

# Cooperation Between Yunnan Province and Overseas Industrial Parks Development Research

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**Abstract**—This paper mainly introduces the development status of overseas park cooperation in China, and the nature and positive significance of the construction park. It analyzes in detail the main cooperation problems existing in China's overseas parks. The paper mainly describes from six aspects and the cooperation of overseas parks. At the same time, this paper also points out the cooperation direction and construction guidelines for cooperation between Yunnan Province and overseas parks, and promotes the rapid development of industrial parks through cooperation with agriculture, production capacity and tourism in neighboring countries. Finally, the corresponding strategic path is proposed for various problems in the overseas park.

**Keywords:** *overseas industrial parks, development status, cooperation problem, strategic path*

## I. INTRODUCTION

After the reform and opening up, China has successively established various types of parks, including industrial parks, special zones, high-tech zones, economic development zones, taxation zones, logistics parks, and the nearest free trade zone, all of which simulate a more realistic international market in some areas. The environment has activated the energy of Chinese and foreign companies, thus providing power for China's economic development.

At present, overseas parks have become an important platform for Chinese companies to go global. Starting from the development of Yunnan Province, as the comprehensive cost of domestic manufacturing industry rises, it has become an inevitable trend for our province to go global. The new round of international industrial transfer in our province has entered the 2.0 era, that is, it has changed from pure capital output to capital output. Relying on overseas parks, we will promote the enterprises in our province to go out and promote the exchanges and cooperation between the countries and regions along the Bangladesh-China-India-Burma Economic Corridor of the "Belt and Road". The overseas parks will become the role of the economic and spatial expansion and governance structure of the host countries and host countries.

The purpose of this paper is to analyze the problems and obstacles in the construction of Yunnan parks in Southeast Asian countries, to indicate the key countries, directions and

fields of cooperation in the park, and to propose relevant countermeasures to promote the cooperation and development of the park.

## II. LITERATURE REVIEW

The development of overseas industrial parks is also the result of the joint role of politics, economy, diplomacy and culture in the domestic "thrust" and foreign "gravity". In the future, the coverage of overseas cooperative parks will become wider and wider, the industry categories will become more diversified, the environmental facilities of the park will become more and more perfect, and private enterprises will increasingly become the mainstay of investment in China's overseas parks. In addition, industrial parks will further promote the development of local parks (Zhao Shengbo, Wang Xingping, Hu Xuefeng, 2018). The scale of "going out" of Chinese enterprises has continued to expand, but they also face problems such as unfamiliar local policies and the environment. Enterprise individual combat will often increase the local operating costs, and the overseas parks create favorable conditions for enterprises to "going out". The overseas parks implement unified operation and unified management, which can provide strong support for enterprises, reduce the coordination and communication costs of enterprises, and help enterprises developing overseas to develop. Admitted enterprises receive preferential treatment in taxation, labor and land policies, and receive effective services in investment, finance, logistics and other aspects. "Going out" enterprises bring capital to overseas to build a park, not only bringing new technology and management experience to the local area, but also providing employment and contributing taxes to the local area (Yang Li, 2018). With the in-depth development of economic globalization, the pace of overseas investment by Chinese enterprises will be faster and faster. Under this background, the development and construction of overseas industrial parks of Chinese enterprises will certainly be developed on the basis of existing ones. (YuSuo, 2014).

Scholars in many countries are paying attention to the strategic intention of overseas parks in China for international capacity cooperation. Capacity cooperation needs to be different from Western industry migration and capacity transfer theory to guide the development of overseas park development mechanism. DeborahBra & TangXiaoyang believes that China

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has established a series of overseas industrial parks in Africa, which are the central platform for China's announced "mutual benefit and win-win" strategy. Dannenberg Petal and others believe that China is unique in its experimental and gradual approach to the governance of multinational corporations and institutional enclaves. China's strategy of establishing a special economic zone in Africa is likely to accelerate the process of globalization. New impetus. But in general, there are still many problems in the construction of overseas industrial parks. This paper mainly analyzes the current situation and existing problems of overseas industrial parks.

### III. THE DEVELOPMENT STATUS AND PROBLEMS OF CHINA'S OVERSEAS INDUSTRIAL PARKS

#### A. Development Status

##### 1) Development Status and Trends of Overseas Parks in China.

The overseas parks have effectively promoted the industrialization of the countries in which the park is located and the development of related industries. China's overseas parks have relatively clear industrial type distinctions and corresponding development characteristics. At present, the relatively mature industries in China's overseas parks mainly include textiles, home appliances, machinery, electronics, building materials, chemicals, resource development and technology research and development. According to the type of park positioning, it can be divided into six types: processing and manufacturing, resource utilization, agricultural development, trade logistics, technology research and development, and multi-integration. The six major economic corridors, including the China-Mongolia-Russia Economic Corridor, the New Asia-Europe Continental Bridge Economic Corridor, the China-Central Asia-West Asia Economic Corridor, and the China-Pakistan Economic Corridor, jointly announced by the Ministry of Commerce, the Ministry of Foreign Affairs and the State Bureau of Surveying and Mapping Among the 65 countries and regions, there are 45 overseas parks that have been built and developed in China [1].

The distribution of the main 45 types of overseas parks in China and the countries along the Belt and Road Initiative is as follows, mainly in multi-integrated parks, with a total of 16, accounting for 35.56%; followed by 12 processing and manufacturing parks, accounting for It is 26.67%; the agricultural development type, business logistics type, resource utilization type and technology research and development type are 11, 8 and 1 respectively. At present, China's overseas industrial parks are located in the Asia-Europe and Africa region covered by the "Belt and Road" six economic corridors, mainly concentrated in Southeast Asia, South Asia and Europe and Eastern Europe in Asia. Kyrgyzstan and Uzbekistan along the Silk Road Economic Belt. Stan, Russia, Pakistan, Hungary and Cambodia, Thailand, Vietnam, and Laos along the 21st Century Maritime Silk Road are concentrated distribution areas of China's overseas economic parks. Asia is the main area and key area for the distribution of overseas parks. Of the 45 Chinese overseas parks along the "Belt and Road" countries, 37 are located in Asia and 7 in Europe. Located in Asia's overseas parks in Asia, there are as many as 18 in Southeast Asia,

forming a concentrated distribution area of China's overseas parks. There are more than 10 Chinese overseas parks in South Asia, which is close to the number of parks outside China along the "Belt and Road" in Asia. 1/3. There are 6 Chinese overseas parks in the five countries of Central Asia. West Asia is far away from China. At present, there are only three overseas parks. Under the "Belt and Road" interconnection network supported by the

"Belt and Road" six economic corridors, China's overseas parks are in Asia. The spatial distribution structure of the southeast-northwest has been reduced and the circle has been expanded. Southeast Asia has become the largest distribution circle in China's overseas parks, and it has expanded to the south, central and western regions along the northwest. As the end point of the Asia-Europe continent and the expansion of the "Belt and Road" in the West, Europe has also created a "small concentration" of the Chinese parks in Eastern Europe in the distribution pattern of seven overseas Chinese parks in Belarus, Russia, Hungary and three countries. ". Generally speaking, most of China's overseas parks, especially the well-developed Chinese foreign trade and economic cooperation zones, are located along the "Belt and Road" and have the spatial distribution characteristics of "large dispersion and small concentration" [2].

"Going out" of parks in China is becoming a new form of capital and technology export. With the establishment of a number of overseas industrial parks such as China Belarus Industrial Park, the development of overseas industrial parks in China is accelerating. According to statistics, there are nearly 100 parks built overseas by Chinese enterprises. Its characteristics are as follows: the cooperative countries are mainly developing countries. For this reason, the overseas construction of parks in China also faces some problems, such as the increasing differentiation and diversification of overseas investors and industries, the lack of risk awareness, and the areas of soft power of park investment to be strengthened. In addition, due to the specific situation of different countries, the operation mode of overseas parks faces the dilemma of differentiation. Most of the overseas industrial parks are private enterprises. Chinese enterprises have experienced the strategic upgrading of "going out" from the single enterprise investing and building factories abroad to the collective factories in the form of industrial parks. Overseas Industrial Park is an enterprise behavior. According to the principle of "government guidance, enterprise subject, market operation", the government will give different degrees of support. Although there are many preferential policies, the situation of Chinese enterprises entering and leaving the park often occurs, which is mainly due to the different level of enterprises adapting to the internationalization abroad, and the serious differences in production strategies, employment methods and production products. Therefore, although there are many preferential policies, in terms of the operation mode of the park, it will be more difficult for enterprises to solve different problems because the specific conditions of each country operating overseas industrial parks are different. For example, the problems faced by industrial parks in Southeast Asia and Africa will be quite different, and the solutions cannot be copied. The construction and operation mode system of parks

outside China needs to be further improved. The enterprises going out are mainly resource-based. There are few large-scale enterprises with agglomeration effect that can be matched in the manufacturing process to establish industrial parks abroad [3].

The countries and regions along the "Belt and Road" will continue to be important space carriers for the construction and development of overseas parks in China. As a new exploration of global governance tools, China's overseas parks are promoting exchanges and cooperation between the countries and regions along the "One Belt, One Road" six economic corridors with new speed and new attitude, which has become an important part of China's "Belt and Road" initiative component. With the implementation of the "Belt and Road", the role of overseas parks as the home country of the investment and the economic expansion of the host country and the expansion of the governance structure will be further revealed. The distribution of the parks in the countries and regions along the "Belt and Road" will be more scientific. More reasonable and more comprehensive distribution and development [4].

2) *The essence and positive significance of building an overseas park.*

a) *Establishing the essence of overseas parks:* Many emerging market countries and developing countries are trying to open up by imitating China's reforms. Put the model to revitalize the economy. The most common example is that leaders of some countries often invite Chinese companies to their national parks during their visits to China because they recognize the nature of the park. The process of overseas park development is the embodiment of the agglomeration effect, which is the process of stimulating investment, land appreciation, and even urban development.

b) *The positive significance of the construction of the park:* First, reduce the cost of overseas investment and development. The overseas industrial park can let Chinese capital form the advantage of overseas industrial chain. By joining forces to attack the overseas market, it can not only share capital, talents, equipment and other resources, but also form the industrial agglomeration effect, greatly reducing costs, improving efficiency and expanding profit space. Second, reduce the risk of overseas investment. Through the park cooperation, not only can we gain more strength in negotiation with the host government, which is conducive to the establishment of more preferential policies, but also can make enterprises change from scattered, disordered and blind "going out" to centralized, orderly and rational "going out" to reduce the risk cost of international operation and fundamentally increase competitive advantages. Third, it is convenient for the government and the person in charge of the park to manage the enterprise in a unified way. Compared with the scattered overseas investment of enterprises, both the local and host governments can establish a set of perfect standard system for the enterprises in the park. The local government can strive for projects for enterprises, provide information services, develop assessment mechanism, provide financing channels and financial support, while the host

government can provide political guarantee for the enterprises to settle in the park and guide the local development of enterprises. Fourth, building and operating overseas parks well is a model of China's economic development model, an important means to show the achievements of China's reform and opening up over the past 40 years, and also an important means to enhance the influence of China's soft power. From a realistic perspective, the overseas park is an important starting point for China to promote the "one belt and one road" construction. The overseas park is a haven for enterprises from all countries, including Chinese enterprises. In a more complex environment, it creates a good business environment, so that enterprises can go out to sea in groups, and at the same time meet the needs of expanding the overseas market, promote the local economic development [5].

### *B. Problem analysis*

1) *Existing problems of overseas Park cooperation in China.*

a) *The industrial positioning and layout of each park is unscientific:* Industrial positioning refers to the industrial planning of a region according to its own comprehensive and unique advantages and its economic development stage to determine the leading industry and basic industry. At present, there are the following problems in the orientation of overseas Parks: first, the layout is disordered and unscientific. The layout of overseas parks did not fully integrate the urban development planning, natural resources and social resources at that time for scientific planning. The low level of infrastructure construction slows the development of overseas park construction and the low economic contribution rate. Second, industry is isomorphic, repeated construction and homogeneous competition [6]. Our province's Overseas Industrial Park appears the phenomenon of competition in the same place, competing for the rich resources of the host country, so the government is also passive. Blind and repeated construction is not only not conducive to the rational allocation of resources, but also easy to cause disordered competition between overseas parks and enterprises in the park, and has a certain negative impact on the host country. In the long run, it is also not conducive to the standardization and scientific development of domestic industries [7].

b) *Difficulties in operation mode of overseas Parks:* As a form of organization for government to set up a platform and enterprises to perform, overseas parks have great differences in management mode and operation mode in various regions, and its management and development is a process full of wisdom. First, the operation mode of overseas parks faces the dilemma of differentiation. Due to the different national conditions, the operation mode of the park faces the challenge of differentiation. Second, soft power investment in overseas parks needs to be strengthened. At present, most of the overseas investment fields of Chinese enterprises focus on transportation, manufacturing and other aspects, and the soft power fields such as brand building and high-tech need further attention [8].

c) *the effect of industrial agglomeration is not obvious:* Leading enterprises can drive certain enterprises to gather, but the effect of industrial agglomeration is not obvious. The profit model of leading enterprises has played a certain exemplary role for domestic and foreign enterprises. In view of the huge production advantages and development potential inside the overseas industrial park, a large number of relevant enterprises have come into the park, forming a certain enterprise agglomeration in the park. Although the internal industrial chain of the overseas industrial park in our province is beginning to take shape, the leading enterprises in the park are not extending to the upstream and downstream, the industrial chain is relatively short, and the leading industries are still mainly processing and manufacturing, while the suppliers in the upstream of the industrial chain and the financial, information, brand, marketing and other relevant supporting institutions in the downstream of the industrial chain are relatively lacking, and the leading enterprises in the park are Only simple agglomeration of related enterprises is formed under the drive, the industrial chain is not perfect, and the effect of industrial agglomeration is not obvious [9]

d) *The system of financing and talents is not perfect:* It is difficult for the park to finance, and there is a lack of high-quality and high-level talents. First of all, the financing mode of the overseas industrial park in our province is mainly enterprise self financing. Compared with the domestic development zone, the overseas industrial park is affected by the particularity of its location and the differences of its policies and systems, with narrow financing channels and imperfect financing system. At present, most of our province's overseas industrial parks are located in developing countries, and there are still many defects in their economic environment, financial service system and system construction, which are not conducive to our province's enterprises' overseas financing. In addition, although the overseas industrial park of our province can make full use of the rich labor resources of the host country, it still lacks high-quality international talents.

#### 2) *Potential risks of overseas Park cooperation*

There are many potential risks in the cooperation of overseas parks, such as regulatory change risk, policy system risk, audit deformity risk, project unique risk, model friction risk, personal safety risk and other potential risks. Take Vietnam as an example, in Vietnam's investment, trade, contract projects and labor cooperation, we should pay special attention to the investigation, analysis and assessment of risks in advance, do well in risk aversion and management in order to safeguard our own interests [10]. Enterprises should actively use insurance, guarantee, bank and other insurance financial institutions and other professional risk management institutions to protect their own interests. In recent years, the gap between the rich and the poor in Vietnam has been widening, social conflicts have become more prominent and unstable factors have increased. There are more cases of theft and robbery in Hanoi, Ho Chi Minh and Haiphong. Chinese personnel working in Vietnam and planning to go to Vietnam should improve their awareness of self-protection. When entering or leaving hotels, markets or other public places, pay

attention to the safekeeping of personal property to prevent theft.

#### IV. COOPERATION DIRECTION AND CONSTRUCTION GUIDE BETWEEN YUNNAN PROVINCE AND OVERSEAS INDUSTRIAL PARKS

##### A. *Cooperation direction*

1) *General direction:* Fully implement the spirit of the 19th National Congress of the Communist Party of China, focus on China Indochina Peninsula, Bangladesh, China, India and Myanmar, China Laos and China Vietnam Economic Corridor, connect with and integrate into the construction of "new land and sea channel in the west", combine with the construction and development of China (Yunnan) pilot Free Trade Zone, pay close attention to layout and set up a number of Yunnan parks in key surrounding countries, deepen agriculture, production capacity, logistics and tourism, etc Cooperation in the field will promote the landing of overseas "Silk Road Pearl" project, take the overseas Park as the starting point, effectively reduce the cost and risk of foreign investment, improve the quality and efficiency of going out, and comprehensively promote the integration of the 123 industries in Yunnan, and strive to build Yunnan into the "main force" of China's "one belt, one way" international cooperation in Southeast Asian countries' foreign investment cooperation. Form China's radiation center facing south Asia and Southeast Asia and opening up front [11].

2) *Development objectives:* By 2020, the layout of overseas economic and trade cooperation zones in important regions and key nodes along the Bangladesh China India Myanmar economic corridor and China Indochina Peninsula Economic Corridor will be completed. The actual foreign investment in Yunnan Province has an average annual growth of more than 12%, with a total of 16 billion US dollars. The investment in key countries accounts for more than 25% of the country's total investment in the same period. The number of foreign investment platform companies has reached 5 or more, and the number of foreign investment enterprises (Institutions) has increased significantly [12]. The number of foreign investment projects in the field of "five links" has increased year by year, the proportion of investment in agriculture, production capacity, logistics, cultural tourism and infrastructure construction has increased, and the investment structure has been further optimized. In the fields of foreign project contracting, foreign energy, agricultural investment, overseas parks and production capacity cooperation, Yunnan has formed a number of local foreign investment enterprises with strong international competitiveness. By 2025, the overseas economic and trade cooperation zone has become a strong support for Yunnan's participation in the "one belt and one way" foreign investment and cooperation. The foreign investment platform enterprises have been built in an all-round way, and the industrial cooperation base, the exchange platform window, and the harmonious peripheral stability leading role have been brought into full play by [13]. The

contribution of overseas investment projects to the adjustment of industrial structure, orderly transfer of production capacity and economic development in Yunnan has been significantly improved. Foreign investment has become an important supporting force for the development of an open economy in Yunnan, and has been a powerful driving force for the economic development of the project. The new pattern plays an important role in making Yunnan's contribution to building a community of shared destiny around [14].

3) *Key directions of Park cooperation:* Focusing on the overall layout of the north, middle and South lines of the Bangladesh China India Myanmar economic corridor and the East, middle and West lines of the China Indochina Peninsula Economic Corridor, priority should be given to the construction of Kunming Myanmar Mandalay Myanmar Yangon, Kunming Myanmar Mandalay Myanmar Kyaukpyu, Kunming Laos Udomxay Laos Lang Prabang Vientiane, Kunming Vietnam Hanoi Vietnam coastal defense economic corridor.

4) *Countries focusing on cooperation:* Focusing on the key direction of Yunnan's foreign investment cooperation, combined with the economic volume, location, economic and trade relations with Yunnan and other factors of South and Southeast Asian countries, Yunnan will further focus on investment cooperation with Myanmar, Laos, Vietnam, Thailand, Cambodia, Bangladesh, Sri Lanka, India, Nepal and other countries and regions.

5) *Key areas of cooperation:* Focusing on the industrial development needs of key countries in South and Southeast Asia and combining Yunnan's advantageous industries, we will further expand cooperation with South and Southeast Asian countries in agriculture, international production capacity, modern logistics, cultural tourism, energy, transportation and other fields.

#### B. Construction guide

Relying on the important role of South Asian and Southeast Asian countries in the international cooperation of "one belt and one road", we should give full play to the advantages of Yunnan's logistics system construction and logistics industrial agglomeration. We will build a number of international logistics parks in the economic zone of Bangladesh, China, India and Burma and the important economic corridor of China's south central Peninsula, and speed up the strength of logistics enterprises in Yunnan to "go out" and expand international business. We will encourage businesses to rely on logistics parks to build "overseas warehouses" and establish overseas sales networks. Reduce the cost of cross-border logistics, improve the efficiency of circulation, and optimize the environment for foreign investment and cooperation between Yunnan and South and Southeast Asian countries [15].

According to the specific national conditions and development needs of the surrounding countries, we will practically promote the construction of China Laos, China Myanmar and China Vietnam cross-border economic cooperation zones, strengthen cooperation with the surrounding countries, build the cross-border economic cooperation zones

into areas with free flow of production factors such as personnel, capital, goods, technology and information, and build the cross-border economic cooperation zones into infrastructure improvement and cost An international production base with outstanding advantages, convenient investment and trade, advanced technology and innovation. We should strengthen consultation with neighboring countries, create conditions together, open up third country markets together, and become a growth pole leading regional economic development and a demonstration area for international economic cooperation. With system innovation as the core and replicability and popularization as the basic requirements, we will comprehensively implement the central government's requirements on accelerating the opening up along the border, target international advanced rules, form more internationally competitive system innovation achievements, promote the quality, efficiency and power changes of economic development, and strive to build a convenient trade and investment, accessible transportation and logistics, free flow of elements, and financial services The high standard and high quality free trade park with perfect innovation, safe and efficient supervision, ecological environment quality flow and outstanding radiation driving role has become the support point for Chinese enterprises to move towards South Asia and Southeast Asia [16].

Increase intergovernmental consultation, comprehensively promote the special planning of connectivity between Yunnan and relevant countries, make full use of international and domestic aid funds, preferential loans, regional investment funds and the strength of enterprises in the province, accelerate the construction of overseas highway and railway projects along the Bangladesh China India Myanmar economic corridor and China Indochina Peninsula Economic corridor, and strive to open the "dead end road" and "bottleneck road" "To promote the construction of international transport channels connecting Yunnan and key overseas parks. Density the existing flights, expand the route network, open up new round trip and direct flight routes of node cities, and build the air transport channel of economic corridor. We will try our best to build the Bangladesh China India Myanmar economic corridor and the China Indochina Peninsula Economic Corridor.

### V. CONCLUSION AND COUNTERMEASURES

#### A. Conclusion

After 40 years of reform and opening up, our country has gradually grown into a "world factory". We should encourage the "belt and road" Overseas Industrial Park to actively explore the cooperation mode with the domestic Park, and effectively connect the domestic labor, technology, talent and management advantages with the host country's labor, resources and market advantages through the establishment of different places, cooperation and construction, and management output. To create more space for both sides to play their comparative advantages [17]. Of course, in the process of development, opportunities and challenges coexist. In the new era of emphasizing the quality of foreign direct investment, the development of overseas parks should seize the opportunities of national policy support, international investors' great concern for "one belt and one road", and overcome obstacles

such as financing difficulties and backward infrastructure in the investment process of economic and trade parks, and sum up the more than 10 of overseas economic and trade parks. On the basis of years of development experience, further promote its sustainable and healthy development [18].

### B. Countermeasures

#### 1) Coordinate top-level design and upgrade cooperation mechanism

Yunnan parks not only take economic interests as the only orientation, but also have distinct characteristics of foreign exchanges and national credit. Therefore, we should start a systematic top-level overall planning from the macro level, discuss the overall layout of cooperation construction between Yunnan Province and South Asia and Southeast Asia parks, and explore how to guide various resource elements to gather in South Asia and Southeast Asia parks through location selection. On the one hand, the top-level design of overseas park construction in our province should focus on the transformation from short-term interests to long-term cooperation, adhere to the concept of building overseas "Green Park", pay attention to local environmental protection and effective resource conservation. On the other hand, our province needs to strengthen the strategic planning of overseas parks, and the key projects must be promoted from high-level to overall planning. Specifically, we should strengthen departmental coordination, plan as a whole, implement classified and hierarchical guidance, improve the service system and strengthen risk prevention and control.

#### 2) Diversified operation mode:

Yunnan Province and local leading development enterprises can explore the pilot PPP model in South Asia and Southeast Asia Park, which can not only broaden the capital channel but also increase the credibility of the park. Encourage all kinds of domestic investment companies to cooperate with the development enterprises of Yunnan Industrial Park, provide project financing, equipment leasing, order mortgage and other financing services for the enterprises entering the park, and reduce the capital pressure of enterprises' foreign investment. Yunnan provincial government takes the lead in setting up "capital pool", as a way of starting and guarantee, to attract private capital to join in investors. We will continue to encourage and standardize enterprises and private capital to participate in the construction of Yunnan Industrial Park, and pay close attention to possible risks to guide them to operate in a standardized and healthy way.

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