

# 携手并行，共赢未来

## Go hand in hand to a win-win future



[ 翟谦，中国商务部欧洲司商务参赞 ]

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中瑞两国的经贸关系源远流长。早在14世纪，中国丝绸已销往瑞士；18世纪，瑞士钟表进入中国市场。19世纪末，两国贸易往来愈加频繁，以嘉基公司为代表的瑞士企业陆续在华开设分公司和代表机构。中华人民共和国成立之初，百废待兴，瑞士作为最早与新中国建交的西方国家之一，先后与中国商签了《中瑞贸易协定》、《中瑞政府关于相互促进和保护投资协定》等一系列经贸协定，成为当时中欧贸易往来的重要窗口。1978年，中国重新向世界敞开国门，中瑞经贸合作步入快车道，双方在贸易、投资和技术等领域的合作取得长足进步。2007年，瑞士成为最早承认中国完全市场经济地位的欧洲国家之一，这不仅展现了瑞士开展对华经贸合作强烈的政治意愿，也为两国经贸关系的全面发展营造了更公平的环境。

时至今日，历经65年发展的中瑞经贸关系始终保持“快速、紧密、稳定”的合作主旋律。双边贸易额从两国建交当年的600万美元增至2014年的435.8亿美元，年均增幅为14.9%。特别是中国入世之后，这一数字更是高达25.1%，远超同期中国外贸15.2%的年均增幅。目前，瑞士已成为中国在欧洲第七大贸易伙伴国，中国则是瑞士在亚洲最重要的贸易伙伴。中瑞贸易额占瑞士外贸比重从2002年的1.7%提升至2014年的5%，中瑞双边贸易对瑞士经济的重要性不断凸显。与在欧洲最大的贸易伙伴——德国相比，瑞士人口虽只有德国的

The trade between China and Switzerland has a long history. As early as the 14th century, the Chinese silk had been exported to Switzerland, and in the 18th century, Swiss watches came to the Chinese market. By the end of 19th century, the trade between the two countries became increasingly frequent, and Swiss enterprises, such as Geigy, started to open branches and agency offices in China. When People's Republic of China was newly established, the destructed country needed to be restored. Switzerland, as one of the first Western countries to establish diplomatic ties with P. R. China, signed a series of economic and trade agreements, such as the China-Switzerland Trade Agreement and the Agreement between the government of China and Switzerland on the Promotion and Reciprocal Protection of Investments, and became an important channel for trade between China and Europe. In 1978, China re-opened itself to the world, leading the China-Switzerland economic and trade cooperation to a fast track. The two countries made great progresses in cooperation in the fields of trade, investment and technology. In 2007, Switzerland became one of the first European countries to recognize China's full market economy status, which not only demonstrated the strong political will of the Switzerland to have economic and trade cooperation with China, but also laid out a more level playing field for the all-round development of the bilateral economic and trade relations.

Today, after 65 years of development, the China-Switzerland economic and trade relations have maintained a "rapid, close and stable" cooperation. The bilateral trade volume has grown from USD 6 million when the diplomatic relations were first established, to USD 43.58 billion in 2014, with an average annual growth of 14.9%. Especially after China's entry into WTO, the growth figure reached as high as 25.1%, far exceeding China's average annual foreign trade growth of 15.2% of the same period. At present, Switzerland has become China's seventh-largest trading partner in Europe, while China is Switzerland's most important trading partner in Asia. The share of China-Switzerland trade in the gross foreign trade of Switzerland has increased from 1.7% in 2002 to 5% in 2014, highlighting the growing importance of the China-Switzerland bilateral trade to Switzerland. Compared to Germany, China's biggest trading partner in Europe, Switzerland has only one-tenth of German population, while the China-Switzerland trade volume is up to one-fourth of the China-Germany figure. Swiss enterprises have always been a "pioneer" in investment. As early as 1980, Schindler China Elevator Co. Limited, a Sino-Swiss joint-venture, was the first industrial joint venture established in China. Since then, large multinationals such as Nestle, Novartis and Roche came to China in succession, while Swiss small and medium enterprises also showed growing interest to the Chinese market.

十分之一，但中瑞贸易额却达中德贸易额的四分之一。在投资领域，瑞士企业历来是“先行者”。早在1980年，中瑞合资迅达电梯有限公司就成为中国批准成立的第一家工业合资企业。此后，雀巢、诺华、罗氏等大型跨国企业相继来华布点，瑞士中小企业也对中国市场表现出越来越浓厚的兴趣。即使在深受金融危机影响的2009年，瑞士对华实际投资额依然逆势增长25%，达3亿美元，其对华投资热情可见一斑。截至目前，瑞士在华投资项目已超过1600个，投资总额年内有望突破60亿美元。

中瑞经贸合作丰硕成果的取得离不开两国政府的共同努力，离不开双方企业的执着投入，但更深层次的原因则在于两国经济结构的高度互补，在资源要素、产业优势和消费需求等方面的差异为双方开展合作提供了强大的内生动力。瑞士以化工、医药、食品、精密仪器等领域的产品和技术闻名全球，中国拥有丰富的劳动力和成熟的上下游产业配套技术，两国基于比较优势开展合作，既降低了瑞士优势产业的生产成本，提高了其国际竞争力，又提升了中国相关产业的技术水平，推动了产业改造升级，实现互利共赢。此外，随着中国居民消费水平不断提高和产业的升级改造，瑞士高端产品和服务将在华拥有更为广阔的市场空间。瑞士国内物价水平较高，对物美价廉的中国产品也有较大需求。中瑞贸易往来可优化资源配置，也能有效弥合双方市场需求的差异性。

特别值得一提的是，2014年7月1日，中瑞自贸协定正式生效，为两国经贸合作开启了新的篇章。该协定是中国与欧洲大陆国家签署的第一个一揽子自贸协定，是一个高质量、高标准、内涵丰富、互利共赢的协定。据瑞方统计，协定生效一年来，瑞对华出口和自华进口分别同比增长2.3%和4.1%，增幅远超瑞士与其他国家和地区的贸易增幅。中瑞自贸协定体现了双方加强经贸合作的决心和信心，将为两国经贸关系的长远发展注入巨大活力，并对深化中欧经贸合作产生重要的示范和引领作用。

与此同时，中瑞经贸交流与互动的平台也得到不断拓宽。中瑞经贸联委会已召开23次会议，联委会项下各工作组为加强双方了解和互信、推动具体领域的合作发挥了重要作用；中瑞镇江生态园项目稳步推进，目前已有30个项目落户园区，协议投资额超过3亿美元，成为瑞士对华合作的重要窗口；2013年建立中瑞金融对话机制以来，两国金融领域合作也不断取得新的突破。

回首往昔，中瑞两国在发展双边经贸关系历程中孕育了深厚的友情，瑞士既是中国风雨兼程的66年兴国之路的见证者，也同样是改革开放的受益者。2015年中瑞迎来建交65周年，希望双方继续携手前行，在中国经济发展“新常态”下，共同挖掘新的合作机遇，迎接新的挑战，实现新的突破。

Even in the depth of the financial crisis of 2009, the actual investment in China from Switzerland grew by 25%, amounting to USD 300 million, showing its keen enthusiasm in investing in China. So far, there are more than 1,600 Swiss investment projects in China, with total investment expected to exceed USD 6 billion by this year.

The great achievements in China-Switzerland economic and trade cooperation wouldn't be possible without the joint efforts of both governments, or without the dedicated investment of the enterprises of both countries, but a more fundamental drive is that the two countries are highly complementary in economic structure, while discrepancies in resource elements, advantageous industries and consumption demands create strong endogenous impetus for the cooperation. Switzerland is renowned for its products and technologies in fields such as chemical, pharmaceutical, food and precision instruments, while China has abundant labour force and mature industrial support chain. The cooperation based on the comparative advantages of the two countries not only reduces the cost of Swiss industries and improves its international competitiveness, but also improved the technologies of China's related industries, driving industrial upgrades and achieving mutual benefits. In addition, with the increasing living standards of Chinese residents and upgrading industries, high-end products and services of Switzerland are enjoying an expanding market in China. Switzerland, with its relatively high domestic price levels, also has a greater demand for economical Chinese products. The trade between China and Switzerland can also optimize the allocation of resources, and bridge the differences in market demands.

Particularly on July 1, 2014, the China-Switzerland Free Trade Agreement came into effect, which opened a new chapter for bilateral economic and trade cooperation. The agreement is the first FTA package signed between China and European countries, and is an agreement of high quality, high standard, rich content and mutual benefit. According to statistics from Switzerland, within one year since the agreement came into effect, Switzerland's exports to and imports from China grew by 2.3% and 4.1% respectively, an increase far beyond those with other countries and regions. The China-Switzerland FTA demonstrates the determination and confidence of the two countries to strengthen economic and trade cooperation. It will create great vitality for the long-term development of bilateral economic and trade relations, and set a leading paradigm for the deepening China-EU economic and trade cooperation.

Meanwhile, the platform of economic and trade exchange between China and Switzerland has also been expanding constantly. The Sino-Swiss Joint Economic Commission has held 23 sessions, and the working groups thereof have played important roles in strengthening bilateral understanding and trust and promoting cooperation in specific fields. The Sino-Swiss Zhenjiang Ecological Park project is advancing steadily with 30 projects settled in and committed investment of over USD 300 million, making it an important channel for Switzerland to cooperate with China. Since the establishment of China-Switzerland financial dialogue mechanism in 2013, the two countries are constantly having breakthroughs in financial cooperation.

Looking back, China and Switzerland has built profound friendship during the development of bilateral economic and trade relations. Switzerland is a witness of China's 66 years of striving for rejuvenation, and also a beneficiary of China's reform and opening up. In 2015, on the occasion of the 65th anniversary of the China-Switzerland diplomatic ties, we hope that the two countries will continue to hold hands in "new normal" of China's economic development, to explore new cooperation opportunities, to face new challenges and to achieve new breakthroughs.