Analysis of Economic and Trade Cooperation between Fujian and ASEAN under the Background of "Belt and Road"

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Abstract. Since the "One Belt And One Road" initiative put forward by President Xi Jinping in 2013, Fujian province and ASEAN countries have responded to the call to actively carry out economic and trade cooperation, and the trade volume between Fujian province and ASEAN has significantly increased. With the success of the second negotiation on upgrading China-ASEAN free trade area, the trade cooperation between Fujian and ASEAN has been further deepened, Fujian province should give full play to its geographical advantages in the core area of the maritime Silk Road and actively engage in economic and trade cooperation and cultural exchanges with ASEAN countries. Based on the implementation of the "One Belt And One Road initiative" in our country as the background, China-ASEAN free trade area upgrade negotiations success and in Fujian province, the present situation of the bilateral trade volume of import and export trade between ASEAN and the analysis, from both sides of the policy, political, economic and with ASEAN countries respective development present situation of Fujian province and so on various aspects step Some Suggestions on how to play their respective advantages to create a win-win situation.

Introduction
Since General Secretary Xi Jinping proposed the “Belt and Road Initiative” in October 2013, Fujian Province and ASEAN have started close trade cooperation. In recent years, with the successful negotiation of the China-ASEAN Free Trade Area in 2015, the two sides have carried out more cooperation. ASEAN has become the largest trading partner of Fujian Province and the fourth largest source of foreign investment in Fujian Province. It is also the key area for the implementation of the “going out” strategy of enterprises in our province. One of the earliest provinces in Fujian Province to open up to the outside world, it is necessary to use its historical advantages to actively integrate into the construction of the “Belt and Road.”

Literature Review
Wang Qin (2016) In the "One Belt and One Road" framework, the exploration of Fujian-ASEAN economic and trade cooperation, the cooperation between Fujian Province and ASEAN in bilateral trade, ocean and humanities pointed out the current status of cooperation between Fujian and ASEAN. Trade intensity index, intra-industry trade index, export similarity index and other indicators, combined with Fujian Fanhua Mining Company's investment in Indonesia, China-ASEAN Seafood Exchange, Indonesia Jinmaan Fishery Comprehensive Base and Xiamen Jinlong Export. The case of Thailand explores the possibility of further cooperation between Fujian and ASEAN. It also gives the determination of ASEAN as the main direction and key area for the construction of the core area of the Maritime Silk Road in Fujian Province, grasps the adjustment period of the regional production network, actively expands the trade and investment between Fujian and ASEAN, and further expands the scale of Fujian-ASEAN maritime cooperation. The field focuses on the systemic risk management and control of Fujian-ASEAN economic and trade cooperation to strengthen cooperation between the two sides.
Wu Chongbo (2008) puts forward that Fujian Province should make full use of the resources of
Southeast Asia to establish a close cooperative relationship and mechanism between Fujian and ASEAN and the advantages of Fujian-ASEAN Free Trade Area. To increase the export of Fujian team ASEAN products, increase investment, attract foreign investment in Southeast Asia, and take advantage of Fujian's location advantages to strengthen cooperation with ASEAN ports to deepen cooperation in all aspects.

He Junming (2015) pointed out in the "Measures and Suggestions for Fujian-ASEAN Deepening Economic and Trade Cooperation" that Fujian Province has comparative advantages and inadequacies relative to other provinces, as well as from the international economic and political environment, ASEAN and South Asian countries, and Fujian Province itself. These four aspects of the enterprise comprehensively analyze the challenges faced by Fujian and ASEAN cooperation. Finally, he proposed some problems and countermeasures that Fujian Province needs to pay attention to in participating in the Belt and Road. This includes academia, media, industrial cooperation, investment and various policy countermeasures to solve these possible problems.

The Current Situation of Economic and Trade Cooperation between Fujian and ASEAN under the Background of “Belt and Road”

ASEAN Actively Participates in the Construction of the “Belt and Road”

Since General Secretary Xi Jinping proposed the “One Belt, One Road” initiative in 2013, ASEAN has been actively participating in the construction of the “Belt and Road Initiative” as a trading partner of our country. In recent years, all ten member states of ASEAN have signed cooperation documents with China on the construction of the “Belt and Road” (see Table 1). In 2017, the total import and export trade between China and ASEAN exceeded 100 billion US dollars for the first time (in 2017), the total trade volume of the two sides was 514.8 billion US dollars), an increase of 13.8% over the same period of last year. China has established more than 4,700 directly in China by ASEAN. The invested companies employ a total of 353,000 foreign employees. ASEAN is the fourth largest source of foreign investment in our province. As of August 2018, ASEAN countries have invested 4,167 projects in Fujian Province, with contracted foreign investment reaching 94.39 billion yuan and actual arrival funds of 65.77 billion yuan. At the same time, ASEAN is the largest import source of Fujian Province, the second largest trading partner and the third largest export market. The domestic enterprises of ASEAN countries are actively investing in our province. These enterprises are mainly from Singapore, Malaysia and the Philippines. The state, the enterprises of the three countries actually accounted for 90.9% of the total investment in ASEAN. In addition, ASEAN is also the second largest region for foreign investment in the province. As of August 2018, the province's investment projects for ASEAN have been filed for a total of 379.

The Import and Export Trade Volume between Fujian and ASEAN Continues to Grow

As one of the earliest open provinces in China, Fujian Province naturally benefits from the “Belt and Road Initiative” initiative. Although the total trade volume of the two sides increased before 2013, the increase rate was actually slower. Since 2013, the bilateral trade volume between Fujian and ASEAN has shown a steady growth momentum, and the bilateral trade volume growth rate in dollar terms has slightly decreased. In 2013-2016, the province's total import and export volume reached 437.217 billion yuan, with an average annual import and export volume of 1,092.806 billion yuan. In 2016, Fujian exported 17.357 billion U.S. dollars to ASEAN, accounting for 16.8% of the province’s total exports (the total export value of Fujian Province in the same year was 102.995 billion U.S. dollars), an increase of 2.5% over the same period last year.

Philippines, Malaysia and Indonesia Become the Top Three Trading Partners of Fujian Province

Judging from the import and export situation of Fujian and the 10 ASEAN countries, the top three trading partners of Fujian Province in ASEAN are the Philippines, Indonesia and Malaysia. There are six major trading partners in Fujian Province in the ASEAN countries, namely Malaysia,
Singapore, Thailand, the Philippines, Indonesia and Vietnam (See Table 3). The trade volume with these six countries only accounts for about 98% of the total trade volume of Fujian Province to ASEAN, while the trade volume with other countries only accounts for about 2% of the total trade. The trade between Fujian Province and ASEAN. It is mainly concentrated in the six countries of the Philippines, Singapore, Malaysia, Thailand, Indonesia and Vietnam. In recent years, the total import and export volume of Fujian Province and the Philippines has been increasing. The import and export volume in 2015 and 2016 reached 5.629 billion US dollars and 6.914 billion US dollars respectively, and in 2015 exceeded Thailand and Indonesia to become Fujian Province. The largest trading partner in ASEAN.

Bilateral Trade is dominated by General Trade

As can be seen from Table 4, the trade pattern between Fujian and ASEAN has long been dominated by general trade. The import and export volume of the general trade methods of both sides increased from 5.39 billion US dollars in 2008 to 20.19 billion US dollars in 2016, an increase of 275%. The proportion of general trade also increased from 63.87% in 2008 to 82.1% in 2016. The share of processing trade accounted for the second largest proportion. In recent years, the proportion of processing trade has slightly decreased, accounting for the decline from 28.97% in 2008 to 15.42% in 2016.

Challenges Faced by Fujian and ASEAN Economic and Trade Cooperation

There is a Competitive Relationship between the Export Products of the Two Parties

Fujian Province and ASEAN are very similar in terms of geographical location, market radius and natural resource endowment. Fujian’s product exports have always been dominated by labor-intensive products (including textiles and clothing, footwear, luggage, plastic products, furniture, toys). However, ASEAN countries are in the process of industrial transfer and transformation due to factors such as labor and land resources. Among them, these labor-intensive or resource-intensive industries have also actively transformed or passively selected as the main export industries. This situation has caused the export structure of the two sides to be similar, and there is a similar evolutionary path in adjusting the international division of labor. In recent years, due to the rising cost of land and labor in Fujian Province, the provincial market has gradually saturated, which directly caused the difficulty of attracting foreign investment in Fujian Province. In terms of labor costs, according to the survey report of China Filament Weaving Association. In addition, the developed countries and regions such as the United States, the European Union, and Japan are major third-party export markets of Fujian Province and ASEAN. Therefore, the similarity between export commodities and markets has led to direct competition.

Trade Imbalance between Fujian and ASEAN Countries

Although the purpose of establishing the ASEAN Community is to promote the process of ASEAN integration, in fact, except for Singapore, although China and other ASEAN countries are developing countries, China and these countries are at different stages of economic development, in particular. There are large economic gaps in economic development with countries such as Laos, Myanmar and Cambodia. The gap in economic development between ASEAN countries and the gap in economic development between these countries and China directly or indirectly lead to trade imbalances between China and ASEAN countries, which indirectly affects the trade imbalance between Fujian and ASEAN countries. The trade between Fujian and ASEAN is mainly concentrated in the six countries of Malaysia, Singapore, Indonesia, the Philippines, Thailand and Vietnam. The trade volume of these six countries accounts for about 98% of the total trade of Fujian Province to ASEAN, while it is related to other countries. Trade only accounts for about 2% of total trade. Due to differences in the level of economic development among ASEAN countries, for example, Indonesia’s GDP (6.83 trillion in 2017) is six times the average GDP of ASEAN countries and 15 times that of Myanmar (0.4524 billion yuan).
Some Countries in ASEAN still Have Hidden Trade Barriers

From an official point of view (including most ASEAN countries and official organizations), they are very active in responding to our initiative to jointly establish the "21st Century Maritime Silk Road." However, from the perspective of the non-official sector, such as non-governmental organizations and the business community, non-official institutions in many countries, such as Indonesia, Malaysia, the Philippines, and Vietnam, are cautious about the “economic integration” proposed by China. They are worried that their economic and trade exchanges with China will harm their own interests. For example, some chambers of commerce in Indonesia believe that the China-ASEAN Free Trade Area project will lead to an increase in unemployment in the country, as they fear that a large number of workers engaged in labor-intensive industries will be unemployed. In addition, the development of more resources in ASEAN countries by Chinese-invested enterprises has caused dissatisfaction among some ASEAN countries. These countries believe that China only focuses on plundering their resources and not on the interests of their own nationals. The trade surplus between China and ASEAN has also increased over the past decade. The trade surplus in 2006 was 4.422 billion yuan. By the end of 2018, the trade surplus between the two sides had expanded to 62.415 billion yuan, and the growing trade surplus may be indirect. This caused trade friction between Fujian Province and ASEAN.

There is a Competitive Relationship between Fujian Province and Neighboring Provinces

In addition to Fujian Province, Guangdong, Guangxi and Yunnan provinces also have economic and trade exchanges with ASEAN. From a geographical perspective, they are closer to ASEAN countries than Fujian Province. In addition, from the perspective of trade objectives, ASEAN countries have become their main target for developing trade. Compared with Guangxi and Yunnan, the province’s participation in China-ASEAN economic and trade cooperation is insufficient. For example, Yunnan Province will jointly establish cooperation with ASEAN countries to establish a transport infrastructure integration framework, and jointly build three high-grade highways, three railways and three developments. Waterways, and a number of new airports will be built to speed up cooperation with ASEAN countries; in recent years, although the total trade volume between Fujian Province and ASEAN has been increasing, in fact, from the perspective of the national proportion, it is still accounting for the ratio is too small (still below 6%), which is quite different from the provinces such as Guangdong and Jiangsu.

Suggestions and Countermeasures for Strengthening Economic and Trade Cooperation between Fujian and ASEAN

Fujian and ASEAN should Make their Own Advantages and Create a Win-win Situation

According to the status quo of industrial development between Fujian and ASEAN countries and their respective comparative advantages, the competition is cooperation, strengthening industrial docking and capacity cooperation in the region, focusing on the establishment of production networks for machinery manufacturing, household appliances, chemicals, textiles and marine industries. Or the industrial chain to achieve common development. The key point is to do a good job in industry selection and innovative cooperation mode according to their own development needs. In addition, as a famous hometown of overseas Chinese, 80% of overseas Chinese in Fujian Province live in ASEAN countries, and the local merchants in ASEAN countries have strong economic strength and influence. Our province can take advantage of the popularity of those overseas merchants. Advantages, capital advantages, business network advantages and language and cultural advantages, promote economic and trade cooperation and cultural exchanges between the two sides, reduce competition between the two sides, and create a win-win situation of mutual cooperation and mutual benefit.
Take Advantage of their Respective Comparative Advantages and Make Good Industry Choices

ASEAN countries (such as Singapore) have world-leading research and technology and strong economic strength in the fields of petrochemicals, electronics, precision machinery, biomedicine, financial services, ports and logistics services. Fujian Province can introduce and undertake its strong capital and advanced technology, equipment and products have driven the industry in the above-mentioned fields to achieve better development. Fujian's most advantageous industries include textile footwear, food processing, building materials, electronic information, construction machinery and aquaculture. These industries are very suitable for foreign investment. Fujian Province can encourage these industries to invest in projects in ASEAN countries. The labor costs of new ASEAN member countries such as Myanmar and Cambodia are relatively low. Fujian Province should strongly support the labor-intensive enterprises in the province to invest in ASEAN countries and set up factories so that these enterprises can reduce costs and increase profits. Reduce the unemployment rate in these countries and create a win-win situation.

Strengthening Exchanges and Cooperation by Utilizing the Complementarity of Industrial Structure

ASEAN is rich in natural resources such as agriculture and mineral resources. For example, countries such as Vietnam, Cambodia and Thailand have comparative advantages in agricultural products compared with Fujian. These countries have high quality rice, rubber, tropical fruits and palm oil, but the comparative advantages of Fujian Province are reflected in vegetables, fruits and fish. Classes and meat miscellaneous categories, such as Yongchun Lugan, Anxi Tieguanyin and other specialty foods occupy a larger market in ASEAN countries. Fujian's imports from ASEAN are mostly productive raw materials and energy. Most of the exports to ASEAN are traditional export products of Fujian Province, including clothing, shoes, textile yarns, fabrics and products, and have shown rapid growth in recent years. The rising trend. In the EU and the United States and other developed countries and regions have repeatedly raised the threshold for the export of traditional products, including textiles, clothing and footwear, to Fujian Province, ASEAN has become an emerging market with great development potential in our province. In addition, ASEAN's advantages are reflected in the financial, air transport, hotel and tourism services industries, and our province has great advantages in shipping services and construction.

Paying Attention to Cooperation with Different ASEAN Countries in Different Levels and Industries

Countries in ASEAN not only have large gaps in economic levels, but also have great differences in industrial structure. Our province should cooperate with countries such as the Philippines, Malaysia and Indonesia, which have close trade relations with the province. At present, according to the status quo of industrial development of each country, the ten ASEAN countries can be divided into four levels: the first level countries are Singapore and Brunei with higher per capita income and technical and knowledge-intensive industries and service industries; The country is Malaysia with the advantages of natural resources, technology and capital-intensive industries; the third level is Thailand, Indonesia and the Philippines with natural resources and labor-intensive industries; the fourth level is natural and labor intensive The four industries of Vietnam, Cambodia, Laos and Myanmar. According to the current situation of economic and trade cooperation between the province and ASEAN countries, the industrial cooperation of ASEAN with ASEAN must be treated differently. For countries with different levels of development, our province can cooperate with industries with comparative advantages in these countries. A total of development.

Strengthen Cooperation between Knowledge-intensive Industries

When working with Singapore, our province can take advantage of Singapore's advantages in the high-tech industrial cluster chain, and deep cooperation with biomedicine, information sharing, research and development and personnel training. In addition, compared to our province,
Singapore's service industry is highly developed and is in the forefront of Asia in the fields of logistics, finance, education and medical care. The service industry in Fujian Province is at a critical stage of accelerating the modernization process. Therefore, our province can focus on introducing its advanced service industry and strengthening the province's modern logistics, information services, finance and service outsourcing industries. You can also work more deeply with Singapore in life services such as health services and culture and sports.

**Strengthen Cooperation between the Capital-intensive Industries of the Two Sides**

In cooperation with industries in Malaysia and Thailand, Malaysia and Thailand have advanced production technology and management experience in the Internet industry, automobile manufacturing and electronic and electrical industries compared with our province. Therefore, e-commerce and Internet, electronic appliances and smart phones, automobile manufacturing and other enterprises in our province can cooperate with these two countries to introduce their technology and management experience to strengthen the competitiveness of the above-mentioned enterprises in our province. On the other hand, due to its geographical location, Thailand has a unique advantage in land and water and food processing, and is also one of the important food exporters in Asia. The Thai government is also actively developing rubber products and biotechnology, attaching importance to the construction of cold storage and agricultural product trade centers.

**Strengthen Cooperation between Resource-intensive Industries**

In industrial cooperation with Indonesia and the Philippines, Fujian Province needs to increase cooperation with the two countries in areas such as infrastructure construction, agriculture and energy investment. In recent years, infrastructure construction has gradually become a key development target for the Philippines and Indonesia. Fujian has a long history in infrastructure construction and has a comprehensive system to encourage construction companies in our province to broaden their horizons, transfer markets, and invest. The focus shifted to these two countries. In addition, the Philippines and Indonesia are countries that mainly export agricultural products. Our province can cooperate with the two countries in the fields of agriculture, including forestry, fishery and plantation, and encourage provincial enterprises to set up agricultural production in ASEAN. Base, learn their advanced experience and enhance the competitiveness of agricultural products in our province. In addition, energy cooperation is also a new bright spot for economic and trade cooperation between Fujian Province and Indonesia. Both sides can carry out more in the field of non-renewable energy (including natural gas, oil and coal) and renewable energy (including energy such as wind and biomass). In-depth cooperation to achieve sustainable development of cooperation between the two sides.

**Strengthen Cooperation between Labor-intensive Industries**

In cooperation with countries such as Vietnam, Brunei, Myanmar, Laos and Cambodia, based on the abundant natural resources of these countries and the cost advantages of cheap labor, and in the premature market, Fujian can rely on itself Labor-intensive industries such as textile fabrics, shoes and coats have the characteristics of excess technology and labor, and actively seek opportunities for cooperation with these countries. Fujian can outsource industries with low value-added and surplus technology in the province to these countries, such as investing in factories in these countries. Cooperate in infrastructure construction and natural resource development such as natural gas and petroleum, send professionals to communicate with local manufacturers to promote the extension of the industrial chain, improve the operation mode and organizational structure of local enterprises, and let the province's enterprises have more energy to carry out Product development and innovation to enhance the competitiveness of enterprises.

**Using the Free Trade Zone Policy to Reduce the Impact of Trade Barriers**

On November 22, 2015, the escalation of the China-ASEAN Free Trade Area was successful, which brought a great turn for Fujian Province. In the case of increasing trade barriers such as green
trade barriers, quota restrictions and anti-dumping in developed countries, the export of labor-intensive products such as textiles, clothing, shoes, hats and electronic products in Fujian Province has been restricted to these countries. However, due to the success of the China-ASEAN Free Trade Area upgrade negotiations, Fujian's exports to ASEAN can enjoy preferential tax reductions, which will help enterprises in Fujian Province to expand the number of exports to ASEAN products. Therefore, enterprises in the province should pay attention to the development and export of high value-added products with independent brands and independent intellectual property rights, improve the scientific and technological content of traditional products and increase the export of high-tech products; strengthen the emphasis on product branding, create Brand-name products with independent intellectual property rights, enhance the international popularity of products, optimize the export structure of products, and enhance the international competitiveness of products.

Strengthen Cooperation in Port Shipping between the Two Sides

In recent years, companies in ASEAN countries such as Malaysia and Singapore have participated in port construction and management in Fujian Province through various investment methods. As of 2017, there are 41 berths that have been put into operation. Encourage countries with strong economic strength in ASEAN countries to invest in ports and port industries in our province, and vigorously support the logistics and port enterprises of our province to participate in ports and operations in ASEAN countries; encourage them to jointly open new routes with ASEAN countries and expand New maritime passages with ASEAN countries; joint construction of regional cruise home ports, opening of international cruise routes from Xiamen to ASEAN countries to increase trade channels between the two sides, focusing on cultivating cruise ship enterprises in the province.

Vigorously Develop the Intermodal Business between the Ports of the Two Sides

As of 2017, Xiamen has opened 17 foreign trade container liner routes, covering these 10 ASEAN countries. Since the establishment of Fuzhou Port in 2001, the foreign trade container of Fuzhou Port has opened the international transit transportation business, and opened a variety of transit business, including “one-on-one,” “one-to-many” and “many-to-one” business. Fujian Province should cooperate with the ports of ASEAN countries and focus on the development of intermodal services with ports as hubs. Give full play to the advantages of Fujian's port connection and various modes of transportation, and actively develop the business of river-sea combined transport, hot metal water transport, water and water transfer and sling transport, and strive to promote multi-modal transport of containers and strive to establish efficient facilities. Equipment standard professional, hub rapid transit, service integration and sharing, information interconnection multimodal transport organization system to enhance the status of the port in the regional economy.

Promote Cooperation between the Two Sides in Mutual Customs Clearance and Supply Chain

Coordinate the logistics policies and customs clearance procedures of ports in our province and ports in ASEAN countries. Improving the transparency of policies, preventing corruption, rationalizing customs clearance procedures and reducing transaction costs are the basic principles of trade facilitation. They mainly cover four areas, namely customs procedures, e-commerce (promoting paperless trade), and business people. Mobile policy coordination and cooperation requires a standard and agreement. Realizing the interconnection and interoperability of the supply chain will greatly improve the trading environment of both parties and increase the possibility of bilateral trade cooperation, and will also help enterprises reduce transaction costs. The relevant departments of Fujian and ASEAN should coordinate with each other and take the following measures: Promote the construction of modern border, customs and trade departments; establish more convenient logistics and transportation methods; promote cross-border financial cooperation; promote a single window system; and enhance regulatory cooperation consistent with regulation and the application of communication technology and e-commerce.
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