



MINUTES

SEVENTH MEETING OF THE CONSULTATIVE BOARD

ASSOCIATION FOR THE PROMOTION OF AGRICULTURAL COOPERATION BETWEEN CHINA AND THE CEE COUNTRIES

November 08, 2018 - Shenzhen, China

Date: November 08, 2018

Time: 14:30 PM

Location: Hawaii Hall (7th Floor), Marco Polo Shenzhen Hotel, Shenzhen, China

Present:

- Bulgaria – Mr. Vasil Gelev
- China – Mr. Lifeng Wu, Mr. Tang Zhishao, Ms. Zhang Tianyu
- Estonia – Mr. Siim Tiidermann
- Hungary – Mrs. Bernadette Tomas
- Latvia - Mr. Ingus Rozenblats
- Lithuania – Mrs. Kristina Mineikiene
- Poland – Mrs. Blanka Nadia Gołębiowska
- Slovenia – Mrs. Tadeja Kvas Majer

Absent: Albania, Bosnia and Herzegovina, Croatia, Czech Republic, Macedonia, Montenegro, Romania, Serbia, Slovak Republic

I Call to order: at 14:30 PM by Chair Vasil Gelev

II Quorum: eight of seventeen countries present

III Discussion of the Annual Activities of the Association 2018



We, the Consultative Board of the Association for the Promotion of Agricultural Cooperation between China and the CEE countries, have met on November 8th, 2018 in Shenzhen, PRC to discuss the annual activities of the Association for 2018.

Mr. Vasil Gelev, Executive Director of the APACCCEEC called the Meeting to order at 14:30 pm.

A quorum of Members was not present and the Meeting, being duly convened, proceeded with the Agenda.

Point 1: Official opening of the 7th Consultative Board Meeting of APACCCEEC.

The meeting was opened by Mr. Vasil Gelev, Executive Director of the APACCCEEC who made a welcoming speech and invited Mr. Sui Pengfei, Director General at the Department of International Cooperation, MARA to take the floor.

Mr. Sui Pengfei, welcomed the guests of the Consultative Board meeting and commemorated them with the opening of the “16+1 E-commerce Logistics Hub and Pavilion for agriculture and other products – Yantian Port. He pointed out the increasing trade volume between China and the CEE countries and the importance of investments made by Chinese enterprises into the CEE countries, how they increase the cooperation between the countries of the “16+1” format of cooperation and their gradual receptiveness towards China. There after he remarked the achievements of the APACCCEEC since its establishment in 2015 and the important role the Association plays in the increasing of cooperation. Then he declared the opening of the “16+1 E-commerce Logistics Hub and Pavilion for agriculture and other products – Yantian Port to be the major event in the Consultative Board’s agenda. He then expressed his gratitude towards Yantian Port Group for hosting the Logistics Hub with hope that products imported from CEE countries would enter through Yantian Port. In his speech he pointed out that the date of the 7th Consultative Board meeting is the same date at which four years ago the PRC started its policy of gradual opening toward imports from other countries. Mr. Sui Pengfei expressed three recommendations towards the Consultative Board members:

- According to the mechanism for cooperation established under the APACCCEEC to create specified and concrete action plans.
- To keep in mind the uniqueness of every country participating in the “16+1” format of cooperation and to establish a specified approach to each of them by which to increase the trade volume between China and the respective country.
- To increase cooperation by promoting people’s exchange and transfer of technologies



through which to deepen the cooperation between the respective countries and increase the volume of trade between them. He expressed his disappointment towards the absence of a number of representatives from the Consultative Board and finally proclaimed the support of MARA towards the “16+1” initiative after which he adjourned.

Mr. Vasil Gelev, Executive Director of the APACCCEEC presented the processes through which the APACCCEEC was established, its activities, goals and achievements. In detail he presented the process through which the initiative for the “16+1 E-commerce Logistics Hub and Pavilion for agriculture and other products – Yantian Port was started and the main reason for its establishment which he pointed out to be the competitive standing of the products from the CEE countries compared to those of Western European countries. He remarked the “16+1 E-commerce Logistics Hub and Pavilion for agriculture and other products – Yantian Port and its analogue the “16+1 E-commerce Logistics Hub and Pavilion for agriculture and other products – Bulgaria which was established in 2017 as the greatest achievements of the APACCCEEC to date and thereafter he gave the floor Mr. Siim Tiidermann, Deputy Secretary General for Fisheries Policy and Foreign Relations Ministry of Rural Affairs of the Republic of Estonia.

Mr. Siim Tiidermann expressed his greetings towards the guests and Consultative Board members and made a commitment to notify companies from Estonia about the existence of both the Logistics Hubs. He also requested to examine the existing contracts and projects made by the APACCCEEC and expressed his opinion that future contracts and project plans should be send to all Consultative Board members in advance.

Mr. Vasil Gelev, Executive Director of the APACCCEEC thanked Mr. Siim Tiidermann for his remarks and pointed out that all projects, contracts and other necessary information regarding the activity of the APACCCEEC is send in advance to the respective Consultative Board members who are officials from the Ministries of Agriculture of the corresponding states. Thereafter he gave the floor to Mrs. Bernadette Tomas, Agricultural and Environment, Embassy of Hungary in PRC.

Mrs. Bernadette Tomas expressed her gratitude towards the Consultative Board Members and declared the market position of Hungary to be of a country that can produce quality compared to quantity.

Mrs. Vasil Gelev, Executive Director of the APACCCEEC thanked Mrs. Bernadette Tomas and gave the floor Mr. Ingus Rozenblats, Investment and Development Agency of Latvia.



Mr. Ingus Rozenblats expressed his gratitude towards the guests and Consultative Board members and presented the products which his country is exporting to the PRC among which are: dairy products, fish, alcoholic and non-alcoholic beverages. He also pointed out that Latvia is in negotiations with the PRC for the signing of an agreement for exporting honey. He also remarked the Chinese port-city of Ningbo as being strategic to his country. Furthermore he reaffirmed the position of his country stating that the cooperation with China is to be deepened. Finally he expressed his opinion pointing out that there should be detailed preliminary information send to all Consultative Board members before the Consultative Board meetings take place.

Mr. Vasil Gelev, Executive Director of the APACCCEEC thanked Mr. Ingus Rozenblats and gave the word to Mrs. Kristina Mineikiene, Agricultural Attaché, Embassy of the Republic of Lithuania to the PRC.

Mrs Kristina Mineikiene thanked the Consultative Board members for their attendance and stated the good cooperation between China and Latvia.

Mr. Vasil Gelev, Executive Director of the APACCCEEC thanked Mrs. Kristina Mineikiene and gave the word to Mrs. Blanka Nadia Gołębiowska, Agricultural Counselor of the Republic of Poland to the PRC.

Mrs. Blanka Nadia Gołębiowska thanked all the guests and the Consultative Board members for attending and expressed her desire to learn more about both of the Logistics Hubs. She pointed out that on the First China International Import Expo there have been 28 companies from Poland attending and that the country has also been presented by four of its Ministers.

Mr. Vasil Gelev Executive Director of the APACCCEEC thanked Mrs. Blanka Nadia Gołębiowska and gave the floor to Mrs. Tadeja Kvas Majer, Director-General, Agriculture Directorate, Ministry of Agriculture, Forestry and Food of the Republic of Slovenia.

Mrs. Tadeja Kvas Majer expressed her gratitude towards the Consultative Board members and pointed out that the cooperation between Slovenia and China is increasing. She also remarked that the percentage of exports from Slovenia to China has increased by 80% from the previous year.

Mr. Vasil Gelev Executive Director of the APACCCEEC thanked Mrs. Tadeja Kvas Majer and gave the floor to Mr. Li Kong Tao, MARA.

Mr Li Kong Tao, MARA pointed to the 7th Meeting of Heads of Governments China – CEEC which was held in July in Bulgaria, Sofia as being a very important step for the cooperation between the countries from the “16+1” format and a positive influence on the practical



implementation of their cooperation. He notified the Consultative Board members that 16 billion euro of the state budget of MARA have been invested in different projects in the area of agriculture. He shared that China has a plan to establish an Agricultural Demonstration Zone in Serbia and furthermore he expressed his opinion that the establishment of the “16+1 E-commerce Logistics Hub and Pavilion for agriculture and other products – Yantian Port will deepen the cooperation between the countries from format. Than identified in what are in his opinion the three pillars of cooperation of the “16+1” format:

- The Annual Meeting of the Ministers.
- The Consultative Board Meetings.
- The Establishment of Demonstration zones and E-commerce Logistics Hubs.

Finally he pointed out to the increasing number of Chinese delegations which visit the countries from Central and Eastern Europe and to how that is an example of the increasing cooperation and success of the initiative.

Mr. Vasil Gelev, Executive Director of the APACCCEEC thanked Mr Li Kong Tao, MARA and announced a thirty minutes break.

Point 2: Presentation of Yantian Port about the “16+1” National Pavilion and procedures for placement of samples from CEE countries in Yantian Port “16+1” Pavilion.

Mr. Vasil Gelev, Executive Director of the APACCCEEC continued the meeting after the break and invited the representatives from Yantian Port Group to make a presentation.

The representatives from Yantian Port Group revealed a short promotion video which presents the “16+1 E-commerce Logistics Hub and Pavilion for agriculture and other products” – Yantian Port and the activities carried out by Yantian Port in general. After the promotion clip the representatives from Yantian Port Group made a presentation about the trade platform that they operate with remark to the services which it provides such as:

- Contacts with distributors;
- Logistics services;
- Market analysis;
- Consulting services;
- Others;

The platform operated by the Yantian Port Group is expected to become operational by the end of 2019.



Mr. Vasil Gelev, Executive Director of the APACCCEEC thanked the representatives from Yantian Port Group and announced time for discussion.

Mrs. Bernadette Tomas representative from Hungary raised the matter for the issuance of protocols for the import of certain products into China – pork salami. Mr. Vasil Gelev clarified that the procedure for the issuance of such protocols requires for Hungary to have a bilateral agreement with China for their import.

Point 3: Presentation of successful stories from the business

Mr. Vasil Gelev, Executive Director of the APACCCEEC invited Mr. Alex Simcic from the Family Wine Estates Association of Slovenia a representative from the Slovenian wine industry to present about their success in entering the Chinese market with their products.

Mr. Alex Simcic made a presentation of the geographical advantages that Slovenia provides and the opening of Slovenia's first national Pavilion. Secondly he revealed the in use strategy for entering the Chinese market and the acquisition of market share by using a specified marketing campaign through the application WeChat and by organizing Sommelier master classes at which Slovenian wine is in use. Thereafter he shared the economic results of the marketing campaign which amount to a 50% increase in annual turnover and a 30% increase in revenues.

Mr. Vasil Gelev, Executive Director of the APACCCEEC thanked Mr. Alex Simcic from the Family Wine Estates Association of Slovenia.

Thereafter Mr. Vasil Gelev made a presentation about the “16+1 E-commerce Logistics Hub and Pavilion for agriculture and other products” – Bulgaria. He pointed out the services which the Logistics Hub provides and the benefits it presents for producers. Then he revealed the platform which the APACCCEEC operates. After that he presented 16plus1Cloud E-commerce platform which serves as a digital bridge between the Logistics Hubs. He expressed the role of the APACCCEEC as a Center for information from which producers from the CEE countries can benefit. After that he shared his vision for the future cooperation in the “16+1” format of cooperation with the establishment of “16+1 E-commerce Logistics Hub and Pavilion for agriculture and other products” in every country all of which can benefit from the already established 16plus1Cloud E-commerce platform. Furthermore he presented the Bulgarian Damascene rose Pavilion and the Bulgarian National Pavilions. Finally he emphasized on the role of the Logistics Hubs in the shortening of the supply chain



management and how that provides for better competitiveness of the CEE producers on the Chinese market.

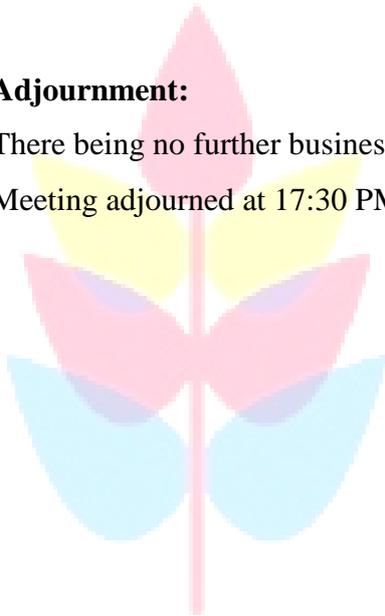
Point 4: Discussion and adoption of date and venue of the 8th Meeting of the Consultative Board of the Association for the Promotion of Agricultural Cooperation between China and the CEE countries in 2019

The 7th Meeting of the Consultative Board of the Association for the Promotion of Agricultural Cooperation between China and the CEE countries did not assemble the minimum number of present Board members in order to gather a quorum. Therefore no vote has been conducted for the adoption of a date and venue for the 8th Meeting of the Consultative Board.

Adjournment:

There being no further business, Chairman Vasil Gelev declared the meeting adjourned.

Meeting adjourned at 17:30 PM



APAC
BETWEEN CHINA AND CEEC

Adopted by the Consultative Board Members

on the 7th Consultative Board Meeting

on November 08, 2018