

Information Technology -The Great Potential in China

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*Engaged in Administration of
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Information Technology -The Great Potential in China

- **Growing Demand**
- **Research and Development**
- **International Cooperation**

Growing Demand

- **Information Infrastructure Construction**
 - Telecom
 - Computer
- **IT Industry**

CHINA INFRASTRUCTURE CONSTRUCTION

Telecommunication

Year	Million Subscriber Lines	Increased per Year	Increasing Rate
1990	19.69	2.66	15.6 %
1991	23.38	3.69	18.7 %
1992	30.00	6.62	26.6 %
1993	42.06	12.06	40.2 %
1994	61.62	19.56	46.5 %
1995	85.10	23.48	38.1 %
1996	109.00	23.90	28.1 %

CHINA INFRASTRUCTURE CONSTRUCTION

Computer (Billion Yuan)

	1994		1995		1996	
	Sales Volume	Increasing Rate	Sales Volume	Increasing Rate	Sales Volume	Increasing Rate
Hardware	30	54 %	47	57 %	71.5	52 %
Software	4.9	23 %	6.8	39 %	9.2	35 %
Information Service	5.8	18 %	7.7	33 %	11.3	47 %
Total	40.7	40 %	61.5	51 %	92	50 %

Growing Demand

- **IT Industry**
 - **Stored Program Control Switch**
 - **Personal Computer**
 - **High Performance Computer**
 - **Software**
 - **Foreign Investment, Joint Venture, and Cooperation**

Research and Development

- **Government Sponsored Program**
 - **Basic Research**
 - **863 Program**
 - **Torch Program**
 - **Others**

Research and Development

- **New & High Tech. Industry Development Zones**
 - **Industry Base, Science & Technology Park, New Community**
 - **Tech. Innovation Center**
 - **Incubators**
 - **Technology Transfer Center**
 - **Government Support**

International Cooperation

- **What China Expect**
 - **Enhance R&D Level**
 - **Promote High Tech Industry Development**
 - **Reform Traditional Industry**
 - **Serve Economic Construction**

International Cooperation

- **What China Expect**
 - **Market**
 - **Technology**
 - **Managerial Skills**
 - **Capital**

International Cooperation

- Academic Exchange and Collaboration**
- Joint Research Project**
- Joint Research Organization**
- Technology Transfer**
- Joint Venture**

International Cooperation

- **Legal and Policy Environment**
 - **IPR Issue**
 - **Foreign Investment Is Welcome**
 - **Export Oriented**
 - **Import Replacement**
 - **Advanced Technology and/or Equipment**
 - **Energy or Raw Material Saving**

International Cooperation

- Well Planned Long Term Strategy
- Right Sizing
- Globalization and Localization