

# Visa-Free Policy Fuels Foreign Trade in Ningbo

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Foreign trade practitioners in Ningbo have received favorable news lately.  
宁波外贸人迎来一项重磅利好。

According to China's Ministry of Foreign Affairs, the country has decided to apply the unilateral visa-free policy to more countries on a trial basis. From December 1, 2023, to November 30, 2024, ordinary passport holders from six nations – France, Germany, Italy, the Netherlands, Spain, and Malaysia – can be exempted from visas to enter China and stay for up to 15 days for business, tourism, family visits, and transit.

据外交部消息，中方决定试行扩大单方面免签国家范围。2023年12月1日至2024年11月30日，法国、德国、意大利、荷兰、西班牙、马来西亚6个国家持普通护照人员来华经商、旅游观光、探亲访友，以及过境不超过15天，可免签入境。

This implementation not only boosts China's tourism in the international arena but also facilitates business trips in China for people from the specified six countries. In Ningbo – renowned as the "City of Trillion-dollar Foreign Trade," – numerous traders are eagerly seizing this opportunity to collaborate with international counterparts, anticipating an influx of new orders and projects.

这项政策，不仅为中国旅游业的“出圈”带来利好，也意味着，来自上述6个国家的商务人士，可以在规定时间内随时“打飞的”来中国出差。在“外贸万亿之城”宁波，不少外贸人已迫不及待借机和外商碰面，擦出接订单、拓项目的合作火花。

“Upon hearing the news about visa exemption, we shared it with an Italian client straight away. Surprisingly, he was even more excited than we were. After confirming the information, he swiftly booked a flight and arranged his itinerary to arrive in Ningbo on December 4th. He emphasized not to miss such a great opportunity.” Recently, Yan Chenlu, the trading manager at Ningbo Dong'en Precision Machinery Co., Ltd., has been incredibly busy. Less than 5 days after the official announcement of the visa-free policy, she received inquiries from three batches of European clients, finalizing their visit schedules for December. She is preparing to showcase the newly upgraded factory to the clients and introduce them to Ningbo's distinctive dishes, especially the local seafood.

“我们一听说免签的消息，立马发给一位意大利客户。没想到，他比我们还激动，确认信息无误后干脆‘说走就走’，



↑ Belleri (right) and his Turkish friend Erdem Ozturk dining in Ningbo. (Cr. Yan Jin)

← People line up for international flights at Ningbo Airport. (Cr. Yan Jin)

火速订机票排行程，12月4日就要来宁波了。他还说，千万不能错过这么好的机会……”最近，宁波东恩精密机械有限公司的业务经理严晨露忙得不可开交。中国扩大免签国家范围的消息才“官宣”不到5天，就有3批欧洲客户联系她，敲定12月的免签访问时间。她准备趁机带客户参观全新升级的工厂，尝尝宁波海鲜和中国菜。

Equally excited about this policy is Giovanni Battista Belleri, the Deputy General Manager of Ningbo Meilian Foreign Trade Service Co., Ltd., hailing from Italy. After receiving the news, Belleri enthusiastically contacted eight Italian buyers – engaged in industries such as auto parts, household appliances, and machinery – inviting them to visit Ningbo together, and perhaps host a barbecue party in Beilun along the way.

同样期待外商免签访华的还有宁波美联外贸服务有限公司副总经理 Belleri。作为土生土长的意大利人，老贝闻讯后兴奋地挨个电话通知8位“老乡”，邀请这些从事汽配、家电、机械等行业的采购商一起来宁波过节，顺便来北仑开烧烤派对。

“We're all joking with Belleri that hosting so many guests at once might push our capacity to the limit,” chuckled Manager Shi, one colleague of Belleri. “The Italian merchants he invited this time haven't been to China in three years. The visa-free policy is a great opportunity for them to experience China's openness and inclusiveness and see the new changes Ningbo has undergone.”

“我们都在和老贝说，一次来这么多客人，我们的接待能力怕是要超负荷了。”老贝的同事石经理笑道，“这次老贝

邀请的意大利客商都有3年没来过中国了。免签政策是很好的契机，让他们感受到中国开放包容的态度，看看宁波有什么新变化。”

Wu Zhongping, a German national of Chinese descent, founded the solar trade company Trientec GmbH in Germany and now aims to establish a branch in Ningbo. Wu mentioned that he chose Ningbo because of its logistics advantages backed by the world's largest port (Ningbo-Zhoushan Port) and robust PV-energy storage industry chain. The positive news of visa-free entry to China will undoubtedly expedite the implementation of his project. “The visa-free policy facilitates our frequent visits to Ningbo for inspections and to oversee the construction of the branch. For overseas Chinese like me, it's a chance to come home more often.”

吴忠平是一位德国籍华人，在德国创办从事光伏贸易的企业 Trientec GmbH，希望能在宁波成立分公司。吴忠平说，他之所以“相中”宁波，得益于它背靠世界第一大港的物流条件，以及雄厚的光伏储能产业链基础，而来华免签入境的好消息，无疑将加速项目落地的进程。“免签政策方便我们多来宁波考察，跟进分公司的对接进度，对海外华人来说还能‘常回家看看’。”

“Deals are done through face-to-face interactions.” The six countries encompassed by the visa-free policy all hold significant roles as business partners for Ningbo.

常言道，“生意是靠面对面谈出来的”。此次免签政策覆盖的6个国家，均为宁波重要的贸易伙伴。

that from January to October this year, the city's import and export values with Germany, the Netherlands, Malaysia, Italy, Spain, and France reached 36.74 billion yuan, 21.24 billion yuan, 21.17 billion yuan, 18.56 billion yuan, 16.85 billion yuan, and 16.69 billion yuan, respectively. The aggregate surpassed 130 billion yuan, constituting around one-eighth of Ningbo's total foreign trade volume (1.05 trillion yuan) during the same period.

据宁波海关统计，今年前10个月，宁波分别对德国、荷兰、马来西亚、意大利、西班牙、法国进出口367.4亿元、212.4亿元、211.7亿元、185.6亿元、168.5亿元、166.9亿元，合计超1300亿元，约占同期宁波进出口额(1.05万亿元)的八分之一。

For businesses, time equates to money. The visa-free initiative amplifies the inclination of foreign individuals to embark on business trips to China, fostering tighter collaborations. This dynamic will create opportunities for propelling bilateral trade cooperation and fortifying synergies within the industrial chain.

对企业而言，时间就是金钱。免签提高外籍人士赴华出差的意愿，让宁波和上述伙伴国的人员往来更紧密，有利于促成双边商贸合作，助力产业链优势互补。

Data from Ningbo Customs reveal

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