

## 中国海外人才服务基地介绍

### Chinese Overseas Talent Service Base

使命：专心专注专业为政府和企业引才引智引项目

Mission: offering focused, specialized and professional services in soliciting talents, intellectual capital and projects for the government and companies.

愿景：让中国的人才全球化，让世界的优才聚中国

Vision: helping Chinese talents go global and the global talents work local

中国海外人才服务基地（以下简称海外人才基地）是为深入实施创新驱动和人才优先发展战略，全面开展面向全球的招才引智工作，促进创新创业以及国际交流与合作，为将中国打造成为吸引人才的高地、人才创新创业的福地而打造的一座架在海外人才与中国之间的桥梁。海外人才基地将秉承“聚集优化国际创新资源，搭建区域产业科技生态”的理念，以引才引智和技术转移为主线，打造引才引智、国际创新资源整合、高精尖缺技术转移以及科技成果转化等功能，促进人才、项目、资本三大要素的结合、重组、匹配及高效率运营，有效地提高各地政府自主创新能力和国际竞争力，聚集全球高端人才及科技成果资源，助力区域产业升级。

The Chinese Overseas Talent Service Base (hereinafter referred to as the Base) is established to promote the in-depth implementation of innovation-driven and talent-preferred development strategies. It is fully engaged in attracting talents from around the world, promoting innovation and entrepreneurship, and international exchanges and cooperation, making China a

blessed land of talents for innovation and entrepreneurship. It will be a bridge between overseas talents and China. The Base will carry on the concept of “aggregating and optimizing international innovation resources and establishing regional industrial science and technology eco-system”, focusing on attracting talents and transferring technology. It will integrate international innovation resources, transfer the high-tech, high-precision, cutting-edge and greatly needed technologies and realize the commercialization of the technological achievements. In doing so, it aims to help promote the integration, reorganization, matching and efficient operation of talents, projects, and capital, improve the independent innovation capabilities and international competitiveness of local governments, and bring together global talents and resources for scientific and technological achievements to facilitate the regional industrial upgrading.

海外人才基地以中国广州为起点，是中国海外人才交流大会暨中国留学人员广州科技交流会的拓展和延伸，集聚海内外高层次人才、高科技项目、科研院所、高校、资本、信息等科技创新资源，开设国际创新创业、政策及科技超市、国际技术转移、高端人才俱乐部、知识产权运营、国际联盟合作机构等六大功能平台区，除了拥有专业功能分区之外，海外人才服务基地还囊括了海外人才工作站建设、政策与信息发布、组织跨境招才引智活动、国际优秀人才及项目引进、国际人才培养及人才项目库建设、一站式创业孵化、技术合作与资本对接服务等六大服务功能。

The Base is firstly launched in Guangzhou, China. It is an extension of the Convention on Exchange of Overseas Talents and Guangzhou Convention of Overseas Chinese Scholars in Science and Technology. It gathers the technology innovation resources such as the high-caliber local and international talents, high-tech projects, research institutes, universities, and capital etc. It provides six platforms respectively for international innovation and entrepreneurship, policy and technology “supermarkets”, international technology transfer, high-caliber talent clubs, intellectual property operations, and international alliances. In addition to the professional functions, the Base also provides services in building workstations, policy and press release, cross-border talent recruitment, the introduction of international talents and projects, international talents training and talent pool. It is one-stop service with business incubation, technical cooperation, and capital matching.

未来，海外人才基地将打造成产、研、站、金、服、政于一体的商业生态模式，提供信息流、项目流、转化流、资源流、资金流、服务流进行综合资源交易的平台。

In the future, the Base will be developed into a business model that integrates production, research, capital, service, and government. It will become a comprehensive resource transaction platform that trades the flows of information, projects, conversion, resources, capital, and services.

## 中国海外人才交流大会

### 暨中国留学人员广州科技交流会简介

Convention on Exchange of Overseas Talents and  
Guangzhou Convention of Overseas Chinese Scholars in  
Science and Technology

中国海外人才交流大会暨中国留学人员广州科技交流会（简称“海交会”）的前身是中国留学人员广州科技交流会（简称“留交会”）。在国家有关部委大力支持下，21年来已经成功举办20届。大会以“面向海内外，服务全中国”为宗旨，通过展览、洽谈、论坛和沙龙等一系列活动，为广大的国内需求单位和海外高层次人才搭建一个相互了解、沟通、交流的平台，目前已成为国内规模最大、开放度最高、覆盖所有海外人才的、在海内外最具影响力的海外人才与科技信息交流平台。

The predecessor of the Convention on Exchange of Overseas Talents and Guangzhou Convention of Overseas Chinese Scholars in Science and Technology (hereinafter referred to as “the Convention”) is Guangzhou Convention on Exchange of Overseas Chinese Talents in Science and Technology (hereinafter referred to as “Guangzhou Convention”). With the support from national ministries and commissions, it has successfully held 20 sessions in 21 years. The Convention aims to provide services to local and global talents as well as local employers including governments and companies all over China. With a series of events such as exhibitions, talks, forums and salons, the Convention has built a platform for mutual understanding, communication, and exchange among local employers and overseas talents. So far it has become the most influential overseas talents and scientific information

exchange platform with the largest scale, the highest degree of openness, and the most extensive coverage.

首届留交会由广州留学归国人员发起，于 1998 年在广州隆重举行。从第 2 届开始，教育部、科学技术部、人事部（原）等国家部委相继加入成为主办单位。历届大会得到了中央高度重视，李长春、张德江、刘延东、汪洋、陈竺、胡春华等党和国家领导人都曾莅临大会视察、指导，被誉为中国留学人员交流的“第一品牌”。2016 年，在广东省委省政府指导下，大会扩大海外引智范围，创新办会手段，提高办会水平和实效，正式更名为“中国海外人才交流大会暨中国留学人员广州科技交流会”，并定于每年 12 月下旬在广州召开。大会现有国家教育部、科学技术部、中国科学院、国务院侨务办公室、欧美同学会（中国留学人员联谊会）、中共广州市委和广州市人民政府等主办单位，北京、天津、上海、重庆、深圳等 27 个协办城市和机构。

The first Guangzhou Convention was launched by the overseas returnees in Guangzhou and had a grand kick-off in the city in 1998. Since the 2nd session, the Ministry of Education, the Ministry of Science and Technology, and the Ministry of Personnel (formerly) have joined as co-organizers. All previous conventions have been highly valued by the Central Government, featured by the attendance of party and state leaders such as Li Changchun, Zhang Dejiang, Liu Yandong, Wang Yang, Chen Zhu, Hu Chunhua. It has been labeled as the top brand of exchanges among Chinese students studying abroad. In 2016, under the guidance of the CPC Guangdong Provincial Committee and the Guangdong Provincial Government, the Guangzhou Convention expanded the scope of

recruiting overseas talents, innovated the structure of the conference, improved the effectiveness, and officially changed its name to Convention on Exchange of Overseas Talents and Guangzhou Convention of Overseas Chinese Scholars in Science and Technology. It is scheduled to be held in Guangzhou in late December each year. Now the organizers include the Ministry of Education, the Ministry of Science and Technology, the Chinese Academy of Sciences, the Overseas Chinese Affairs Office of the State Council, the European and American Alumni Association (China Scholars Association), the CPC Guangzhou Municipal Committee and the City Government of Guangzhou. 27 cities and institutions have also joined the efforts, including Beijing, Tianjin, Shanghai, Chongqing and Shenzhen.

2019 海交会将于 2019 年 12 月中旬在中国广州举行。

The 2019 Convention will be held in Guangzhou, China, in mid-December.

## “红棉计划”介绍

### The Kapok Plan

从 2018 年开始，每年通过“海交会”平台的“春晖杯”创新创业项目大赛、“智创未来”海外创新创业大赛评选出不超过 30 个创新创业项目，对评审后入选“红棉计划”的创业项目，给予 10 个方面的创新创业全链条政策支持：

From 2018, no more than 30 innovative and entrepreneurial projects were selected each year into the Kapok Plan via the two competitions on the platform of the Convention, namely “Chunhui Cup” Innovation and Entrepreneurship Competition for Overseas Chinese Students and “Smart Creation leads to Future” Overseas Innovation and Entrepreneurship Competition. The projects listed will enjoy 10 preferential policies:

**一是创业项目资助。**对入选“红棉计划”的创业项目，分别给予 200 万元创业启动资金资助和一定额度的场租补贴；对获得 B 轮以上融资的创业项目，再给予最高不超过 100 万元的奖励。

**The first is to provide funding support for venture projects.** For the entrepreneurial projects selected into the “Kapok Plan”, RMB2 million will be given as start-up capital funding in addition to a certain amount of rent subsidies. If the entrepreneurial project goes beyond B-round financing, rewards of no more than RMB 1 million will be granted.

**二是融资渠道支持。**对获得银行贷款的“红棉计划”创业项目，按银行同期贷款基准利率（1年）的标准在2年内给予1000万元以内50%的银行贷款贴息补助。

**The second is to provide financing support.** For the “Kapok Plan” projects, a 50% interest subsidy based on the benchmark rate of 1-year bank loan will be granted to bank loan less than RMB10 million for two years.

**三是优化市场环境。**推进工商注册便利化，试行新设立商事主体“容缺登记”制度，实施市场准入负面清单制度，投资创业的注册资本（金）的非货币出资比例不受限制。

**The third is to better the market environment.** We will promote the facilitation of industrial and commercial registrations, try to establish a new system of “fault tolerance of company registration” for commercial entities, implement a system of negative market access lists, and impose no limit on the non-monetary contribution ratio of registered capital for investment and entrepreneurship.

**四是知识产权保护。**探索建立商标维权援助服务平台，搭建知识产权大数据应用平台，研究建立多元化知识产权融资担保机制，设立知识产权质押融资风险补偿基金。



The fourth is about the protection of intellectual property (IP) rights. We will explore the establishment of a trademark rights protection assistance service platform, set up an application platform for IP big data, study the diversified IP financing guarantee mechanism, and set up an IP financing risk compensation fund.

**五是落实税收优惠。**对高新技术企业、科技型企业、初创型企业和小微企业。

The fifth is to implement the tax incentives. For high-tech companies, technological start-ups, SMEs and micro businesses, we will implement the various preferential tax policies stipulated in the state policies.

**六是创建海外人才离岸创业基地。**支持南沙区、广州开发区申报创建国家海外人才离岸创业基地，并享受相关政策。

The sixth is to create Offshore Entrepreneurial Base for Overseas Talents. We will support Nansha District and Guangzhou Development Zone to apply for the national Offshore Entrepreneurial Base for Overseas Talents and benefit from relevant policy.

**七是衔接人才绿卡制度。**将入选“红棉计划”创业项目的海外创业人才列入广州人才绿卡申领范围，享受市民待遇。

The seventh is to implement the green card system for the overseas talents. The overseas talents enlisted into the “Kapok Plan” will be included in Guangzhou’s Green Card program for talents and enjoy the same public services as the locally-registered residents.

八是创业载体建设。打造一批“红棉计划”海外人才创业园区，对入选国家级海外高层次人才创新创业基地的“红棉计划”创业园区一次性给予 100 万元补助。

The eighth is to build the entrepreneurial platform. We will set up a batch of “Kapok Project” business parks for overseas talents, and provide a one-time grant of RMB 1 million to the “Kapok Plan” business park that has been approved as a state-level innovation and entrepreneurship base for high-caliber overseas talents.

九是政府采购支持。根据国家规定的政府采购政策，倡导机关、企事业单位和社会团体在政府采购活动中支持“红棉计划”创业企业。

The ninth is to give support in government procurement. According to government procurement policies set by the state, government agencies, state-owned enterprises, and social organizations will support the “Kapok Plan” startups in government procurement.

十是创业服务支持。发展海外人才创业工场、“红棉”创业咖啡等新型孵化器，建立海外人才回国创业导师辅导机制，完善创业孵化服务。同时，纳入“红棉计划”项目的创业人才，可享受《广州市鼓励留学人员来穗工作规定》和我市人才住房保障政策支持。

**The tenth is to render entrepreneurial services.** We will develop new incubators such as overseas talents workshops and Kapok Entrepreneurial Café, establish mentoring and entrepreneurship tutoring mechanisms, and provide all-around business incubation supports. At the same time, the talents included into the “Kapok Plan” project will enjoy the policies given in Regulations of Guangzhou on Encouraging Overseas Students to Work in Guangzhou and the city’s talent housing assurance policy.