



The Project News

BCC LinkToChina Programme

-- UK-China business matchmaking
Autumn 2011



BCC LinkToChina is inviting business proposals and enquiries from LinkToChina subscribers for our next UK-China Business Matchmaking Bulletin (UK matchmaking opportunities).

Deadline for inclusion in the next issue of UK-China Business Bulletin (UK project proposals for China) has been extended to:

November 18th 2011

Upcoming Events:

21 Nov: LinkToChina at the Bracknell debate (**Capitol Building, Bracknell**)

17 Nov: LinkToChina at the Aylesbury debate (**Aylesbury Waterside Theatre**)

11 Nov: LinkToChina Regional launch: Liverpool

10 Nov: LinkToChina event with Thames Valley Chamber of Commerce: China market update for manufacturers in conjunction with the Manufacturing Advice Services (**Swindon**).

4 Nov: LinkToChina at British Made: Global Trade event in Derbyshire with Derbyshire and Nottinghamshire Chamber of Commerce

LinkToChina announced New Strategic Partners

LinkToChina has been joined by Segro and Blake Laphorn as national Strategic Partners of the Project. Executive Director, Dr Kegang Wu remarked that, "Property, developments and legal services are among the key areas that both of our British and Chinese businesses consider as priority services in international expansion. I am delighted that we have two of the leading companies in the UK as our strategic partners in these areas. I have no doubt that Segro and Blake Laphorn will strengthen our UK-China business matchmaking platform."

Blake Laphorn (<http://www.blaw.co.uk>) is one of the UK's leading full-service law firms, providing the full range of legal services needed by companies and organisations, with an industry-focused approach through its specialist sector groups. The firm also provides key services for individuals and families. The firm's core practice areas are corporate and commercial services, real estate, litigation and dispute resolution, and private client.



SEGRO plc (<http://www.segro.com>) is a commercial property investment and development company that has become Europe's leading provider of flexible business space. Operating in eight countries their property portfolio includes offices, light industrial, logistics and datacentre properties. They have £5.6 billion in property assets and 5.5 million m² of area. Headquartered in Slough, SEGRO plc is on the London Stock Exchange and is one of the largest REITs in the world.



Positive responses from visiting Chinese companies

This month we received a trade mission from the Jilin Federation of Industry and Commerce. As well as fostering cooperation between the two parties, the 10 Chinese businesses from different sectors were presented with our subscriber's propositions from the bulletin. The propositions from LinkToChina subscribers matched the interest of some of the visiting companies. Many of the companies that visited expressed their keen interest to partner with LinkToChina subscribers and the meeting



Inward Delegations:

23 Nov: Inward delegation from the State Administration for Industry and Commerce in China (18 provinces and cities) (**Slough**)

17 Nov: Inward delegation from the Chinese Ministry of Commerce (9 Provinces and cities) (**Aylesbury**)

Nov: Sichuan Pharmaceutical Trade Mission to the UK (**Slough**)

Invitation from our Chinese partners for events in China:

China Auto Parts and Service Show

12th -15 June 2012
Shanghai (Shanghai CCPIT)

Auto Shanghai is one of the important global automotive industry events. Building on the success of Auto Shanghai 2011 the event will offer opportunities to auto part & equipment manufacturers and suppliers.

Venue: Shanghai New International Expo Centre (SNIEC), Shanghai, China.

Contact: LinkToChina or Thames Valley Chamber of Commerce Group

ended with four companies matched with four of our companies.



Figure 1 Delegation from Jilin Province

LinkToChina starts Clinics Sessions in the London Chamber

Companies have been requesting one-to-one meetings in order to better understand how to make the best use of the LinkToChina service. To accommodate this LinkToChina is now offering clinic sessions. The first clinic took place at the London Chambers of Commerce on October 13th. Members of the London Chamber were met one to one by Dr. Kegang Wu and Annabel Fogden, Head of World Trade at the London Chamber of Commerce. Future sessions will take place with LinkToChina's strategic partners and at Regional Offices (Chambers).

London 2012 Olympics and Inward Investment

BCC LinkToChina welcomed a delegation from CCPIT Beijing which, led by the newly appointed Vice Chairman Lin Bin, included Chinese investors who have already established a presence in the UK. Discussions were held with the Chinese investors and the Beijing delegation on issues of current Chinese investment, as well as future cooperation, including Chinese businesses involvement in the London 2012 Olympics



Figure 2 Delegation from Beijing

Government Delegation from Anhui Province

On the 21st September, a Governmental delegation from Anhui Province held talks with BCC LinkToChina at its Head Office in Slough. The delegation, led by Mr. Jie Zhou, explained to BCC LinkToChina its priorities in working with the UK and their specific interests in the possibility of encouraging partnerships through the LinkToChina programme. Anhui has in recent years become a hot bed of investment by foreign direct investors and Chinese companies.

Regional Partners:

Chamber International Services (Bradford, Leeds and North, South and mid Yorkshire Regional Office)

Cambridgeshire Chamber of Commerce (East England Regional Office)

Derbyshire & Nottinghamshire Chamber of Commerce (Derbyshire and Nottinghamshire Regional Office)

Hull and Humber Chamber of Commerce (Hull, East Yorkshire and North & Northeast Lincolnshire Regional Office)

Liverpool Chamber of Commerce (Liverpool City Region Regional Office)

London Chamber of Commerce (London Regional Office)

Northeast Chamber of Commerce (Northeast of England Regional Office)

Thames Valley Chamber of Commerce Group (Southeast & Southwest Regional Office)

Swindon Business Leaders' Forum

On the 28th LinkToChina Executive Director Dr. Kegang Wu spoke to the Swindon Business Leaders' Forum organised by Swindon Chamber of Commerce on international strategies with regards to China. He spoke on "The Next China Strategy: Money Places and People"

British Creative industries represented at China's International Creative Design Week

Following the invite to China's International Creative Design Week, LinkToChina is pleased that we are able to recommend two leading experts, Karin Philips of the British European Design Group and Tim Stephens of the University of the Arts, London, who will be spoke and exhibited at Chengdu and Beijing during the first week of November. LinkToChina and the BEDG will be holding a meeting with Creative Industries shortly upon the return of this visit.



Figure 3 Delegation from Anhui Province

Investment opportunities in Guizhuo. 104 Government backed investment projects

LinkToChina has obtained from the Guizhou government one hundred and four government backed investment project proposals for 2011. The projects cover a wide variety of industries, including;

Agriculture & food processing:

- 10,000 tons of potato processing
- 100,000 ton sweet corn processing factory
- Local specialty of orange, planting and processing
- Organic vegetable
- Pig breeding
- Tea plantation and processing
- Planting and processing of green food
- Iced Tea production line
- Chinese herb medicine planting and processing

Electronics

- Manufacturing projects
- High spec LED chips

Tourism

- Theme Park
- Geological Park
- Watersports project
- 5 star Hotel
- Tourist Village
- Hotel and Resort
- Riverside Resort
- Hot Spring Resort
- Culture Village Resort
- Chinese herb medicine spar facility
- Golf course

Manufacturing:

- Chemicals
- LED lighting
- Paper
- Agriculture equipment
- Power generators
- Automotive components
- Cement machinery
- Smart thermometers
- Batteries plant
- (Print) Printing circuits
- Ultra voltage
- Metal processing
- Carbon silicon's
- Packaging
- Textile / Garments
- Aluminum power production lines
- Hat and Shoe production Line
- Furniture and Stationary

Other Project's

- Automotive
- Mining
- Shell Gas Mining
- Fishery and Wholesale
- Solar
- Pharmaceutical Plant development

Subscribers to the service are invited to request further details from LinkToChina

Regional Partner News

Derbyshire and Nottinghamshire Chamber launched the LinkToChina to China project at two venues on the same day in July – Chesterfield Football Club's b2Net Stadium and Raleigh International, Nottingham.

A number of Chamber Members have signed up to the services from various sectors of electrical engineering, industrial materials and engineering design.

LinkToChina will be at their International Trade Conference on Friday 4th November.



David Hood, Head of International and Information Services, is the Project Leader for the region.



The Project Executive is Helen Carter, Business Information and Research Officer.



Figure 4 Regional Launch with Hull and Humber Chamber of Commerce

Marketing Opportunities in China. Inclusion in the special issue of China Foreign Trade:

"Sino-British Trade and Investment – Commemorative Publication for 40th Anniversary of Sino-British Diplomatic Relations"

2012 is the 40th anniversary of Sino-British diplomatic relations. The governments of Britain and China, as well as the economic and trade communities will be organising joint celebrations and high level delegations. China Trade News, which is managed and sponsored by the CCPIT, is publishing a special commemorative edition to celebrate the success of UK-China relations and trade activities.

An invitation is extended to LinkToChina subscribers to be featured in the special edition.

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BCC LinkToChina launched in Hull and Humber

Exports from the Yorkshire and Humber region last year were worth more than £382 million. This September has seen the regional launch of the Hull and Humber Chamber of Commerce as a Regional Partner in the BCC LinkToChina project. Executive Director, Dr Kegang Wu, met Hull's business leaders on the 7th September at Mr Chu's restaurant.

Pauline Wade, Director of International Trade at Hull and Humber Chamber Of Commerce, welcomed the new initiative. "The project is designed to provide our businesses with a service that will help facilitate and sustain tangible trade links with businesses in the highly lucrative Chinese market and was well received by Chamber members in the Humber Region at the recent launch."

Invitation for participation from British businesses to the UK-China Investment Matchmaking Seminar

Promoting British Investment Locations, opportunities and investment support services at China's national overseas investment conference April 2012 Beijing

China Enterprises' Outbound Investment Conference is China's **national overseas investment conference**, with the largest gathering of more than **1600 potential investors**, government agencies, media, professionals and multipliers. The UK seminar at the event is aimed at promoting British investment locations, projects and professional services.

The UK seminar at the event will involve business matchmaking Chinese investors with UK proposals and opportunities. BCC LinkToChina and its Strategic Partners will have a strong presence to offer Chinese investors a comprehensive professional support platform in the UK.

As a **national policy forum** for investment outside of China, the keynote speakers at the plenary session consist of national government agencies including the Ministry of Foreign Affairs, Ministry of Finance, General Administration of Customs, State Administration of Taxation, Development Research Centre of State Council, and State Administration of Foreign Exchange.

The event is ideal for promotion of British **destinations**, where selected countries are invited to host country seminars to lure Chinese investors.

For UK local authorities, professional services, developers and project owners, projects for M&A, companies seeking equity partners and other form of investment, this is the China investment event that brings together everyone who is relevant in China – policy makers, regulators, funding providers, professional service providers, intermediaries and above all, investors.

Project Offices in China:

Beijing (HQ)
Chongqing
Dalian
Guangdong
Hebei
Jiangsu
Jinan
Nanjing
Qingdao
Shaanxi
Shanghai
Shenzhen
Sichuan
Tianjin
Xiamen
Wuhan



Figure 5 Investing in the UK: Which location?

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