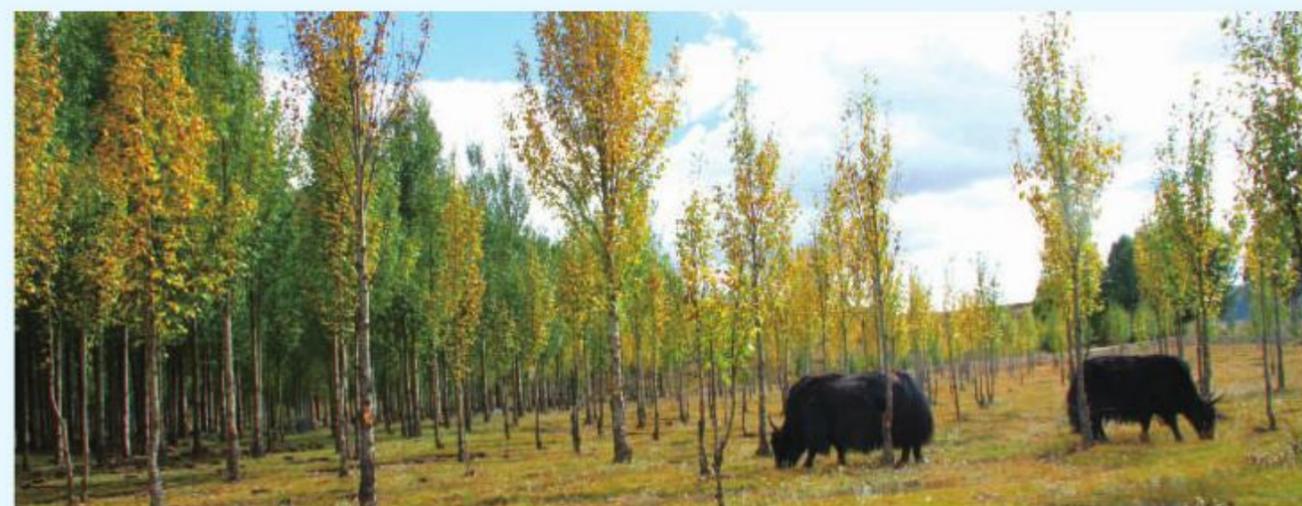
稻城亚丁景区本身就地处高原，我们一路上会经过川藏公路上14座海拔4000米以上的高山中的其中6座。

初到高原地区的停留是折多山的山顶，骑行者在此处休息，拍摄纪念照，天气很恶劣，因为在下雨，又是海拔4200多米的地方，所以非常冷，我们只匆匆下车拍了张照片就又缩了回去。很难想象在这样恶劣的天气里，那些骑行者是用怎样的意志在318国道上行进的。起码在我们行程以内，7月是雨季，高原地区的天气也非常变幻莫测，318国道在我们所见之处，从雅安前一点点，到理塘后60公里处全部都在翻修，都是山路，晴天时候尘土飞扬能见度非常低，而下雨的时候会有厚达20cm左右的泥，表妹刷微博跟我汇报说很多骑行者的车子都故障而无奈推车，或者干脆骑行变搭车。但是无论天气怎么恶劣，在我们行程的7天中，随处都能见到穿着雨衣，吭哧吭哧蹬着车的勇士们，其中还有不少姑娘，让我深感佩服。

上路的第一天晚上住在摄影师的天堂新都桥，但是因为阴雨，拍摄的纪念照颜色都灰扑扑的，而事实上，进入甘孜州以后，建筑慢慢变成了藏式，棕红色的砖墙，平坦的房顶，五彩斑斓，矿物颜料描绘的小窗户，以及窗户或房顶上摆放的花盆。

大概是因为原材料的地域限制，甘孜州的藏式建筑大多是砖红色，而西藏日喀则和拉萨地区的建筑则都是白色石墙，到高原江南林芝的时候，建筑物的房顶不再是平坦的，而是人字形的屋顶，据我推测是因为那边雨水非常多，这样的房顶适合排水，藏族的建筑都会在窗框上绘制非常多变的花纹，色彩非常鲜艳而且经久不会褪色，怎么看都不腻。

进入藏区以后更加明显的变化是，厕所也渐渐简陋了，有只围了一圈石头的，藏族妇女就站在门口收钱，每人1元钱。还有在理塘是我们上的一个厕所是直接建在路边的一个水塘上的，搭着木板，回程时候经过同一个地方，因为回程下雨，水塘里的水完全浸过了木板，那个场景真是让人不愿意回想，我当初竟然也就这样忍耐下来了，果然人的变通力还是很强的。而在剪刀弯山山顶上，我尝试了此行另一种茅厕，那就是幕天席地式。我们一行的女士在司机授意下只能屈尊蹲在山坡上的灌木丛后面小解一下，全程都



打点着精神提防着我身后的一群看似漠不关心在啃草的牦牛们，生怕他们注意到我并产生好奇心。好在牦牛们都是非常悠闲而且以自我为中心的动物，根本不在乎我这个行为猥琐的人类到底是怀揣着怎样的小心眼。

虽然一路上总会受到尿意的困扰，也没有拍到特别漂亮的照片，但是随便放眼望去都是延绵的高山草甸，让人的心情都莫名飞扬起来。很多山头都有的六字真言，没有走进细看过，不知道是怎么弄上去的，从这个时候起，开始感受到藏民的虔诚。

稻城之行的第二天，早晨4点出发，晚上10点钟到，18个小时的山路，只在还未到理塘之前的地方稍微停留了一下吃了午饭。对这座平均海拔4100米以上的高原之城，只是远眺了几眼，后来听说，有好几位活佛的转世都是在理塘城里找到的。过了理塘后，忽然开始下起大雨，能见度极低，后来还发展成冰雹，正是翻越兔子山和海子山之间的时候，车内一片死寂，近200公里大雨中行驶的山路，谁知道会发生什么。好在最后还是晚上抵达了稻城。海子山遍布万年古冰遗迹，但是因为去的时候雨势太大，回程时候天色还是一片漆黑，所以一点都没看到。

在稻城住的地方是一个叫亚丁人社区的青旅，楼上的标间是我们这些跟团的人在住，而下面多人间里住的大多是自己拼车或者骑行出来的年轻人。从亚丁返回又住在这里的时候，还看到有人在院子里的阳伞下打牌，他们羡慕我们身体的轻松，我和表妹羡慕他们的自由。

在稻城住了一晚第二天一大早就又出发了，驶向亚丁景区。前往亚丁路上欣赏了白桦林，非常漂亮壮观。一条山路隔开白桦林和河流，马路对面的山坡上开满了紫色的草本杜鹃。后来进亚丁景区以后还看到很多各色的高山杜鹃，这次出行，和杜鹃很有缘分。

路上在日瓦乡停留用午饭。日瓦乡的梯田里是成熟的青稞。藏家妇女们都挽着裤腿和袖子在田里收割。这个地方现在又被叫做香格里拉乡。又是一个被鉴定为传说中的世外桃源的地方。比起云南盛名之下的那个，这个可能更加避世一些？不过人真的很奇怪。世外桃源，不就是因为它的传奇性和神秘才更加吸引人吗？找到之后，没了想象的空间，没有了向往的余地，只剩下一波又一波涌去的人潮，让净土也不再安宁，又有什么意思呢？总是太在乎得到，却不太在意不能掌握的美好。

进入亚丁景区后还看到了涉水而过的毛驴和藏民，景区内的水都特别清澈，即使下雨的水混进去，也不带一点浑浊，不过因为是刚从雪山上流下来的水，还是不要轻易尝试碰触它，寒气可不是开玩笑的。

因为当天晚上要宿在景区内，我们放下行李决心去最近的景点一看。离得最近的就是神山仙乃日和圣湖卓玛拉错，也叫珍珠湖，我们在山下请的藏民向导稻丁告诉我们，其实藏民叫这个湖空达卡错，是开发的时候才改了名字。卓玛就是藏语中仙女的意思。从景区验票口爬到这个地方，虽然路途比较远，但坡度绝算不上大，我和妹妹却足足用了2个小

时。第一次深刻认识到在高海拔地区爬山是多么痛苦，每走一步都比平原地区消耗更多地能量。走几步就开始气紧到觉得呼吸费劲，于是每走五分钟就要休息一下。刚爬到这里时，因为开始下雨，湖后的仙乃日完全被飘过的云雾遮住了。我们就抱着丁点的期待等在原处，打着伞像一颗颗忧郁的蘑菇。最后竟然真的等到雨停雾散，仙乃日向我们展露容颜的那一刻，兴奋的我和表妹还跑去湖边踏着水拍蹦起来的动态照片，也不觉得消耗体力了。

告别神山，下山就好走的多了，我们绕去了离神山不远的山中古寺——冲古寺。冲古寺有两片建筑，低矮陈旧的是旧址，而位于旧址后拥有华丽金顶的寺庙是后来扩建的。我们去的时候，寺庙里只有一个值日的喇嘛，是稻丁从小到大的玩伴，俩人一见面都很亲昵的搭着肩膀用藏语交谈起来。并不在乎我们在庙里走来走去的东张西望。被问到能不能拍照的时候，也很干脆的跟我们说可以随便拍，只要不用在不好的地方或者摆在干净的地方。因为这种放任的态度，我反而更加不敢造次。只是在里面随意的看了看。虽然同样是信奉黄教也就是格鲁教派的寺庙，冲古寺里的释迦牟尼佛和西藏地区寺庙里的还是有差别的，西藏的寺庙里的佛祖更偏向印度风格，丹凤眼，与其说是宝相庄严，更加偏生动而富有感情，每座佛像的表情都有微妙的不同，而冲古寺里的，

就有点像中原的风格了。

有必要介绍一下我们的向导稻丁。稻丁的全名是格戎稻丁，他和妻子都在山里给人做向导和抬滑竿。他说过去的时候，他们就在山里的冲古草原和洛绒牛场放牧，然后雨季的时候进山采摘菌类，开始开发景区后，他就为进山考察的人还有早期的游客引路、牵马，后来为了扩宽山路走电瓶车，旅游主管部门也不让他们签马了，说到这里的时候，他嘴角含着笑意开玩笑似的冲着前面大声说：我们的日子也越来越难过了。

我问过他，他见过了那么多外面来的游客，跟他们学会了普通话，甚至是几句英语和日语，有没有想过要到外面去看看繁华的城市。他回答的毫不犹豫，没有时间。春夏秋有游客的时候，他要和妻子把孩子托付给父母，自己进山赚钱，冬天时候就和村子里的人互相帮助，给某一家人盖房子，虔诚的信徒还要转山礼佛。他们的生活就是这样简单，却已经足以占据全部思绪。于是那些现代的、高科技的、华丽或者物质的东西，那些大多数人蝇营狗苟汲汲以求的东西，对他们来说真的并不是什么值得瞩目的，他们的知足让他们可以轻易放弃繁华而选择简单。于是其实人类对于便捷舒适的不懈追求，也许真是在无形中变成了更强烈的束缚。

第二天，由于对自己的体力有充分的认识，我和妹妹只爬到了洛绒牛场，那是被三座神山：仙乃日、央迈勇和夏诺多吉环抱的大片草场，溪流宛然流过这片高原上的平坦，绿草如茵，白色、紫色、黄色、蓝色等各色花朵点缀其中。这一天景区内的雨更大了，而且从来没停过，我和妹妹抱着双臂瑟瑟发抖等了近两个小时，也没能等到雨停的云开雾散，也就没有能够看到三座雪山环抱草场的美丽场景，夏诺多吉更是从头到尾险都没有露一下，虽然有遗憾，不过有了遗憾，就有了再来一次的动力。

再次从亚丁返回稻城的时候，去看了稻城的白塔，其实只要有藏民聚集的地方，都会有或大或小的白塔，清晨和傍晚，转塔转经的人，磕头的人，络绎不绝。傍晚时候因为当天时间充裕，和表妹决心去一下稻城有名的情调咖啡馆：高原反映。在这家咖啡馆里，遇到了两个非常漂亮的女孩子，其中一个短发的招待我们的女孩子让我们叫她小萍，长的很像高圆圆。她说她是“萍水相逢的小萍”，萍水相逢即相忘，她的昵称大概是用过心的。他们从成都来，在高原反映做义工已经近一个月，看着她们和店里的客人谈笑风生的时候，我心里有种深深的羡慕，羡慕她们可以给自己那么多的时间来做一件事情，而我还是太功利的看待旅游了。可是我也明白，自己恐怕永远也做不到像她们那样，因为顾虑，总是太多。

当晚离开高原反映的时候是晚上10点，第二天早上4点就要赶路，由于轻微的高原反应和兴奋，睁着眼睛到3点起来收拾东西，又是18个小时的车程，由于路途颠簸，只在车上迷糊了半个钟头，想来自己都佩服自己。

稻城亚丁之行最后的目的地是海螺沟，海螺沟出名的冰川在我们去的时候都被山体滑坡的土石掩盖，只有走进了才能看出它冰雪洁白的本质，于是远远看去不像千年冰川，倒有些像一个大大的土坡。我和妹妹多少有些扫兴，只看了没一会儿，便去泡这里出名的温泉了。温泉依山而造，泡在里面就可以欣赏海螺沟的群山环抱，树木因其年代久远而笔直耸入云天，挂满树苔，在数日的颠簸赶路后，真是神仙一般的享受。

从景区出来就地住在了景区山脚下的摩西古镇，这里路



边的花都长势极好，大多是绣球花，介于蓝色和紫色之间，大朵大朵簇拥着，好像很多蝴蝶停落在枝头，一个瞬息就会全部振翅飞走。让我不免想起家里被折磨的半死不活的芦荟，真是让人嫉恨。

走累了就在藏族老奶奶开的酸奶店买了一杯酸奶，比普通吃到的酸奶酸很多，不过倒是可以担保它天然无公害。这一行因为大多都是去藏区，牦牛酸奶也跟着着实吃了不少。

走着走着就夜幕降临，尚冲街开着的店铺有些亮起了灯笼，套着绘满花纹的彩色罩子，灯光透出的颜色也色彩斑驳，看得人心里痒痒，只想自己也买一个回家摆着。而关门的店铺还用着旧时多个木板式的门，标注了号码好分辨顺序。漫步在这样一条小街上，颇有一种穿越时光的感觉，连呼吸都不敢用力了，生怕就惊扰了这样的静谧美好。

## 盐田港区一至二月集装箱量完成情况良好

盐田港码头今年1月份集装箱吞吐量为102.24万标箱，比上年同期增长7.01%。其中，一、二期27.74万标箱，增长7.19%；三期及扩建70.41万标箱，增长7.19%；西港区4.09万标箱，增长7.19%。

2014年1月集团系统箱量完成情况 单位：万标箱

	本月数		
	2014年	2013年	同比增长
盐田国际(一、二期)	27.74	25.88	7.19%
盐田国际三期及扩建	70.41	65.69	7.19%
西港区	4.09	3.82	7.19%
大铲港区	11.61	7.03	65.12%
合计	113.85	102.42	11.16%

与同行业对比来看，今年1月我司系统集装箱吞吐量同比增长11.16%，增幅高于深圳总体水平（深圳港今年1月集装箱吞吐量同比增长5.91%），今年1月集团系统集装箱吞吐量在深圳的市场份额为52.24%。

	本月数	
	1月	同比增长
深圳港	217.95	5.91%
集团系统	113.85	11.16%
其中：盐田港区	102.24	7.01%
大铲港区	11.61	65.12%
赤湾港区(含妈湾港)	47.02	-0.43%
蛇口港区	56.52	2.14%

盐田港码头今年2月份集装箱吞吐量为62.09万标箱，比上年同期下降3.92%。其中，一、二期16.84万标箱，下降4.21%；三期及扩建42.77万标箱，下降4.15%；西港区2.48万标箱，下降4.25%。

2014年2月盐田港区箱量完成情况 单位：万标箱

	本月数			累计数		
	2014年	2013年	同比增长	2014年	2013年	同比增长
盐田国际(一、二期)	16.84	17.58	-4.21%	44.58	43.45	2.60%
盐田国际三期及扩建	42.77	44.62	-4.15%	113.18	110.30	2.60%
西港区	2.48	2.59	-4.25%	6.57	6.41	2.60%
大铲港区	5.55	5.38	3.16%	17.16	12.40	38.34%
合计	67.64	70.17	-3.61%	181.49	172.56	5.18%

与同行业对比来看，今年2月我司系统集装箱吞吐量同比下降3.61%，降幅略小于深圳总体水平（深圳港今年2月集装箱吞吐量同比下降11.83%），今年2月集团系统集装箱吞吐量在深圳的市场份额为52.45%。

	本月数		累计数	
	2月	同比增长	1-2月	同比增长
深圳港	128.96	-11.83%	346.96	-1.45%
集团系统	67.64	-3.61%	181.49	5.18%
其中：盐田港区	62.09	-3.92%	164.33	2.60%
大铲港区	5.55	3.32%	17.16	38.34%
赤湾港区(含妈湾港)	28.80	-30.08%	75.82	-14.24%
蛇口港区	32.21	-7.28%	88.73	-1.5%

(文/邹佩婷)

## 盐田港与连云港签署战略合作协议

4月9日，在连云港市委副书记、市长赵晓江，连云港市委常委、连云港经济技术开发区党工委书记关永健，连云港市委常委、港口管理局局长吴以桥，深圳市政府副秘书长许重光，盐田港集团董事长李冰，党委副书记、纪委书记陈德云等领导和嘉宾的见证下，盐田港集团总裁童亚明与连云港港口集团党委书记、副董事长周文军正式签署战略合作协议，标志着中国两大港口集团强强联合，在共同发展港城经济的道路上迈出了坚实有力的一步。大铲湾港口投资发展有限公司董事长周鹏、盐田港集团财务总监朱大华，以及相关部室负责人参加了签约仪式。

赵晓江副书记表示，盐田港在港口智能化管理和运营机制等方面有很好的经验，值得连云港学习和借鉴。作为“海上丝绸之路经济带”的重要一环，连云港将港航、仓储、物流的发展作为港城一体化建设的抓手，未来双方可在港口领域展开合作，打造出海通道东西辐射的格局。

李冰董事长认为，盐田港与连云港的合作是强强联合，实现共赢。他表示，在全球一体化的时代背景下，港口与港口间的交流合作有利于双方优势互补实现差异化竞争。盐田港也要学习连云港在散装货运等方面的经验，双方可在人才、技术、信息等领域首先展开合作。

签约仪式前，童亚明总裁陪同赵晓江副书记一行实地考察了盐田港区和盐田港现代物流中心，赵晓江副书记对盐田港区的业务发展和精细化管理表示赞赏。双方就港口业务、集装箱运输、码头、物流等业务领域进行了深入的探讨和交流。

(文/吕薇)

## 盐田港与斯洛文尼亚商务访问团签订合作框架协议

4月3日，在斯洛文尼亚驻华大使Marija Adanjar、思柏

特科技公司(CyBrotech)总经理Jurel Gobec、盐田港集团董事长李冰、副总裁叶忠孝的共同见证下，盐田港物流公司董事长左勇权与SPEDICIJA GOJA商务开拓部总监Beg Miroslav签订物流合作框架协议，能源物流公司董事长马强先生与Asia Apls Wine CEO Martin Gobec签订贸易合作框架协议，标志着盐田港与斯洛文尼亚企业间的经济合作与贸易往来迈入一个新阶段。

玛丽娅阿达妮娅大使带领的斯洛文尼亚商务代表团此次造访盐田港，双方不仅在港口建设、进出口贸易、电商物流等领域进行了交流探讨，也期望能在全球一体化的背景下谋求更多的合作机会。

李冰董事长表示，作为全球集装箱吞吐量最大的单一港区，盐田港集团正在依托移动互联网技术，加快跨境电子商务等新型贸易业务的发展，以物流、商流、信息流、资金流的大融合为突破口，实现由传统港口物流企业向综合供应链服务商的升级转型。本次签约将有望促进双方在港口资源、贸易往来等方面的交流与合作。

(文/吕薇)

## 盐田港集团赴广西北部湾港口调研

为了解广西北部湾在湾区经济建设、与东盟国家基础设施互联互通情况，加强与广西北部湾地区港口的交流，3月18—20日，李冰董事长、童亚明总裁率队对广西北部湾港口进行调研，考察了防城港、钦州港、北海港。

李冰董事长向北部湾国际港务集团介绍了盐田港集团发展规划、临港产业经营、保税区运营，以及在转型升级、供应链和业务创新建设等方面的情况。李冰董事长表示，北部湾港务集团在港口带动湾区经济建设、与东盟国家积极对接、三地港口整合建设、创新投资开拓货源、港口业务创新等方面进行了积极的探索，发展迅速，并取得了良好的成绩，很多经验和做法值得盐田港集团学习和借鉴，希望双方在规划发展、业务创新、区域协作等方面加强交流。

李冰董事长率队考察了南宁保税物流中心、北部湾华诚

商品交易中心、惠民码头仓储式购物广场、防城港区、钦州港区、北海铁山港区，详细了解集装箱、矿业专用码头、临港工业、粮油加贸、保税区、冷链、大宗商品电子交易平台、北部湾价格指数、供应链金融、电子商务等情况。

在钦州，李冰董事长一行考察了中国—马来西亚钦州产业园区，听取了产业园区对园区成立沿革、总体规划、产业导向、优惠政策、与马来西亚关丹产业园区两产业园互动等情况介绍，双方表示进一步加强交流。在广西钦州保税港区，李冰董事长听取了曹坤华书记对保税港区整体概况、战略定位、产业布局，以及在汽车及机械设备进出口、国际酒类交易中心、原油和有色金属仓储交易、冷冻食品进口分销、大宗农副产品进出口等发展情况介绍，双方就保税区发展进行广泛探讨。

(文/钟海)

## “深圳云基地”正式落户盐田港

3月30日下午，在深圳市副市长陈彪，深圳市科技创新委员会主任陆健，深圳市科技创新委员会副主任刘锦等领导的见证下，盐田港集团董事长李冰与宽带资本董事长、云基地创始人田溯宁博士为深圳云基地揭牌，标志着大数据背景下的云产业聚集基地正式落户盐田港。

深圳云基地坐落于盐田港集团现代物流中心，由北京云基地创业投资有限公司在盐田港集团的密切合作下建设。计划三年内分三期完成，总面积为6万平米，投资10亿元，目前已经建成第一期，完成投资1.5亿元，面积1万平米，包含大数据研发应用区4千平米，大数据存储加工区6千平米。

深圳云基地是云基地在全国建立的第五个云产业聚集基地，将以大数据产业的投资孵化、加工应用、技术研发为核心，以新型模块化数据中心为孵化平台，结合盐田港集团优良的行业资源，建立中国南部的大数据、云计算产业高地，成为全球领先的立足于中国的大数据产业的企业聚集基地。

李冰董事长表示，盐田港集团正按照市委市政府提出的聚焦“湾区经济”战略部署，依托移动互联网技术，加强跨境电子商务等新型贸易业务以强化深圳港的枢纽港地位。与“深圳云基地”的合作，正是盐田港在大数据时代背景下，实现传统物流与互联经济合作迈出的第一步。陈彪副市长对云基地落户盐田港表示祝贺，他希望双方拓宽跨界合作的空间，依托各自在数据服务和港口物流领域的资源和优势，积极探索并加大在数据服务和港航产业等领域的深度合作。

(文/吕薇)

## 盐田港集团组织召开资产管理综合研讨会

为全面贯彻落实市国资委《资源性资产租赁综合监管指导意见》要求，进一步加强集团资产管理工作，实现集团资产保值增值，集团组织于3月7日召开了资产管理综合研讨会，会议由资产经营管理部吴月祥总经理主持，集团党委副书记陈德云全程参会并提出具体要求。会议邀请市国资委监督稽查处张国元副处长及市联交所市场总监罗志峰导莅临指导，集团财务部、产权法律部、党群部、办公室及下属分管资产管理负责人和资产管理人共40人参加了会议。

会议首先对《指导意见》进行了深入的讲解，张国元副处长以丰富案件为例，生动讲述了前期部分国企资产租赁管理中发现的一些问题，详细介绍了国资委出台此项文件的背景，从职责权限划分、加强制度建设、实现信息化等几个方面阐述了《指导意见》对提升经济效益方面的重大推动作用，并对《指导意见》主要内容全面宣讲。

会上，集团资产经营管理部介绍了《集团资源性资产租赁管理工作指引》（讨论稿），对责任主体、基本原则、公开招租的条件、公开招租的方式以及监督管理的要求一一作了讲解，并引导各小组在分组讨论过程中，对讨论稿内容提出修改意见。

集团党委副书记陈德云对这次研讨会的成果表示肯定，认为现场气氛很活跃，各二级企业都非常重视这项工作，研讨会的形式能够切实解决企业碰到的实际问题，并且强调没有规矩不成方圆，国资委出台关于加强资源性资产租赁监管的指导意见，是有利于企业规范资源性资产经营租赁的，是对国有企业的一种保护，希望各企业认真执行国资委出台的《指导意见》，结合实际情况，力求好的结果。

(文/杨志龙)

## 盐田港集团召开2014年务虚会

面对湾区经济的趋势、产业变革的挑战和国企整合的压力，2014年3月13日至14日，盐田港集团在深圳国际低碳城组织召开了为期两天的年度务虚会，119名盐田港集团中层以上管理人员围绕大数据时代背景下港航企业的创新变革和产业的转型升级展开了一次思维大碰撞。盐田港集团、盐田港股份及大铲湾公司全体员工听取了务虚会成果汇报及总结。会议由童亚明总裁主持。

在“创新、变革、转型”的大环境下，经过前期的业务培训及提案征集，会议共收到来自集团各职能部门、各下属企业及员工的提案64份，为务虚会的召开奠定了基础。

13日召开的第一轮小组会议上，来自集团中层以上的管理人员以及提交个人提案的提案人分七个讨论组在召集人的引导下，发散思维、畅所欲言，紧紧围绕李冰董事长在2013年终总结大会上提出的“物流、信息流、资金流”三流融化的战略思路，结合提案思路和自身业务，从集团的战略创新和发展转型，到如何应对大数据背景下的思维创新和互联经济时代的科技变革，实现“三流”融合等具体问题提出了从宏观到微观的创新思路和实施建议。

为进一步把思路转化为行为，落到实处，务虚会主席团对各讨论小组的研讨成果进行了充分的分析和评审，并结合各业务板块的规划及发展，为每个讨论小组划分了

商贸物流、金融创新、电子商务、资产经营创新、供应链业务、港口转型升级和综保区业务等主题讨论。针对全新的命题，各小组进行了新一轮深入的探讨，集思广益形成了立足业务、切实可行的实操方案和建议，并在务虚会全体会议上向全体参会人员作了汇报。

主席团还在64份提案中评出了《关于建设经营好盐田港惠州煤炭码头及延伸煤炭产业链的提案》等十个优秀提案。

(文/吕薇 谷欣)

## 盐田港集团团干学习交流顺利举行

根据团市委2014年工作要求，结合集团务虚会成果，盐田港集团团委于4月11日举行了“追逐梦想 共铸辉煌”团干学习交流交流活动，集团团委书记、委员及总部全体团员，各基层团委书记、委员及所属总支、支部书记，各团总支、支部书记及委员共四十余人参加了活动。

各基层团委书记就2013年工作情况做了详尽汇报，充分展示了2013年各基层团组织在团组织建设、团组织活动方面的丰硕成果，对于不足的方面也进行了自我批评。针对2014年的团委工作，各支部书记都谈到了自己的想法，团员活动多样化、严肃组织纪律等成为大家的共识。

集团团委书记李雨田肯定了集团各基层团组织的工作，并与大家一同学习了《共青团支部组织工作指引》，使大家对团的基层组织设置标准、团支部委员会的设立条件，以及团支部选举工作有了清晰的认识。李书记还跟大家分享了各种团组织生活的形式，包括开展学习活动、开展团的民主生活会以及团支部团员大会、团支部委员会等。她强调，团组织生活形式多样，各基层团组织应拓展思路、积极筹划，将团组织建设得生机勃勃。

与会团干还结合集团务虚会成果，对今后集团经营、管理、发展方面的工作进行了分组讨论，提出了许多新颖的意见建议。

本次团干学习交流活动中对2014年的团委工作及集团第三届团委的换届工作起到了推动作用，加强了各基层团组织的交流、合作和联系，取得了良好的实效。

(文/谷欣)

## 2014城市乐跑赛圆满举行 盐田港代表队一马当先

2月28日下午，2014深圳城市乐跑赛在深圳湾F1赛艇基地快乐起跑，来自盐田港集团、万科集团、招商银行、平安银行、腾讯等189家企业、机构的逾12000名乐跑者享受了跑步的乐趣。市委常委、统战部长张思平参加活动。由50名盐田港人组成的盐田港代表队荣获一马当先奖（团队成绩第一名）和金戈铁马奖（平均年龄最大）。

关注员工身心健康，快乐工作历来是盐田港集团所倡导的生活方式之一。应万科集团邀请，集团精心选拔出46名队员组队参赛，平均年龄40.98岁。盐田港队不仅以团队第一的总成绩荣获一马当先奖，同时也因参与赛事的企业机构中平均年龄最大而荣获金戈铁马奖。

2014城市乐跑赛由万科联合腾讯、平安、招商银行共同发起，全程5.1公里，是全国首个由企业主办的非商业性、无冠名、不以竞技为目的的群众性体育活动，今年为第二届。

(文/吕薇)

## 大铲湾公司开展工会换届选举工作

2月12日下午，大铲湾公司召开工会会员大会，选举产生了公司第四届工会委员会委员及工会经费审查委员会委员。会议由公司党委副书记王献主持，周鹏董事长及马卓总经理出席会议。

会议总结了第三届工会委员会三年多来所做的工作，主要体现在四个方面：一是实现工会基层组织全覆

盖，员工入会全覆盖；二是以企业文化为平台、以系列活动为载体，提升“和谐大铲，效率大铲”的港区营商环境；三是贯彻执行集体合同，完善工资集体协商机制，构建合理、长效、可持续发展的帮扶机制；四是困难员工提供有力资助和关怀，员工福利待遇及劳动保护逐步提高。

经过选举程序，大会以无记名投票方式选举出了施建才、卢华为、易明、覃文忠、王娟等第四届工会委员会委员，臧宝旭、李晓英、邱启亮等为第四届工会经费审查委员会委员。

周鹏董事长在总结讲话中对第三届工会委员会的工作给予了肯定，在祝贺新当选委员的同时，对新一届工会的工作提出了希望。周鹏董事长对公司新一年的重点工作逐月进行了部署，他要求，全体员工与时俱进，增强责任意识和忧患意识，进一步细化专题任务行动计划，将任务节点分解到每个月，狠抓执行力建设和效能监测，努力完成好2014年的各项重点工作。

会后，新当选的工会委员会委员和工会经费审查委员会委员分别召开会议，选举施建才为公司第四届工会委员会主席，选举臧宝旭为第四届工会经费审查委员会主任。

(文/熊玲林)

## 盐田港集团与深圳市农产品股份有限公司签订战略合作框架协议

2月14日，在盐田港集团董事长李冰、深圳市农产品股份有限公司董事长陈少群及双方高层管理人员的共同见证下，盐田港集团总裁童亚明与农产品公司总裁胡翔海签订了战略合作框架协议。双方将在进口商品物流服务、电子商务平台、供应链金融等领域进行广泛合作，开展传统企业间的跨界合作。

在双方交流座谈会上，李冰董事长表示，盐田港集团自2010年以来，一直致力于港口资源的整合发展和物流产业的转型升级，实施“强强联合”的发展战略，充分发

挥自身的物流资源和港口物流操作经验优势，积极在大铲湾港区这片热土上探索和实践转型升级发展之路。盐田港集团期待着在综合保税区及保税物流园区的政策优势基础上，能够与市农产品股份公司在进口商品物流服务、电子商务平台、供应链金融等领域进行广泛深入合作，通过提供物流解决方案和配送服务，共同合作建设进口农产品的展示、销售、交易等电子商务平台和供应链互联网增值服务。此外，盐田港集团要学习农产品公司灵活的股权结构模式，探讨在盐田港集团未来的互联网金融、交易所等新型领域业务中互相入股经营，开展传统企业间的跨界合作。

农产品公司陈少群董事长表示，农产品公司拥有农产品及冷鲜食品生产、销售、交易等环节的丰富资源和运营经验，在农产品、冷鲜食品等产品的运输、仓储、配送等物流业务，大型仓储设施（冷库）的建设及运营，以及农产品电子商务平台的建设运营业务上与盐田港集团存在较多合作商机。农产品公司希望双方充分发挥各自优势，强强合作，互利共赢，探讨在农产品冷链业务、建设运营远洋渔业码头，以及打造融合传统食品产业与休闲、娱乐、旅游、健康、文化、创意等产业的“食尚港”高端商贸物流平台等方面展开深入合作。共同为客户提供高品质的物流服务，为深圳市的海洋经济发展携手努力。

(文/范德志)

## 大铲湾携手“菜鸟” 打造综合物流平台

1月28日，在深圳市市长许勤、副市长陈彪、市政府副秘书长高国辉、盐田港集团董事长李冰、阿里巴巴董事局主席兼菜鸟网络科技有限公司董事长马云的见证下，菜鸟网络科技有限公司首席执行官沈国军与大铲湾港口投资发展有限公司董事长周鹏签署合作协议，标志着中国智能骨干网深圳核心节点项目在深圳大铲湾正式落地。盐田港集团总裁童亚明主持签约仪式。

作为中国智能骨干网的关键节点和重要组成部分，此次签约的深圳核心节点项目运用海量存储和云计算，以全

球领先的供应链服务为基础，以电子商务为纽带，以第三方交易平台为依托，集聚电子商务上下游产业资源，打造现代化的综合物流服务平台，进而与其他城市形成全国网络化布局，构建电子商务产业的生态圈。该项目首期投资约10亿元，建成后将引入电商订单生产中心、电商数据处理中心、体验式购物中心、区域电商企业总部等多种业态，为客户提供线下体验、线上支付和商品配送的一站式服务，推动周边区域电商及相关产业的聚合发展。

(文/吕薇)

## 深圳盐田拖轮公司荣获深圳市安全文化建设示范企业称号

鉴于深圳盐田拖轮公司在安全文化建设工作中的优异表现，经深圳市国资委推荐，2014年2月13日，深圳市安全生产监督管理局正式命名深圳盐田拖轮公司为“2013年度深圳市安全文化建设示范企业”。本次活动深圳市共有108家企业获得“安全文化建设示范企业”命名。据悉，深圳市安全生产监督管理局还将把深圳盐田拖轮公司作为深圳市的优秀示范企业，向广东省申报省级安全文化建设示范企业，以发挥更好的示范表率作用。

(文/古鹏)

