



AMS

European innovation

+ Asian manufacturing excellence

The Strategic Role of GBA in Post-Covid Era

GBA Webinar

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+ **AMS Group**



Company Introduction



- Established in **2003**
- No. of employees: **115 FTE** (YE2021)
- Locations: **Amsterdam** – NL / **Foshan** & **Shenzhen** – China (100% Dutch owned)
- More than **100** international **clients**
- Sales: US\$ 10mln (2021) **US\$12mln** (2022 forecast) US\$15+mln (forecast 2023)
- Growth strategy 2025: US\$ 25mln+

Fabian has lived and work in China since 2008. In these 14 years spent exclusively in South China, he has contributed to the operational development of large corporations such as Eternit and managed much smaller Chinese business units active in Engineering services offering added value services to European customers.

Fabian has also taken the role of a Member of the board in the Benelux Chamber of commerce between 2013 and 2016 and assumes the role of Vice Chairman of the Board of Director of the South China Chapter of the European Chamber of Commerce since 2021.



+ Talking Points



The GBA from an EU (SME) Business point of view

Findings from European Chamber South China member companies **in 2021 Business Confidence Survey**:

- ✓ **89%** of respondents have at least **some understanding** of the GBA plan
- ✓ **29%** of respondents **benefited** indirectly **from the better connectivity** across the GBA, **29%** claimed **not benefiting**
- ✓ **41%** of respondents are rather **satisfied** about the **level of public information** on the GBA; received mainly from the media and European Chamber
- ✓ Government websites and media articles are the most useful sources of information for information on the GBA development
- ✓ **76%** of respondents **are not aware of the planned incentives** for companies under the GBA plan; and **51% have no expectations**
- ✓ **47%** of respondents show **optimistic outlook on GBA**



The GBA from an EU (SME) Business point of view

Land use:

- ✓ Tech companies can apply for rent subsidy, which now has been extend from 3 years to 5 years - but there is only half of the renting subsidy in the later two years. (Hengqin FTZ as an example)
- ✓ Companies renting office premises will be granted rent subsidies at the rate of RMB 500 per square meter but not exceeding RMB 2 million for three consecutive years. (SZ as an example)

Finance and funds:

- ✓ Loan risk compensation for SMEs

Rewards for newly settled HQs

Preferential corporate income tax policy

- ✓ 0-25% in GBA nine cities

IIT policy

15% of the taxable value of eligible personal income (SZ as an example)

Incentives to senior management

+ Thank you