

中外經濟合作研討會

Symposium
on Sino-Foreign Economic Cooperation

1989. 10

中信公司（集團）主辦
SPONSORED BY CITIC (HOLDINGS)



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江澤民總書記會見中外經濟 合作研討會全體代表時的談話要點

(一九八九年十月三日)

我在上海任市長時講過中外經濟合作的四條原則，一是相互了解，二是相互信任，三是互惠互利，四是有長期考慮。我甚至主張外國投資者獲利可以比我們多；雙方都不做一錘子買賣，要有長遠打算。今天的會見就是第一條原則的體現，相互了解非常重要。

中國有句話叫做“百聞不如一見”。你們來之前聽到的和現在見到的會有不同，應該可以消除一點誤解。我同意你們關於宣傳工作的意見，不能說我們對外宣傳做得好了。我們的宣傳如何做到有針對性，如何讓外國人理解，確實我們的本事還不大。我們要學會宣傳，包括中國駐外大使館，要把實際情況對外講清楚。你們回去後也會遇到怎樣描繪中國情況的問題，科學的辦法就是實事求是，看到什麼就說什麼。事實勝於雄辯。

幾年前鄧小平同志提出黨政分開。總的講，中國共產黨的領導是政治的領導，是對重大方針政策的領導。黨中央決不干預國務院的具體工作。我們有個很好的領導集體，即政治局常委會。我們經常聚會，互通信息，不存在任何困難的問題。在工廠里，實行廠長負責制是企業法規定的。廠長對生產指揮、經營管理、產品技術開發等全面負責。基層黨組織不去干預這方面的工作，但要負責做好思想政治工作，發揮保證監督作用。至於合資企業，情況同國營企業不完全一樣，合資企業的重大決策問題由董事會負責，黨的組織主要是做職工思想工作，為搞好企業生產服務。

外國向中國貸款的最好時機可以說已經到來。我們希望得到長期的低息貸款。

香港人的信心和人才外流問題，只要中英雙方嚴格遵守協議，經過共同努力，這個問題就會迎刃而解。

中國的改革開放政策，我們再三講不會改變。我同意朋友們提的意見，不能只是口頭講，要用事實講，希望我們雙方共同努力合作，搞出幾個大項目來證明。



ABSTRACT OF GENERAL SECRETARY JIANG ZEMIN'S TALKS WITH
PARTICIPANTS OF SYMPOSIUM ON SINO-FOREIGN ECONOMIC COOPERATION

As I said before, there are four points of principle governing Sino-Foreign economic cooperation: mutual understanding, mutual trust, mutual benefit and long-term consideration. I even hold that, in terms of cooperation, foreign investors may make more profits than we do. However, both sides should not base their considerations just on one single deal but should have a long-term view. Our meeting today embodies the first point of principle, as mutual understanding is very important.

There is an old saying in China -- seeing once is better than hearing it a hundred times. What you have seen here must be different from what you had heard before you got here, so some misunderstanding may be removed. I agree with you on the question of our work to present China to the outside world. We have not done a good job in this respect. We are not that proficient at presenting China to the outside world in a way that foreigners can understand well. We in China, including our diplomatic envoys, must learn how to explain to people in other countries the actual situation in China. You will also be confronted with the question of how to describe the situation in China when you get home. The scientific way to do this is to be factual and say whatever you have seen here, because facts speak louder than words.

A few years ago, Comrade Deng Xiaoping proposed to separate the functions of the Party and government. In general, the leadership of the Communist Party of China is a political leadership which formulates the important guidelines and policies. The Central Committee of the CPC would by no means interfere in the routine work of the State Council. The Standing Committee of the Political Bureau is a very good collective leadership. We the members of this committee often meet with each other to exchange information. There exist no difficulties among us.



The factory director responsibility system is stipulated in the Enterprise Law. Factory director has the overall responsibility for production, management, business operation, and development of products and technologies. The Party organization in a factory is not supposed to interfere in those functions, and it is responsible for the ideological work and plays the role of supervision. Things in joint venture enterprises are not entirely the same as those in the state-owned enterprises. The Board of Directors of a joint venture enterprise is responsible for making important decisions. Party organization there is mainly for the ideological work among its employees and serves to facilitate production of the enterprise.

I believe that the best opportunity for foreign countries to extend credit to China is already there. We hope to obtain long-term and low interest loans.

The problem of people's confidence in Hong Kong and the brain drain from Hong Kong will be solved through joint efforts by the Chinese and British sides so long as both sides strictly abide by the Sino-British Joint Declaration.

We have stated repeatedly that China's policy of reform and opening-up will not change. I agree to the view of our friends that words are not enough and they should be proved with deeds. I hope that all of us will make concerted efforts to go in for a few major projects to prove the point.

李鵬總理會見中外經濟合作 研討會全體代表時的談話要點

(一九八九年十月二日)

中國有一個很有名的哲學家孔子說過：三十而立，四十而不惑。中國已到了不惑之年。不管出現什麼風波，我們都願意和世界上一切愛好和平的國家友好相處，願意和大家繼續進行經濟技術合作和貿易往來，這是不會變的。意識形態方面，可能大家各有不同見解，但這并不妨礙我們成為好朋友，完全可以按照“求同存異”的原則發展友好合作關係。你們和中國往來，受益的不光是中國方面，而是互相都有利。我希望這種建立在平等互利基礎上的合作能不斷地發展下去。

中國是一個發展中國家，有十一億人口，經濟還比較落後，生產力不發達。中國人民面臨的第一位任務，就是發展生產力，使國家逐步富強起來，實現四個現代化。在這期間，中國需要和各國進行經濟交往。中國的大門是對世界各國開放的，中國人不會自己把門關上。由於歷史的原因，由於中國的基本國情，我們選擇了社會主義制度，我們並不認為我們的體制已經是完善的，而是還需要不斷改進，這就決定了實行改革開放的政策。

大家來北京已經幾天了，也許大部分朋友已有這樣的印像，中國的政局是穩定的，中國的領導是團結的，並不像有些國家的新聞界所估計的那樣，以為現在中國以江澤民為核心的領導班子是一個過渡性的班子。現在的領導班子是穩定的，江澤民同志有政治、經濟各方面的工作經驗，我們都支持他作為黨中央的領導核心。



ABSTRACT OF PREMIER LI PENG'S TALKS WITH PARTICIPANTS
OF SYMPOSIUM ON SINO-FOREIGN ECONOMIC COOPERATION

The famous Chinese philosopher Confucius once said, a man is established at the age of thirty and is full of self confidence at forty. The People's Republic of China has reached the age of self confidence. No matter what turmoil occurs, China wishes to maintain friendly relations with all peace-loving countries in the world and is ready to continue economic and technological cooperation and trade with other nations. This will never change. We may have different views ideologically. However, such difference should not prevent us from becoming good friends. Relations of friendship and cooperation can be developed on the principle of seeking common ground while reserving difference. China does not unilaterally benefit from its relations with you. Such relations are mutually beneficial. I hope that our cooperation established on the basis of equality and mutual benefit will continue to grow.

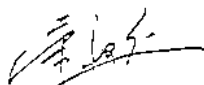
China is a developing country with 1.1 billion people. Its economy is still backward with underdeveloped productive forces. The primary task for the Chinese people is to develop productivity in order to modernize China and gradually make it strong and prosperous. In this process, China needs to have economic contacts with other countries. China's door is open to other countries in the world. The Chinese people will never close the door by themselves. Based on the historical reason and the specific national conditions in China, we have opted for the socialist system. However, we do not think our current system has reached perfection. It needs continuous improvement. That is why we have adopted the policy of reform and opening to the outside world.

You have been here in Beijing for a few days. Maybe most of you already have the impression that China is stable politically and its leadership is united. The Western media has speculated that the leadership centered around Jiang Zemin is a transitional one. This is not true. I believe that the present leadership is stable and Comrade Jiang Zemin is well experienced in political, economic and other fields. We all support him as the core of leadership of the Central Committee of the CPC.



中國國際信托投資公司（集團）

董事長



Rong Yiren
Chairman of CITIC (HOLDINGS)

歡迎詞

中信公司成立十周年之際，我們舉辦此次《中外經濟合作研討會》，承蒙國內外經濟界各位友好同仁熱誠前來參加，在此謹表示熱烈歡迎和深切謝意。我衷心希望，通過大家充分交換意見，能有助於增進相互了解，進一步推動中外經濟技術的合作和交流。

Welcome Message

On the occasion of the 10th anniversary of the founding of CITIC, the Symposium on Sino-Foreign Economic Cooperation sponsored by this corporation is taking place in Beijing. I wish to extend warm welcome and sincere thanks to friends and colleagues from business communities at home and abroad for kindly participating in the event. It is my sincere hope that the full exchange of views at the conference will help enhance the mutual understanding and further promote economic and technological exchanges and cooperation between China and various countries in the world.



PROGRAM

September 30 (Saturday)

- 18:00 Leaving for Beijing Duck Restaurant
- 18:30 Dinner
- 20:00 Beijing at night (Bus Tour)
- 21:00 Returning to the Hotel

October 1 (Sunday)

- 7:30 — 9:00 Breakfast (Yuntai Restaurant, Top Floor)
- 10:00 Leaving for Beihai Park
- 10:30 Beihai Park gala party
- 12:00 Lunch (Dasanyuan Restaurant)
- 14:00 Returning to the Hotel
- 17:00 CITIC welcome reception (Banquet Hall of Great Wall Hotel)
- 18:15 End of the reception
- 18:30 Leaving for Tiananmen
- 19:00 Firework Party at Tiananmen
- 22:30 Returning to the Hotel

October 2 (Monday)

- 7:30 — 8:30 Breakfast
- 9:00 Symposium Opening Session
 - Chairman Rong Yiren's opening address
 - Vice Premier Tian Jiyun's remarks
- 9:40 Break
- 10:00 Speeches by
 - Dr. W. Dekker, Chairman of Supervisory Board of Philip's Industries (the Netherlands)
 - Mr. Gan Ziyu, Vice Minister of State Planning Commission (China)



- Mr. Kawai Ryoichi, Chairman of Japan-China Association on Economy and Trade (Japan)
- Mr. Gao Shangquan, Vice Minister of State Commission for Restructuring Economy
- Mr. Roger Sullivan, President of US-China Business Council (USA)
- 12:00 Lunch (Second floor, Great Wall Sheraton Hotel)
- 13:00 Guest Speaker
 - General Alexander Haig, Jr. Chairman of Worldwide Associates, Inc. (USA)
- 13:30 Break
- 14:00 Speeches by
 - Mr. Tang Gengyao, Director of State Administration of Foreign Exchange Control (China)
 - Sir Adrian Swire, Chairman of John Swire & Sons Ltd. (United Kingdom)
 - Mr. Zhou Xiaochuan, Assistant Minister of Ministry of Economic Relations and Trade (China)
 - Mr. Heinrich Weiss, Chairman of SMS Schloemann-Siemag Aktiengesellschaft (Federal Republic of Germany)
- 15:45 End of the session
- 16:10 Leaving the Hotel
- 16:30 Meeting with Premier Li Peng
- 17:30 Leaving for Prince Gong's Garden
- 18:00 Buffet Party (Prince Gong's Garden)
- 20:00 Returning to the Hotel

October 3 (Tuesday)

- 7:30 — 8:30 Breakfast
- 9:00 Discussions (in two groups)
- 10:15 Break
- 10:35 Discussions continue



- 12:00 Lunch (Beijing traditional food, East Garden of Great Wall Hotel)
- 14:00 Discussion (in one group)
- 15:30 Chairman Rong Yiren's closing address
End of the symposium
- 16:10 Leaving the Hotel
- 16:30 Meeting with General Secretary Jiang Zemin
- 18:30 CITIC Tenth Anniversary Reception (Great Hall of the People)
- 21:00 Returning to Great Wall Hotel

October 4 (Wednesday)
Departures



日 程

九月三十號(六)

- 18:00 離長城飯店赴和平門烤鴨店
- 18:30 便餐
- 20:00 離和平門烤鴨店乘車觀賞北京夜景
(沿二環路經復興門由西向東遊覽長安街)
- 21:00 返長城飯店/國安賓館休息

十月一日(日)

- 7:30 早餐(外賓長城飯店自助餐〈頂層云台餐廳〉/內賓國安賓館套餐)
- 9:00 早餐結束
- 10:00 離長城飯店赴北海公園
- 10:30 遊園
- 12:00 午餐(大三元酒家)
- 14:00 返長城飯店/國安賓館休息
- 16:30 內賓離國安賓館赴長城飯店
- 17:00 中信公司歡迎招待會(長城飯店二樓宴會廳)
- 18:15 招待會結束
- 18:30 離長城飯店赴天安門
- 19:00 觀看焰火
- 22:30 返長城飯店/國安賓館休息

十月二日(一)

- 7:30 早餐
- 8:30 早餐結束
- 8:30 內賓離國安賓館赴長城飯店



- 9:00 研討會開幕（長城飯店二樓宴會廳）
— 榮毅仁董事長致開幕詞
— 田紀云副總理講話
- 9:40 休息
- 10:00 發言人
— 荷蘭菲利浦公司監事會主席戴克先生
— 國家計劃委員會副主任甘子玉先生
— 日中經濟協會會長河合良一先生
— 國家經濟體制改革委員會副主任高尚全先生
— 美中貿易全國委員會會長沙利文先生
- 12:00 午餐（長城飯店二樓宴會廳）
- 13:00 午餐發言人
— 美國世界合營公司董事長黑格將軍
- 13:30 休息
- 14:00 發言人
— 國家外匯管理局局長唐廣堯先生
— 英國太古集團董事會主席施雅迪先生
— 對外經濟貿易部部長助理周小川先生
— 聯邦德國西馬克公司董事長魏斯先生
- 15:45 休會
- 16:10 離長城飯店
- 16:30 李鵬總理會見
- 17:30 赴恭王府
- 18:00 冷餐晚會（恭王府）
- 20:00 返長城飯店／國安賓館休息

十月三日（二）

- 7:30 早餐
8:30 早餐結束



- 8:30 內賓離國安賓館赴長城飯店
9:00 分組討論
10:15 休息
10:35 分組討論
12:00 午餐（長城飯店東花園北京小吃）
14:00 大組討論
15:30 榮毅仁董事長致閉幕詞
研討會閉幕
16:10 離長城飯店
16:30 江澤民總書記會見
18:30 中信公司成立十周年招待會（人民大會堂大宴會廳）
21:00 返飯店休息

十月四日（三）

中外方客人陸續離京



General Alexander M. Haig, Jr. 亞歷山大·黑格將軍

General Alexander M. Haig, Jr., Chairman of UTC's Atlantic and Pacific Advisory Councils and President of his own private advisory firm, Worldwide Associates, based in Washington, D. C.

In his 24 -year military career, General Haig advanced through a variety of assignments. He was promoted to full general in 1972. In October 1974, he served as Commander - in - Chief, U.S. European Command. Two months later he was appointed Supreme Allied Commander in Europe, where he served until retiring from the Army in June 1979.

General Haig was assigned in January 1969 to be senior military advisor to the Assistant to the President for National Security Affairs, Dr. Henry Kissinger. Eighteen months later, he became Deputy Assistant to the President for National Security Affairs. He served as U.S. Secretary of State from January 1981 to July 1982.

Since resigning as Secretary of State, General Haig served on the President's Commission for Strategic Forces (Skowcroft Commission), the President's Commission for Chemical War Fare Review, and the President's Council on Fitness and Sports. He has completed a book, Caveat: Realism, Reagan and Foreign Policy, which has been published in the U. S., Europe and Japan.

亞歷山大·黑格將軍現任美國聯合技術公司大西洋和太平洋諮詢理事會主席及他自己的設在華盛頓的環球聯合公司的董事長

黑格將軍戎馬生涯二十四年。1972年他被提升為將軍，1974年10月他擔任美軍歐洲部隊總司令，兩個月後被任命為歐洲盟軍總司令，直至1979年6月退役。

1969年1月，他曾擔任總統安全事務助理基辛格博士的高級軍事顧問，18個月後，被任命為總統安全事務副助理。1981年1月至1982年7月，黑格將軍擔任美國國務卿。

此後，黑格將軍仍在總統的戰略力量委員會、總統的化學戰爭事務審查委員會以及總統的體育與健康委員會工作

黑格將軍的著作《警告：現實主義、里根和外交政策》一書已在美國、歐洲和日本出版



Prof. Dr. W. Dekker
戴克博士

Prof. Dr. W. Dekker is Chairman of Supervisory Board of N. V. Philips' Gloeilampenfabrieken, the Netherlands. He joined Philips on 16 July 1948 and moved through a variety of posts and in different locations.

Prof. Dr. W. Dekker was the co-founder and Vice-Chairman of European Round Table of Industrialists and became Chairman in May 1988. He is Chairman of European Advisory Committee, New York Stock Exchange and member of the Advisory Committee for Investment of Foreign Companies in the Netherlands to the Minister of Economic Affairs. He became a member of the Special Advisory Group for the United Nations Industrial Development Organization in 1986. He is also a member of the International Advisory Committee for the Chase Manhattan Bank.

Prof. Dr. W. Dekker studied Economics in Tilburg but had to leave during the war. He was conferred an honorary Degree of Doctor of Laws by University of Strathclyde in 1976 and an honorary Degree of Doctor by Technical University of Delft in 1987. He became a professor of international management at the Leiden University in 1986.

戴克教授、博士現任荷蘭菲利浦公司的監事會主席。他於1948年7月16日加入菲利浦公司并在世界各地擔任了不同的職務。

戴克教授、博士是歐洲實業家圓桌會議的創建者之一兼副主席，并在1988年5月擔任了該組織的主席。他還擔任紐約股票交易所歐洲諮詢委員會主席和荷蘭經濟事務部長關於外國公司在荷蘭投資諮詢委員會委員。1986年他成為聯合國工業發展組織特別諮詢組成員。他還是美國大通銀行國際諮詢委員會委員。

戴克教授、博士曾在體爾博格學習經濟，但由於戰爭不得不輟學。1976年他獲得斯特爾克萊德大學的榮譽博士學位，1986年獲得戴福特理工大學的榮譽博士學位，1986年開始擔任萊頓大學國際管理科目的教授。