

**EU-China SMEs Matchmaking Event**  
**中国-欧盟中小企业对接会**

**LETTER OF INTENT FOR BUSINESS COOPERATION**  
**合作意向书**

Based on the aims of friendly negotiation, mutual development and faithful cooperation, both parties have reached the following agreement:

协议双方本着友好协商、共同发展、诚信合作的宗旨，达成如下协议：

**ITEM I**

**第一条**

The principles of cooperation:

本协议的合作宗旨：

- i) Mutual trust and tacit understanding is the basis of our cooperation, and the purpose and fundamental benefits are to improve efficiency and develop mutually.
- ii) The basic principles are voluntary cooperation, win-win, mutual benefit, mutual promotion and common development. Make full use of advantages of both parties, help each other, enhance competitiveness and explore market together.

**iii) This agreement is intentional and non-binding.**

1. 双方在合作中建立的互信、惯例与默契是商业合作伙伴关系的基础，提高效率与共同发展是双方合作的目标和根本利益。
2. 本协议的基本原则是自愿、双赢、相互促进、共同发展。充分发挥双方优势，优势互补，提高竞争力，共同进行市场开拓。
3. 本协议为意向性及非约束性协议。

**ITEM II**

**第二条**

The objectives of this protocol are to:

本协议的目的：

To facilitate business cooperation between Party A and Party B; To facilitate the sharing of information between the parties for the benefits of their cooperation and business development;

促进协议双方的业务合作；为双方间的合作和业务发展，促进协议双方的信息分享；

**ITEM III**

**第三条**

Each of the parties will designate a contact person that will be appointed shortly after the signature of the present document.

协议双方各自指定一个联络人，在本协议签约后即任命。

**ITEM IV**

**第四条**

No activity sector is defined by this protocol. Both parties acknowledge, however, the

economic specificities of their respective markets and keep their right not to abide by this protocol of agreement, for lack of information.

本协议没有定义具体活动范围。协议双方要告知对方各自市场的经济特征，并保留因为欠缺信息而不遵守本协议的权利。

#### **ITEM V**

#### **第五条**

The parties will cover its own costs in applying this present protocol.

协议双方对于实施本协议承担各自的费用。

#### **ITEM VI**

#### **第六条**

The sharing of market information for the benefit of the parties, and all related activities resulting from the present protocol of agreement, will be governed accordingly to the rules and regulations of both countries. Both parties should abide by the principal of confidentiality about the relevant commercial information obtained through work contact and other channels. Without permission, any party mustn't disclose it to any third party.

为了协议双方各自的利益而分享的市场信息和根据本协议所进行的所有活动都需要符合两个国家的法律规章制度。双方应对其通过工作接触和通过其他渠道得知的有关对方的商业秘密严格保密，未经对方事先书面同意，不得向第三方披露。

#### **ITEM VII**

#### **第七条**

This agreement is prepared in Chinese and English, and both versions shall be of equal validity and effect.

本协议以中文、英文两种语言文本书就，且两种语言文本具有同等的有效性和效力。

#### **ITEM VIII**

#### **第八条**

This letter of agreement is written in 3 copies and will be effective from the signing day. Both parties and event organizer hold one respectively.

本协议一式三份，自签字之日起生效。协议双方及主办方各执一份。

Signed in Brussels on June 2, 2017.

双方于 2017 年 6 月 2 日在布鲁塞尔签署。

**Party A (EU Party) :**

甲方（欧方）:

**Party B (Chinese Party) :**

乙方（中方）:

**Signature / 签字:**

**Signature / 签字:**