



Celebrate the Mid-Autumn Festival and Chinese National Day



We are joining Zhongxin in the West Midlands at a Karaoke Party to celebrate the two special occasions from 1900 on 5th October at a Chinese restaurant in Coventry. Everyone is welcome!

Contact us for details.

Editors Column



Arbitration in China

More and more businesses choose arbitration to settle disputes in China and Chinese parties are now more willing to accept arbitration in foreign countries. Below is a list of key considerations for foreign companies choosing this method.

China Business Association

英国中东部地区中国商务协会

September 2012 Newsletter

2012年9月电子通讯

Your update on East Midland and business links with China

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MARKET DIGEST

UK and China

- [UK exported £9.292bn](#) worth of goods to China in 2011, an annual increase of about 30%
- The UK exported GBP3.238bn of services to China in 2011, approximately 2.4% of China's service imports
- The UK's bilateral current account deficit with China was GBP19.7bn in 2011, it has shrunk by 4.4% since 2010
- The UK government's plans to tackle climate change should focus on assisting China on [low-carbon development](#)
- UK [Health Minister visit China](#) to offer on China's healthcare system reform and discuss opportunities for further collaboration on health

Energy

- EDF, the French utility, is trying to link up with a Chinese company to build [new nuclear reactors in the UK](#)
- China plans to add 18,000 tons of [rare earths](#) to its strategic reserves following an agreement with a domestic producer
- China is set to own up to 13% of UK oil production if [two new energy deals](#) succeed.

Cities

- China's northeast city of [Tianjin plans to invest](#) 1.5 trillion yuan (\$236 billion) in 10 major industries over the next four years
- Million-long queue to [buy a car in Beijing](#)

Aerospace & Automotive

- China has signed a deal to [buy 50 planes](#) worth \$3.5bn (£2.2bn) from Europe's Airbus
- [Jaguar Land Rover](#) to build two new models in China
- How the [China's car makers](#) take advantages to succeed

Biopharma & Healthcare

- [Alliance Boots](#) to form a strategic alliance with Nanjing Pharmaceutical Company
- [GSK](#) to develop traditional Chinese medicine
- [Beauty products](#) maker China's Herbalcos which is planning a listing on London's junior market expects strong performance

Food and Drink

Surge in demand for [British milk](#) from China

Banking & Financial

- [China Construction Bank](#) could spend \$15bn on a deal to acquire a European bank
- Asia's Rich Are Wary of Private Bankers in [wealth management](#)

Fashion & retail

The Unspoken Fashion Relationship Between China And Britain: [emerging Chinese designers](#) from London Fashion Week

Investment

Ad hoc arbitrations are not permitted in China

- If overseas, major institutions include ICC, HKIAC, SIAC, LCIA, Stockholm Chamber of Commerce, AAA, ICSID
- If in China, usually under China International Economic and Trade Arbitration Commission (CIETAC)

Consider the following:

- applicable law of the contract
- place of arbitration
- language of the contract and other principal documents
- mother tongue of likely witnesses and arbitrators
- Default mechanism: ICC, CIETAC
- Important to select a language to govern the arbitral process
- nationality & qualification of arbitrator(s);
- appointment of arbitrators from outside the panel;
- seat

Tips when selecting PRC as the seat

- Avoid optional or split clauses
- Clearly designate a domestic institution
- CIETAC is recommended for arbitrations with a foreign element
- Specify that arbitrators not on CIETAC's panel maybe appointed
- Specify that the Chairman shall be a non-Chinese national
- Provide expressly for "adversarial" or "inquisitorial" procedures
- Consider specifying that arbitration shall be confidential

Enforcement

CIETAC has no power to

- Chinese telecoms giant [Huawei to invest £1.2bn](#) and create 700 jobs in the UK
- Chinese [clothing chain](#) Bosideng (thank M&S but with over 10,000 stores) opens store in London

Logistics

[Royal Mail Group](#), a CBBC member, expands its international operations into China's growing B2B parcels market

ICT

China's largest search engine [Baidu to take on Google on travel info](#) by partnering with Skyscanner, the UK-based flight search company

China Economy

- China [manufacturing dips](#) to a nine-month low in August
- Premier Wen says China needs measures to promote export growth while [China's export growth collapsed](#) to 1% in July
- China to invests £235 billion into [pollution reduction and energy saving](#) schemes before 2015

MARKET INTELLIGENCE

IPR

The Chinese Supreme People's Court released its [2011 annual report/whitepaper on intellectual property](#). In summary, the IP Tribunal of the Supreme People's Court reviewed 466 IP cases; 420 new cases in 2011, an increase of 34.19% from 2010.

Read the full report on [China Trade and Investment Focus](#) (Sept 2012) by British Embassy in Beijing, which encourages readers to [contact](#) them

KPMG Study: [The Future of Multinational Companies](#) in China

[Greening China's Cities of Tomorrow](#) (EuroChambres)

[British Business in China: 2012 Business Climate Survey](#) by CBBC

[A New Agenda for EU-China Cooperation](#) (Friends of Europe Report)

EVENTS

Events in the UK

[Hong Kong Association Lunch](#) with British Ambassador to China (15th Oct, London)

Machine Builder Conference (31st Oct – 14th Nov) [Mitsubishi Electric events](#), supported by UKTI looking to help Mitsubishi supply chain companies develop their business overseas.

[Security Export Colloquium](#) (19th Oct, London) hosted by UKTI DSO in conjunction with ADS, BSIA, BSIF, FIA & Intellect Trade Associations

[Asian Development Bank business opportunities seminar](#) and workshop 29th Oct London) aimed at Consultants, Contractors and Manufacturers/ Suppliers of Goods interested in working on projects with the Asian Development Bank

Events in China

[Analytica China](#) (16-18th Oct 2012 Shanghai) is an important event for businesses looking to expand into the laboratory technology, analysis and biotechnology market in China

[The Canton Fair](#) - China Import and Export Fair (15th Oct – 4th Nov, Guangzhou)

[China International Industry Fair](#) with "Smart City" and "Robotics Show" (6th-10th Nov, Shanghai)

enforce awards. If one party fails to comply with the award, the other party may apply to the Intermediate People's Court in the place where the Respondent has its residence or where its property is situated for enforcement of the award pursuant to Chinese law

(This is for guidance only; businesses should always seek legal guidance)

EVENTS

The Enabling Innovation: Huawei Showcase event (15th Oct, London)

Huawei as a leading global ICT solutions provider is looking for innovative technologies and applications across the communications ecosystem. Find out about Huawei's procurement processes and how UK SMEs can access these at this event.

Emerging Europe: the big export opportunity on your doorstep

(2 Oct Nottingham Conference Centre)

[Event flyer](#) at Leicestershire Chamber of Commerce website

NEWS

Chinese Aerospace Business Funds £3m University Innovation Centre



[China Aviation Industry Summit](#) 2012 (12-14th Dec, Shanghai)

[The 4th China Overseas Investment Fair](#) (China World Trade Centre, Beijing on November 12-13, 2012) hosted by China Industrial Overseas Development & Planning Association and China Development Bank

BUSINESS OPPORTUNITIES

A machinery company is looking for [technology for testing new cars](#), such as automobile steering angle check stands and four-wheeled location instruments

The Airport Authority Hong Kong is tendering for the supply and delivery of [electric tow tractor](#) with associated equipment

A machinery company is looking for [technology for forging, pressing and heat treating](#)

A Chinese branding company looks for [UK Professional Branding Business Partner](#) to serve Chinese clients interested in setting up their brands in the UK/European market

Tender opportunity for the provision of [sampling and analyzing of liquefied petroleum gas](#) in Hong Kong

A Sichuan machinery company seeks a UK company on the research and development of new energy products and import [liquidified natural gas \(LNG\) cylinder products](#)

Hong Kong based company is interested in importing [family hygiene products](#) from the UK

Bidding opportunity for the supply, installation and maintenance of a [crime mapping system](#)

An environment protection firm seeks international business partner in [soil remediation](#)

Tender opportunity for the provision of a One-Year [Block Medical Insurance Services](#) for the Curriculum Officer Grade and their Dependents of the Education Bureau

A Chinese High-end Online Department Store Looking for [UK high end Fashion Brands](#) to sell to the Chinese customers

A machinery company is looking to import or co-develop a new type [of sulphur-resistant raw material](#)

A company wishes to import [power metallurgy technology and equipment](#) including value seat and guide products

Taiwanese company looking for suppliers of [food supplements](#)

A Sichuan machinery company wants to import supporting products for [electrical machines, reduction boxes and technology for cranes](#), including new-type cranes and light and small cranes

A Sichuan machinery company is looking to import [abrasion-resistant products](#) for mining equipment, auto-vehicle brake drums and related technology and equipment

An office furniture company in China is looking for [British furniture designers](#) for product development and office furniture brand companies

A tender to set up a [Government Cloud Platform](#) (GovCloud) for developing and hosting e-government services for a period of 84 months in Hong Kong

Hong Kong telecom operator seeking collaboration with [UK e-learning solution providers](#) on

The University of Nottingham is developing a new University Innovation Centre (UIC) with one of China's biggest aerospace businesses.

Under the agreement with ACAE (AVIC Commercial Aircraft Engine Company Limited) the University, will, over the next three years, undertake a number of civil aerospace research projects in the UIC

Read [the full story](#)

East Midlands exports to Asia and Oceania, mainly India and China, hit £2 billion for the first six months, 24% up compared to the same period last year

Read the [UKTI article](#)

[UK Companies Successes in China](#)

[Dairy equipment firm enjoys a taste of Chinese market](#)

An established Westcountry Dairy equipment firm received orders worth £300,000 at its first trade exhibition in China and is establishing a foothold in Brazil and India.

[read](#) in full

[A West Yorkshire Waste Management company generated a turnover of over £3 million in its first year with approximately 85% of the product being exported to China](#)

[read](#) in full

provision of education content for primary and secondary schools
A Chinese branding company would like to partner with [UK professional branding companies](#) to serve Chinese clients to set up brands in the UK/European market

An education bureau in Hong Kong is looking to appoint a [UK-based recruitment agency](#) to recruit qualified English language teachers

(Source: UKTI)

JOBS

East Midlands

[UK Trade & Investment East Midlands](#) is recruiting an International Trade Adviser (salary: £32-35k, deadline 1st Oct)

China

[Audi China](#) is recruiting a Development Engineer – Thermal management (Beijing)

[Deloitte China](#) is recruiting the Associate Director / Manager - Human Capital Advisory Services – Consulting (Beijing)

IT firm VMware is recruiting [R&D Director](#) (Beijing)

[Hewlett-Packard](#) is recruiting a HR Generalist (HR Business Partner) Beijing

Xper-Management Consulting is recruiting the [Quality Manager](#) (Beijing)

Huntsman Textile Effects is recruiting [R&T Chemist](#) and many other posts (Guangzhou)

[eFinancialCareers](#) seeks a new Marketing Manager reporting to Head of Marketing APAC to increase brand awareness in China Financial market (Shanghai)

Constituency Management Group recruits the [Creative Director](#) (Hong Kong)

Sino-US United MetLife Insurance seeks an [Internal Audit Deputy Manager](#) (Shanghai)

Eaton Corporation is recruiting a [Senior HR Manager](#) (Shanghai)

[TRW](#) seeks a Project Quality Manager (Shanghai)

[WPP](#) is recruiting the Managing Director in Beijing

[Wang Kaifang Studio](#) recruits the Vice President/Vice General Manager of marketing (Arts Design & Architecture Industry) Beijing

[Intralox](#) seeks Project Engineer / Technical Support Equipment and other posts (Shanghai)

Memsic Transducer Systems recruits [General Manager](#) & other engineering posts (Wuxi)

Zhongjia Displays is recruiting [Creative Director](#) for Exhibit Design (Beijing)

Intralox China is recruiting [Human Resources Generalist](#) Asia Pacific (Shanghai)

Nanogenerator (NG) technology company Newnagy seeks the Product Manager, BD Director, [Researcher in Nanotechnology](#) (Tangshan)

SPARKS Advertising & Communication recruits an [Account Manager](#) and Graphic Designer (Shanghai)

TeleAdapt is recruiting [Regional Business Development Director](#) for China

[Booking.com](#) seeks a Customer Service Executive (China)

Supported by



1 Mill Lane
Leicester
LE2 7HU
UK

[Christie Digital Systems](#) is recruiting an Electrical Designer (Shenzhen)

[Juniper Networks](#) is recruiting Business Development Managers for Healthcare APAC Region in Beijing, Shanghai and Guangdong

[Grebstad Hicks](#) Communications Public Relations is recruiting Senior Account Executive for [Beijing](#) and [Shanghai](#)

YOOX Group is recruiting the [Online Store Manager](#) (Shanghai)

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