

Celebrating CBI Member Success in China

CBI

CBI Beijing • May 2017

Benoy  Rolls-Royce **SIEMENS** **KPMG**

CLIFFORD
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Executive summary

(*Access full sector-specific updates: [automotive \(1\)](#), [chemicals \(1\)](#), [conglomerate \(2\)](#), [design \(3\)](#), [financial services \(4\)](#), [hospitality \(1\)](#), [legal services\(4\)](#), [logistics \(1\)](#), [media \(1\)](#), [telecommunications \(1\)](#), and [transportation \(1\)](#)).

- **BMW** Brilliance Automotive (BBA) opened the newly-built north section of its automotive plant in Dadong/Shenyang, China. Read more [here](#).
- **BASF's** plastic additive Tinuvin® XT 100 has been adopted by Yuxi Xuri Plastics Production Co., Ltd, a leading greenhouse film manufacturer in China, to make low density polyethylene (LDPE) film. Read more [here](#).

- **Rolls-Royce** welcomes the decision by China Southern Airlines to select 20 Airbus A350-900 aircraft, powered by our Trent XWB engine. Read more [here](#).
- **Siemens** announced commercial release of its Cyber Security Operation Center (CSOC) service as part of its Cyber Defense Center (CDC) in Suzhou, China. Read more [here](#).
- **Benoy** has won the Gold Award for 'Best Brand Ambassador Programme' at the Employer Brand Management Awards (EBMA) Europe. Read more [here](#).
- **Atkins**, one of the world's most respected design, engineering and project management companies, and Taihai Group, one of China's leading industrial corporations, have signed a cooperation agreement to explore developing the nuclear decommissioning and waste management sector in China. Read more [here](#).
- City Visions: A Sustainable Future, a major exhibition about the urban design work of **Foster + Partners**, has opened at the Big House in Wuhan. Read more [here](#).
- **MasterCard**, together with Samsung, announced the start of Samsung Pay in Hong Kong, with the Early Access Program. Read more [here](#).
- **PwC** China announced the launch of its Beijing Innovation Centre located in Haidian District. Read more [here](#).
- Applications have opened for Asia-Pacific's fourth annual FinTech Innovation Lab, **Accenture's** 12-week program that helps early- and growth-stage FinTech companies accelerate product and business development by gaining exposure to top financial institution executives Read more [here](#).
- **KPMG** is proud to have been invited to participate the inaugural Belt and Road Forum for International Co-operation in Beijing. Read more [here](#).
- **Hilton** announced the opening of Hilton Quanzhou Riverside, Hilton's 100th hotel in Greater China. Read more [here](#).
- Leading international law firm and **Clifford Chance** advised Zhengzhou Coal Mining Machinery (Group) Co., Ltd. (ZMJ) and China Renaissance Capital Investment Inc. Read more [here](#).
- **Linklaters** attended Belt and Road Forum for International Cooperation in Beijing. The firm was represented by Chairman Emeritus and Partner Robert Elliott, attended the prestigious Belt and Road Forum in Beijing - the only law firm to be invited. Read more [here](#).
- New research by **Simmons & Simmons** LaunchPlus: Hong Kong is now available. The online resource offers a comprehensive support service for emerging managers in Hong Kong to assist the successful launch and operation of a new hedge fund management business. Read more [here](#).
- **DLA Piper** represented Fosun International Limited in its sale of Ironshore Inc., a global property-casualty insurer, to Liberty Mutual in a deal valued at approximately US\$2.935 billion. Read more [here](#).
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- Since its debut, Taiwan Jewellery & Gem Fair, hosted by **UBM**, has accumulated more than 32,508 visits and has been recognised as the only premier international B2B jewellery exhibition in Taiwan. Read more [here](#).
- **Huawei**, a leading global information and communications technology solution provider, hosted its annual UK Partner Convention to share the company's vision and business strategy over the coming years with partners across the UK. Read more [here](#).
- Rail technology leader and **Bombardier Transportation** announced that its Chinese joint venture, Shentong Bombardier (Shanghai) Rail Transit Vehicle Maintenance Co., Ltd. (SHBRT), has been awarded two contracts with Shanghai Shentong Metro Group Co., Ltd. to provide 10-year overhaul service for 498 metro cars operating on Shanghai Metro's lines 7 and 9. Read more [here](#).

Automotive

CBI member BMW Brilliance Automotive (BBA) opened the newly-built north section of its automotive plant in Dadong/Shenyang, China. The first long-wheelbase version of the new BMW 5 Series Sedan rolled off the production line during the opening ceremony. The northern extension comprises all production areas of a full plant and boasts a highly-advanced production system with the latest sustainability standards. With its two production locations in Dadong and Tiexi, BBA will have a total annual capacity of up to 450,000 units. “The Dadong plant demonstrates the success of our joint venture and the BMW 5 Series in China. The extension of the northern section underlines our clear commitment to the Chinese market. BBA has invested a total of one billion euros in the expansion of its Dadong production location over the past three years. The locally-produced BMW 5 Series has been an unmitigated success: It was the top-selling vehicle in the premium segment in China in 2016 and we expect it to remain the leader in its segment,” remarked Dr. Nicolas Peter, member of the Board of Management of BMW AG responsible for Finance, at the opening ceremony in China. Read more [here](#).



Chemicals

CBI member BASF's plastic additive Tinuvin® XT 100 has been adopted by Yuxi Xuri Plastics Production Co., Ltd, a leading greenhouse film manufacturer in China, to make low density polyethylene (LDPE) film. The film is used to cover a greenhouse for growing grapes in Yunnan province in China. The requirements for greenhouse films are highly demanding. Greenhouse film manufacturers must allow for solar irradiance, expected film durability, type of cultivation as well as type and frequency of agrochemicals used. Yuxi Xuri Plastics was struggling to ensure that the greenhouse film did not prematurely break down in the presence of high agrochemicals. Premature failure of the films could result in compensation payouts; and for the farmer: decreased grape yields and reduced income as well as additional costs to reinstall the film. They needed a way to stabilize the film and assure its lifetime prediction. Read more [here](#).

Conglomerate

CBI member Rolls-Royce welcomes the decision by China Southern Airlines to select 20 Airbus A350-900 aircraft, powered by our Trent XWB engine. The Trent XWB is the world's most efficient large aero engine and has been selected by more than 40 customers to date. With over 1,600 engines ordered, it is also the fastest selling wide body jet engine ever. Dominic Horwood, Rolls-Royce, Director, Customers and Services – Civil Aerospace, said: “We are delighted to be building on a long and successful relationship with China Southern. Our Trent XWB engine delivers excellent efficiency and lower emissions which will complement their expanding fleet.”. Read more [here](#).

CBI member Siemens announced commercial release of its Cyber Security Operation Center (CSOC) service as part of its Cyber Defense Center (CDC) in Suzhou, China. Siemens industrial security specialists based in Siemens Corporate Technology Suzhou monitor customer's critical factories and plants as well as Siemens' infrastructure including industrial control systems for cyber threats, warn owners in the event of security incidents and coordinate proactive countermeasures. Siemens China CDC is a security monitoring

and operating center for protecting the virtual automation world and a joint activity to protect customer's digital assets and Siemens infrastructure. These services range from continuous Industrial Security Monitoring, Security Assessments and Consulting, Incident Handling and other Managed Security Services. If the Siemens analysts detect an increased risk, they give the customer an early warning, to take immediate action and work together for proactive countermeasures and coordinating their implementation. A customer friendly UI (user interface) design and big data platform deployment help to visualize complex network and security attack scenarios, so that customers and operators can easily understand the network layouts and diagrams. Read more [here](#).

Design

CBI member Benoy has won the Gold Award for 'Best Brand Ambassador Programme' at the Employer Brand Management Awards (EBMA) Europe. The win was shared with Hodes, the creative agency for employers, who partnered with Benoy to create and deliver this award-winning project. "This is an incredibly exciting win for Benoy and Hodes, recognising the hugely significant work we are doing to shape and develop Benoy for the future. We are humbled to win Gold alongside such formidable competition as Johnson & Johnson, Unilever, Dell and Paysafe. It's wonderful recognition of how deeply invested we are in our people and bringing to life a brand our team truly believes in and wants to be a part of," said Penny Illston, Benoy's Global Director of Talent. The EMBA sets the benchmark for employer branding around the world, recognising the best in employee engagement and brand strategy across 19 categories. The award for 'Best Brand Ambassador Programme' celebrates companies which have implemented creative approaches to identify, communicate with and develop ambassadors for their brand. Read more [here](#).

CBI member Atkins, one of the world's most respected design, engineering and project management companies, and Taihai Group, one of China's leading industrial corporations, have signed a cooperation agreement to explore developing the nuclear decommissioning and waste management sector in China. The two companies will provide design and construction services, technical consulting and technology in support of facilities that reduce the environmental impact of nuclear waste. Combining innovative technology, technical expertise and advanced equipment manufacturing, Atkins and Taihai will help Chinese nuclear operators to enhance nuclear safety and succeed in meeting government nuclear waste disposal targets as cost effectively as possible. The partnership will offer highly effective decommissioning and waste management technology that can be built into planned nuclear power stations, helping to ensure that China's nuclear new build programme is futureproofed with technology specifically tailored to the Chinese market. Read more [here](#).

City Visions: A Sustainable Future, a major exhibition about the urban design work of **CBI member Foster + Partners**, has opened at the Big House in Wuhan. The show features a wide range of the practice's work over several decades highlighting the variety and depth of projects that have sought to improve the urban environments of cities world-wide. New urban planning projects for Wuhan city are explained through models, photos and videos including projects for Wuhan Aomen Road Masterplan, Sanyang Road District and Yuexiu Global Financial City. The exhibition offers visitors a unique insight into the workings of the studio and the urban design process, in which architects and urban designers work closely together to design prosperous, socially enriching projects capable of evolving to meet future needs. Foster + Partners' urban design philosophy has always been underpinned by the acknowledgment that the design of the built environment must be generated by the needs of people, be respectful of the existing built fabric, cater to the local economy, and above all, be sustainable. Read more [here](#).



Financial Services

CBI member [MasterCard](#), together with Samsung, announced the start of Samsung Pay in Hong Kong, with the Early Access Program. The mobile payment service will bring MasterCard cardholders in the city a new way to pay safely, smartly and conveniently with their Samsung mobile devices. Samsung Pay is a simple and secure mobile payments solution that works almost anywhere you can swipe or tap a card, allowing consumers to pay with their credit cards using Samsung mobile devices. MasterCard is working with major card issuers, including Bank of China (Hong Kong), Citibank, Dah Sing Bank, DBS Bank, and Standard Chartered Bank to enable their customers to use their MasterCard credit cards with Samsung Pay. Starting this month, Citibank, Dah Sing Bank and Standard Chartered Bank cardholders can register online to participate in the Early Access Program. Read more [here](#).

CBI member [PwC](#) China announced the launch of its Beijing Innovation Centre located in Haidian District. The Beijing Innovation Centre is designed to create an innovative ecosystem platform for start-ups, to drive the technology, funding and resource sharing from leading industry enterprises, through corporations with international and domestic innovation incubators, and PwC's comprehensive service from strategy to operation. This is another essential measure for PwC on innovation, following Shanghai Innovation Centre and the China Centre of Excellence in Qianhai, Shenzhen. Raymund Chao, PwC Greater China Chairman and CEO, said, "The Innovation Centre is an important step in PwC's journey of continuous innovation and development. The establishment of the Beijing Innovation Centre will further optimise our service offerings in North China market. While helping enterprises to realise business successes through innovative technology, the Beijing Innovation Centre will also help Beijing develop into a technology-driven innovation hub with global connectivity, fulfilling PwC's Purpose -- "Building trust in society and solving important problems." Haidian district is playing an indispensable role in the process of establishing Beijing as a National Science and Technology Innovation Centre. Read more [here](#).

Applications have opened for Asia-Pacific's fourth annual FinTech Innovation Lab, **CBI member [Accenture's](#)** 12-week program that helps early- and growth-stage fintech companies accelerate product and business development by gaining exposure to top financial institution executives. Applications can be made at www.fintechinnovationlab.com between April 24, 2017 and May 31, 2017. Investments in Asia-Pacific fintech companies are on the rise: during the first quarter of 2017, investments totaled \$1.1 billion, representing 21% of the \$5.1 billion invested into fintech companies globally, based on Accenture analysis of CB Insights data. "Fintech isn't new or hot, it's a basic requirement; it has to be a part of standard operating procedures for financial institutions today because if you're not innovating you're not keeping pace with what your customers want and you need to do for your business," said Jon Allaway, senior managing director at Accenture and the executive sponsor of the FinTech Innovation Lab Asia-Pacific. "But startups still struggle to meet senior executives of financial institutions unless they get an introduction through programs like our Lab." Read more [here](#).

CBI member [KPMG](#) is proud to have been invited to participate the inaugural Belt and Road Forum for International Co-operation in Beijing. While attending the Forum, John Veihmeyer, Chairman, KPMG

International, said: "We applaud China's leadership in proposing a comprehensive and inclusive vision and action plan for addressing the development needs of emerging markets and developing countries, which already contribute to 80% of the growth of the global economy, and the impressive milestones which have been achieved to date". Also attending the Forum, Honson To, Chairman, KPMG China said: "The 'Belt and Road' Initiative is built on the premise that raising living standards and prosperity in, and strengthening connectivity with developing countries will be good for global growth because it will unlock new demand for products and services. This is why the 'Belt and Road' Initiative is not only important to China and the other countries and regions along the 'Belt and Road'; it is important to the whole world." Read more [here](#).

Hospitality

CBI member [Hilton](#) announced the opening of Hilton Quanzhou Riverside, Hilton's 100th hotel in Greater China. Hilton Quanzhou Riverside is also the first Hilton Hotels & Resorts property in Fujian and the brand's 40th in Greater China. The 25-story, 296-room riverfront hotel is located in the heart of Quanzhou, Fujian Province's largest metropolitan area and an important economic center in southeastern China that continues to support the corporate, MICE and leisure travel segments. "Hilton has proudly welcomed the world's travelers for nearly 100 years, continuously innovating and redefining what hospitality means," said Sean Wooden, vice president, brand management, Asia Pacific, Hilton. "With the opening of our first Hilton Hotels & Resorts property in Fujian, we are delivering unparalleled hospitality to both leisure and business travelers. Hilton Quanzhou Riverside will delight everyone with our spacious rooms, state-of-the-art facilities, tantalizing culinary options, and impeccable service." Read more [here](#).



Legal Services

Leading international law firm and **CBI member [Clifford Chance](#)** advised Zhengzhou Coal Mining Machinery (Group) Co., Ltd. (ZMJ) and China Renaissance Capital Investment Inc. (CRCI) on the acquisition of 100% of shares of Robert Bosch Starter Motors Generators Holding GmbH (SG), through New Neckar Autoparts Holding and Operations GmbH & Co. for approximately EUR545 million. Completion of such transaction remains subject to satisfaction of several conditions precedent and approvals/clearances of applicable regulatory authorities. This transaction is co-lead by the China and German offices of the firm. Partner Glen Ma, based in Shanghai, led the deal together with partner Nicole Englisch based in Munich. Glen and Nicole were supported by a Greater China team (including partner Tim Wang, counsel Yan Yuan and Yufei Liao, senior associates Richard Cui and Dayan Jiang, associates Peter Zhao and Louise Chui, and trainee Florence Mao) and a German team (including counsel Gwendolyn Mueller and associate David Schwenneker). Read more [here](#).

CBI member [Linklaters](#) attended Belt and Road Forum for International Cooperation in Beijing. The firm was represented by Chairman Emeritus and Partner Robert Elliott, attended the prestigious Belt and Road Forum in Beijing - the only law firm to be invited. Leaders from about 20 countries representing Asia, Europe, Africa and Latin America convened in a two day summit that began on Sunday. Robert Elliott commented, "The Belt and Road initiative will transform China's geographic neighbours to strategic economic partners and we

believe cross-border transactions of this kind will become a core market for global law firms. The initiative offers companies unparalleled opportunities to tap into new markets and explore the potential of the Chinese Mainland, ASEAN region and over 60 countries along the Belt and Road. It is an honour to have received an invitation and to be the only law firm to be invited to the forum.” Read more [here](#).

New research by **CBI member** [Simmons & Simmons](#) LaunchPlus: Hong Kong is now available. The online resource offers a comprehensive support service for emerging managers in Hong Kong to assist the successful launch and operation of a new hedge fund management business. The resource builds on the award-winning UK version for start-ups in London created by the firm’s leading UK hedge fund practice, and the US to UK version for established US-based investment managers looking to build a presence in the UK. Read more [here](#).

CBI member [DLA Piper](#) represented Fosun International Limited in its sale of Ironshore Inc., a global property-casualty insurer, to Liberty Mutual in a deal valued at approximately US\$2.935 billion. Fosun International is the largest privately owned conglomerate in China and focuses on insurance, industrial operations, investment and asset management. The DLA Piper team that advised Fosun International was led by partner Paul Chen (San Francisco/Hong Kong), who heads the firm’s Asia corporate practice, and also included partners Jack Kantrowitz, David Luce and Gerald Rokoff (all of New York), associates Spencer Markel and Jaspreet Mann (both of San Francisco) and associates Emily Sanders and Tyler Mann (both of New York), as well as senior attorney Mikhail Iliev (New York). Read more [here](#).

Logistics

CBI member [DHL](#) Global Forwarding, the air and ocean freight specialist of Deutsche Post DHL Group, has opened a central China Rail Competence Center in Stuttgart, Germany to ensure the more efficient and customer-friendly coordination of ever-growing freight volumes transported between Germany and Asia by the rail freight service. “Rail freight volumes between Germany and Asia have increased 10-fold in just one year. In order to meet ever-increasing demand, the onus is on us to grow, optimize processes and create synergies. It is for this very reason that we decided to establish a central China Rail Competence Center,” states Volker Oesau, CEO DHL Global Forwarding Germany and Central Europe, explaining the strategic rationale behind the decision. Read more [here](#).

Media

Since its debut, Taiwan Jewellery & Gem Fair, hosted by **CBI member** [UBM](#), has accumulated more than 32,508 visits and has been recognised as the only premier international B2B jewellery exhibition in Taiwan. The 5th edition of Taiwan Jewellery & Gem Fair will be held in Taipei World Trade Center Exhibition Hall 1 from 3rd-6th November this year. According to the visitor survey, the Fair has become a must-attend exhibition for the buyers every year. Aiming at nurturing creative talents, heritage metalwork techniques and brand promotion, Taiwan Jewellery & Gem Fair has hosted several competition events and seminars with national authorities and received an overwhelming responses from the jewellery industry. This year, AKACHEN ART will present a selection of art jewellery to refresh a brand new concept in design and metalwork techniques. In addition, Glamour Fine Jewellery, well-known for its collection of precious gemstones, will showcase its gorgeous jewel designs to attract connoisseurs. Read more [here](#).



Telecommunications

CBI member Huawei, a leading global information and communications technology solution provider, hosted its annual UK Partner Convention to share the company's vision and business strategy over the coming years with partners across the UK. This year's theme "Transforming Together – Building a Better Ecosystem" reflects Huawei's commitment to its partners and desire to contribute to the local ICT ecosystem. The all-day event brought together senior management across leading partners and will be attended by a selection of leading business and industry associations including Mr Yao Fuhai, Global Procurement Officer, Huawei; Lord Browne of Madingley, Chairman of Huawei UK; Julian David, CEO of techUK and Mr Sun Yu, Chairman of China Chamber of Commerce in the UK.



Transportation

Rail technology leader and **CBI member Bombardier Transportation** announced today that its Chinese joint venture, Shentong Bombardier (Shanghai) Rail Transit Vehicle Maintenance Co., Ltd. (SHBRT), has been awarded two contracts with Shanghai Shentong Metro Group Co., Ltd. to provide 10-year overhaul service for 498 metro cars operating on Shanghai Metro's lines 7 and 9. Together, the two contracts are valued at approximately 1.1 billion Chinese RMBs (158 million US, 145 million euro). Bombardier owns 50% of the shares in SHBRT which was established in December 2012 and is jointly controlled by Bombardier and Shanghai Shentong Metro Group Co., Ltd. Jianwei Zhang, President of Bombardier China said, "Shanghai operates the longest metro network in the world and we are very proud to be chosen to support this megacity's expanding mobility by providing our broadest portfolio and top quality products, services and solutions. The customer's choice is a strong testament of Bombardier's position as a full solution provider across the entire value chain in China". Read more [here](#).



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