



Camera di Commercio Italiana in Cina  
中国意大利商会  
China—Italy Chamber of Commerce

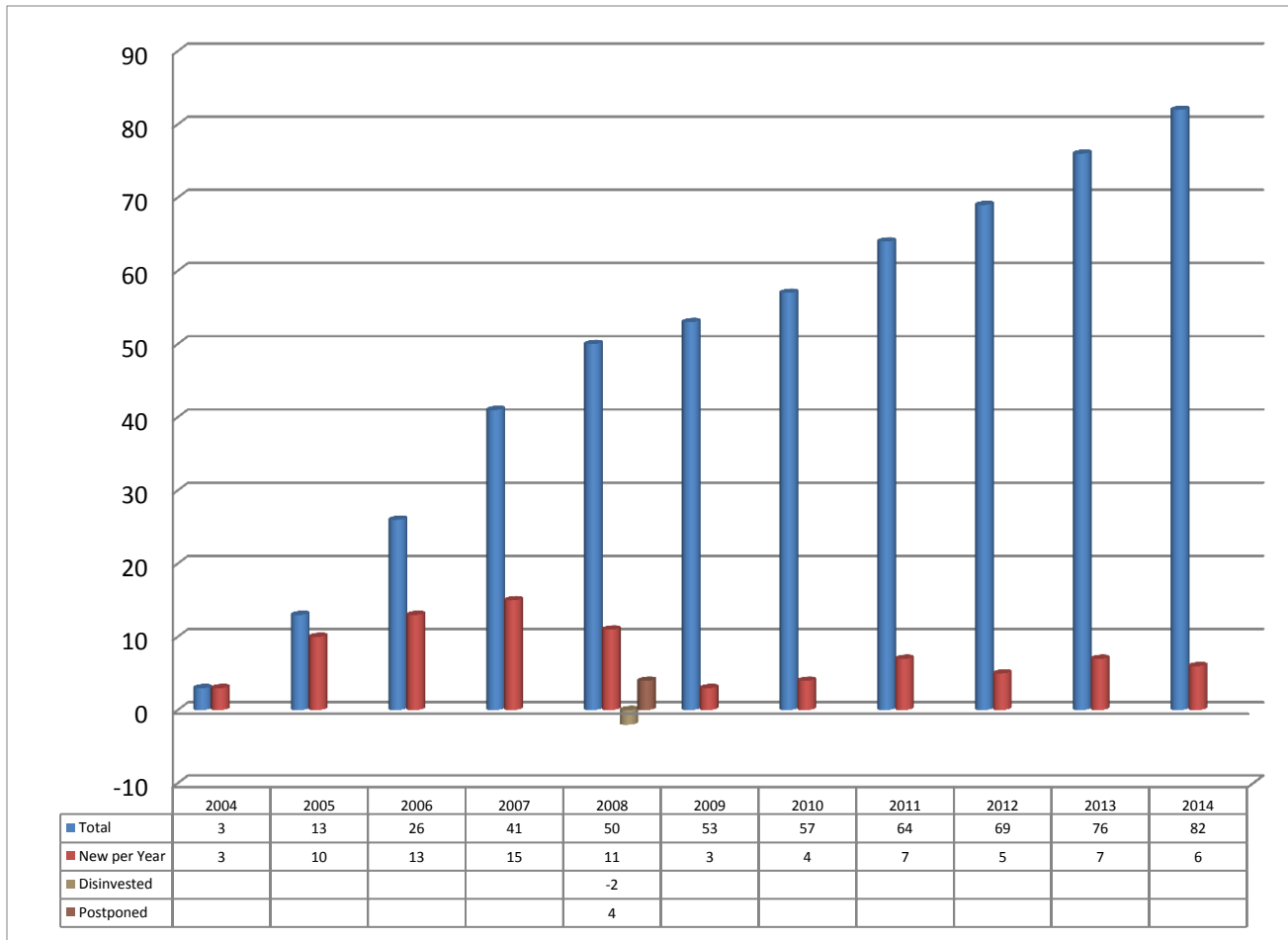
**2014 - 7th Suzhou  
Appreciation Meeting**

*May 27<sup>th</sup>, 2014*

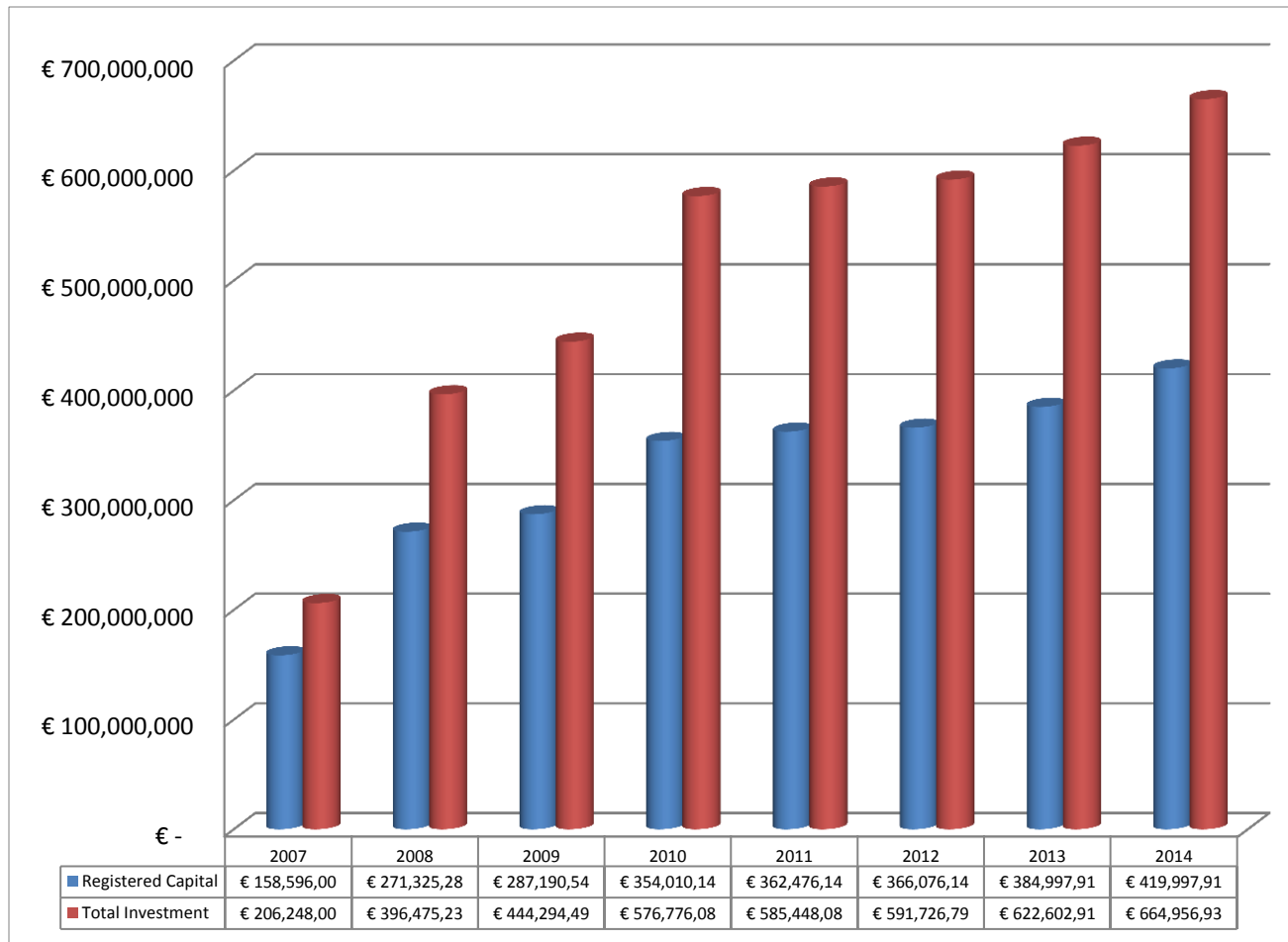
# Italian Companies in Suzhou Outline

- Active Industrial Companies
- Investments
- Turnover
- Income
- Income Taxes
- Employee
- Question and Answer

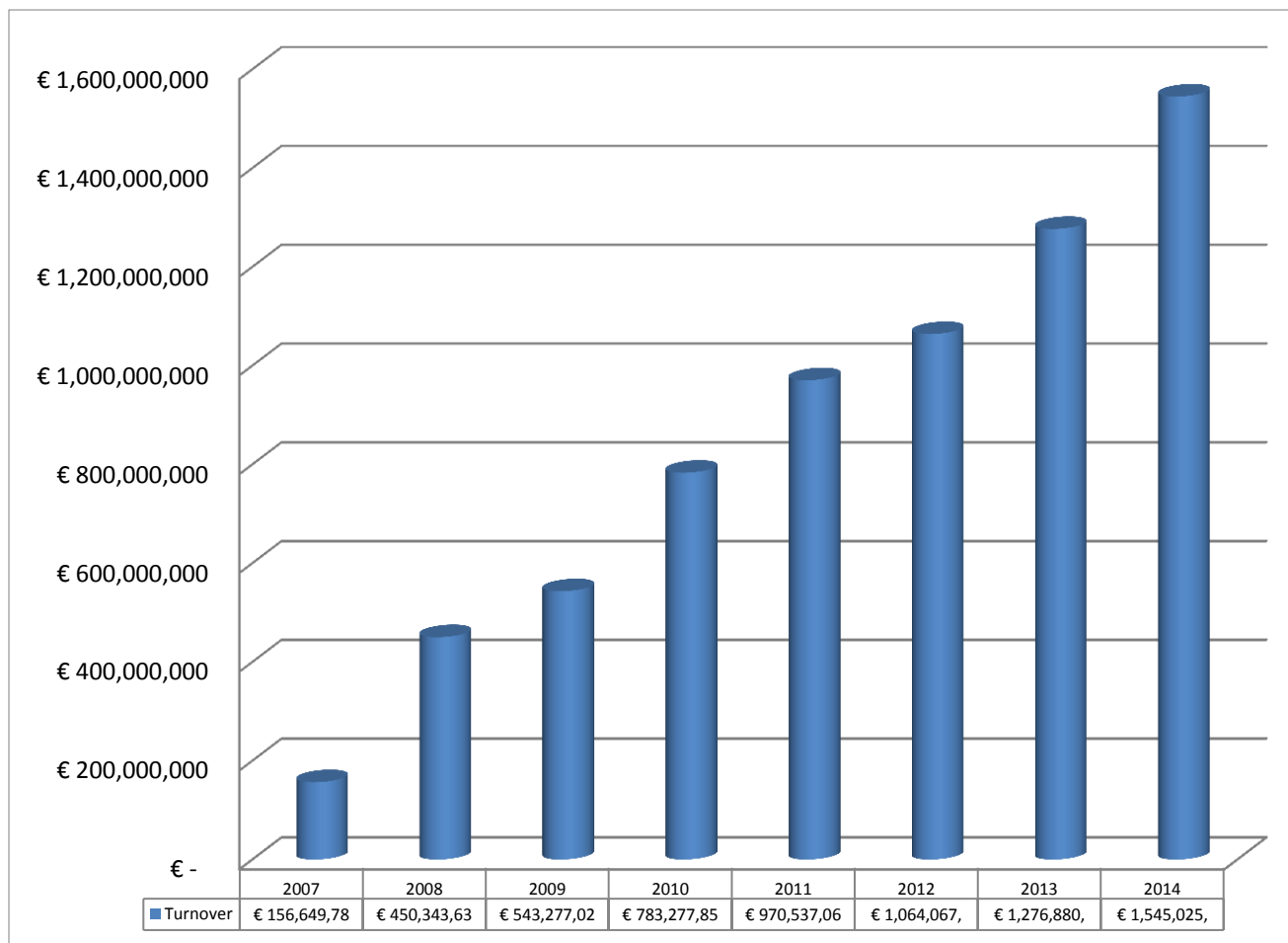
# Active Manufacturing Companies



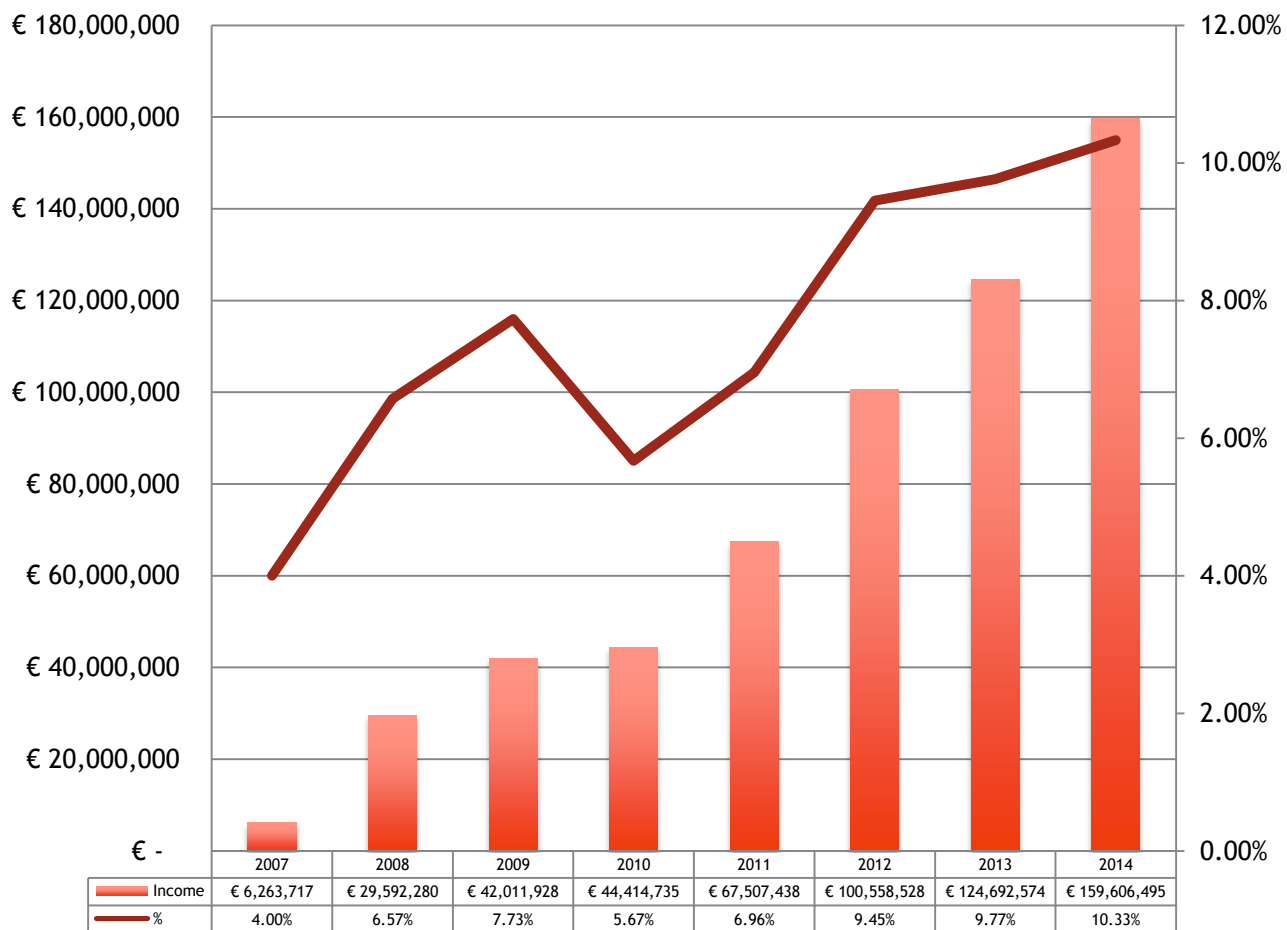
# Investments



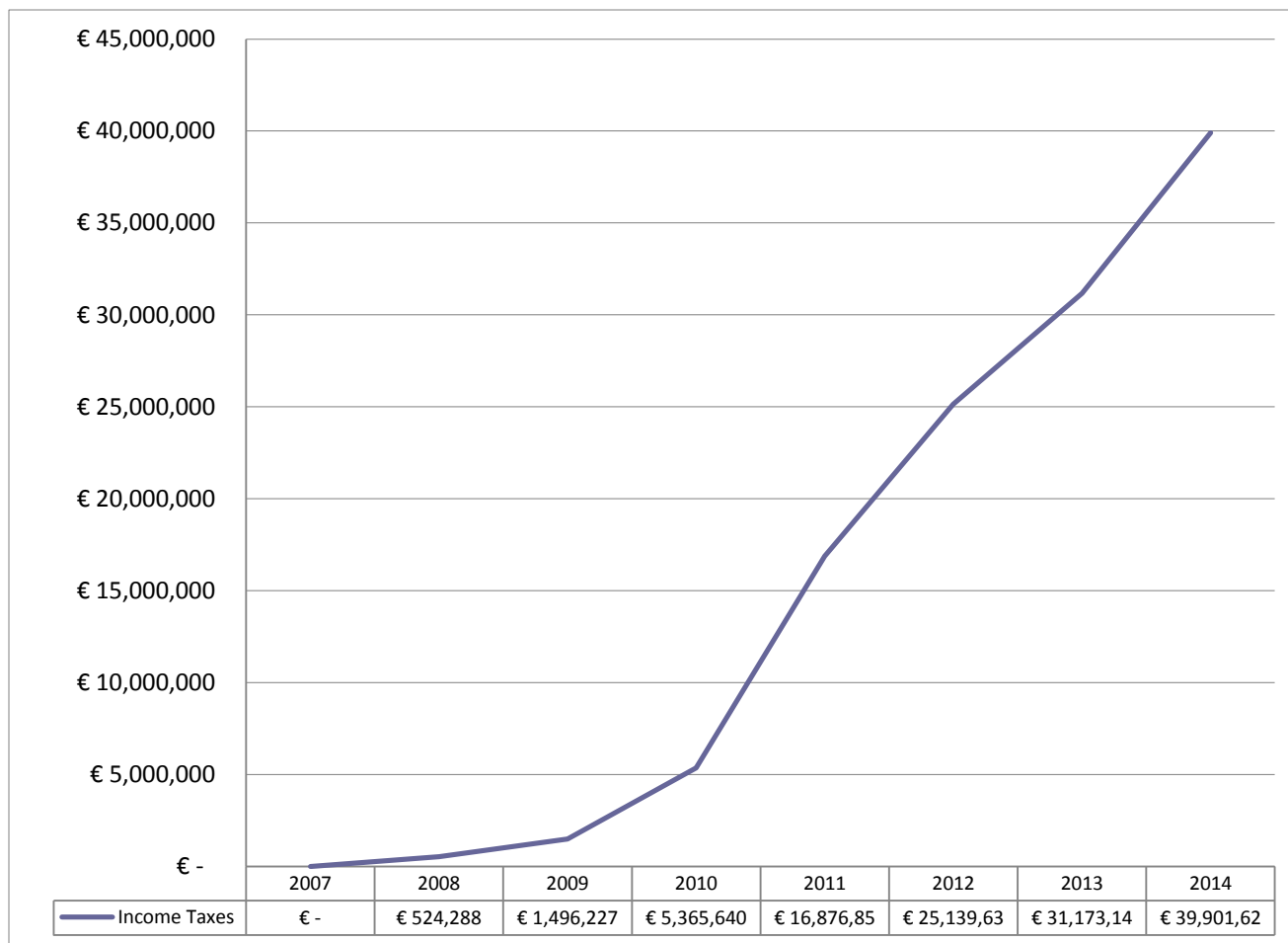
# Turnover



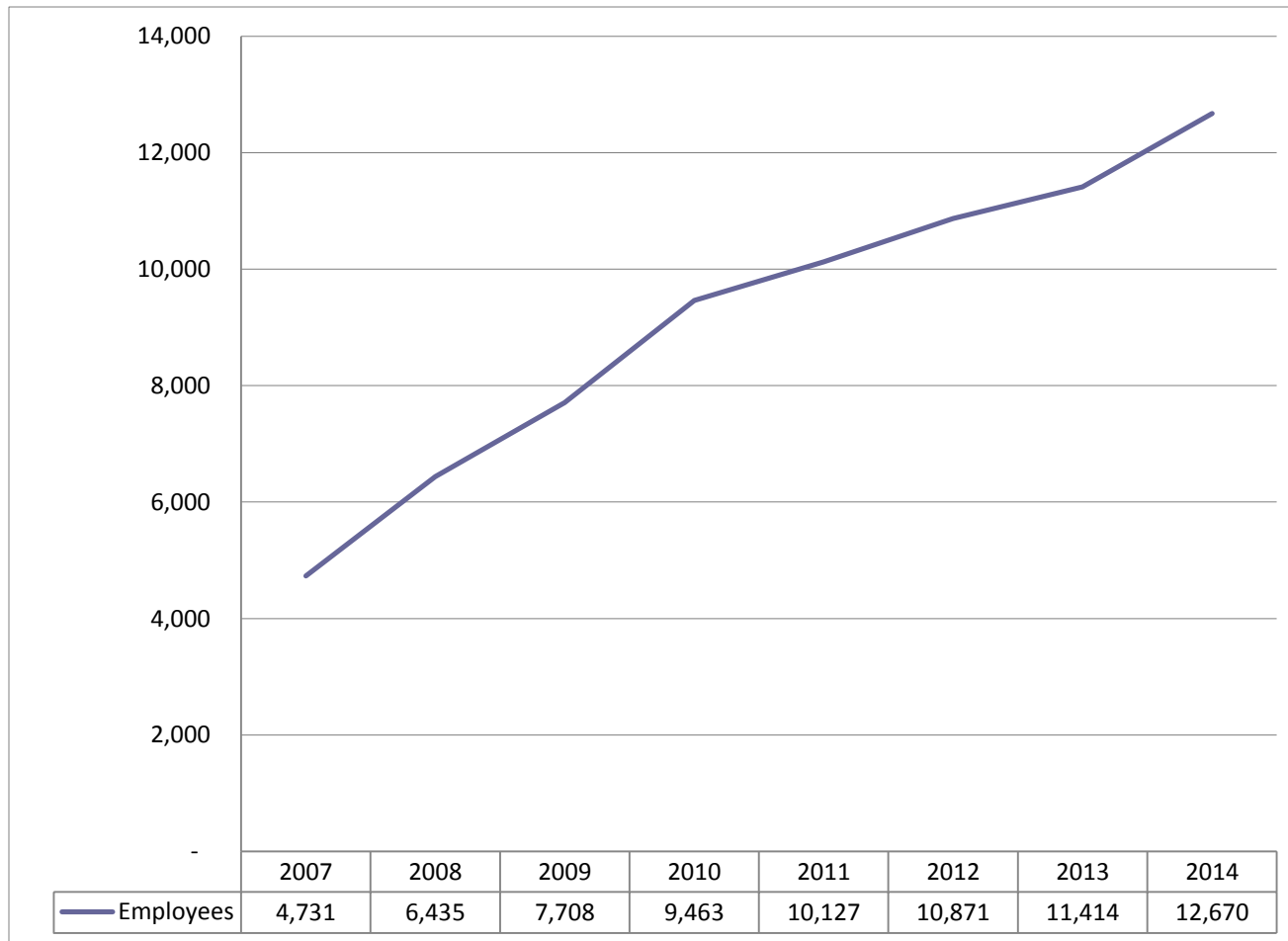
# Income



# Income Taxes



# Employees







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# Questions and Answers

# Question topics

- 1) Education and employment of skilled technicians- Training proposal  
教育与技师的就业 - 培训方案
- 2) Increased difficulties in obtaining visas for foreigners  
外国人签证发放逐渐困难
- 3) Support for “Festival Italiano”  
对意大利嘉年华的支持
- 4) Electrical power cuts  
限电问题
- 5) Matters related to CPF  
公积金

# Education and employment of skilled technicians- Training proposal 教育与技师的就业- 培训方案

- Plan for the Development of Suitable Technical Staff for Italian Companies in Suzhou Area

# Education and employment of skilled technicians- Training proposal 教育与技师的就业- 培训方案

- **SPONSORING COMPANIES:**  
ITALIAN COMPANIES LOCATED IN SUZHOU AREA AND MEMBERS OF THE SUZHOU WORKING GROUP INTERESTED IN EMPLOYING DEDICATED TECHNICAL STAFF FOR THEIR MANUFACTURING SITES
- **SCOPE:**  
TRAIN IN HOUSE TECHINICIANS TO PREPARE THEM TO OPERATE EFFECTIVELY IN A CHINESE BUSINESS ENVIROMENT ENJOYING A LANGUAGE & TECHINICAL TRAINING PROGRAMME AND A MANDATORY JOB PLACEMENT IN THE CHINESE SPONSORING COMPANY FOR A PERIODO OF AT LEAST THREE YEARS AFTER THE END OF THE COURSE, OVERCOMING THE VISA DIFFICULTIES BY DEVELOPING A SUITABLE CURRICULUM
- **TARGETS:**  
COMMERCIAL STAFF OR TECHNICIANS FOR MANUFACTURING OR R&D SUPPORT WITH MECHANICAL/TECHNICAL BACKGROUND WITH AT LEAST THREE YEARS WORKING EXPERIENCE AND A TECHNICAL HIGH SCHOOL COLLEGE OR UNIVERSITY DEGREE. FOR THE CANDIDATES ENGLISH PROFICIENCY WILL BE MANDATORY.

# Education and employment of skilled technicians- Training proposal 教育与技师的就业- 培训方案



- **FORMULA:**  
THE TRAINING BY IMMERSION WILL LAST UP TO 18 MONTHS, INCLUDING THREE MONTHS OF FULL TIME INTENSIVE LANGUAGE COURSE AND THEN NINE-TWELVE MONTHS OF COMBINED LANGUAGE PROGRAM AND INTERSHIP IN THE SPONSORING COMPANY.
- **RECRUITMENT OF CANDIDATES:**  
PROJECT OPEN INTERNATIONALLY WITH RECRUTING MADE BY PROFESSIONAL COMPANIES DEALING WITH INTERNSHIP BUSINESS OR SELECTED DIRECTLY BY THE SPONSORING COMPANIES
- **COSTS SPONSORED BY THE COMPANIES:**  
TRAVEL, HOUSING, MEALS, INSURANCES AND A POCKET ALLOWANCE PROVIDED BY THE COMPANY DURING LANGUAGE TRAINING PERIOD THAT WILL BE INCREASED DURING THE FULL TIME INTERNSHIP.



# Education and employment of skilled technicians- Training proposal 教育与技师的就业- 培训方案



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## INSTITUTIONAL SUPPORT & DEVELOPMENTS OVER THE YEARS

- ENDORSEMENT BY ITALIAN AND SUZHOU AUTHORITIES TO MAKE SURE THAT THE INVESTMENT OF THE ITALIAN COMPANIES IS THEN PROTECTED BY A SAFE CHANNEL TO OBTAIN EMPLOYMENT VISA.
- ESTABLISHMENT OF A YEARLY GRADUATION CEREMONY OR OF AN YEARLY OPENING CERIMONY SO TO STRENGHTEN RELATION WITH CONCRETE ACTIVITIES.
- RELEASE OF OFFICIAL DIPLOMA WITH THE SEALS OF THE CONSULATE, MUNICIPALITY, SWG, SCHOOL SIMILAR TO THE EXAMPLE ATTACHED AFTERWARDS.
- SUBMIT THE PROJECT TO THE EUROPEAN COMMISSION TO GET EU FUNDING.
- BE LEADING ROLE TOWARD EUROPEAN CHAMBER/EUROPEAN COMMISSION TO GIVE THE PROJECT A LARGER ROLE.



# Increased difficulties in obtaining visas for foreigners

## 外国人签证发放逐渐困难

- As the number of Italian companies in Suzhou increases every year, there is a growing need of specialized local personnel trained by highly skilled and specialized foreign technicians.  
如今苏州的意大利公司日益增多,这就意味着我们需要那些高专业高技巧的国外技师对本地员工进行培训。
- To ensure proper training, foreign personnel is often required to stay for long periods of time (such as three or five years) and over a few years of company operation to make them residents.  
为了提供适当的培训,公司会经常要求外国人士长期定居(比如 3 到 5 年),然后几年后公司就能为他们提供居留证。
- Some Italian SME have proprietary technologies requiring an in house training that cannot be outsourced in China. There is however no formal certification regarding these technologies other than the parent company's own declaration.  
一些意大利中小型企业有专有技术,并且这些培训是由内部进行的而非在中国外包,因此除了母公司的声明外没有正规的认证。
- This often causes problems at the moment of requiring Visas for foreign employees.

Often employment procedures become quite lengthy because there is no formal certification for a technician with expertise in proprietary technologies. Companies

- often end up not being able to hire such skilled employees despite the fact that their skills are not available in China.  
这就造成外国人发放签证的问题。由于这些专业技师无法被正式认证,因此雇佣程序被延长。到最后公司也经常遇到无法雇佣这些具有专业技能的员工,原因是由于他们的技能在中国是无法使用的。

# Support for Festival Italiano

## 对意大利嘉年华的支持

- After the great success of the 2011 and 2012 editions, SWG will organize the FESTIVAL ITALIANO for this year. 在 2011 年和 2012 年,苏州意大利商会工作人员已经成功举办了两届意大利嘉年华,今年我们也将继续举办这项活动。



# SWG & Italian Chamber of Commerce organizes:



October 18-  
19, 2014

# Festival Italiano

## 活动组织

The largest Italian event in China  
意大利在中国举办的最大活动

Organized by Italian Companies in Suzhou and CCIC  
在苏州的意大利公司及意大利商会

To promote the Italian lifestyle and excellences  
了解意大利的生活方式

- Italian industrial design & innovation  
意大利的工业设计与创新
- Italian wine & food traditions  
意大利的葡萄酒和传统食品
- Italian culture & fashion  
意大利的文化与时尚

For our Chinese friends  
我们的中国朋友

No-profit event, all sponsorships and incomes invested in the Festival  
意大利嘉年华的活动是非盈利性的活动



# With the Patronage of: 主办方

Italian Embassy

意大利大使馆

Italian Consulate

意大利领事馆

Italian Trade Agency

意大利对外贸易局

Italian Institute of Culture

意大利文化研究所

Fondazione Italia Cina

意中基金会



# Who enjoy the Festival 谁会参加此次活动

More than 15.000 people expected in 2 days  
预期两天将超过1万人

More than 100 international decision makers  
超过一百个公司的决策者

Official business delegations from Italy  
意大利官方的商业代表团

Chinese employees of Italian companies  
意大利公司的中国员工

Suzhou citizens  
苏州市民





# What we need

# 我们需要什么

- We hope to receive the same support from Suzhou Municipality that was kindly provided in the previous editions, and in order to simplify communications we respectfully ask who will be our main interface this year with regards to this specific event.  
如同往届一样,今年我们希望能继续得到苏州政府对这项活动的大力支持,为了让准备工作更有效率,在此我们想请问鉴于这项活动的特殊性,哪位能出面担任今年的主要中介人。
- Promotion of the event not only in SND but in the whole City, involving local TV and local newspapers.  
不光在新区介绍意大利嘉年华要在整个城市,还包括当地的电视台和报纸上。



# Electrical power cut 限电问题



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- Thanks to new electrical power lines and power plants to the slowdown in the economy, last year our companies only suffered few problems with power shortages and of power cuts. We would be interested in knowing more about the Suzhou Government's current plans for upgrading the electrical power infrastructure.  
由于新的供电系统的落成和经济的不景气,去年我们意大利公司遇到了少数限电问题。我们非常感兴趣了解当前苏州政府关于限电政策有何变化。

# Matters related to CPF

## 公积金

- There are currently no bilateral agreements with regards to the repatriation of the welfare fund, and when this fund is repatriated it is likely to be taxed as income. With regards to this matter, we kindly ask: 关于公积金,目前并没有一个相关的双边条款。对于一个意大利人来说,当你缴纳这五险一金时,更像是在缴税。所以我们想请教一下以下几个问题:
  - a) How is it possible to repatriate the CPF and cumulate it with Italian pension funds? 意大利人该如何缴纳公积金?将来能否将缴纳的这部分统一到意大利的退休养老保险中?
  - b) Could the repatriation of the welfare fund be structured as for Koreans and Germans, with a bilateral agreement between Italy and China? 能否像韩国或德国那样,也跟意大利签订一个这方面的双边条款呢?
- c) Lastly, we kindly ask why foreigners are not allowed the housing fund part of CPF. It's a convenient allowance that foreigners cannot benefit from since they can no longer choose between the A and B CPF treatments (they are automatically inserted in B category with no housing fund). 我们还想请问一下,为什么外国人不能享有住房公积金呢?现在的情况是,外国人无法自主选择缴纳甲类或乙类,会自动被划进乙类,并且不享有住房公积金。





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*Grazie per l'attenzione*