

Celebrating CBI member success in China

January 2012



Herbert Smith

everything
everywhere

Simmons & Simmons



HAYS Recruiting experts
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THALES



Automotive

- CBI member [Bentley](#)** reported that its global sales rose 37% in 2011, with strong growth in all major markets. The U.S. remained Bentley's largest market, with sales up 32%, reaching 2,021 vehicles. For the first time ever, however, China became Bentley's second-largest market, with sales virtually doubling to reach a record 1,839 units in 2011. The impressive sales results marked the first time that Bentley sold more vehicles in China than in the UK in its 92-year history. This achievement is even more remarkable given that Bentley has been present in mainland China for less than 10 years. Read more [here](#).

Bentley also won recognition from China's highly influential Hurun Report, with the Bentley Continental GT coupe winning the 'Best Super Luxury Car' and the Bentley Continental Flying Spur saloon receiving the 'Limited Edition Super Luxury Car' title at the Hurun Report's Best of the Best 2012 awards. Read more [here](#).

- CBI member [Jaguar Land Rover \(JLR\)](#)** announced that it hit a historic milestone in China in 2011, with sales exceeding 42,000 units for the first time in the country, up 61% compared to the previous year. Jaguar's 2011 China sales increased by a remarkable 123% over 2010, with 5,976 units sold. Land Rover delivered 36,087 vehicles in 2011, up an impressive 54%. JLR's outstanding performance in 2011 saw the UK luxury automaker match its 2010 China sales in only three quarters, finishing



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the year with breakthrough growth. Read more [here](#).

JLR China also officially launched its Tailored Service Programme, which aims to improve after-sales service, enhance the customer experience, and exceed customer expectations. China is JLR's first market worldwide to receive the tailored service, demonstrating the company's long-term commitment to providing Chinese customers with the finest after-sales service. To date, fifty dealers have started the new offering, with more to follow in the year ahead. Under the Tailored Service programme, Jaguar and Land Rover owners are able to reserve a time with their personal after-sales assistant, and, when they arrive at the service centre, preparations will have been made in advance. The vehicle will then undergo full-service inspection and maintenance conducted by a team of two specialists utilising advanced equipment. The Tailored Service programme not only offers exclusivity to owners but also shortens the maintenance time. In addition, the system is reliable and transparent, with the owner able to observe the entire process via video monitors in the guest hall. To ensure the highest quality of service possible, JLR China's Tailored Service programme operates under strict software and hardware standards. Read more [here](#).

- **CBI member [Rolls-Royce Motor Cars](#)** announced record sales results for 2011, with 3,538 vehicles sold globally during the year, a 31% increase compared to 2010. The impressive figure, led by soaring demand in China, represents the best sales result in the company's 107-year history, breaking the previous record of 3,347 vehicles sold in 1978. Rolls-Royce reported strong sales growth across the globe, with notable results seen in Asia-Pacific (up 47%), North America (up 17%), and the Middle East (up 23%). China and the U.S. were the most significant individual markets for Rolls-Royce. The UK also performed well, with sales up 30% for the year. Read more [here](#).

Banking and financial services

- In December, **CBI member [HSBC](#)** led a business delegation of major Chinese companies to Brazil for a five-day visit. HSBC plays a significant role in facilitating the rise of trade and investment flows between China and Latin America, two of the world's fastest-growing emerging market regions. The delegation, consisting of senior executives from both private and state-owned Chinese companies in energy, resources, motorcycles, construction, and other industries, met with local entrepreneurs and potential business partners to gain insights into Brazil's and Latin America's economic and business environments. HSBC launched a China Desk in Brazil in 2010, which is managed by experienced bankers seconded from China to provide on-the-ground support for Chinese companies expanding in Latin America. HSBC also has a Latin America Desk in China, which is managed by seasoned bankers from HSBC Brazil and provides support for companies from Latin America doing business in China and Chinese companies looking to do business in Latin America. Read more [here](#).

Beverage

- **CBI member [SABMiller](#)** announced that China Resources Snow Breweries Limited (CR Snow), its joint venture with China Resources Enterprise Limited (CRE),

launched a trial of SABMiller's international premium brand, Miller Genuine Draft, in Zhejiang province in eastern China. Following a launch event held in Hangzhou on 16 January, Miller Genuine Draft is now initially available in Hangzhou and Wenzhou. Read more [here](#).

Education

- **CBI member** [The University of Nottingham's](#) Ningbo campus in China received nine million yuan (about £1 million) in funding from the City of Ningbo for an ambitious project to produce at least 25 manufacturing research engineers and 25 patents for new technologies over the next five years. The funding represents the highest amount ever awarded to The University of Ningbo China (UNNC). The University's innovation team will work with at least 50 companies in Ningbo to invent low-carbon technologies. Much of the team's focus will be on the automotive industry in Ningbo. Read more [here](#).

Electronic Systems

- **CBI member** [Thales](#) was awarded a contract by IHI Corporation to re-signal the automated people mover (APM) located within Hong Kong international airport. With the project scheduled for completion in 2014, Thales will supply its radio-based SelTrac CBTC system for the existing lines and for a planned extension to the Midfield Concourse, which will serve a third runway. Thales' CBTC technology will also be applied to both existing and new trains running on the line. The new project expands Thales' footprint in Hong Kong following the company's successful delivery of four projects with SelTrac CBTC Systems (West Rail Line, Kowloon Southern Link, Disneyland Resort Line, and Ma On Shan Rail Line) and the implementation of ticketing systems for most lines on Hong Kong's MTR network. Read more [here](#).

Human resources

- In December, **CBI member** [Hays](#) won two awards recognising its work in China, receiving 'Recommended Recruitment Firm of the Year' at the 2011 HRA Awards and 'Best Recruitment Firm' at the 2011 China HR Pioneer Awards. Read more [here](#).

Legal

- **CBI member** [DLA Piper](#) announced that it had advised and represented the Quinshan Shipyard of China Changjiang National Shipping Group Corporation (CSC), one of the largest shipyard groups in China, during the insolvency proceedings of the Germany-based Beluga Shipping Group. After insolvency proceedings meant that assurances could no longer be secured from a company of the Beluga Group for outstanding residual purchase prices amounting to €28 million on E Series ships that had already been supplied, the worldwide arrest of ships (India, Sri Lanka, Malta, and France) succeeded in bringing the new operators and the financing institution HSH

Nordbank to the negotiating table. Agreement has now been reached on the claims being made by CSC. DLA Piper's counseling process also involved the clarification of problems in civil law and civil proceedings as well as issues of German and European insolvency law and shipping and company law. Read more [here](#).

- In December, **CBI member [Eversheds](#)** announced that it had advised Chow Tai Fook Enterprises Ltd. on a 2.36 billion yuan (\$932 million) property deal to acquire a 100% stake in a Qingdao-based joint venture from Shanghai Industrial Holdings Limited, a company listed on the Hong Kong Stock Exchange. The joint venture looks at the residential and commercial land development of a 430,000 square metre area in Qingdao's Huangdao district in northeastern China's Shandong province. Read more [here](#).
- **CBI member [Herbert Smith](#)** announced that it had advised Chinese oil giant CNOOC Limited on the disposal of its Offshore Northwest Java Production Sharing Contract interests in Indonesia. CNOOC Limited's subsidiary, CNOOC Southeast Asia Limited, sold CNOOC ONWJ Ltd. to EMP International (EMPI) for consideration of approximately \$212 million. CNOOC ONWJ Ltd. holds a 36.7205% working interest in Offshore Northwest Java Production Sharing Contract (ONWJ PSC) in Indonesia. Herbert Smith's Singapore office advised CNOOC Limited on the deal. Read more [here](#).
- **CBI member [Pinsent Masons](#)** announced that it had advised Quam Capital Limited, the listing sponsor, and the underwriters on the HK\$70 million (£5.7 million) placing of shares and listing of Noble House (China) Holdings Limited, the owner and operator of a premium restaurant chain in mainland China, on the Growth Enterprise Market of the Hong Kong Stock Exchange. Read more [here](#).
- **CBI member [Simmons & Simmons](#)** announced that it had advised Da Cheng International Asset Management Company Limited and Guotai Junan Assets (Asia) Limited on the formation and Securities and Futures Commission (SFC) authorisation of two RMB-denominated retail funds in Hong Kong. The two funds, Da Cheng RMB Fixed Income Fund and Guotai Junan Great Dragon China Fixed Income Fund, invest offshore RMB directly into China's domestic securities markets via the RMB Qualified Foreign Institutional Investor (RQFII) regime. Both funds were authorised by the SFC on 30 December 2011, and were two out of only four funds to be in the first batch of RQFII products to be approved in Hong Kong. The funds will begin their initial offer periods shortly after the Chinese New Year holiday. Read more [here](#).

Power

- In late December, **CBI member [ABB](#)** announced the delivery of its 10,000th medium voltage gas insulation switchgear (GIS) by ABB Xiamen Switchgear Company, one of the largest medium voltage switchgear and breaker manufacturers in the world. ABB also launched an advanced automatic GIS production line, which means ABB now has the largest MV GIS production capacity in China. Read more [here](#).

Telecommunications

- **CBI member [Everything Everywhere](#)** announced that [China Telecom \(Europe\)](#) will launch a mobile virtual network operator (MVNO) on its network. The partnership marks the first time that a Chinese telecom operator will launch MVNO services outside China and demonstrates Everything Everywhere's commitment to expanding opportunities for new MVNOs across the UK. China Telecom (Europe) selected Everything Everywhere and Transatel, Everything Everywhere's mobile virtual network aggregator (MVNA), based on the strength of Everything Everywhere's shared T-Mobile and Orange network, which offers the biggest 3G network and widest 3G coverage in the UK. Scheduled to launch in the first quarter this year, China Telecom's MVNO services will target Chinese residents and businesses in the UK as well as visitors to the country. There are more than 600,000 Chinese residents in the UK and approximately the same number of Chinese visitors every year. The number of Chinese visitors to the UK is expected to increase for the upcoming [London 2012 Olympic and Paralympic Games](#). Read more [here](#).
- **CBI member [Huawei](#)** announced that its 100G coherent solution is being implemented by several leading European operators, including KPN International, SFR, and TDC, which have all partnered with Huawei to deploy their 100G commercial WDM (Wavelength Division Multiplexing) networks. Huawei's 100G coherent technology has attracted many operators as it enables WDM networks, which is viewed as the most direct and effective way to resolve bandwidth flood problems. Huawei will continue to use its 100G technology to enable other European customers to deploy commercial 100G networks. Read more [here](#).

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