



News from Us

**Confucius say:
'let's do it again next year'**

Chinese New Year Reception: Senses and Sensations of China wins encores from East Midlands business community



In association with [Gateley LLP](#) and De Montfort University, the China Business Association successfully hosted the reception on Feb 19 at the historic Trinity House in Leicester.

The event attracted over 50 delegates representing four universities, six local authorities and trade organisations and 30 businesses from Leicestershire and the East Midlands.

At the reception De Montfort University announced that it is to host the second Confucius Institute in the East Midlands, following the lead of the University of Nottingham. Prof Shujie Yao, Head of School of Contemporary Chinese Studies at the University of Nottingham gave the lecture on what is 'hot', 'sweet' and 'sour' for

China Business Association

英国中东部地区中国商务协会

February 2013 Newsletter

2013 年二月电子通讯

Update on East Midland and business links with China
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A Special Invitation 特邀中国房地产投资商

Leicester & Leicestershire Enterprise Partnership is delighted to invite Chinese investors to its beachfront showcase reception at MIPIM 2013 on Thursday 14th March in Cannes, France.

英国莱斯特市郡谨邀中国房地产投资商，于3月14日1600点在Beachfront展示招待酒会，相约法国嘎纳。请致函 sue.tilley@llep.org.uk 或访问 [更多信息](#)

从1990年建展以来，这个展会就成为了全球最大的房地产专业项目盛会，吸引全球投资商和各地方政府代表建立持久稳固的合作关系，推广和寻求发展新的合作项目。

MARKET DIGEST

News Headlines

- China surpassed the U.S. to become the [world's biggest trading nation](#) in 2012 as measured by the sum of exports and imports of goods
- [China economy](#) to underpin global demand in 2013
- [Chinese industrials](#) set for profit surge as total profits earned by major Chinese industrial enterprises rose 17.3% in December 2012 to \$144bn
- Over 50% of listed companies in China see their [annual profits decline](#) for 2012
- China's [Smaller Cities](#) are home to growing middle class
- Shanghai [free trade zone](#) pilot to meet international norms in Pudong in 2013

Automotive

- [Coventry taxi maker](#) LTI sold to Chinese firm Geely for £11.4m to supply the UK market (right-hand drive), saving over 100 jobs
- [Used car sales](#) in China grew faster than new car sales for a 2nd straight year in 2012, and will account for half of all sales within 7 years

Education & Talents

- Next Made-in-China Boom: College Graduates, quadrupling its output of college graduates in the past decade as China invests \$250billion a year in [human capital](#)
- [Hong Kong universities](#) striving to internationalise to become 'Asia's world city'

Biopharma

- China's [medical device market](#) expected to overtake Japan as the world's 2nd largest market for medical devices and to dominate 25% of the world market
- China's commitment to healthcare in rural areas, small cities bodes well for [foreign pharmaceutical](#) firms
- China lags behind Western countries by 4-8 years in terms of being able to provide [innovative drugs](#) for patients

Consumer

- Chinese women [shop online](#) and control majority of disposable incomes
- The sales of [beauty and personal care products](#) have been on the rise
- Targeting grandpa: the [influential power of seniors](#) in household products
- Burberry's [Asia-Pacific sales](#) rose 15% in the last 3 months in 2012, compared to 2% in US and 0% in Europe, with men's clothing up 50%
- 58% of Chinese spending on [luxury goods](#) and services is done overseas

Creative

Chinese mobile [game operators](#) enjoyed rapid growth in 2012 as rise in smart phone

China's economy in 2013. Forgetting parking meters and child care arrangements delegates were temporarily transported into another time and place by demonstrations of Chinese tea ceremony, calligraphy and acupressure presented by talented Chinese students from both universities.

Our guests say:

- '... The food and entertainment were both excellent and the opportunity to network was extremely beneficial. Once again many thanks for a most enjoyable evening.'
- 'I was so pleased to be associated with the event and we have some follow up opportunities as a result of meeting some new people.'
- 'The whole evening was very well managed to make it both entertaining and interesting.'

David Cameron's Chinese New Year Message

Britain's links with China are becoming ever stronger and ever deeper.

We are on course to record our best ever year of trade up more than 7% in the first half of 2012 alone.

Britain today accounts for around a tenth of all Chinese foreign investment.

And as the most open economy in Europe, I want Chinese investors to know that Britain will remain a voice for openness and a force against protectionism in the EU now and in the years ahead.

Today there are more than 100,000 Mainland Chinese

use means program developers

Energy

- China firms to invest [\\$2bn exploring shale gas reserves](#) to meet surging demand for energy
- China consumes almost as much [coal](#) as the rest of the world combined (3.8 billion tons consumed in 2011, an increase of 9%)
- China's [Clean and Energy Efficient Production](#) to yield \$14bn of opportunities

FDI

- China's [foreign direct investment](#) inflows last year totaled \$111.7bn, a 4% fall but still flowing at record levels
- China announced a new policy to use China's foreign exchange reserves to support [outward investment](#) by Chinese companies

Financial

- [Goldman Sachs to Sell \\$1 Billion Stake](#) in Industrial and Commercial Bank of China, the largest Chinese bank
- China approves 5 foreign banks to [trade Stock Index Futures](#), offering a tool for such investors to hedge against share price fluctuations for the first time
- China [Central Bank's Priorities in 2013](#): further reform & enhanced supervision
- China tightens grip on [IPO listings](#) in order to improve the quality of its IPOs
- Chinese premier calls for [financial reform](#) push to advance the market-based reform of interest rates and the yuan exchange rate formation mechanism
- A turnaround in China's [China bank stocks](#)

High performance engineering

- China released an [aviation and aerospace development plan](#) including bolstering the role of local airports & promote domestically-manufactured planes
- China's [Huawei has forecast](#) a 33% jump in profits, boosted by strong performance in Europe and Japan

Manufacturing

- China still holds [competitive edge](#) for manufacturing despite rising labour costs and an aging population, followed by Germany and US
- [Manufacturing](#) activity in China grew at its fastest pace in two years in January

Policy & regulation

- China unveils [merger targets](#) to upgrade 9 industries
- China Top court clarifies [wage law](#)
- China to raise [minimum wage](#) to close income gap (40% increase by 2015)
- The State Council approved a reform guideline on [income distribution](#) as the latest step toward tackling the nation's widening wealth gap

Science & Technology

The market for transportation, weather, and telecom spinoff services from China's fledgling Beidou [satellite navigation system](#) could be worth \$36 billion by 2015

Tourism

[Chinese millionaires](#) choosing Britain for holidays, as this year the UK is in fifth spot behind France at number one and the United States in second

UK and China

CBBC Chief Executive signs MoU with Secretariat of China-Eurasia Expo to strengthen [UK links with Xinjiang](#), China's largest province

MARKET INTELLIGENCE

The European Chamber is to launch its latest study on [Chinese Outbound Investment in the EU](#) conducted in cooperation with KPMG and Roland Berger Strategy Consultants

FDI

and Hong Kong students in Britain and more than 3,000 British students in China. And as we welcome the Year of the Snake, the celebrations here in Britain will remind us once again of the richness of Chinese culture and the incredible contribution that our Chinese communities make in Britain.

(message to [CBBC](#) members)

Post Study Work Visa

Nottingham based Paragon Law in conjunction with Loughborough University have investigated international student perspectives on the UK as a country in which to participate in skilled activity on graduation. Read the [report](#)

Talented Chinese Placement Students for Food and Drink Companies

55 talented Chinese postgraduates at the University of Nottingham is looking to be placed with food and drink companies this Summer Term (June – August). Their courses are Food Production & Management and Applied Biomolecular Technology

If you want to benefit from these students' language skills, intercultural experiences, knowledge of food production and management with flexible responsibilities, please [contact us](#)

To know more about the placement scheme, visit [here](#)

Abseiling for Leicester Charity Link

- [Chinese investment in Europe](#): patterns, impacts and implications (Rhodium Group)
 - [China Deals: A fresh perspective](#) (PwC's emerging markets group)
- Chinese investment in Europe on rapid rise in the value and volume over the last 6 years, especially in the energy, utilities, mining and infrastructure sectors

Financial

The [role of financial system reforms](#) in rebalancing the Chinese economy (Write-up of Fourth Annual HKIMR International Conference on the Chinese Economy)

Import and Export

MOFCOM's 2013 catalogues for [goods subject to import licence](#), MOFCOM's catalogues for [goods subject to import quota](#) and CNCA's full catalogue for [CCC mandatory products](#) (in Chinese)

Legal

- The successful awarding of US\$77 million in damages by a Hong Kong arbitration panel against a China-based business highlights [the importance of securing the arbitration rights](#) in jurisdictions beyond Mainland China
- From 1 January 2013, China allows [registration of trademarks](#) in respect of retail and wholesale services for pharmaceutical, veterinary and sanitary products
- A Complete Guide to [China's Minimum Wage](#) levels by province/city/district

Policy

[What Next for China?](#) McKinsey predicts that the new policies will favour household income growth, improve the social safety net, and support the expansion of the service sector and private enterprises, especially SMEs.

Winning the \$30 trillion decathlon: ten crucial capabilities for winning in the [emerging markets](#) (McKinsey)

EVENTS

[CBBC China Outbound – 2013](#): Global partnerships for a global economy a series of events in 2013 to understand the Opportunity and promote expertise

Events in the UK

[Hong Kong: Your Best Partner for the Asian Market](#) (27 Feb, Nottingham)

A free business discussion on developing business in the fast-growing markets of Asia, and highlight Hong Kong's advantages as a business centre and trading partner

Asia Pacific - [Export Asia \(ICT\)](#) (March 6, Sheffield)

Explore the demand for ICT infrastructure/services in Asia Pacific region

[Doing Business in Asia](#): Meet the Experts (March 30, Loughborough University)

[Hong Kong on Trial](#) (Multi-Sector) (March 12, Stanley)

Join us at Beamish to take part in mock court proceedings and find out if investing in Hong Kong is still considered to be an essential gateway to doing business in China

[The China Business Conference 2013](#) (March 14, London)

Hear the views of prominent industry and government speakers on key China topics and network with China experts and business leaders.

[CBBC IP Webinar Series](#) - 2. IP in Technology Transfer (09:30 – 11:00 March 5)

City Week 2013: [The International Financial Services Forum](#) (22-23 April, London)

Events in China

19th China Beijing International [Building Materials Exhibition](#) (March 7 – 10, Beijing)

Help Leicester Charity link raise £10,000

- Date: 0900 – 1600 on the 9th March 2013
- Location: Ramada Encore Hotel, Leicester, LE1 1GE

Visit [here](#) for more information

Stories from the East Midlands

De Montfort University to open Confucius Institute



The creation of a Confucius Institute at the heart of the campus is a significant success story for DMU, as it will further strengthen existing links with China – destined to become the world's largest economy within the next few years.

Read [more](#)

A Fitting Acquisition



How has the Lincoln-based semiconductor company Dynex grown from fewer than 250 in 2008 to around 300 today, following the acquisition by Zhuzhou CSR Times Electric 5 years ago. The Chinese investor helped the Lincoln firm to gain access to a huge market, and

China Lab 2013: [Analytic and Laboratory Equipment](#) Expo & Conference (March 13 – 14, 2013, Guangzhou)

The 2nd China [Aviation Food & Supplies](#) Expo 2013 (22-24 April, Shanghai)
[Asia's Food](#) Marketplace SIAL 2013 (7-9 May, Shanghai)

[Bakery China](#) 2013 (International Trade Fair for the Bakery and Confectionery Industry in China) (20-22 May, Shanghai)

BUSINESS OPPORTUNITIES

A Chinese electronic medical device manufacturer to partner with UK [telehealth companies](#) on product distribution in China and market entry in the UK

A potential private joint venture hospital in Chengdu is looking for [hospital supplies](#) ranging from linen to NMR machine

Guizhou local government authority is calling foreign technology and experience in [heavy metal remediation](#)

A Chinese company specialised in Custom clearance wants to introduce [high quality UK brands in all food and drink](#) categories to China, particularly tea and Scottish Whisky

Yunnan water development authority represents a potential opportunity for UK companies with expertise in [water environment](#) industry

One of the rapidly growing cake companies in China seeks collaboration with UK companies to import [cake raw materials, and associated equipment](#)

A leading Chinese [Internet data centre and network service](#) provider seeks UK partners in cloud computing, Internet of things and big data sectors applications and solutions

Local Nantong Government is looking for cable manufacturers to partner with local [cable manufacturers](#) to help develop the industry

Chinese Company seeks to purchase machinery to [process rubber](#)

A Sichuan [property development](#) company seeks collaboration with UK established hotel/club/bar/restaurant and spa chains to manage a new tower development together

A leading Chinese analogue IC foundry is interested in collaboration with UK [MEMS Sensor Product](#) Company for explore China's MEMS sensor market

A Chinese RFID industry solution provider is seeking advanced technologies from a UK [cloud-based supply chain management software provider](#) to explore the China market

A Taiwanese company is looking for [organic oat flakes](#)

Taiwan – Project Management for Demonstration [Offshore Wind Farm Project](#)

A large purchasing delegation seeking UK [Agriculture and Food & Drink Products](#) as a Chinese government-funded programme

Taiwan: tender for [construction and inspection management](#) of athletics village for 2017 World Universiade Games

One of the leading white goods companies in China is now looking for supplier of [oil-free strew compressors](#) for water-cooler air conditioner from the UK

A Chinese distributor of imported products is seeking [healthy food](#) options to sell

that would put Dynex in the top platform of the semiconductor industry. [read UK Success in China](#)

Doing the Wright thing in Asia Mark Nodder, Group Managing Director of Wrights Group Ltd., tells the story of how Asia is really driving business for the Ballymena based company [read](#)

Sizzling in Asia: Selling British Pork Sausages into Asia



Devon-based Westaway Sausages shares his insights into doing business in Asia and tells how its sausages are now enjoyed in countries as diverse as China, Macau, Hong Kong, Singapore, Japan, and Malaysia, which accounts for 5% of its sales. Read the [full article](#)

Supported by



1 Mill Lane
Leicester
LE2 7HU
UK

Read the February 2013 [Chamber News](#)

through its domestic retail channels

A Chinese [TV Shopping Platform](#) is seeking new imported products to sell on its platform

Procurement opportunity: Shangrao Sanqingshan [Airport Project](#)

Hong Kong Tender Opportunities

- bids for [Organic Waste Treatment](#) Facilities Phase I
- Hong Kong Environmental Protection Dept invites tenders from prequalified companies for [WEEE Treatment Facility](#)
- A Hong Kong based biscuit and cake importer is looking for a factory based in UK to pack [digestive biscuits](#) under their own label
- the supply of one lot of 6 items [industrial gases](#)
- construction of three [steel berthing pontoons](#)
- the supply of [200 units large motorcycles](#) (police version)

(Source: UKTI)

JOBS

UK JOBS

The University of Nottingham is recruiting a Business Development Manager to be based at its Nottingham-based Business Engagement team to develop and support a network of senior level contacts in Malaysian based industries. [Deadline March 22](#)

The newly-established Manchester-China Forum recruits an [Executive Director](#) be a really important/valuable role in strengthening/deepening UK-China relations

China Jobs

CBBC is recruiting [China Business Advisors](#) (Guangzhou, Chongqing/Chengdu)

[Adidas Group](#) is recruiting Internal Audit Manager for Hong Kong and Shanghai

[Working in China](#) - the Facts and Figures: Job market, language skills and work permits (by Hudson)

[Foreign banks in China are recruiting](#) in two main areas this year: commercial-banking sales and risk/compliance. But they face salary inflation and stiff competition for staff.

The University of Nottingham Ningbo China is recruiting the [Deputy Director, Human Resources Office](#) (Ningbo)

The International Engineering Contractor [SEPCOIII](#) is recruiting the Tender-Proposal Director - Power Plants Construction - EPC - International Candidates (Qingdao)

Teach for All is recruiting the [Senior Director](#), Regional Growth Strategy and Development - East Asia/Pacific (Beijing)

The global strategy advisory GIA Group is seeking Intern Analystist (Shanghai office). [apply](#) by sending your CV

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