THE COMPETITIVENESS AND COMPLEMENTARITY OF CHINA-ASEAN TRADE IN GOODS AND SERVICES

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Abstract: *China and ASEAN countries have a high similarity of industrial structure, but the export similarity of sub-sectors is moderate, which shows that China and ASEAN countries have certain differences and complementarities in the foreign trade market. According to the Trade Competitiveness Index, the Revealed Comparative Advantage and the Trade Complementarity Index of agricultural products, industrial manufactured goods and services among China and ASEAN countries, we analyze the superior product of each country in goods and services trade and their competitiveness and complementarity in detail. On the basis of this, the main countries of ASEAN are classified, putting forward the countermeasure and suggestion in view of China and each kind of country's competitiveness and the complementarity.*

Keywords: *China-ASEAN，industrial structure，competitiveness，complementarity*

INTRODUCTION

"The Belt and Road" strategy was promoted from the top-level design to gradually implement in 2015. In the "The Belt and Road" strategy, ASEAN is the important part of economic and trade investment in constructing the "Maritime Silk Road". In the same year, China and ASEAN signed the "People's Republic of China and the association of Southeast Asian nations on amendments to 'Chinese ASEAN comprehensive economic cooperation framework agreement' and a part of the Agreement Protocol", marking that the China ASEAN Free Trade Area is officially upgraded. In the background of construction of "The Belt and Road" and the upgrade of "China ASEAN Free Trade Area", the two sides have accelerated economic integration and development, the tariff level has been gradually reduced, the investment environment has been gradually optimized, and has made remarkable achievements in the areas of goods trade, services trade, mutual investment and acquired success in other areas of economic cooperation. Therefore, promoting industry connectivity becomes further fundamental issue in enhancing cooperation depth and keeping collaborative between China and ASEAN.

Surveys on competitiveness and complementarity of China-ASEAN trade are regular. Hoekman (1995) pioneered the idea of RCA index to analyze the characteristics of service trade. In goods trade, Jifeng Jia and Xiaoqing Li (1997) studied the complementarity and competition problem of China-ASEAN trade in goods at the earliest time. Niansong Tu and

Wen Song (2010) studied the complementarity between Yunnan and ASEAN. In services trade, Juan Wang (2008) focused on the China’s service trade in overall level, present structure and international competitiveness compared with ASEAN countries. Chen Xiulian (2011) focused on service trade of China-ASEAN countries complementary features. Jincheng Zhou and Leyi Chen (2012) studied the competitiveness and complementarity of the specific service trade sectors of China - ASEAN through the TCI, TC and ESI indices. But there is no literature deeply analyzing products and services‟ competitiveness and complementarity of China - ASEAN in the view of three industrial structure. This literature analyzes the competitiveness and complementarity of various products and services between China and ASEAN countries from the three dimensions of agricultural products, industrial products and services, combining with the similarity of industrial structure in different countries. As the main countries of ASEAN are classified, we puts forward the countermeasure and suggestion according to China and each kind of country's competitiveness and the complementarity, to enhance the bilateral trade volume and bring opportunities of "Diamond ten years" for China and ASEAN.

I. A COMPARATIVE ANALYSIS OF INDUSTRIAL STRUCTURE SIMILARITY AND EXPORT SIMILARITY BETWEEN CHINA AND ASEAN

In 2014, the trade volume of China and ASEAN reached 480.4 billion US dollars, an increase of 8.3%, which is the 2.4 times of China's average increase in foreign trade volume. Despite the huge scale of China and ASEAN foreign trade, while generally it is still in the low-end of global value chain, the added value in per unit exports goods is relatively low which means large potential improvement. The construction of “Maritime Silk Road in 21 Century” brings friendly relations and economic cooperation between China and ASEAN into a new stage. It has become a strong impetus to the development of both sides, bringing further benefit to regional stability and economic growth from now on. The geographical position of China and ASEAN is approaching, which means a natural advantage of trade. Both sides are paying efforts to expanding the developing space, optimizing the traditional industries, introducing characteristic industry, promoting new industries, and continuously improving the industrial structure. The similarity of industrial structure between China and ASEAN countries is shown in table 1.

Table 1. *Industrial Structure Similarity between China and ASEAN Countries in 2011-2014*

	Brunei	Cambodia	Indonesia	Laos	Malaysia	Myanmar	Philippines	Singapore	Thailand	Vietnam
2011	0.9097	0.8376	0.9970	0.9257	0.9940	-	0.9574	0.8859	0.9974	0.9789
2012	0.9070	0.8555	0.9966	0.9367	0.9962	-	0.9620	0.8989	0.9988	0.9822
2013	0.9149	0.8801	0.9961	0.9462	0.9975	-	0.9680	0.9007	0.9990	0.9865
2014	-	0.9151	0.9953	0.9382	0.9989	-	0.9746	-	0.9991	0.9872

Source: Calculated according to 2015 China-ASEAN Statistics Manual.

Data shows that there are high degree of similarity in industrial structure between China, Indonesia, Malaysia, Philippines, Thailand and Vietnam, indicating serious isomorphism, meanwhile industry competition is very high. Compared with Brunei, Cambodia, Laos, Singapore, industrial structure similarity is relatively low, but still in a higher category, existing industry isomorphism. From the trend of development, the industrial structure similarity of

China and ASEAN countries gradually increased in recent years, which shows the convergence of industrial structure development, also suggests that their direction of development and related industries are similar.

Due to that the industrial structure similarity can only reflect macro conclusions of different countries in the three industrial structure and can not make further accurate analysis of the characteristics in various industries, so this literature makes comprehensive statistics on the 77 sub-items in agricultural products, manufactured goods and services among China and ASEAN countries in 2014. The export similarity is shown in table 2.

Table 2. *Export Similarity of Agricultural Products, Industrial Products and Services between China and ASEAN Countries in 2014*

	Brunei	Cambodia	Indonesia	Laos	Malaysia	Myanmar	Philippines	Singapore	Thailand	Vietnam
Agricultural products	37.99	19.99	31.37	-	21.61	-	44.37	26.35	51.95	54.97
Industrial products	42.35	27.04	71.89	28.70	70.50	34.15	61.93	59.70	75.01	71.76
Service	-	57.87	87.61	-	83.08	72.75	60.84	63.56	67.68	55.03

Source: Consolidated data from UN ComTrade and UNCTADstat. "-" indicates data default.

The data in the table 2 can be explained that from the view of Industry segmentation, the similarity degree of industrial exports is not as high as the industrial structure similarity, that is, the superiority products of different countries are in difference. In terms of agricultural products, China has the highest degree of similarity with Thailand and Vietnam, indicating more intense competition in the world market. In terms of industrial products, China has the highest degree of similarity with Thailand, Vietnam, Indonesia and Malaysia. In terms of service, China has the higher degree of similarity with Indonesia and Malaysia. Overall, as the service differentiation is difficult to reflect, so the service competition is more intense.

Next, this literature analyzes the competitiveness and complementarity of China and ASEAN countries on 77 sub-categories of different products and services by using the Trade Competitive Index, the Revealed Comparative Advantage and the Trade Complementarity Index. The data from UN Comtrade and UNCTADstat. Due to the low completeness of statistical data in the database in 2015, the data of goods trade and service trade in China and ASEAN countries in 2014 are used, taking the trade data availability of Brunei, Myanmar and Laos into account, this literature will not include the three industry's competitiveness and complementarity analysis of those countries.

II. ANALYSIS ON THE COMPETITIVENESS AND COMPLEMENTARITY OF AGRICULTURAL PRODUCTS TRADE BETWEEN CHINA AND ASEAN COUNTRIES

2.1. Development of agricultural products trade between China and ASEAN countries

Since China ASEAN Free Trade Zone was officially launched, agricultural trade of China-ASEAN showed a rapid development trend. China-ASEAN agricultural bilateral trade volume was $3.27 million in 2001, then increasing 13.3 times in 2014, rising to $43.26 billion, with an average annual growth rate of 22.7%. After the full completion of China-ASEAN Free Trade Zone in 2010, the amount of trade volume in agricultural products has increased more than 30% year on year. As the growth rate of China’s imports is greater than exports, from 2001 to 2014, China's agricultural trade to ASEAN has been in a deficit position, which is continuous expanding.

2.2. Competitiveness and complementation analysis

The range of agricultural products mentioned in this article includes agricultural products of chapter 1-24 and parts of goods in chapter 29、33、35、38、41、43、50、51、52、53 of HS1992 (The Harmonized Description and Coding System 1992). Referring to the definition of Regme (2005) and the classification of Liu Linqing (2010), in this paper, the agricultural products are divided into four categories, included bulk commodity, semi-processed goods, horticultural products and processing products. The classification system of agricultural products is shown in table 3.

Table 3. *The classification system of agricultural products*

Classification	HS NO.	Product sample
Bulk commodity	09011、0902、090.3、1001-1008、1201-1202、1204-1207、2401、5201-5203、5302	tea、grain、soybean、peanut、Cocoa bean、cotton、tobacco and etc
Semi-processed goods	0101-0106、0209、0501-0511、0713、09019、1108、1101-1103、1109、1203、1208-1209、1211、1213、1214、1301-1302、1401-1404、1503、1518、1505-1516、1520-1522、17011、1802-1805、2301-2306、2308-2309、2905、3301、3502-3505、3501、38091、3823-3824、4101-4103、4301、5001、5003、5101-5103、5301	live animals、meat and edible offal、starch、grain dust、shelled wheat、animal fat、cocoa products、proteins、gelatin、leather、fur、wool、linen、soybean meal、animal products、crude glycerin、unsaturated fatty acid、alcohols and etc
Horticultural products	0601-0604、0701-0709、0714、0801-0810、0813、0904-0910、121291、121292	live plants、rhizome、edible vegetable、edible fruits and nuts、flavor 、oilseeds、industrial medicinal plants、feed and etc
Processing products	0201-0208、0210、0401-0410、0710-0712、0811、0812、0814、09012、09104、1104-1107、121299、12121-12123、1504、1517、1601-1603、1806、1701-1704、1901-1905、2001-2009、2101-2106、2201-2209、2402-2403、3502	meat and edible offal、milk product、eggs、honey、specially treated fruits and vegetables、coffee、nuts、specially treated meat、sugar、sweetener、chocolate、beverage、vinegar and etc

According to the agricultural products trade data of China and main ASEAN countries, we analyze and calculate the trade competition index of agricultural products, the revealed comparative advantage and trade complementary index, as shown from figure 1 to figure 3.

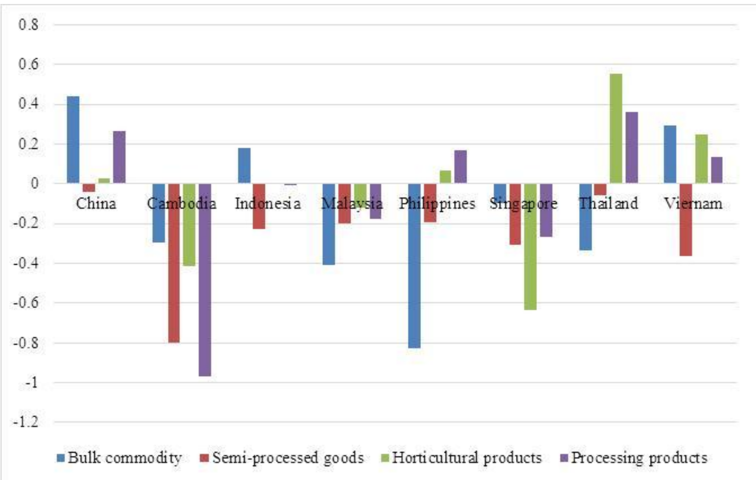

Figure 1. *Trade Competition Index of Agricultural Products (TC/CI) between China and ASEAN data source: According to the data of the United Nations commodity trade statistics database (UN ComTrade)*

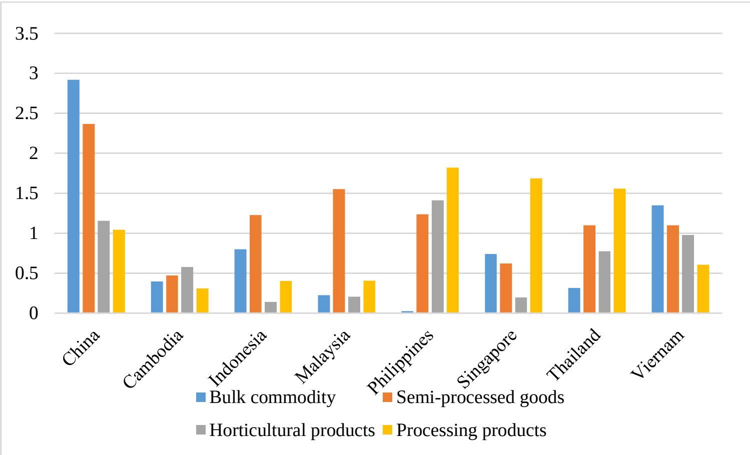

Figure 2. *The Revealed Comparative Advantage (RCA) between China and ASEAN*

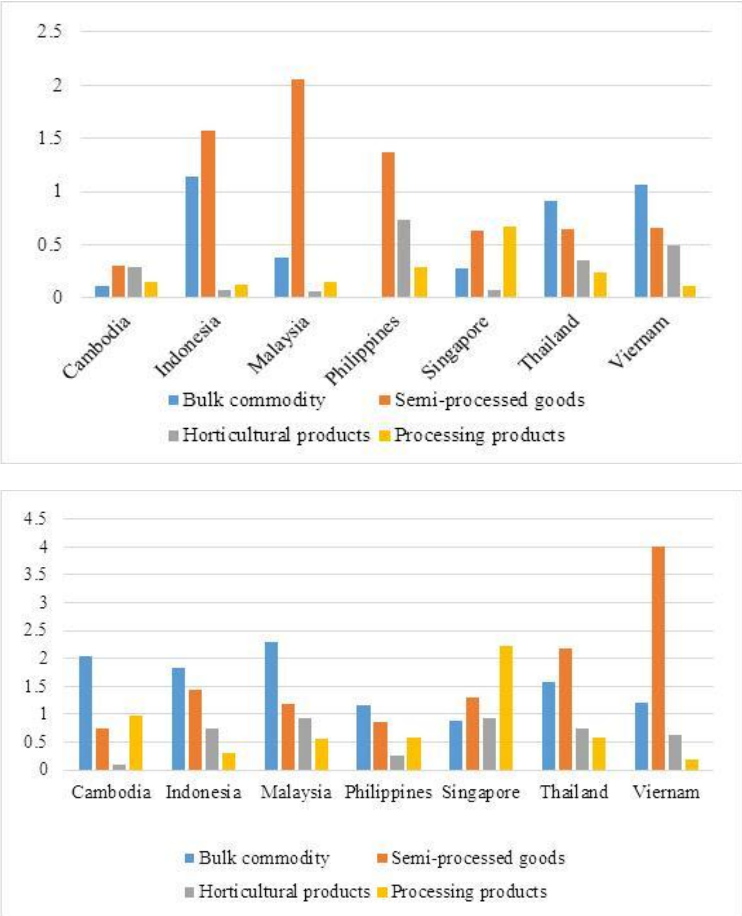

Figure 3. *The Trade Complementary (TCI) of agricultural products comprehensive trade between China and ASEAN(China Exports, ASEAN Imports) (China Imports, ASEAN Exports)*

Compared with the main countries of ASEAN in various category of agricultural products, China, Thailand and Vietnam are more competitive, while others with less competition. There are some differences in the agricultural products type. Singapore, a typical non-agricultural country, with rare crop farming, is inferior in horticultural products and semi processed products. But Singapore has a strong advantage in agricultural products processing, which is a high complementary with China. Malaysia and the Philippines own excellent natural resources, which are highly complementary to China in semi processed products. But the difference is that semi-products industry in Malaysia has a superior advantage, and outputting more cash crops. While the Philippines's agricultural products processing is stronger, for instance, vegetables and fruit products occupy half of the added value of agricultural products. Cambodia, whose superior products are balanced, has little difference in the advantages of the four types of products. Indonesia, by the ocean and has more than 50% of forest coverage rate, is high complementary with China in bulk commodities and semi-processed goods, as it owns enormous quantity of resource intensive agricultural products. Agriculture in Thailand and Vietnam, a traditional industry, has a long history and diverse characteristics. Rice planting and processing in Thailand is famous in the world. In Vietnam, advantages of products focused on planting and aquaculture. Consequently the semi processed goods and processing category has a strong advantage in Thailand, while the bulk commodities and semi-processed goods in Vietnam. China, with vast size and abundant resources, its categories of goods are superior to more ASEAN countries with monotonous types.

China-ASEAN agricultural trade current characteristics is the comparative advantage of China's agricultural products has continued to decline, the comparative advantage of the ASEAN agricultural products shows a trend of slow growth in volatility. China's trade deficit with ASEAN of agricultural products continues to expand. This is due to the fact that the large number of exports agricultural products from China are mainly processed foods such as vegetables, fruits, nuts, animal products and etc. In the meanwhile, ASEAN imports of these agricultural products accounted for only 1/3 of its total imports. In addition, ASEAN imports vegetable oil, sugar, oilseeds and other products to the world, and Chinese exports these agricultural products round the world accounted for merely 1/6 of its total exports. It’s obvious that the state that China's agricultural exports to the world is not a large number of ASEAN imports of agricultural products from the world, contributed to the continuous decline of the trade complementation index of agricultural products. On the other hand, when it comes to the trade complementation index of agricultural products exported from ASEAN to China, it presents a continuous rising trend. For instance, semi-products, importing a large number to China, accounted for a higher proportion of ASEAN total exports to the world.

III. ANALYSIS ON COMPETITIVENESS AND COMPLEMENTATION OF MANUFACTURED GOODS TRADE BETWEEN CHINA AND ASEAN COUNTRIES

3.1. Development of Manufactured Goods Trade Between China and ASEAN Countries

The manufactured goods trade between China and ASEAN has developed rapidly, especially after the 21st century, the bilateral trade relations have made remarkable progress. China-ASEAN trade in manufactured goods amounted to $ 31.906 billion in 2001, and increased by 10.9 times up to $ 379.73 billion in 2014 with an average annual growth rate of

21%. Among the major industrial manufactures that import and export between China and ASEAN, there are three categories of goods are similar, mechanical products, clothes and accessories, and footwear, respectively. Mechanical products are primary trade goods.

3.2. Competitiveness and Complementation Analysis

The range of manufactured goods includes all 38 categories of goods in the International Trade Standard Classification (SITC 5-8), 18 of which are occupied over 85% in the bilateral trade of manufactured goods between China and ASEAN, and the remaining 20 take up small share. The specific product names and corresponding serial numbers are shown in table 4.

Table 4. *Product serial number and the corresponding name in SITC*

SITC number	Type of goods	SITC number	Type of goods
5	Chemicals and related products	74	Machinery and parts for other industries
51	Organic chemicals	75	Office machines and automatic data processing equipment
57	Primary form plastic	76	Telecommunications and sound recording equipment
6	Manufactured products classified by material	77	Electrical machinery, apparatus and appliances
65	Textiles and related products	78	Vehicles
67	Steel	79	Other transport equipment
68	Nonferrous metals	8	Miscellaneous products
69	Metal Products	84	Clothes and accessories
7	Machinery and transportation equipment	85	Footwear
71	Mechanical equipment of power generation	87	Professional and scientific instruments
72	Specialized machinery	89	Other miscellaneous products

According to the trade data of manufactured goods between China and ASEAN major countries in 2014. We analyze and calculate the trade competition index, the revealed comparative advantage and trade complementary index of manufactured goods (Due to the large amount of data, this article is only for broad heading analysis, and each category contains only a small class in table 4) as shown in figure 4 to figure 6.

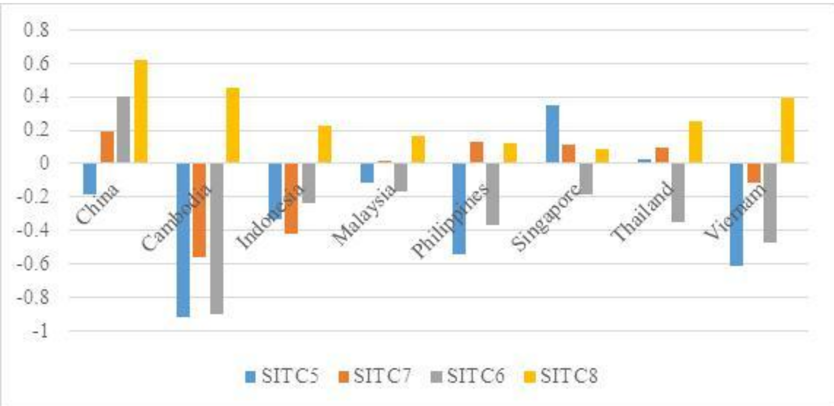

Figure 4. *Trade Competition Index of Manufactured goods (TC/CI) between China and ASEAN*

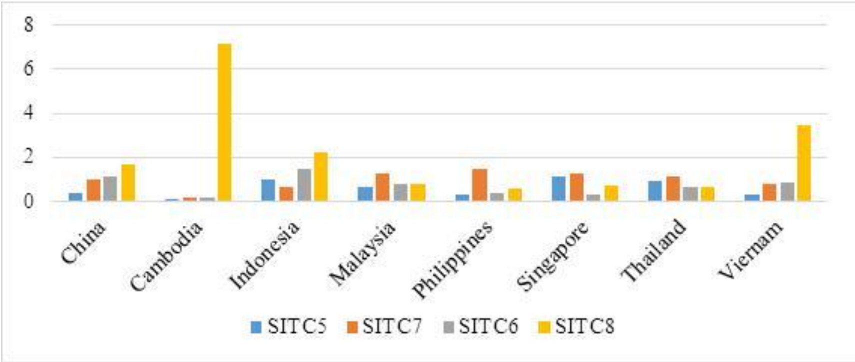

Figure 5. *The Revealed Comparative Advantage of manufactured goods (RCA) between China and ASEAN*

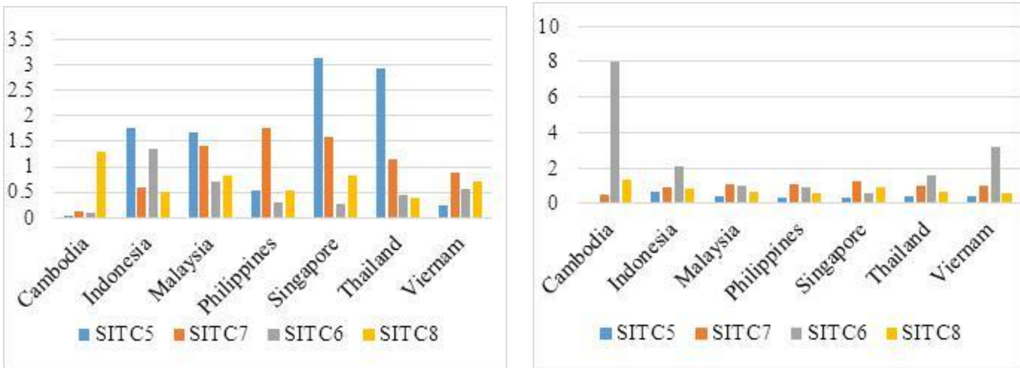

Figure 6.*The Trade Complementary (TCI) of manufactured goods between China and ASEAN (China Import, ASEAN Export)，(China Export, ASEAN Import)*

In recent years, ASEAN manufactured goods trade has increased considerably, and products structure has changed towards a higher level. Machinery and transport equipment are the leading products in ASEAN trade in manufactured goods. All kinds of products increased obviously, showing great development potential and business opportunities. Malaysia, the Philippines, Singapore and Thailand are older members of the Association of Southeast Asian Nations (ASEAN), with rapidly developed manufactured goods, especially the SITC7 category of manufactured goods represented by electronic and communication equipment. The data shows that these countries have strong competitiveness in chemical and mechanical products, in which chemicals are highly complementary to China, while mechanical products are highly complementary in bilateral trade, and intra-industry trade trends are developing well. Cambodia, Indonesia and Vietnam are lagging behind in industrialization, the modern industrial system has not been established, still dominated by primary product processing. The data shows that the most advantageous manufacture products are mainly distributed in the SITC6 +8, but in recent years, the rapid economic development in Indonesia and Vietnam has promoted the rapid progress of its domestic industry, but also gave birth to the huge demand for manufacture products import. Indonesia's machinery products in manufacture products exports accounted for 29% with imports for 46%, and Vietnam import and export of machinery products both accounted for about 46%. The trade volume between Cambodia and China is lower than other ASEAN countries.

Comprehensively, China and ASEAN countries have a certain complementarity in the import and export, while there is also a considerable part of the competitive products, and gradually transfer from labor-intensive products such as clothing and footwear to the capital and technology intensive products such as mechanical products. In terms of mechanical products, China's technology has improved rapidly and the trade level with ASEAN countries has also increased gradually with huge potential in development in the last decade, especially import and export both occupied a large share with rapid growth. The similar industries between China and ASEAN countries derive different products focus, such as the differences in clothing raw materials, grades and styles, and a wide range of electronic products. Compared to agriculture and services, it’s easy for countries to learn from each other and form a horizontal international division of labor.

IV. ANALYSIS ON THE COMPETITIVENESS AND COMPLEMENTATION OF SERVICE TRADE BETWEEN CHINA AND ASEAN COUNTRIES

4.1. Development of service trade between China and ASEAN countries

In recent years, the development of bilateral trade in services between China and ASEAN has made great progress. From $12.6 billion in 2006 to $62.6 billion in 2014, an increase of nearly four times, China has become the fourth largest service trading partner of ASEAN, while ASEAN maintains the status of China's fifth largest trading partner in services. In the aspect of service industry of ASEAN, China has made rapid growth in direct investment, international project contracting, international labor cooperation etc. Meanwhile, ASEAN expands cooperation with China in services such as the field of transportation, tourism, aviation, finance, construction etc. With the development of China and ASEAN Free Trade Area, the rapid growth in goods trade and foreign direct investment activities have become increasingly active, which will further accelerate services demand in transportation, finance, communications, and information, bringing more opportunities for both service providers.

4.2. Competitiveness and complementation Analysis

We classify in accordance with the "international balance of service trade and the international investment position manual" Sixth Edition (BPM6), who puts service trade into 11 departments, since we selected 7 departments related services, transportation, tourism, finance, communications, computer and information services and other business, personal culture and entertainment to analysis, according to the situation of services trade between China and ASEAN. The service sector serial number and name are shown in table 5.

Table 5. *The service sector in BMP6 and the corresponding name*

number	Service sector	number	Service sector
1	services related to Goods	8	Communication service, computer and information
2	transportation	9	Other business
3	Tourism	10	Personal, cultural, entertainment
6	Finance	-	-

Based on the data of service trade between China and ASEAN in 2014, we analyze and calculate the trade competition index, the revealed comparative advantage and trade complementary index of service trade, as shown in figure 7 to figure 9.

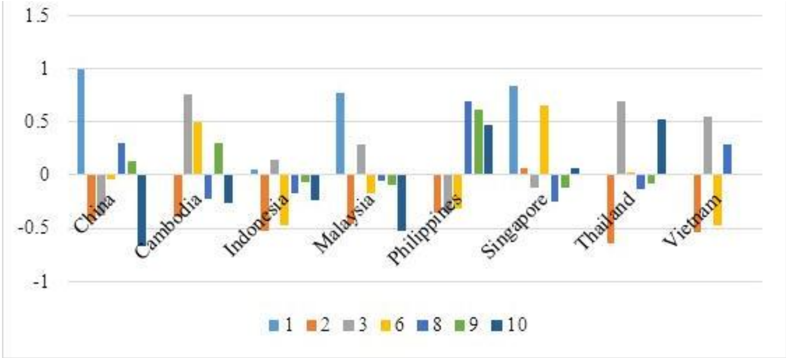

Figure 7. *Trade Competition Index of Service trade (TC/CI) between China and ASEAN*

Data sources: according to the United Nations Conference on Trade and development, statistical data base (UNCTADstat) data calculation.

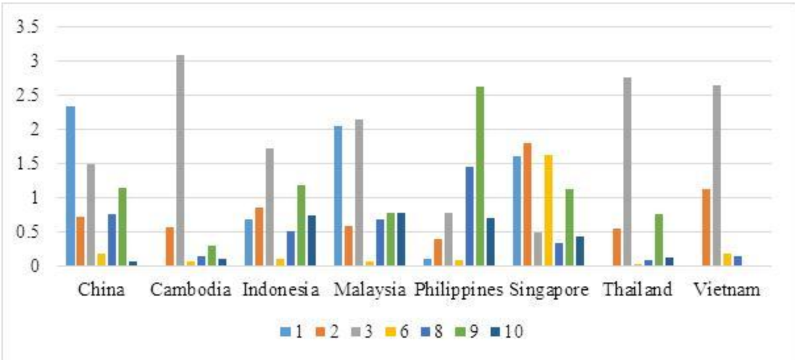

Figure 8. *The Revealed Comparative Advantage (RCA) between China and ASEAN*

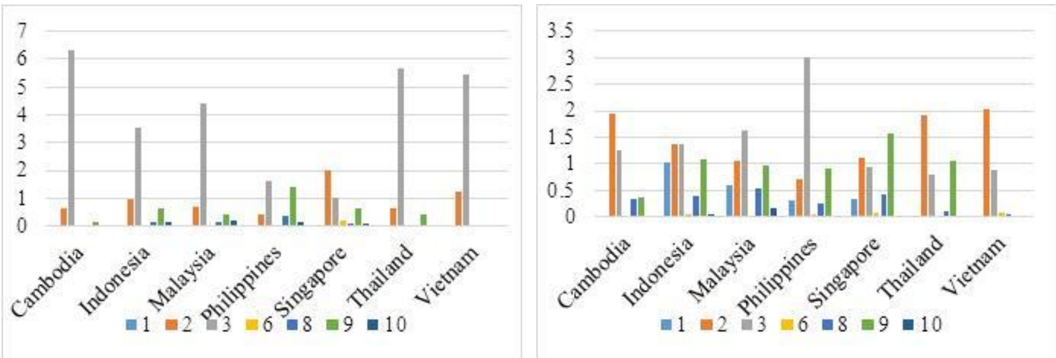

Figure 9. *The Trade Complementary (TCI) of Service Trade between China and ASEAN (China import, ASEAN exports), (China exports, ASEAN imports)*

Service trade in ASEAN countries generally shows a steady growth, but the total amount of service trade shows characteristics of regional imbalance. Among them, Singapore is still the leader in service trade, whose dominant industry is mainly concentrated on the higher knowledge and technology content of the emerging services, while other countries are mainly concentrated on the traditional service areas. In recent years, other countries in the ASEAN have a breakthrough in the emerging services. The development tendency of the Philippines communications services, computer and information field is rapid, significantly enhancing the competitiveness, with slightly lower exports and 1/13 imports compared with Singapore, bringing a large trade surplus to the Philippines, and other business services and personal, cultural and recreational departments also have a considerable competitive power. It has made great progress in financial and other business services in Cambodia, mostly because of the steady development in micro prosperity. Despite the industry volume is still uncomparable to Singapore, Cambodia is the second ASEAN country with strong competitiveness in the financial services sector. With blooming tourism, Personal, cultural and entertainment industry of Thailand experience continuous development, becoming the second profit growth point of foreign trade service in Thailand. Except the Philippines's communications and other business services in above countries, these service departments in the revealed comparative advantage and complementarity to China have no significant improvement, indicating that despite the rapid development of industry, related industry is still in the middle position across the world with lack of competitiveness. Service trade volume in China is forefront, taking strong competitiveness in goods related service, communication, computer services and information services, and sick competitiveness in the transport, tourism, culture and entertainment department. But compared to ASEAN, transport and other business services still have certain opposite advantages, so strong complementarity is showed in export to ASEAN. The both sides have a certain complementarity of the import and export in the transport, tourism, and other business services sector, showing the significant differences between the both sides in similar service. In addition, the economic development level, openness degree and service industry importance in Southeast Asian countries are diverse, the trade protection degree in services also have significant differences, so the policy to promote and limit has greater scope.

Overall, Chinese and ASEAN service trade development lagging behind the development of commodity trade, the services demand continues to rise. Improving service trade ability, promoting exchanges and cooperation and exerting all the characteristics of the industry, integrating resources to cope with the international challenges are a common choice for both sides. Although China and ASEAN countries have competition in the service industry base, attracting foreign investment and service outsourcing and other aspects, there is a big difference in the development of infrastructure, industrial structure, development speed and development stage for the both sides which presents a multi-level state, so that the service trade of both sides has formed a strong complementarity. With the development of China-ASEAN Free Trade Area, rapid growth in commodity trade and increasingly active foreign investment, it will further increase demand for services in transportation, finance, communications, computer and information.

V. CONCLUSION

From the perspective of the development of industrial structure, the similarity between China and In terms of industry structure, China and ASEAN has significantly high similarity, indicating alike emphasis on industry development in both sides. In terms of industry segment, it shows imbalanced development according to lower similarity and diverse advantageous industry. Summarily, there is a big gap in both competitiveness and complementation of products and service with China. To be more advisory, we classify ASEAN countries into 3 level according to its economy development and industrialization level when putting forward some advice respectively.

Singapore is in the first level, which is in the late stage of industrialization, with service industry dominated, and its capital-intensive and technology-intensive industries are competitive industries, meanwhile high-tech and knowledge-intensive industries also have greater competitive advantage. Industrial structure similarity in Singapore and China's is relatively low, and there is basically no planting in Singapore. On the contrary, manufactured goods especially agricultural products processing is in leading position, and chemical and mechanical products highlight the advantages of high capital and technology intensive, meanwhile financial services are obviously ahead of the ASEAN and China. Therefore, based on the comparative advantages of both sides, China and Singapore should develop bilateral trade in service considering local conditions. In the fields of education, science and technology, service facilities, in the aid of finance, management, knowledge and technology from Singapore, China can promote own service sector.

Indonesia, Malaysia, Philippines, Thailand and Vietnam are in the second level. They are all in the late period of industrialization, industry gradually giving way to the service industry. The proportion of the primary industry is between 9% and 19%, and the second industry and the tertiary industry accounted for basically equal proportions. For a long time, China and these countries have their own advantages in natural resources, leading to the structural complementarity of export commodities. Second-level countries tend to export natural resources, while Chinese natural resources are gradually reduced, so there is great potential for cooperation between the two sides. However, the uncertainty impact to trade factors are complex, such as the South China Sea issue, border issues and so on. Trade competition and trade friction continue to emerge, which requires both sides to objectively deal with those problems.

Cambodia is in the third level, who is in the middle of industrialization. Cambodia was an originally typical agricultural country. Since 2010, the third industry developed rapidly, having reached the first place in national economy. The foundation of second industry is weak with slow development speed, accounted for basically equal proportions with the primary industry. The similarity between Cambodia and Chinese industrial structure is relatively low, both based on labor-intensive and resource-intensive products. The sum volume of import and export trade in China and Cambodia is much lower than other countries, showing a certain gap of industry level with China and strong complementary. Further develop the domestic market will benefit both industry.

For implementation of China-ASEAN industry development and interoperability, we should focus on the following two aspects. Firstly, strengthen ASEAN internal division differences in the same industry, reducing product competition, emphasizing on the development of intra industry trade, promoting exchanges and cooperation, establishing more standardized mechanism, optimizing the structure of bilateral trade, making good use of preferential tariff policy, and promoting the benign competition and regional cooperation. Secondly, according to the industrial development status and policies of different countries, taking the Maritime Silk Road as a breakthrough in industrial interoperability, we should flexibly expand each department service functions, improving service quality and technical level, increate new cooperation ways in service trade, especially through developing talents and communicating aiming at high-tech emerging service industry, to firmly grasp the best time of Chinese ASEAN cooperation.

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