



## Introduction

A low-carbon economic development model is an inherent requirement of sustainable economic and social development and has gradually become an important symbol of high-quality development [1]. Although regional carbon governance entails positive externalities, the weakness of its incentive mechanisms tends to incline local governments toward relaxing environmental and carbon emission regulations in pursuit of economic growth. This tendency can exacerbate environmental pollution and carbon emissions [2]. Energy consumption and CO<sub>2</sub> emissions are considered primary drivers of the greenhouse effect [3]. China's economy has experienced decades of rapid development, which has laid a solid foundation for the improvement of people's living standards and the stability of the global industrial chain. However, with the rapid growth of China's economy, the drawbacks of high energy consumption and high emissions have gradually emerged [4]. In 2021, the added value of China's secondary industry accounted for 39.4% of the gross domestic product (GDP)<sup>1</sup>, but energy consumption in the industrial sector accounted for approximately 65% of the total consumption of the country<sup>2</sup>. In particular, the heavy chemical industry is a key area of industrial energy consumption and greenhouse gas emissions. Six high energy-consuming industries, including steel, nonferrous metals, building materials, petrochemical, chemical, and electric power, account for approximately 71% of the carbon dioxide burned by industrial fossil energy<sup>3</sup>. Therefore, energy conservation and emission reduction in the industrial field are among the main areas for controlling carbon emissions and greenhouse gases.

Land use change is closely associated with carbon emissions [5], with the continuous expansion of urban industrial land notably emerging as a primary contributor to carbon dioxide emissions [6, 7]. In 2006, China surpassed the United States to become the largest carbon emitter in the world and is facing great pressure to reduce carbon emissions [8]. To control greenhouse gas emissions and alleviate the pressure of global warming, in line with the spirit of the Paris Agreement, China has proposed the "dual carbon" strategy, wherein it pledges to reach a carbon peak by 2030 and achieve carbon neutrality by 2060 [9]. As changes in land use structure affect human activities, especially economic activities, the optimization of the spatial layout of land use has become an important factor in carbon emission reduction [10]. From 2002 to 2020, the area of land utilized for construction sites in China increased

by 96.57%<sup>4</sup>. To mitigate CO<sub>2</sub> emissions, the Chinese government has continuously implemented policies aimed at intensifying the utilization of industrial land [11]. Consequently, rational planning of the land use structure and enhancing the efficiency of industrial land utilization are considered pivotal strategies in the current phase to alleviate the pressure of carbon emissions [12, 13].

A modification in urban land usage patterns induces alterations in carbon emissions dynamics [14, 15]. In the relationship between different types of land use and carbon emissions, the expansion of industrial land has emerged as the primary driver of carbon emissions [16]. Despite the augmentation of the industrial land transfer scale that facilitates fixed asset investments and notably stimulates GDP growth, the rapid expansion of land supply diminishes urban spatial utilization efficiency [17-19] and consequently increases carbon emission intensity [20-22]. Industrial differences exist concerning the nexus between land utilization efficiency and carbon emission intensity [23], where industries characterized by low land utilization efficiency exhibit heightened carbon emission intensity [24]. To mitigate carbon emissions, several nations and regions have implemented diverse policies to regulate land utilization [25]. For instance, spatial optimization models have been established to forecast structural shifts in urban land usage under varying land utilization policies by constraining land usage types [26].

In the process of urban land use, due to the different interests and goals of the government and enterprises, the government follows strategies that are beneficial to itself in policy formulation and behavior selection. As the main body of market economic activity, enterprises aim to maximize their economic interests, but at the same time, their production methods and behaviors are affected by government policies. Although land transfer has brought financial benefits, the government still wants to optimize the supply and demand structure of the land market and adopt differentiated land prices and tax standards to guide the transfer of capital to low-carbon projects, thereby reducing carbon emissions. Therefore, guiding enterprises to gradually move toward low-carbon production is the government's preferred goal [27].

As an important way for the government to regulate and control the industrial structure, the policy trend of land affects the distribution of the land resources of enterprises. To meet the government's goal of low-carbon production, enterprises try to reduce carbon emissions by improving production efficiency. However, in this process, there is a game between the two. Therefore, this paper introduces game theory by establishing a game model between the government and enterprises and using the dynamic idea of evolutionary games to explore the relationship between the government and enterprises

<sup>1</sup> [http://www.gov.cn/xinwen/2022-02/28/content\\_5676015.htm](http://www.gov.cn/xinwen/2022-02/28/content_5676015.htm)

<sup>2</sup> [https://www.miit.gov.cn/gzcy/zbft/art/2022/art\\_e914dfd826ec46a89dd3b8194f735213.html](https://www.miit.gov.cn/gzcy/zbft/art/2022/art_e914dfd826ec46a89dd3b8194f735213.html)

<sup>3</sup> [https://www.miit.gov.cn/jgsj/jns/gzdt/art/2020/art\\_9a9a871faafc4c3c94fa273511ac10f5.html](https://www.miit.gov.cn/jgsj/jns/gzdt/art/2020/art_9a9a871faafc4c3c94fa273511ac10f5.html)

<sup>4</sup> <https://www.mohurd.gov.cn>













At this point,

$$F'(x) = (2x-1)[C_g - P + (P - R_g + S)y]$$

When  $y > \frac{P - C_g}{P - R_g + S}$ ,  $x = 0$  is in a stable state, that

is, the local government chooses not to regulate the strategy; when  $y < \frac{P - C_g}{P - R_g + S}$ ,  $x = 1$  is in a stable state;

that is, the local government regulates the strategy.

### Equilibrium Analysis of Enterprise Decision-Making

In the same way, the expected income of the enterprise can be calculated when choosing the strategy of “implementing low carbon land use” ( $V_1$ ), the expected income when choosing the strategy of “not implementing low carbon land use” ( $V_2$ ), and the average income of the enterprise ( $\bar{V}$ ), namely,

$$V_1 = R_f - C_f + Sx$$

$$V_2 = R_f' - C_f' - Px$$

$$\begin{aligned} \bar{V} = yV_1 + (1-y)V_2 &= (R_f - C_f)y + (R_f' - C_f')(1-y) \\ &\quad + (P+S)xy - Px \end{aligned}$$

The replication dynamic equation of enterprise strategy is constructed as follows:

$$\begin{aligned} F(y) = dy/dt &= y(V_1 - \bar{V}) = y(1-y)(V_1 - V_2) \\ &= y(1-y)[(C_f - C_f') - (R_f - R_f') - (P+S)x] \end{aligned}$$

According to the stability principle of the replication dynamic equation, to achieve strategic stability,  $y$  must meet the following requirements:  $F(y) = 0$ ,  $F'(y) < 0$ .

If  $x = \frac{C_f - C_f' - R_f + R_f'}{P+S}$ , then  $F(y) = 0$  is always

true. Any value of  $y$  is a stable strategy. In addition,  $y = 0$  and  $y = 1$  are stable strategies.

At this point,

$$F'(y) = (2y-1)[(C_f - C_f') - (R_f - R_f') - (P+S)x]$$

When  $x < \frac{C_f - C_f' - R_f + R_f'}{P+S}$ ,  $y = 0$  is stable, that

is, the enterprise chooses not to implement a low-carbon

production strategy, and when  $x > \frac{C_f - C_f' - R_f + R_f'}{P+S}$ ,

$y = 1$  is in a stable state, and enterprises choose to implement low-carbon production strategies.

### Stability Analysis of the Equilibrium Point

To obtain the equilibrium solution of the game between the two sides, the dynamic simultaneous equation model is established:

$$\begin{cases} F(x) = dx/dt = x(1-x)[(1-y)P + y(R_g - S) - C_g] \\ F(y) = dy/dt = y(1-y)[(C_f - C_f') - (R_f - R_f') - (P+S)x] \end{cases}$$

The equilibrium points of the system are (0,0), (0,1), (1,0, and (1,1). In addition, the following equation is established:

$$\begin{cases} (1-y)P + y(R_g - S) - C_g = 0 \\ (C_f - C_f') - (R_f - R_f') - (P+S)x = 0 \end{cases}$$

$$x = \frac{C_f - C_f' - R_f + R_f'}{P+S} \quad \text{and} \quad y = \frac{P - C_g}{P - R_g + S} \quad \text{are}$$

also the balance points of the system. To facilitate the

analysis of problems, we set  $x_D = \frac{C_f - C_f' - R_f + R_f'}{P+S}$

$$\text{and} \quad y_D = \frac{P - C_g}{P - R_g + S}.$$

According to the method proposed by Friedman, the Jacobian matrix of the system is constructed to judge the local stability of the equilibrium point of the evolutionary game. The Jacobian matrix of the evolutionary game can be obtained by computing the partial derivative of  $x$  and  $y$  with the above replication dynamic equation in turn:

$$J = \begin{bmatrix} \frac{dx}{dx} & \frac{dx}{dy} \\ \frac{dy}{dx} & \frac{dy}{dy} \end{bmatrix}$$

Among them,

$$\begin{cases} \frac{dx}{dx} = (2x-1)[C_g - P + (P - R_g + S)y] \\ \frac{dx}{dy} = x(x-1)(P+S-R_g) \\ \frac{dy}{dx} = y(y-1)(-P-S) \\ \frac{dy}{dy} = (2y-1)[(C_f - C_f') - (R_f - R_f') - (P+S)x] \end{cases}$$



Table 2. Jacobian determinant analysis of the system.

Local equilibrium point	$\det J$	$\text{tr}J$
(0,0)	$(P - C_g)[-(C_f - C_f') + (R_f - R_f')]$	$-(C_f - C_f') + (R_f - R_f') + (P - C_g)$
(0,1)	$(C_g - R_g + S)[-(C_f - C_f') + (R_f - R_f')]$	$(C_f - C_f') - (R_f - R_f') + (R_g - S - C_g)$
(1,0)	$(C_g - P)[-(C_f - C_f') + (R_f - R_f') + P + S]$	$-(C_f - C_f') + (R_f - R_f') + (C_g + S)$
(1,1)	$(R_g - S - C_g)[-(C_f - C_f') + (R_f - R_f') + P + S]$	$(C_f - C_f') - (R_f - R_f') + (C_g - R_g - P)$
$(x_D, y_D)$	$(P - C_g)(C_g - R_g + S)[-(C_f - C_f') + (R_f - R_f') + P + S]$ $[(C_f - C_f') - (R_f - R_f')]$ $/[(P + S)(P - R_g + S)]$	0

If the trace condition of the Jacobian matrix is satisfied (the sum of the elements on the diagonal of the Jacobian matrix is less than 0) and the Jacobian determinant condition is satisfied (the determinant is greater than 0), they are recorded as  $\text{tr}J$  and  $\det J$ , respectively. The equilibrium point of the copied dynamic equation is the local stability point, which is the stability strategy of the evolutionary game. As shown in Table 2,  $\text{tr}J < 0$  is not satisfied at the local equilibrium point  $(x_D, y_D)$ , so the equilibrium point  $(x_D, y_D)$  is not an evolutionary stability point. Therefore, only the asymptotic stability of the remaining four equilibrium points in the table is considered.

When  $P < C_g$  and  $C_f - C_f' > R_f - R_f'$  is satisfied, the cost of government regulation is greater than the income from fines, and the increased cost of enterprises implementing low-carbon land use is also greater than the income difference. At this time, the government is not willing to regulate, and enterprises are not willing to implement low-carbon land use. Then, the evolution strategy of the government and enterprises is (0,0), namely, "no regulation and control, no implementation of low carbon land use".

When  $R_g < S + C_g$  and  $C_f - C_f' < R_f - R_f'$ , the social benefits obtained by government regulation are less than the sum of government regulation costs and subsidies paid by the government, but the increased benefits from enterprises' implementation of low-carbon land use are greater than their increased costs. Therefore, the government's willingness to regulate is not high, but enterprises are more willing to implement low-carbon use because they can obtain greater benefits through the low-carbon use of land. At this point, the evolution strategy of the government and enterprises is (0,1) to "implement low-carbon land use without regulation and control".

When  $P > C_g$  and  $C_f - C_f' > R_f - R_f'$ , the fines collected by the government when implementing the regulation

can cover its regulatory costs. For enterprises, under the government's regulation strategy, the costs of not implementing low-carbon land use include production costs and fines paid. The government can subsidize the implementation of low-carbon land use, but in this case, the extra costs paid by enterprises when implementing low-carbon land use are still greater than their income difference. Therefore, the government is more willing to implement regulation, but enterprises are unwilling to implement low-carbon utilization. At this point, the evolutionary strategy of the government and enterprises is (1,0), namely, to "regulate and control without implementing low-carbon land use".

When  $R_g > S + C_g$  and  $C_f - C_f' < R_f - R_f' + S$ , the social benefits obtained by the government when implementing regulation and control are greater than the costs and subsidies paid, and the income difference obtained by enterprises when implementing low-carbon land use is also greater than the costs paid. Therefore, the government is willing to implement regulations, and enterprises are willing to use low-carbon land. Then, the evolution strategy of the government and enterprises is (1,1), that is, "regulate and implement low-carbon land use".

It can be seen from the above conclusions that appropriate adjustment of government regulation policies can enable enterprises to implement low-carbon land use with a greater probability and maintain this strategy in an evolutionary and stable state. The government's subsidy policy for enterprises can reduce the cost of developing low-carbon technologies and implementing low-carbon utilization, improve the probability of low-carbon land use, and encourage enterprises to actively carry out reform. Similarly, punishing enterprises that do not implement low-carbon land use will force enterprises to transform. Therefore, the government's introduction of a standardized and reasonable subsidy and punishment mechanism can encourage enterprises









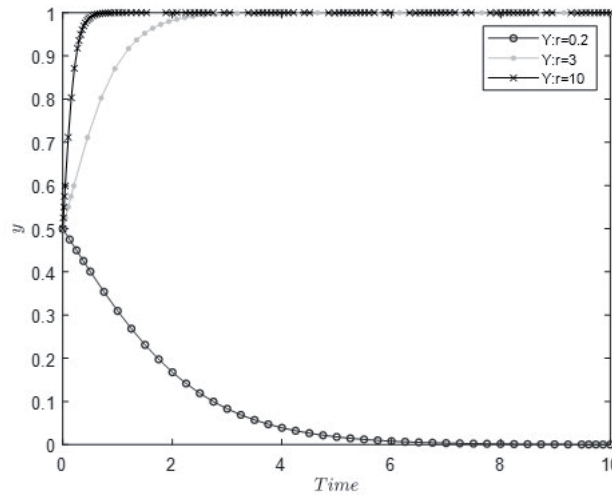


Fig. 8. Impact of low-carbon transformation benefits on enterprise strategy.

utilization of urban industrial land, we need to rely on a combination of regulation and incentives.

According to the analysis of the evolutionary game model and system dynamics simulation results, the following conclusions can be drawn: (1) the government's low-carbon policy will affect the low-carbon use of urban industrial land; (2) government subsidies will encourage enterprises to implement low-carbon land use, but the subsidy proportion should be reasonable and controllable; and (3) when the benefits of implementing low-carbon land use are greater than those of not implementing low-carbon land use, the strategy of low-carbon land use will be more attractive, whereas when the benefits of implementing low-carbon land use are less than those of not implementing low-carbon land use, low-carbon land use policy cannot play a positive role. Therefore, this paper explored the low-carbon utilization path of urban industrial land to realize the green development of urban industry and promote the virtuous circle of urban industrial ecosystems.

In many cases, the goals of local governments and enterprises may align, particularly in promoting economic growth and development. However, it is crucial to recognize that the objectives of the central government, which often include broader national economic and environmental considerations, may not always align perfectly with those of local governments and enterprises. For example, while local governments and enterprises may prioritize short-term economic gains, the central government may emphasize long-term sustainability and environmental protection. However, when facing low-carbon land utilization by enterprises, both central and local governments share common goals in terms of setting and implementing regulatory standards. While there may be differences between the short-term and long-term economic development goals of the central and local governments, it is challenging to distinguish between parameters attributed to the central and local governments due to data limitations.

Therefore, this study categorizes both the central and local governments as a single entity termed "government."

### Policy Recommendations

This study aims to improve the regulation system for urban industrial land use. Urban industrial land is the spatial carrier of industrial development. Therefore, it is important to optimize the industrial structure, achieve low-carbon land use, and promote industrial green upgrading by relying on land control approval and other ways to regulate industrial land. The government should use economic means of regulation, such as adopting policies that entail fines and subsidies, to subsidize enterprises that develop and use low-carbon land to reduce production costs. For industrial projects with a low level of repeated construction, high energy consumption, and high carbon emissions, the scale of land use will be restricted. For example, the government needs to formulate policies to limit carbon emissions, increase penalties for enterprises that do not use land with low carbon emissions and exceed carbon emissions, and adopt administrative means to regulate carbon emissions. In areas where industrial land is scarce or ecologically sensitive, the land supply should be concentrated in high-tech-intensive industries. Following the development idea of a low-carbon economy, carbon emission standards should be formulated according to industrial categories, carbon emission reduction targets should be compared, and industrial land access, construction, and carbon emission standards should be set.

Transforming high-carbon industries to low-carbon industries and developing clean energy are fundamental ways to reduce the carbon emissions of industrial land. The low carbonization of industrial land is a new type of utilization mode that combines "low energy consumption, low pollution, and low

emissions". This not only has advantages for the realization of carbon emissions reduction goals but is also conducive to industrial upgrading and sustainable economic development. Governments should support green industry project land use and establish a full life cycle management model for industrial land. Enterprises should transform and upgrade their existing technology and establish a low-carbon technology support system to reduce costs, increase profits, and achieve sustainable development. Enterprises should also correctly address the low-carbon transformation, actively respond to the national low-carbon development strategy, strive for government incentive policy support, and avoid punitive measures. In the short term, enterprises need to increase investment and reduce economic benefits to implement low-carbon land use, but in the long run, low-carbon land use can reduce energy consumption and increase economic, social, and ecological benefits.

To improve the carbon trading market, the enthusiasm of industrial enterprises for energy conservation and emission reduction and the further reduction of emissions under the quota set by the government must be mobilized. Excess carbon emission quotas can be transferred to other high-emission enterprises, forming a carbon emission reduction fund pool. However, enterprises with excessive carbon emissions can only obtain quotas through the carbon emission trading market. When the purchase cost is higher than their own emission reduction cost, a cost-driven mechanism will be formed to promote their own energy conservation and consumption reduction, thus producing a positive low-carbon development effect.

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### Conflict of Interest

The authors declare no conflicts of interest.

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Appendix 2. Penalties for exceeding the carbon emission quota and failing to perform as needed.

Region	Date	Enterprise	Content	Penalty amount (10,000 CNY)
Beijing	2014.07	Baisheng Commercial Development Co., Ltd	Carbon emissions exceed the quota by more than 500 tons	13.75
	2014.07	Beijing CBRE Property Management Service Co., Ltd	Exceeding the quota by tens of thousands of tons	275
Jiangsu	2014.07	Microsoft (China) Co., Ltd	More than 400 tons of carbon emissions exceeded the quota	11
	2022.03	Changzhou Guangyuan Thermal Power Co., Ltd	Failure to pay carbon emission quota in full and on time	2
Guangdong	2022.03	Zhangjiagang Junma Polyester Products Co., Ltd	Failure to pay carbon emission quota in full and on time	2
	2015.05	Shenzhen Container Co., Ltd	Excess carbon emission quota of 4,928 tons	63.36
	2022.04	Dongfang Hope Baotou Rare Earth Aluminum Co., Ltd	The uncompleted contract amount is 2,459,675 tons	3
Inner Mongolia	2022.09	Manzhouli Lianzhong Thermal Power Co., Ltd	Failure to pay carbon emission quota in full and on time	2.5
	2022.07	Beikong Urban Services (Ewenki Autonomous Banner) Co., Ltd	Case of violation of carbon emission trading management system	3
	2022.03	Hulun Buir North Pharmaceutical Co., Ltd	Failure to pay carbon emission quota in full and on time	2
	2022.07	Inner Mongolia Baiyecheng Alcohol Manufacturing Co., Ltd	Failure to pay carbon emission quota in full and on time	2
	2022.05	Olunchun Autonomous Banner Lintai Property Service Co., Ltd	Failure to pay carbon emission quota in full and on time	1.1
	2022.03	Chifeng Pharmaceutical Co., Ltd	Failure to pay carbon emission quota in full and on time	3
Ningxia	2022.04	Six enterprises including Ningxia Baofeng Energy Group Co., Ltd., Ningxia Risheng Hi tech Industry Co., Ltd., and Ningxia Keomei Bioengineering Co., Ltd	Failure to pay carbon emission quota in full and on time	16.8
Heilongjiang	2022.01	A thermal power plant in Yichun City	The carbon emission quota was exceeded by 53,625 tons, and the carbon emission quota was not paid in full	2
Shanghai	2020.02	Shanghai Shidongkou No.1 Power Plant of Huaneng International Power Co., Ltd	False greenhouse gas report	1.88
Zhejiang	2021.12	Xinchang County Thermal Power Group Co., Ltd	Incomplete carbon quota settlement	2
Henan	2022.05	A thermal power enterprise in Wuzhi County, Jiaozuo	Failure to pay carbon emission quota in full and on time	2
	2022.06	A development limited company	Failure to pay carbon emission quota on time	2
Sichuan	2022.01	Sichuan Jiuda Salt Manufacturing Co., Ltd., Zigong, Sichuan	Failure to pay carbon emission quota on time	2.6
	2022.01	Qingshen Huaili Taji Thermal Power Co., Ltd	Failure to pay carbon emission quota on time	2
Guangxi	2021.06	Guangxi Yongkai Bridge Paper Co., Ltd	Failure to pay carbon emission quota on time	2.1251
	2022.05	Guangxi Fangchenggang Hongyuan Pulp and Paper Co., Ltd	Failure to pay carbon emission quota on time	2.1563

Note: Punishment standard and basis

Beijing: The Decision of Beijing on Carrying out the Pilot Work of Carbon Emission Trading on the premise of strictly controlling the total amount of carbon emissions states that “the carbon emissions beyond the scope of the quota permission shall be punished at three to five times the average market price.”

Guangdong: The Interim Measures of Shenzhen Municipality on the Administration of Carbon Emission Trading “impose a fine of three times the average market price of the carbon emission quota that has not been paid.”

**Appendix 2.** Continued.

Shanghai: The Tentative Measures of Shanghai for the Management of Carbon Emissions state that a fine of more than 10,000 CNY but less than 30,000 CNY should be imposed for false reporting, concealment, or refusal to perform reporting obligations.

The Jiangsu, Inner Mongolia, Ningxia, Heilongjiang, Zhejiang, Henan, and Jilin Measures for the Administration of Carbon Emission Trading (for Trial Implementation) state that “if the carbon emission quota is not paid in full and on time, a fine of not less than 20,000 CNY but not more than 30,000 CNY will be imposed”.

**Appendix 3.** Carbon finance-related policies and practice cases.

Region	Date	Financial institutions	Enterprise	Financial support	Collateral
Beijing	2021.09	Beijing Green Exchange, Bank of Beijing	Beijing Shengtong Printing Co., Ltd	Loan of 10 million CNY	Carbon emission right
Tianjin	2021.08	Industrial and Commercial Bank of China Tianjin Branch	Dagu Chemical Co., Ltd	Loan of 10 million CNY	400,000 tons of transferable carbon quota
Shanghai	2021.08	BNP Paribas, Societe Generale, Credit Agricole Orientale, Banque Nationale Francaise	Total Vision Energy Services (Shanghai) Co., Ltd	510 million green loans	—
	2021.08	Agricultural bank	A chemical company in Shanghai	Loan 5 million	Carbon emission right
Jiangsu	2022.05	Shanghai Branch of CPIC Property&Casualty Insurance Co., Ltd., Shanghai Ring Exchange, Bank of China Shanghai Branch	Shanghai Huaifeng Superfiber Materials Co., Ltd	“Carbon quota+pledge+insurance”	Carbon emission right
	2021.08	Taixing Rural Commercial Bank	Taixing Xinpu Chemical Co., Ltd	Loan 5 million	110,000 tons carbon emission quota
Zhejiang	2021.08	Industrial and Commercial Bank of China Rui’an Sub-branch	Zhejiang Huaifeng New Materials Co., Ltd	Loan 5 million	160,000 tons of carbon emission quota
Chongqing	2017.04	Chongqing Branch of Industrial Bank	Chongqing Minfeng Chemical Co., Ltd	Loan 50 million	Carbon quota pledge financing
Shandong	2021.08	Yishui Rural Commercial Bank	Shandong Fiberglass Group Co., Ltd	Loan 20 million	More than 700,000 tons of carbon emission quota
	2022.04	Shandong Guoxin	Shangao Huaneng Group	200 million CNY trust limit	Revenue right of 6 million tons of carbon emissions
Hubei	2022.08	Weifang Bank	Anqiu Thermal Power Co., Ltd	Loan 2 million	Carbon emission right
	2014.09	Industrial Bank	Hubei Yihua Group	Loan 40 million	4 million tons of carbon emission quota
Guizhou	2021.08	Minsheng Bank	Guizhou Jinyuan Qianxi Power Plant of State Power Investment Corporation	Loan 28 million	Carbon emission right
Jiangxi	2021.08	China Construction Bank Jiangxi Branch	Shenhua Guohua Jiujiang Power Generation Co., Ltd	Loan 100 million	3,418,900 tons of carbon emission right
	2021.08	Jiujiang Bank	Ganzhou Huajin Paper Co., Ltd	Bank acceptance bill 5 million	Carbon emission right quota as pledge guarantee
Gansu	2021.08	China Everbright Bank Lanzhou Branch	Jiugang Hongsheng Electric Heating Co., Ltd	Loan 40 million	1.87 million tons of carbon emission quota
Heilongjiang	2022.10	Harbin Bank	A thermal power plant in Jixi	Loan 10.5 million	Carbon emission rights to be purchased by enterprises in the future