

Annex B

QUOTES FROM SIGNATORIES

- **MOU 1: COOPERATION ON PAPERLESS CROSS-BORDER TRADE AND TRADE FINANCING**

“This cooperation marks an important step in providing greater legal certainty for digital trade documents and paperless cross-border trade financing. Given the strategic economic roles that both Singapore and Shenzhen play, this can bring significant benefits to the business and finance communities in our respective regions, and add to a global network of partners who are championing digital trade.”

– *Ms Jane Lim, Assistant Chief Executive for Sectoral Transformation, IMDA*

- **MOU 2: DEVELOPMENT OF DIGITAL PLATFORM FOR CROSS-BORDER TRADE FINANCING**

“DBS is honoured to work with Sinasure and Yang Kee Logistics to promote the ramping up of trade activity between Singapore and Shenzhen. With trade financing becoming increasingly digitalised and contact-free due to increased safe distancing measures, it is more relevant than ever to tap on the strengths of each partner’s expertise and networks so that companies around the world can work towards a gradual and safe resumption of trade and economic activity. This will also help the global economy recover from the economic disruption that the Covid-19 pandemic has caused. The MOU also creates avenues for SMEs to expand their business overseas.”

- *Mr Shee Tse Koon, DBS Singapore Country Head*

“Yang Kee is pleased to be able to tap on DBS’ extensive network as we look to expand our business reach overseas. With Sinasure providing export credit insurance and DBS providing trade facilities where needed, businesses can be assured of end-to-end financing support as they ramp up trade and export activity. Yang Kee will close the loop by providing businesses with supply chain and logistics services to support their trade activity.

– *Mr Ken Koh, Group Chief Executive Officer, Yang Kee Logistics Pte Ltd*

- **MOU 3: COOPERATION ON CROSS-BORDER TRADE FINANCING FOR MEDICAL EQUIPMENT**

“As a regional company headquartered in Singapore, ITS Science & Medical’s vision is to empower healthcare providers in Singapore with state-of-the-art and innovative medical technologies from all over the world. With our local in-house expertise cultivated through years of investment in this business, we enable end to end solutions for implementing and integrating these technologies such as what Mindray can provide.”

– *Mr Dennis Tan, Director, ITS Science & Medical Pte Ltd*

“As Mindray’s vision is to make better healthcare solutions more accessible to humanity regardless of their social status or country of origin, Mindray is expanding their international platform to share the up-to-date healthcare solutions globally. Mindray recognises

Singapore as an important player in Asia Pacific for its geographic location and trade volume within ASEAN as a key region. Hence, Mindray, with its local partner ITS Science & Medical, is keen to share cutting edge technology involving not only linking patients with various hospitals but also linking across geographical countries. The new system solution will utilize the new communication technologies to ease patient's waiting time and to provide accessible healthcare solution outside the hospital environment in order to save lives. It also involves pre-hospital transport assessment and remote monitoring solution including linking various consultants from various hospitals to shorten the assessment time for the patient. Finally, we believe for a smart city to predict human habits and behaviours, it deserve a cutting edge flexible healthcare solution to make it within reach to all the community personnel."

– *Mr Horace Wang, General Manager of ASEAN, Mindray Bio-Medical Electronics Co. Ltd*

- **MOU 4: ESTABLISHMENT OF ASIAN SME HUB**

"Digitalising SMEs so that they can operate smarter and grow beyond our shores is key to our vision of a vibrant Digital Economy. The partners in the MOU are joining forces to develop and bring to market the Asian SME Hub. It is yet another step in our commitment to help SMEs everywhere innovate and tap on growth opportunities. Through the Asian SME Hub, Singapore SMEs can access commercial partnerships and business opportunities in the China market, starting with Shenzhen."

– *Ms Jane Lim, Assistant Chief Executive for Sectoral Transformation, IMDA*

"We are extremely excited to be part of the Singapore-China (Shenzhen) Smart City Initiative which includes multifaceted cooperation between the two vibrant cities. Having started as Ping An's fintech arm and headquartered in Shenzhen, OneConnect has deep roots in the megacity that is a perfect breeding ground for innovations and emerging technologies today. The joint development of Asian SME Hub aligns well with our commitment in using technologies to enable businesses to unlock digital and financial abilities. Using OneConnect's eKYC solution, Asian SME Hub will promote a transparent business ecosystem for all participants on the platform, saving SMEs a great deal of time and costs in conducting due diligence. SMEs on the platform will also be able to tap into its digital financing services to help finance their trade and ease their cash flow."

– *Ms Tan Bin Ru, CEO (Southeast Asia) of OneConnect Financial Technology*

"This Asian SME Hub plays a role in promoting internationalisation of businesses through digital technology during this extraordinary period, operating in accordance with a Singapore government-guided, enterprise-led and market-based approach. With our representative offices and extensive network in China, SCCCI will assist Singapore companies to integrate into the China market seamlessly, as well as to forge mutually beneficial partnerships with Chinese counterparts in exploring new market opportunities in Asia."

– *Mr Roland Ng San Tiong JP, BBM, President, Singapore Chinese Chamber of Commerce & Industry*

- **MOU 5: INNOVATION AND ENTREPRENEURSHIP COOPERATION**

“Through this partnership, we aim to deepen the innovation linkages between Singapore and Shenzhen. With the establishment of landing pads in both cities, our startups and SMEs will be able to gain access to the networks and resources available in-market to scale their business. We also encourage them to leverage Singapore and Shenzhen as gateways into ASEAN and China respectively.”

– *Mr Jonathan Lim, Director, Global Innovation Network, Enterprise Singapore*

- **MOU 6: COOPERATION FOR TALENT EXCHANGE AND DEVELOPMENT**

“With the COVID-19 outbreak, Singapore enterprises and young talents should now more than ever, see the importance of building up their capabilities and international networks, to strengthen their resilience in coping with challenges of such scale. This latest collaboration provides the avenue for our enterprises and young tech talents to do so, once the COVID-19 situation passes. They can gain access to in-market opportunities and build up their network and capabilities through collaboration with tech professionals in Shenzhen.”

– *Ms Tan Kaixin, Director, Human Capital, Enterprise Singapore*

- **MOU 7: ESTABLISHMENT OF AN INTERNATIONAL COMMERCIAL DISPUTE RESOLUTION MODEL**

“SIMC is proud to be part of the Singapore-China (Shenzhen) Smart City Initiative. The collaboration with the Shenzhen Court of International Arbitration (SCIA) will deepen the legal cooperation between the two cities. The recommendation of SIMC’s services to SCIA’s users is testament to our track record. Furthermore, the conversion of SIMC’s mediated settlement agreements to SCIA arbitral awards will provide a valuable option for parties seeking to enforce their awards in China and elsewhere.”

– *Mr George Lim SC, Chairman, Singapore International Mediation Centre*

“The ability to enforce the outcome of a dispute is of key concern to businesses that engage in cross-border activities. While mediated settlement agreements are generally complied with by parties, an enforceable mediated settlement agreement provides strong psychological confidence to parties entering into the mediation. This is why the ability to convert SIMC’s mediated settlement agreements to SCIA arbitral awards is a gamechanger – it gives parties the confidence that an SIMC mediated settlement agreement can be effectively enforced in China and elsewhere as an arbitral award. We are honoured to be signing this MOU with SCIA.”

– *Mr Chuan Wee Meng, Chief Executive Officer, Singapore International Mediation Centre*

- **MOU 8: COOPERATION IN THE FIELD OF DIGITAL IDENTITY**

“Establishing mutual recognition of digital identities will make it easier for Singaporeans living and working overseas to access services in those countries, and vice versa. It can also help local businesses access larger markets beyond Singapore, while ensuring security and trust when performing online transactions. We look forward to deepening our

cooperation with Shenzhen, and hope that this is a first step towards greater digital interoperability in the region.”

– *Mr Tan Chee Hau, Director, Planning & Prioritisation Directorate, Smart Nation and Digital Government Group*