



China's Extended hand

AWT advice on how Chinese and Dutch knowledge can reinforce each other

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The Question

How should the Dutch government optimize cooperation with China in the field of research, knowledge and innovation?

Our answer is based on 30 interviews in China, 40 in Netherlands, 5 in Germany, 2 background studies, 2 workshops, desk and literature research



Some facts



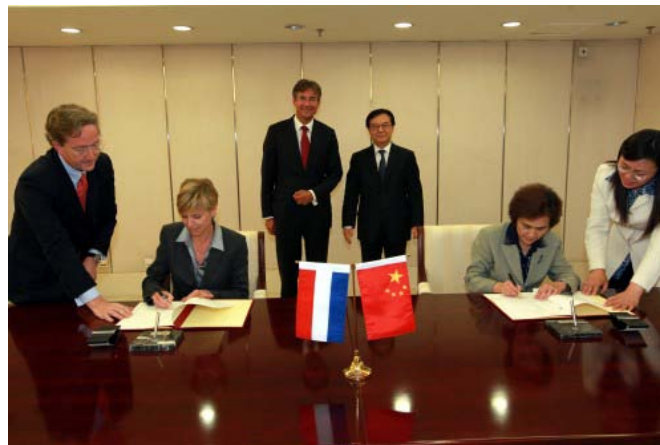
China's rise as R&D country

- ▶ China aims to be leader in science and innovations
- ▶ More 350.000 engineers graduate each year in China
- ▶ 39 Chinese universities are appointed to become one of world's best
- ▶ Chinese science: high quality spots and improving
- ▶ Ambition: indigenous innovation. Not only made in China but also invented in China



Cooperation grows

- ▶ 20 cities and all Dutch provinces are twinning in China
- ▶ Dutch universities are active in China
- ▶ More than 60% of 500 Dutch innovative companies is active in China. Of which 30% also in R&D
- ▶ Many MOU's



Opportunities.....

- ▶ Dutch universities and talents are welcome to bring knowledge
- ▶ This means opportunities for companies
- ▶ Knowledge grows faster when Chinese talents are on board



Disadvantages are possible and to be avoided



- ▶ New investments in R&D of big Dutch MNO's in China rather than Delft, Eindhoven or Wageningen.

What to do?

Two options:

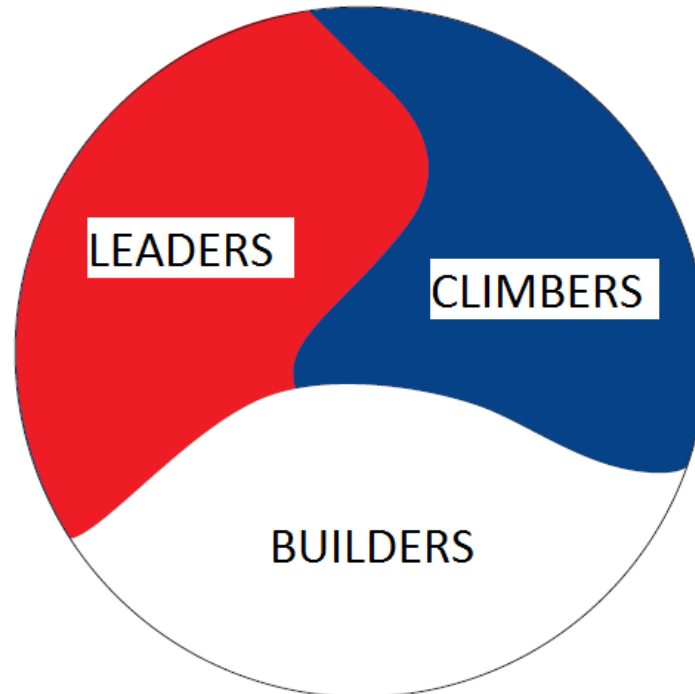
- ▶ 1. try to build new walls
- ▶ 2. shake hands and intensify cooperation



Recommendations: intensify cooperation



- ▶ 1. China-platform: up scaling is needed and join forces
- ▶ 2. Holland branding: not only tulips but also TU's.
- ▶ 3. avoid one-size-fits-all approach
 - ▶ Leaders
 - ▶ Climbers
 - ▶ Builders



Cooperate in EU

- ▶ Netherlands is gateway to Europe for China
- ▶ Also in R&D
- ▶ Compete with other EU-states but focus more on cooperation.
- ▶ Rely on EU for IPR or trade disputes



Intensify cooperation with China BUT:

Avoid possible disadvantages by:

- ▶ Investing in Dutch knowledge
- ▶ Considering to identify 'system-knowledge'
- ▶ Ensuring that companies are 'embedded'



The China challenge

- ▶ China's ambition is a welcome challenge
- ▶ We suggest to embrace opportunities
- ▶ We believe that cooperation with China, with Chinese people will be a source of inspiration

