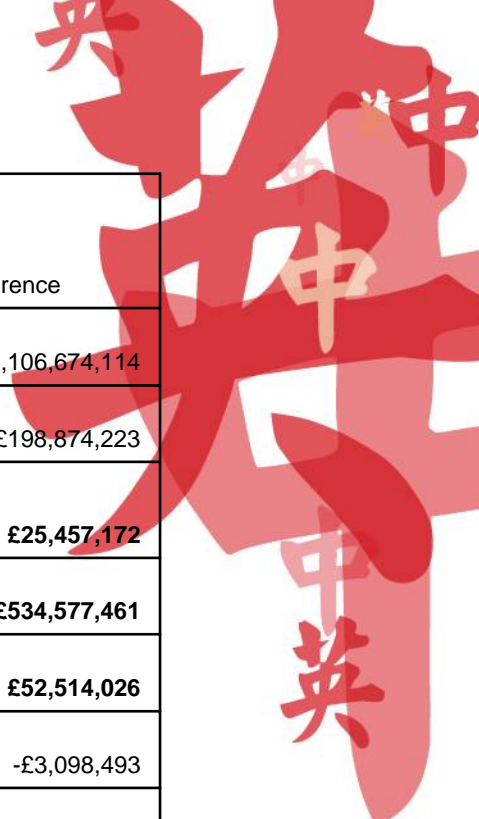


China



China-Britain Business Council

China Britain
Britain
China Britain
Britain



Trade Statistics Jan-Jul 2010 UK Imports and Exports to China	Total Imports	Total Exports	Difference
TOTAL	£15,076,873,978	£3,970,199,864	-£11,106,674,114
0 :FOOD & LIVE ANIMALS	£230,347,873	£31,473,650	-£198,874,223
1 :BEVERAGES & TOBACCO	£11,721,525	£37,178,697	£25,457,172
2 :CRUDE MATERIALS, INEDIBLE, EXCEPT FUELS	£144,209,261	£678,786,722	£534,577,461
3 :MINERAL FUELS, LUBRICANTS & RELATED MATERIALS	£4,847,415	£57,361,441	£52,514,026
4 :ANIMAL & VEGETABLE OILS, FATS & WAXES	£3,962,452	£863,959	-£3,098,493
5 :CHEMICALS & RELATED PRODUCTS, NES	£538,573,389	£488,390,695	-£50,182,694
6 :MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIAL	£2,432,132,753	£339,709,925	-£2,092,422,828
7 :MACHINERY & TRANSPORT EQUIPMENT	£5,566,843,693	£2,010,048,341	-£3,556,795,352
8 :MISCELLANEOUS MANUFACTURED ARTICLES	£5,982,114,972	£324,233,046	-£5,657,881,926
9 :COMMODITIES/TRANSACTIONS NOT CLASS'D ELSEWHERE IN	£162,120,645	£2,153,388	-£159,967,257

- China buys from the UK:-
- Metalliferous ores and metal scrap;
- Power generating machinery and equipment;
- General industrial machinery;
- Road vehicles;
- Medical & pharmaceutical products;
- Electrical machinery and appliances.
- High value products and services





Market Trends

- Due to mass urbanisation China market demands will change in the next 10 years. An extra 150 million urban residents. Equivalent to a whole new UK, Ireland, Holland and France.
- 20% more than the whole of the EU.

New Needs

- Demand for better Consumer Services – Education, Health
- Demand for better Consumer Products – Food, Clothing, Entertainment
- Demand for better infrastructure – Rail, Aerospace, Housing
- The UK is good at all of the above



Regional Comparisons

- Beijing Municipality and Liaoning Province
- GDP, BJ £113b LN £143b
- GDP growth, BJ 6%, LN 13%
- FDI, BJ £4.5b, LN £12b
- FDI growth, BJ 1%, LN 30%



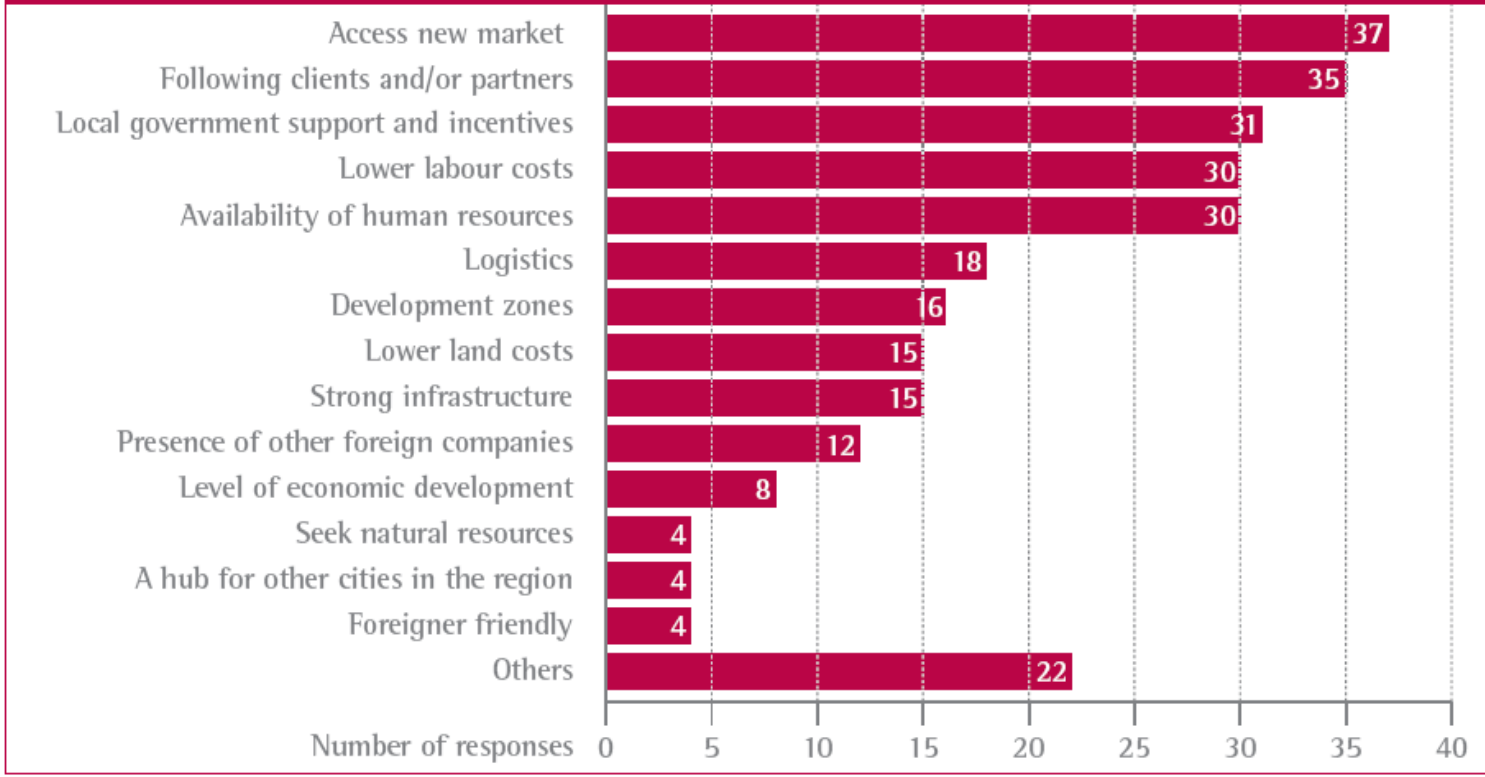
Regional Comparisons

- Shanghai Municipality and Jiangsu Province
- GDP, SH £142b JS £324b
- GDP growth, SH 8%, JS 13%
- FDI, SH £9b, JS £34b
- FDI by sector, SH 70% services, JS 70% manufacturing





Exhibit 7: Market-Entry Drivers



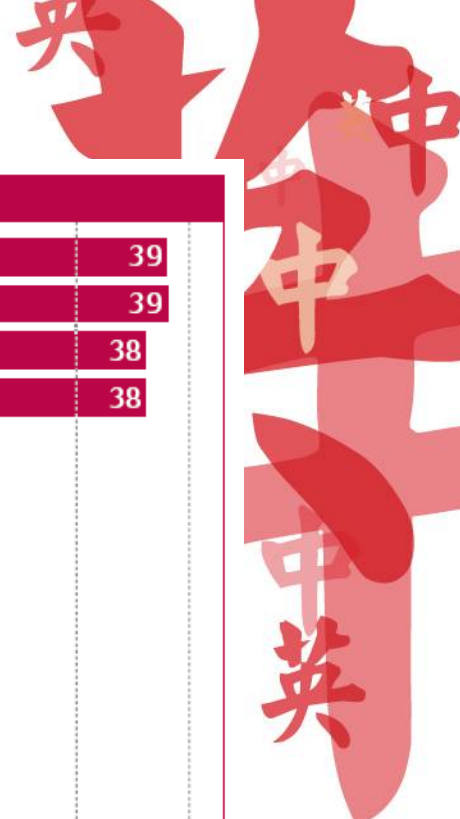


Exhibit 8 – Challenges of Doing Business



CBBC

“The China-Britain Business Council is the UK’s leading organisation helping UK companies grow and develop their business in China.”



CBBC

Business Sector, Business Culture, and Local knowledge from 11 offices in China and 9 UK regional centres.

Translation, Interpretation, Business Visa Invitation Letters.

Business culture training.

Business issue seminars.

Business networking in UK and China.

Corporate discounts on travel arrangements.

Research on market, clients and suppliers.

Soft landing and temporary offices.

Assistance with local recruitment.

Assistance with establishing a presence.

Local Strategy Support in both UK and China



Networking and Association

- Chinese business relies on Networking.
- Chinese business respects Association.
- Why don't you promote yourself, increase your network and gain association through CBBC?



“CBBC is well established and well connected in mainland China and the value they can provide in making introductions and serving as a bridge cannot be overstated.”

Tim Nash - China Consultant, Jersey Finance Limited



谢谢

Thank you

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