

Celebrating CBI Member Success in China

CBI Beijing • June 2016



Executive summary

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- **British Airways** announced its new partnership with Care for Children, an international charity operating throughout China, aiming to create an alternative to institutional care for disadvantaged children through local family-based foster care. (June) Read more [here](#).
- **The British Film Institute** announced the release of “Around China with a Movie Camera: a journey from Beijing to Shanghai, 1900-1948”, a BFI DVD presentation of travelogues, newsreels, and home movies from China in the first half of the twentieth century. (June) Read more [here](#).
- **Deloitte** announced the opening of its office in Changsha, which represents an important step in its expansion into Hunan province and is part of its strategy to seize new opportunities from emerging cities in China. (June) Read more [here](#).
- **DLA Piper** announced that it had advised Ping An Good Doctor, a healthcare and medical mobile app launched by Ping An Insurance, on its US\$500 million Series A financing. (June) Read more [here](#).
- **EY** announced that Credit Suisse had joined the EY Entrepreneur of the Year China (EOY 2016 China) awards as Platinum sponsor for the programme. (June) Read more [here](#).
- **Gatwick Airport** was officially recognised by anna.aero as the European airport with the most new long haul routes in the last 12 months. (July) Read more [here](#).



INVESTOR IN PEOPLE

Guy Dru Drury – Chief Representative – Beijing Office
DL: 00 86 10 85253100 **DF:** 00 86 10 85253116 **E:** guydd@cbi.org.uk

1006B, 10F, China Life Tower, 16 Chaoyangmenwai Ave.
 Beijing 100020 CHINA
www.cbi.org.uk

Director-General: Carolyn Fairbairn President: Paul Drechsler

- **Harvey Nash** hosted an employee engagement workshop event in Hong Kong. (May) Read more [here](#).
- **Heathrow Airport Limited** announced released its traffic and business commentary for May 2016, reporting China passenger volumes grew 7.5%. (June) Read more [here](#).
- **HSBC** pledged more than HK\$11 million to another class of HSBC Scholars in various scholarship programmes for the coming academic year 2015/16. (June) HSBC announced that it will bring its Hong Kong customers Apple Pay, which transforms mobile payments with an easy, secure, and private way to pay that's fast and convenient, this summer. (June) HSBC announced the launch of a new marketing programme – *Business Talks: New Silk Road* – to promote a deeper understanding of the Belt and Road Initiative and the opportunities it creates for Hong Kong. (June) Read more [here](#).
- **Huawei** celebrated its first 15 years in helping to build a better connected U.K. (June) Read more [here](#).
- **Jaguar Land Rover** launched the Jaguar Land Rover Approved Car Customer Promise pre-owned vehicle business in China, giving more Chinese consumers the opportunity to experience its high-quality products and services. (June) Read more [here](#).
- **Jones Lang LaSalle** formed a strategic alliance with GTDZ Balanced Land and Property Valuation Co. Ltd. and Golden Standard and Headmen Appraisal and Advisory Co. Ltd. (June) Read more [here](#).
- **London Taxi Company** announced that Zhejiang Geely Holding Group priced the first-ever green bond on the offshore market from a Chinese automobile company, raising US\$400 million to support the development of zero-emission capable vehicles by London Taxi Company. (May) Read more [here](#).
- **Manchester Airports Group** announced that the first ever direct, scheduled flight from anywhere outside of London to mainland China had launched from Manchester Airport, marking a major milestone in the drive to create a Northern Powerhouse. (June) Read more [here](#).
- **Mott MacDonald** was appointed building services sub-consultant by the Social Welfare Department for a new integrated rehabilitation services complex in East Kowloon, Hong Kong. (June) Read more [here](#).
- **Pinsent Masons** announced that it had won the Infrastructure Team of the Year category at The Lawyer Awards in London for its work in relation to a landmark 'One Belt, One Road' project. (June) Read more [here](#).
- **PwC** announced that PwC China had signed a formal alliance with BitSE, a Shanghai-based blockchain start-up. (June) Read more [here](#).
- **Rolls-Royce** joined celebrations to mark Cathay Pacific Airways becoming the first airline in the Greater China region to operate the Airbus A350 XWB, powered by the world's most efficient large aero engine, the Trent XWB. (June) Read more [here](#).
- **Royal Mail Group** launched an automated, online-registration tool, which makes it easier for British companies to sell to Chinese consumers through its Tmall Global storefront. (June) Read more [here](#).
- **Simmons & Simmons** announced that it had advised Samsung Asset Management (Hong Kong) Ltd. on the listing of the first inverse and leveraged products ever in Hong Kong.
- **The University of Birmingham** and Nankai University signed a formal agreement to work together on research and teaching. (June) Read more [here](#).
- **The University of Nottingham** announced that the University of Nottingham Ningbo China had officially launched the Nottingham-Ningbo Incubator Centre, a ground-breaking multi-use venue for student and staff entrepreneurs seeking to transform ideas into viable products and scalable companies. (July) Read more [here](#).

Architecture, design, and engineering

CBI member [Mott MacDonald](#) was appointed building services sub-consultant by the Social Welfare Department for a new integrated rehabilitation services complex (IRSC) in East Kowloon, Hong Kong. The new facility will provide support for disabled people and their families in the local area. As part of an initiative to enhance the quality of rehabilitation services in the country, the Hong Kong government has pledged to identify suitable sites for day training and residential care services. Located on the site of the former Kai Nang Sheltered Workshop and Hostel in Kwun Tong, the IRSC will comprise residential care places and day training spaces. Mott MacDonald will provide scheme and detailed design, as well as supervise construction of the project. Read more [here](#).

Automotive

CBI member [Jaguar Land Rover](#) launched the Jaguar Land Rover Approved Car Customer Promise pre-



owned vehicle business in China, giving more Chinese consumers the opportunity to experience its high-quality products and services. Following the official global launch of the Approved Car Customer Promise in January 2016, seven authorised dealers in the China market have been operating a pre-owned vehicle business. This number has now increased to 12, and, by the end of 2016, there will be 46 more dealers across China operating Approved Car Customer Promise pre-owned vehicle businesses. Mark Bishop, President of IMSS, said,

“The Jaguar Land Rover Approved Car Customer Promise underlines our commitment to the principles of customer first that are at the core of our business. Our Chinese customers can be assured that all approved Jaguar Land Rover cars will be rigorously tested, reconditioned, and serviced in accordance with our long-term approach to the Chinese market.”

CBI member [London Taxi Company \(LTC\)](#) announced that Zhejiang Geely Holding Group priced the first-



ever green bond on the offshore market from a Chinese automobile company, raising US\$400 million to support the development of zero-emission capable vehicles by its U.K. subsidiary, LTC, manufacturer of the iconic London Black Cab. The senior unsecured bonds, issued through Zhejiang Geely's wholly-owned subsidiary LTC GB Ltd., carry a fixed interest rate of 2.75% per annum with a tenor of five years, which is the lowest coupon ever amongst the USD bonds issued by Greater China's auto companies. The final order book of over US\$2.3 billion represented an

oversubscription ratio of close to six times. Zhejiang Geely will use the net proceeds from the green bond to finance or refinance the design, development, and production of zero-emission capable vehicles by LTC. Zhejiang Geely is investing £300 million in LTC's new research and production facility in Ansty in the West Midlands to develop the next-generation London taxi, the TX5. The new model was unveiled last October in London in the presence of President Xi Jinping during his state visit to the U.K. The TX5 is a zero-emission capable vehicle and will be launched in the U.K. at the end of 2017 and in international markets in 2018. The vehicle will hence be compliant with new environmental requirements being introduced in London. LTC is also working on several zero-emission model concepts, including light commercial vehicles as part of Zhejiang Geely's plans to significantly raise production at LTC and position it as a leading manufacturer of green and environmentally friendly transportation. Read more [here](#).

Aviation

CBI member [Rolls-Royce](#) joined celebrations to mark Cathay Pacific Airways becoming the first airline in



the Greater China region to operate the Airbus A350 XWB, powered by the world's most efficient large aero engine, the Trent XWB. The first aircraft arrived in Hong Kong on 29 May and entered into service on 01 June, marking another milestone in the success of the Trent XWB, the latest member of Rolls-Royce's widely acclaimed Trent family. Growth markets including Greater China play an important role in Rolls-Royce growing its share of the installed widebody

fleet. The Chinese civil aviation sector has grown significantly over the past two decades since the first Trent 700 engine was delivered to Cathay Pacific in 1995. Today, 20% of Trent engine orders come from operators in Greater China. Cathay Pacific has ordered a total of 22 A350-900 aircraft and 26 A350-1000 aircraft. Its Rolls-Royce powered fleet also includes the A330, the Boeing 747, and the Boeing 777. Read more [here](#).

Banking and financial services

CBI member [HSBC](#) pledged more than HK\$11 million to another class of HSBC Scholars in various scholarship programmes for the coming academic year 2015/16. This continued support for outstanding students reflects the bank's steadfast commitment to investing in the future of the community in Hong Kong. Diana Cesar, Chief Executive Hong Kong, HSBC, said, "As part of HSBC's commitment to the community, investing in young, talented people is very important to us. We hope our highly sought-after scholarship programmes can be good opportunities for scholars to unleash their potential and reach their goals. We look forward to their contribution to the Hong Kong community in their future profession." Read more [here](#).

In additional news, HSBC also announced that it will bring its Hong Kong customers Apple Pay, which

transforms mobile payments with an easy, secure, and private way to pay that's fast and convenient, this summer. HSBC Visa and MasterCard cardholders will be able to make payments conveniently using Apple Pay. Greg Hingston, Head of Retail Banking and Wealth Management, Hong Kong, HSBC, said, "Innovative technology is bringing a wide range of benefits to retail banking customers, changing the ways that they use banking services. We are excited to be among the first banks in Hong Kong to enable our customers to use Apple Pay, which provides customers with a fast, easy, and secure way to complete everyday shopping. As always, we are committed to providing simpler, better, and faster services for our customers, and offering Apple Pay is a great example of that commitment." Read more [here](#).

HSBC also announced the launch of a new marketing programme – *Business Talks: New Silk Road* – to promote a deeper understanding of the Belt and Road Initiative and the opportunities it creates for Hong Kong. The programme comprises a series of six TV infomercials, with the first premiering on 20 June, in which prominent industry leaders will talk about the potential benefits of the Belt and Road Initiative for Hong Kong businesses. The leaders will also discuss how different business sectors can prepare and equip themselves to seize these opportunities. HSBC's new programme highlights the relevance of the initiative to businesses in Hong Kong and shows how leveraging Belt and Road will contribute to the vitality of the economy and bring long-term benefits to the city. The TV infomercials will be broadcast on TVB Jade, iNews, viuTV, and NOWTV News Channel from 20 June. The *Business Talks: New Silk Road* infomercials will be available at www.hsbc.com.hk/belt-and-road after the TV premiere. Read more [here](#).

Education

CBI member [The University of Birmingham](#) and Nankai University signed a formal agreement to work



together on research and teaching. The partnership strengthens existing collaboration between the two universities, which have committed to exploring research areas of common strength and interest. Academics from the two universities will now discuss working together across a range of research areas as diverse as environmental sciences, mathematics, biosciences, and computational biology. They will also develop Nankai students' participation in Birmingham's 'Study Abroad' programme, which will see students spending two years at each university.

A delegation from the Chinese university, which is based in Tianjin, made a special visit to sign the new agreement in a ceremony on the Edgbaston campus. Read more [here](#).

CBI member [The University of Nottingham](#) announced that the University of Nottingham Ningbo China

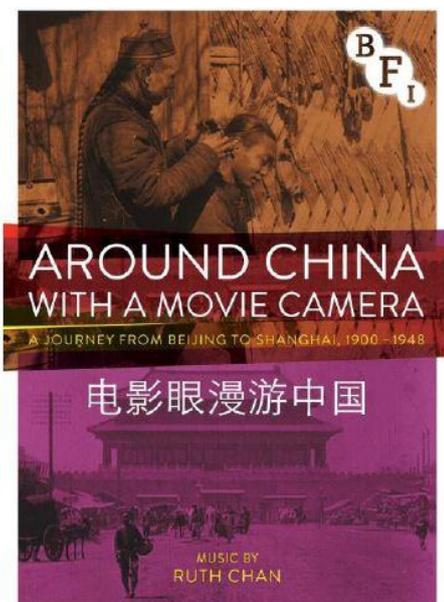


(UNNC) had officially launched the Nottingham-Ningbo Incubator Centre, a ground-breaking multi-use venue for student and staff entrepreneurs seeking to transform ideas into viable products and scalable companies. UNNC will offer introductory incubator space on the third floor of the soon-to-be completed International Academy of Marine Economy and Technology building, right at the heart of the Ningbo campus. The space will include a minimum of 110 workstations, and it will be open 24 hours a day, seven days a

week. The Centre will also offer pre-Incubator programmes, including accelerator and business-linked events to help potential entrepreneurs evaluate and develop their ideas. Flexibility will be key to the launch of the Incubator Centre. The space is intended to be a co-working community-centric collaboration, allowing entrepreneurial staff and students to launch and scale their enterprises up or down. The design will be open-spaced, with few doors and private meeting rooms, allowing for a true sense of community. Even more ambitiously, the Centre aims to attract and facilitate links with other local start-ups, investors, universities, and government representatives. The 500-square metre venue will also be available to Enterprise societies to host events and will employ a full-time “Incubator Manager” and Enterprise fellows to offer advice and support. Chris O’Brien, Dean of Nottingham University Business School China, said, “The Centre will provide an exciting meeting place for the exchange of ideas. It will open up its facilities to the community and work in close collaboration and partnership with the city and provincial administrations in making Ningbo one of the most successful entrepreneurship and innovation hubs in China.” UNNC Provost Chris Rudd said, “Launching the UNNC Incubator will provide a focal point for our community to share ideas and support new business start-ups. It will also provide a clear entry point for external partner organisations seeking business or technology collaborations.” Read more [here](#).

Film

CBI member [The British Film Institute \(BFI\)](#) announced the release of “Around China with a Movie



Camera: a journey from Beijing to Shanghai, 1900-1948”, a BFI DVD presentation of travelogues, newsreels, and home movies from China in the first half of the twentieth century. These films – all from the collection preserved in the BFI National Archive – were made by a wealth of British and French filmmakers. Exploring 50 years of Chinese history across a diverse range of footage from 1900-1948, the collection includes what might be the oldest surviving film to be shot in China, which remained unseen for 115 years. Also to be seen is Shanghai’s bustling, cosmopolitan Nanjing Road in 1900, the Great World Amusement Park in 1929, and a day at the Shanghai races in 1937. The collection also shows the streets around Qianmen in Beijing in 1910 and Hangzhou’s picturesque canals in 1925 and provides the opportunity to visit more of China’s great cities, including Hong Kong, Chongqing, and Guangzhou as well as remote villages in the provinces of Hunan and Yunnan. Read more [here](#).

Flight services

CBI member [British Airways](#) announced its new partnership with Care for Children, an international charity operating throughout China, aiming to create an alternative to institutional care for disadvantaged children through local family-based foster care. This is the first year British Airways runs the community and conservation programme in China. British Airways is committed to supporting Care for Children to achieve their mission of seeing one million children placed into stable and supportive families. The airline will provide Care for Children with flight and cargo bursaries, support their events, and assist in developing a sustainable operation through means such as installing solar panels into a local community centre in Chengdu, from where Care for Children delivers its expert training to the surrounding region. British Airways will also help to develop new training materials for those families providing shelter to the children in need by sharing its learnings from the airline's community centre in London. Richard Tams, British Airways' Executive Vice President for China, said, "As part of our growing commitment to China, we want to be an inclusive and responsible airline that is actively involved in caring for the local people and their environment. We approached Care for Children because we are impressed by the breadth and depth of their work. Our partnership may be in its infancy, but all of us at British Airways believe in giving back to the society. We have been flying to China for more than 35 years, and by committing to supporting Care for Children we hope to make solid contributions to the country we have grown attached to."

CBI member [Gatwick Airport](#) was officially recognised by [anna.aero](#), a leading aviation news and analysis organisation, as the European airport with the most new long haul routes in the last 12 months. Gatwick has had 11 new routes, operating in the summer season, start in the last 12 months, including Tianjin Airlines' service to Chongqing. New upcoming routes include British Airways to Cape Town and Cathay Pacific to Hong Kong. Read more [here](#).

CBI member [Heathrow Airport Limited](#) announced released its traffic and business commentary for May 2016, reporting China passenger volumes grew 7.5%. East Asia cargo volumes increased by 8.7%, with growth driven by Air China (up 40%), JAL (up 60%), and Vietnam (up 76%). Read more [here](#).



CBI member [Manchester Airports Group](#) announced that the first ever direct, scheduled flight from



anywhere outside of London to mainland China had launched from Manchester Airport, marking a major milestone in the drive to create a Northern Powerhouse. Also hailed as a significant moment for U.K. aviation, the Hainan Airlines service to Beijing took off from Manchester Airport on 10 June. Announced in October 2015 by President Xi

Jinping, the four times a week route will link Manchester and Beijing, opening up a wealth of trade and tourism opportunities. The flights will provide a direct connection for the first time, giving the 100,000 passengers travelling each year between the two cities the convenience of direct scheduled services. The Manchester-Beijing route is worth at least £250 million in economic benefits to the U.K. over the next decade. Two-thirds of this will be felt directly in the Northern economy in terms of increased jobs, economic activity, and tourism. By providing a non-stop service, the new route will also generate journey time savings worth £5 million every year for business passengers and avoid the inconvenience of changing planes at another airport. It has been welcomed by businesses, universities, and tourism bodies across the whole of the North. The four-weekly service departs on Friday, Saturday, Monday, and Wednesday and will be served by an Airbus A330-300. The cabin will have 32 business class seats and 260 in economy. Read more [here](#).

Information and communications technology

CBI member [Huawei](#) celebrated its first 15 years in helping to build a better connected U.K. During the commemorative event, attended by over 400 customers, partners, government representatives, and media stakeholders, Huawei announced that it is launching an alumni programme to further support U.K. undergraduates who have participated in “Seeds for the Future”. The “Seeds for the Future” programme, now in its sixth year, sends U.K. STEM (Science, Technology, Engineering, and Maths) students to China for a month to help promote STEM careers and skills as well as forge a better understanding and closer links between the U.K. and China. The alumni programme will provide technology workshops and networking events as well as career advice and opportunities for undergraduates who have participated in the programme to help further develop skills and talent. Huawei also confirmed that it will recruit eight new graduates in 2016, following on from the seven graduates successfully recruited in 2015. The eight new graduates will join in September, when they will embark on a programme designed to develop their understanding of the company’s core products and solutions. The new recruits will rotate through different departments and roles, gaining understanding and experience of the company’s overall operations in the U.K., before joining a specific team and working on a delivery project. Read more [here](#).



Legal

CBI member [DLA Piper](#) announced that it had advised Ping An Good Doctor, a healthcare and medical mobile app launched by Ping An Insurance, on its US\$500 million Series A financing. Ping An Good Doctor app was launched in April 2015. It provides online consultation services, patient management, pharmaceutical online-to-offline services, digital health profiles, among others. As of April 2016, it had 77 million registered users and had partnered with over 50,000 doctors from public and private hospitals across the country. According to Chinese media, this is the single largest investment in China's online medical service platforms. The DLA Piper team advised Ping An Good Doctor on the onshore and offshore financing structure, negotiations with the lead investor and other investors, and transaction process management as well as other complex legal issues related to the financing. Read more [here](#).

CBI member [Pinsent Masons](#) announced that it had won the Infrastructure Team of the Year category at The Lawyer Awards in London for its work in relation to a landmark 'One Belt, One Road' project. Infrastructure specialists from across the firm's Beijing, Hong Kong, Singapore, and Dubai offices acted in connection with the Thar Block II coal mine in Pakistan and two associated 330-megawatt power plants. The firm worked with the two project companies, the mine company (a joint venture of the Government of Sindh, Engro Corporation, various Pakistan and Chinese investors, and China Machinery Engineering Corporation) and the power company (a joint venture of Engro, CMEC, and a Pakistan investor. Funded as part of the China-Pakistan Economic Cooperation's US\$46 billion investment programme, the deal is CMEC's first major overseas investment project. Read more [here](#).

CBI member [Simmons & Simmons](#) announced that it had advised Samsung Asset Management (Hong Kong) Ltd. on the listing of the first inverse and leveraged products ever in Hong Kong. The four products commenced trading on the Hong Kong Stock Exchange on 13 June 2016. Read more [here](#).

Mail

CBI member [Royal Mail Group](#) launched an automated, online-registration tool, which makes it easier for British companies to sell to Chinese consumers through its Tmall Global storefront. The tool brings a low-cost market entry solution within reach of British companies that would previously not have been able to afford to enter the Chinese market. This is part of Royal Mail's strategy to pursue faster growing areas of the U.K. and international markets. Launched in 2015, Royal Mail's Tmall Global Storefront makes it easier for British companies of all sizes to reach China's e-commerce consumers. In the past, British companies have struggled to enter the Chinese market due to the high cost of entry, cultural differences, and language barriers. Royal Mail's Tmall Global Storefront is hugely popular among China's fast-growing and increasingly sophisticated consumers with its reputation for quality British products. Leveraging Royal Mail's trusted brand, the number of British brands selling on Royal Mail's Tmall Global Storefront has grown significantly since its launch a year ago. 35 British companies now have access to around 650 million of China's population who regularly purchase items online. China is now the biggest overseas consumer of British products online, accounting for 25% of overseas online shoppers purchasing goods from the U.K., according to Royal Mail research. Read more [here](#).

Professional services

CBI member [Deloitte](#) announced the opening of its office in Changsha, which represents an important step in its expansion into Hunan province and is part of its strategy to seize new opportunities from emerging cities in China. Lawrence Chia, CEO of Deloitte China, said, "This is the second office we have opened in China so far this year. A continuous service network expansion is pivotal in driving towards our medium term objective of becoming a preeminent firm in this marketplace. Globally, Deloitte has the aspiration to be an undisputed leader in professional services. Achieving that goal requires that we are consistently preferred by clients. From that perspective, we need to continue building a strong service network and establish our presence wherever our clients need us." Read more [here](#).



CBI member [EY](#) announced that Credit Suisse had joined the EY Entrepreneur of the Year China (EOY 2016 China) awards as Platinum sponsor for the programme. Credit Suisse has a long established entrepreneurial culture and brings significant prestige and unrivalled expertise to the programme. EY also announced that nominations for this year's EOY 2016 China awards are now open. An annual business award that recognises entrepreneurs who build and lead successful businesses, the EOY programme made its

debut in 1986 in the U.S. Now in its 11th year in China, the award celebrates Chinese entrepreneurs who are leaders in seizing opportunities and creating new businesses and business models. Read more [here](#).

CBI member PwC announced that PwC China had signed a formal alliance with BitSE, a Shanghai-based blockchain start-up. Together, the two firms plan to leverage their respective strengths to bring blockchain technology to the China market through one-stop solutions. Blockchain, or “distributed ledger”, technology has been used for a number of years but rose to prominence along with the explosive rise of Bitcoin in 2013. Blockchain is the technology behind Bitcoin and other virtual currencies. Its distributed ledger technology enables secure transactions between two parties without the need of an intermediary, such as a bank. PwC and BitSE are working closely with several local financial institutions to explore and develop plans to implement blockchain applications in the near future. Read more [here](#).

Real estate

CBI member Jones Lang LaSalle (JLL) formed a strategic alliance with GTDZ Balanced Land and Property Valuation Co. Ltd. and Golden Standard and Headmen Appraisal and Advisory Co. Ltd. (together referred to as “Dazheng”). With this strategic alliance, JLL will be an international firm with a full set of PRC valuation capabilities, including highlights such as the Grade A Qualification in Real Estate Valuation by the Ministry of Housing and Urban-Rural Development, the Grade A Qualification in land valuation by the Ministry of Land and Resource, and the Securities and Futures Valuation Qualification by the Ministry of Finance and China Securities Regulatory Commission, among others. With the addition of professional staff from Dazheng, JLL’s valuation team will have more than 200 staff in total in Greater China. The alliance gives JLL a unique proposition to meet the increasing demand from China’s domestic market, which is getting more and more mature and disciplined. Read more [here](#).

Recruitment

CBI member Harvey Nash hosted an employee engagement workshop event on 17 May 2016 at the Kee Club in Hong Kong, bringing together executives from the HR community to explore the concept of employee engagement best practice. Read more [here](#).



CBI Beijing
June 2016

For inputs or comments, please contact our Beijing office:

Guy Dru Drury (Chief Representative): Guy.DruDrury@cbi.org.uk

Ben Cooper (Policy Analyst): Ben.Cooper@cbi.org.uk