



LUGANO IS MORE AND MORE CLOSER TO CHINA

The Municipal Authorities and the City of Zhenjiang, HQ of renowned multinational companies, signed a Cooperation Agreement



Yesterday, the City of Lugano and the Regional Development Authority of Lugano District signed a Cooperation Agreement of Understanding (MoU) with the City of Zhenjiang and its new economic Development Area, where important worldwide multinational companies are located. Signature of the Cooperation Agreement took place throughout an official Event “Lugano-Zhenjiang, a Sino-Swiss Alliance”, with the proactive participation of a relevant number of institutional delegates and Swiss and foreign Entrepreneurs. For the first time, the City of Lugano hosted the Signing of tangible Strategic Agreements between Chinese and Euro-Swiss players. All such agreements were



incubated, developed and finalized by the operational units of Financial Technologies Group, an international Specialist in Extraordinary Corporate Transactions.

The Event, which coincided with the 65th Anniversary of diplomatic relationships between the Switzerland and China, was fully organized by the City of Lugano in collaboration with Financial Technologies Group, specialized in cross-border transactions towards Asian markets. Main purpose of the City and its Partners is to combine private and public sectors strengths and competences in order to set a new strategic positioning for the City as preferential Exchange Center towards China and a suitable and competitive marketplace where to set up new international businesses.

This Event saw the participation of many delegates of the economic and political world allowed to present the opportunities for fostering mutual development between Lugano and Zhenjiang, a City in the Jiangsu Province, in eastern China, whose population is over 3 million inhabitants. Zhenjiang is an important crossroads, as well as one of the most prominent industrial areas of southeast China; indeed, it has been labelled as people-friendly City in 2013. Zhenjiang enjoys great accessibility and excellent infrastructures, among which there are four airports and six railway lines.

Switzerland is considerably interested in this Chinese region also because of the Sino-Swiss eco-industrial Park (SSZEIP) presence. The Park, with a surface of 20 square kilometers, has been realized in 2012 thanks to the enterprising spirit of the Federal Department of Economic Affairs of the Swiss Confederation and the Ministry of Commerce of the People's Republic of China, together promoting mutual collaboration between Swiss and Chinese companies. The Park currently operates in four overriding domains: innovative energies, biomedicine, industry and healthcare research. In this area, twelve Swiss companies already set up their own businesses by investing over \$ 300 million. Yesterday, the delegates of SSZEIP Park and Zhenjiang Municipality signed four Strategic Agreements with two Swiss companies and two European companies, thus appointing Lugano as an international relevant Exchange Center. Activities object of such Agreements between private and public sectors, such as new technologies for the food waste treatment or technologies for environmental surveys, not only are innovative but they also perfectly mirror the eco-industrial Park objectives.

On behalf of the City of Lugano, Mayor Mr. Marco Borradori, and the Head of the Finance Department of Lugano, Mr. Michele Foletti, reminded how much Lugano is actively committed in developing and promoting favorable relationships with noteworthy Chinese realities operating both in the economic field as well as in the diplomatic field. Mutual objective consists in further strengthening the intercontinental network, which strongly involves public authorities, academic and bank institutions, companies and dynamic regional associations.



Mr. Marco Passalia, Deputy Director Chamber of Commerce Ticino, thoroughly described how the Sino-Swiss Free Trade Agreement has a favorable impact on local Swiss territories and how it positively contributes to Sino-Swiss activities. China is the most important commercial Partner for Switzerland after the European Union and the United States of America.

Mr. Gian Luca Olivieri, CEO of Financial Technologies Group (FTG), explained how FTG not only was able to establish the institutional relationship with the City of Zhenjiang, but also fully engaged in the contractual drafting of such private-public Agreements, which made such concrete business Partnerships possible. Such Agreements not only positively contribute to the local economy, but they can also qualify the Lugano as an international Exchange Center where to develop activities towards emerging markets like the Chinese one. Common objective of all involved Parties is to recognize the strategic value of the SMEs activities and implement them on a much wider scale. In this sense, the presence of foreign participants made possible a significant and tangible step forward, towards even more ambitious goals.

October 21st, 2015

The City of Lugano, External Relationships Office