

**CMTBA- SYMOP Shared Action Plan  
- Memorandum of Understanding**

**CIMT Beijing 2017 (April 2017)**

# **CMTBA- SYMOP Shared Action Plan**

## **- Memorandum of Understanding**

**CIMT Beijing 2017 (April 2017)**

### **Presentation of the associations :**

#### **C.M.T.B.A (China Machine Tool & Tool Builders' Association)**

Established in March 1988, China Machine Tool & Tool Builders' Association (hereinafter abbreviated to CMTBA) is a nationwide social organization with authorization of the Ministry of Civil Affairs of P.R.C, CMTBA has the legal person qualification of social organization.

CMTBA mainly consists of the manufacturing enterprises of China's machine tool & tool industry, and organized voluntarily by the related enterprises or groups, science and technology research and design units, universities and organization. It is a nationwide industrial and not-for-profit organization, unrestricted by the regional, industrial jurisdiction and ownership.

With its permanent organization (headquarter) in Beijing, CMTBA has over 1 500 members from the sectors of metal cutting machine tool, special purpose machinery, metal forming machinery, foundry machinery, woodworking machinery, measuring instrument, cutting tool, fixture, abrasive products, coated abrasive, super-hard material and its products, CNC system, digital readout unit, machine tool electric appliance, machine tool accessories and functional components, machine tool parts and its maintenance, and industrial robot, etc. CMTBA has set up 8 working committees according to their working tasks and 25 sub-associations according to their product categories.

CMTBA is a social organization serving member enterprises, the machine tool industry, Chinese government and the end users. CMTBA functions as bridges among Chinese government, member enterprises, institutions, the end users, and domestic & overseas associations in machine tool industry and related industries.

CMTBA is the organizer of China International Machine Tool Show (CIMT) and China CNC Machine Tool Fair (CCMT)

### **Sympop (French Trade Association for Manufacturing Technologies)**

SYMOP, represents the interests of manufacturers and suppliers of machinery and technologies for industrial production, such as softs, machine tools, CNC, equipment/tools, robotics, assembly machineries, measurement and control equipment, welding machineries, packaging machinery, woodworking machinery and paper machinery. Symop represents about 260 medium-sized companies offering industrial solutions in the Mechanical Engineering Industry and promotes investment in France and the growth of their activity.

Sympop is affiliated to a powerful federation : the French Mechanical Industries (FIM), 29 trade associations (equipment and subcontracting), 3 000 companies.

Sympop is deeply involved through different programs to promote invest into modern equipment in order to modernize plant of the SME located in France and to develop strong industry in France.

### **Programs for the renewal of Industry**

China and France, as all the main international industrial countries, have started programs in order to update their industry to the new trend of manufacturing. Those programs are dedicated to the conversion of the industry to the new economy due to the integration of new technologies, such as digitalization, data exchange in manufacturing technologies, automation, new

materials, etc... Those two programs are “*Made in China 2025*” for China and “*Industry of the Futur*” for France.

## **Presentation of Chinese and French programs**

### **About “Made in China 2025”**

"Made in China 2025" is a 10-year guideline on implementation of manufacturing powerhouse strategy from Chinese government. It is a major strategy deployment of quality and level upgrading of China manufacturing development, based on the trend of international industrial revolution.

On the realization of strategic goal of manufacturing powerhouse, "Made in China 2025" deploy the implementation of five major projects, including manufacturing innovation center construction, strengthening the basic work, intelligent manufacturing, green manufacturing and high-end equipment innovation.

"Made in China 2025" identified 10 major fields, including a new generation of information technology industry, high-end CNC machine tools and robots, aerospace equipment, marine engineering equipment and high technology ships, advanced rail transportation equipment, energy-saving and new energy vehicles, electric power equipment, agricultural equipment, new materials, bio medicine and high performance medical devices.

In the implementation of the "Made in China 2025", the machine tool industry directly assume the realization of the tasks of major target field - "high-end CNC machine tools and robots," while responsible to provide the necessary equipment for other major fields.

### **About “Alliance Industrie du Futur”**

Created in July 2015, Alliance Industrie du Futur brings together professional organizations from industry and digital technology along with academic and technological partners, all rallying around a common ambition: to make France a leader in the world’s industrial renewal. Alliance Industrie du Futur is tasked with putting into practice the National Industry of the Future project launched

by the French Government in April 2015, in the framework of the organizational overhaul of the New Face of Industry in France. Alliance Industrie du Futur has a particular mandate to support companies in the transformation of their business models, their organization, and their design and marketing methods, in a world in which new tools based, for example, on the digital, on additive manufacturing, on new materials and on advanced robotics are bringing down the barriers between industry and services.

### **Shared Action Plan**

During the 4<sup>th</sup> French-Chinese Forum held at Paris (May 2016), with Pascal Faure (DGE Director) and Xin GUOBIN (Vice-Minister of Industry China), it has been decided that the focus areas of the industrial cooperation, which are closely linked with the global collaboration between France and China must be mainly driven by French and Chinese Associations (ie. SYMOP-CMTBA)

Now, CMTBA and SYMOP have agreed to join forces in the following action plan under the framework of “Made in China 2025” and “Alliance pour l’Industrie du Futur”.

1. Jointly study future customer demand in equipment manufacturing industry
2. CMTBA and SYMOP pursue cooperation opportunities in following priority sectors
  - Automated machine tools and robotics ;
  - Intelligent manufacturing equipment and flexible production line
  - Aerospace and aeronautical equipment ;
  - **New materials.**
3. CMTBA and SYMOP will communicate with its own government about policy of cooperation between Chinese and French enterprises.

### **Next Steps:**

- CMTBA and SYMOP will arrange representatives meeting in CIMT, CCMT and other jointly participated famous machine tool exhibitions to

communicate about enterprises cooperation information and status quo of machine tool industry developments in both countries

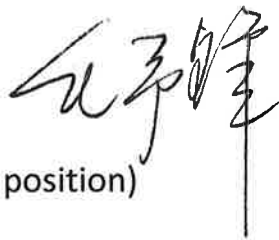
- CIMT Beijing, April 2017, 18<sup>th</sup>  
Meeting with C.M.T.B.A Representatives  
Signature of M.O.U. (CMTBA and SYMOP)
- CIMT Beijing, April 2017, 18<sup>th</sup>  
Hold the second session of China-France Machine Tool Industry Exchange Meeting. Based on the first session of the Exchange Meeting, both associations aim to have more enterprises to attend, deepen exchange content and achieve cooperation of some enterprises.

- Visit in France of CMTBA delegation by 2<sup>nd</sup> half of 2017

CMTBA organize its member enterprises to visit French enterprises. (SYMOP is responsible for contact and arrangement), learn the development trend of French machine tool industry and characteristics and specialties of typical French machine tool enterprises. Detailed schedule and itinerary will be discussed in Exchange Meeting.

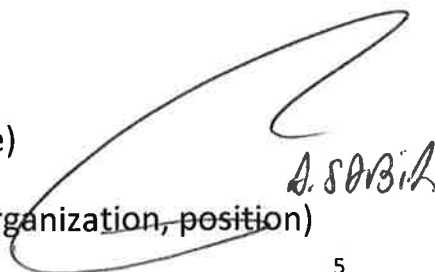
Date: April 2017, 18<sup>th</sup>

(CMTBA signature)



(Partner name, organization, position)

(SYMOP signature)



A. SABIR

(Partner name, organization, position)

# **CMTBA- SYMOP 合作方案 —谅解备忘录**

**CIMT 2017 北京（2017.4）**

# CMTBA- SYMOP 合作方案-谅解备忘录

CIMT 2017 北京（四月 2017）

协会介绍：

## **C.M.T.B.A（中国机床工具工业协会）**

中国机床工具工业协会（以下简称 CMTBA）成立于 1988 年 3 月，是中华人民共和国民政部批准的具有法人资格的全国性社会组织。

CMTBA 主要由中国机床工具工业的制造企业为主体，由相关企业或团体，科研、设计单位、高校和组织自愿组成，是不以盈利为目的、不受地区、部门隶属关系和所有制限制的全国性行业组织。

它的常设机构（总部）设在北京，CMTBA 有超过 1500 个会员，分属于金属切削机床行业、特种加工机床、锻压机械、铸造机械、木工机床、测量仪器、刀具、夹具、磨料磨具、涂附磨具、超硬材料及其制品、数控系统、数字显示装置、机床电器、机床附件、功能部件、机床配件及维修和工业机器人等。按产品类别和工作任务分设 25 个分会和 8 个工作委员会。

CMTBA 是会员、行业、政府、用户的服务机构，发挥中国政府和会员企业之间、行业内企事业单位之间、本行业与用户及相关行业之间、国内外同行业及相关行业组织之间的桥梁纽带作用。



CMTBA 是中国国际机床展览会(CIMT)和中国数控机床展览会 (CCMT) 的主办方。

### **SYMOP (法国制造技术协会)**

SYMOP 代表工业生产行业机床和技术制造商和供应商的利益，包括软件、机床、数控、设备/工具、机器人、装配机床、测量和控制设备、焊接机床、包装机械、木工机床、造纸机械。SYMOP 代表 260 家中型公司，为机械工程行业提供解决方案以及促进来法投资和相关促进经济增长的活动。

SYMOP 隶属于法国机械行业 (FIM)，这个强大的联盟涵盖 29 行业协会（设备和分包）的 3000 家公司。

SYMOP 通过不同的项目计划来促进现代化设备投资，旨在为法国本土的现代化中小工厂企业提升现代化程度，并促进法国的强势产业。

### **产业更新计划**

中国和法国作为国际主要工业国家，已经有计划通过工业制造业的创新去适应新的发展趋势。例如数字化、制造技术数据交换、自动化、新材料等。这些项目都致力于工业向由新技术的融合引起的新经济转型。这两个计划分别是中国的“中国制造 2025”和法国的“未来产业”。

### **中法计划介绍**

#### **关于“中国制造”**

《中国制造 2025》是中国政府实施制造强国战略第一个十年的行动纲领，是中国政府立足于国际产业变革大势做出的全面提升中国制造业发展质量和水平的重大战略部署。

围绕实现制造强国的战略目标，《中国制造 2025》部署实施五大工程，包括制造业创新中心建设工程、强化基础工程、智能制造工程、绿色制造工程和高端装备创新工程。

《中国制造 2025》确定了十个重点领域，包括新一代信息技术产业、高档数控机床和机器人、航空航天装备、海洋工程装备及高技术船舶、先进轨道交通装备、节能与新能源汽车、电力装备、农机装备、新材料、生物医药及高性能医疗器械。

在实施《中国制造 2025》过程中，机床工具行业直接承担实现“高档数控机床和机器人”重点领域目标的任务，同时负责为其他重点领域提供所需装备。

### 关于“工业联盟的未来”

2015 年 7 月创建的“工业联盟的未来”组织集合了有共同的志向的行业专业组织和和数字技术，以及学术和技术方面的合作伙伴，旨在让法国成为世界工业复兴的引领者。“工业联盟的未来”的任务是实施由法国政府在 2015 年 4 月发起的法国工业框架内的有组织的国家产业未来项目。“工业联盟的未来”有一个特别的任务，在新工具世界，支持公司商业模式，组织，设计和营销方法转型，例如支持数字化，添加剂制造，新材料和先进机器人行业降低工业和服务业之间的门槛。

## 共同行动计划

在法国巴黎举行的第四中法论坛上（2016 年 5 月），Pascal Faure（DGE 总监）和辛国斌（中国工信部副部长），已经决定了产业合作的重点领域，这与中、法两国的全球合作紧密相连，必须主要由法国和中国的协会引导（即 SYMOP-CMTBA）

现在，CMTBA 和 Symop 同意在“中国制造 2025”和法国“国家工业未来项目”框架下加强合作，为此制定以下行动计划。

- 1、共同开展装备制造业客户未来需求方面的研究。
- 2、CMTBA 和 Symop 在以下优先领域寻求两国之间合作机会：  
自动化机床和机器人；  
智能制造装备与柔性生产线  
航空航天设备；  
新材料
3. CMTBA 和 Symop 就双方代表的企业间合作的有关支持政策与各自政府相关部门进行沟通。

## 接下来的步骤：

CMTBA 和 Symop 代表在 CMTBA 举办的 CIMT 和 CCMT 展览会，以及共同参加的其他著名机床展览会上安排会见，交流两国机床工具行业的发展情况和企业合作信息。

- CIMT 北京，2017 年 4 月 18 日

C.M.T.B.A 代表会议

签署谅解备忘录 (CMTBA 和 SYMOP)

• CIMT 北京, 2017 年 4 月 18 日

举办第二次中法机床行业企业交流会, 在 CCMT2016 期间第一次交流会基础上, 扩大参与企业规模, 深化交流内容, 争取形成若干企业间项目合作意向。

• 2017 年下半年中国机床工具工业协会代表团访问法国

CMTBA 组织会员企业访问法国有关企业 (由 Symop 联系确定), 了解法国机床行业的发展趋势和典型机床企业的特点与专长。具体时间和行程内容根据交流会情况另行商定。

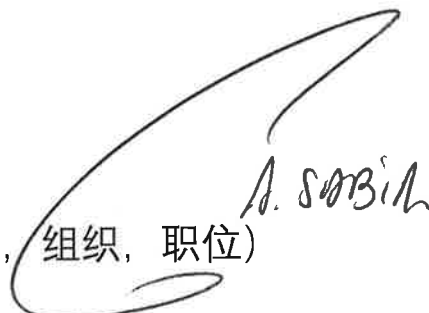
日期:

(CMTBA 签名)



(合作伙伴名称, 组织, 职位)

(SYMOP 签名)



(合作伙伴名称, 组织, 职位)

