

## **Memorandum of Understanding on Strategic Cooperation between the Administration Committee of Shanghai Zhangjiang High-Tech Park and California Governor's Office of Business and Economic Development**

This Memorandum of Understanding (hereinafter "MOU") is signed by the Administration Committee of Shanghai Zhangjiang Hi-Tech Park and California Governor's Office of Business and Economic Development (GO-Biz). This MOU comes into effect upon signing.

### **Article I: Cooperation Parties**

- 1. The Administration Committee of Shanghai Zhangjiang High-Tech Park** dispatched by the Shanghai Municipal People's Government is responsible for the day-to-day work of Shanghai Zhangjiang High-Tech Park and the Leading Group of the Shanghai Zhangjiang National Independent Innovation Demonstration Zone. Zhangjiang Hi-Tech Park was established on July 28, 1992 as China's state-level high-tech industrial development zone. Currently, Zhangjiang High-tech Park has 470 square kilometers, including eighteen high-tech sub-parks, with more than 30,000 science and technology enterprises and more than 1,000 research and development institutions. It has formed a new generation of information technology, bio-medicine, new energy, new materials, high-end equipment manufacturing, energy-saving, environmental protection, new energy vehicles, and cultural and technological integration of industrial clusters.
- 2. California Governor's Office of Business and Economic Development (GO-Biz)** was created by Governor Edmund G. Brown Jr. to serve as California's single point of contact for economic development and job creation efforts. GO-Biz offers a range of services to business owners including: attraction, retention and expansion services, site selection, permit streamlining, clearing of regulatory hurdles, small business assistance, international trade development, assistance with state government, and much more. The Governor's Office of Business and Economic Development (GO-Biz) includes five units of business development, permit streamlining, small business assistance, encourage innovation and entrepreneurship, and international affairs and trade development.

## **Article II: The Purpose of Cooperation**

The purpose of this MOU is to build the strategic collaboration relationship between Zhangjiang Hi-Tech Park and the Governor's Office of Business and Economic Development (GO-Biz) to promote the development of high technology industry, to strengthen communication and cooperation between both governments, to boost research projects and investment between high-tech parks, institutions of higher education, research and development institutions and science and technology companies on both sides, to promote the transition of major industrial projects, the transformation of scientific research achievement, technology and personnel exchanges, and branding, and to propel the healthy development of high-tech industries both in China and California.

## **Article III: Targets of Cooperation**

Based on the principle of equality, mutual benefit and win-win cooperation, both Parties shall achieve technological industry project transfer, joint R&D on projects, communication of industrial information, personnel exchanges and promotion of brands.

## **Article IV: Scope of Cooperation**

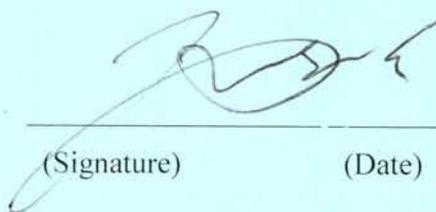
Both Parties shall jointly promote primary investment destinations during the expansion of the international market. The early-stage of the cooperation between two Parties mainly includes the following content:

1. **Personnel Exchange and Training.** The two sides will increase visits and exchanges of technical and management personnel, and organize delegation visits and training activities. The government of California will work with research institutions and universities in the state to recommend outstanding scientific research personnel and talented people and facilitate their introduction to Shanghai Zhangjiang Hi-tech Zone. Zhangjiang High-tech Zone will coordinate the efforts of subsidiary high-tech zones to attract research personnel and provide policy support and other incentives.
2. **Project Cooperation and Exchange.** In collaboration, the two sides will arrange for hi-tech parks, institutions of higher education, research and development institutions and science and technology companies to participate in trade facilitation events, project meetings, exchanges of achievements, seminars, forums and exhibitions. The two sides will establish platforms for cooperation and expand channels of exchanges. The two sides will also enable the relocation of industrial projects, conduct joint research and development, and cooperate on project investment, with an aim to create a win-win situation.

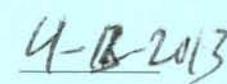
3. **Branding and Promotion.** Both sides will provide each other with channels and platforms for branding and promotion, and increase the impact and visibility of the other party.

#### Article V: The Final Terms

1. The two sides are committed to: securing confidentiality and non-disclosable information, and protecting the intellectual property rights and other the legitimate rights and interests of the other party.
2. Matters not covered by the memorandum shall be settled with the written agreement of both parties, as a supplement to the memorandum.
3. The Memorandum of Understanding will be effective for three years, during which it may be amended or extended with a written proposal from either party or the agreement of the other party. If either party wishes to terminate the MOU, a two-month advance notice in writing, as well as a written consent by the other party is required.
4. This Memorandum of Understanding exists in two sets, each of which includes both a Chinese and an English copies, and each party holds one set of this MOU.

  
\_\_\_\_\_  
(Signature) (Date)

**Mr. Cao Zhenquan,**  
Executive Deputy Director of  
Administration Committee of  
Zhangjiang National Innovation  
Demonstration Zone

   
\_\_\_\_\_  
(Signature) (Date)

**Mr. Kish Rajan**  
Director of Governor's Office of  
Business & Economic Development

本《战略合作谅解备忘录》由中国上海张江高新技术产业  
开发区管理委员会（以下简称上海张江高新区管委会）与美国  
加利福尼亚州长商务及经济发展办公室（以下简称美国加州商  
务及经济发展办公室）共同签订，并自签订之日起生效。

## **第一条：合作主体**

1、上海张江高新区管委会是上海市人民政府派出机构，  
承担上海张江高新区和上海张江国家自主创新示范区领导小组  
日常工作，指导协调上海张江高新区的建设发展工作。上海张江  
高新区是1991年经国务院批准成立的中国首批国家级高新区之  
一，2011年经国务院批准建设国家自主创新示范区。目前，张  
江高新区面积约470余平方公里，包括十八个高科技分园，拥有  
3万余家科技型企业 and 1000余家研发机构，形成了新一代信息技  
术、生物医药、新能源、新材料、高端装备制造、节能环保、  
新能源汽车和文化科技融合等产业集群。张江高新区的发展目  
标是，到2020年建成世界一流高新区，成为全球影响力的科技  
创新中心、高端人才集聚中心、科技金融中心、技术交易中心  
和高新技术产业发展基地，成为代表中国参与国际高新技术产业  
竞争的特色品牌。

2、美国加州商务及经济发展办公室 (GO-BIZ) 是加州州政  
府管辖的机构。该机构旨在促进加州经济发展及增加就业机会。

该机构支持企业在加州的发展及扩张，帮助企业在加州投资发展和设立新的机构。该机构下设国际事务及商业发展、创新与创业服务、商业投资服务、许可证服务、小型企业服务共五个部门。其中，国际事务及商业发展部门主要为企业提供新的投资机会，并帮助寻找战略合作伙伴及投资人；创新与创业服务部门主要为协助企业与商业创新方面的领袖和诸如风险投资人、企业家及技术产业化方面的专家建立联系；商业投资服务部门主要协助企业寻找可能享受到的地方州政府及联邦政府的激励政策，并帮助企业选择最合适的地点；许可证服务部门主要协助企业获得政府审批，消除企业发展过程中的障碍和促进企业在各个阶段的健康发展，包括前期创业、业务扩张和重新选址等；小型企业服务部门主要为企业提供具体的全方位的指导服务，以帮助小企业成长。

## **第二条：合作宗旨**

本《战略合作谅解备忘录》旨在建立上海张江高新区与美国加州商务及经济发展办公室之间促进高新技术产业发展的战略合作关系，加强双方政府间的交流合作，推进双方高科技园区、高等院校、科技研发机构、科技企业之间的项目合作与投资，促进重大产业项目转移、科研成果转化、技术和人才交流、品牌推广，推动双方高新技术产业的健康发展。

### **第三条：合作目标**

双方本着平等互利、合作共赢的原则，以高新技术产业合作交流为基础，实现科技产业项目转移，项目联合研发，产业信息沟通，人才互动交流和品牌推广。

### **第四条：合作内容**

共同推广合作双方在国际市场扩张中作为投资首选目的地。双方合作初期，主要包含以下内容：

**1、人才交流与培训。**双方加强技术和管理人员互访和交流，组织人员考察、学习等活动。加州方面协调当地研究机构和学院，推荐优秀科研人员 and 高端人才引入上海张江高新区。张江高新区将统筹协调各分园做好“人才引进”的工作，并在政策、待遇等方面予以支持。

**2、项目合作与交流。**双方共同组织高科技园区、高等院校、科技研发机构、科技企业等参与商贸推介、项目洽谈、成果交流、专题研讨、论坛会展等活动，建立合作交流平台，拓宽合作交流渠道，促进产业项目转移，项目联合研发、项目投资等合作交流的深化与发展，实现合作共赢。

**3、品牌宣传与推广。**互为对方在品牌宣传上提供渠道和宣传平台，互相提升影响力和知名度。

## 第五条：最终条款

1、双方承诺：保守相关秘密及非公开信息，不侵害对方所享有的知识产权等合法权益。

2、本备忘录未尽事宜，由双方另行商定，并以书面形式作为本备忘录的补充。

3、本谅解备忘录有效期三年。经双方书面提议并征得另一方同意，本谅解备忘录可进行修订或延期。任何一方想终止本谅解备忘录，需提前2个月提交书面通知，经对方书面同意方可终止。

4、本谅解备忘录一式两套，每套中英文各一份，双方各执一套。

上海张江高新技术产业开发  
区管理委员会

美国加利福尼亚州长商务及  
经济发展办公室

签字：



年 月 日

签字：



年 月 日