

Celebrating CBI member success in China

July 2012



Executive Summary

- **Accenture** was selected by Wing Lung Bank to plan and oversee the implementation of its new core banking technology system. (June) Read more [here](#).
- **ANZ** opened a new sub-branch in Guangzhou as part of the bank's continued growth in the Pearl River Delta. (July) Read more [here](#).
- De Beers, which **Anglo American** holds a 45% stake in, plans to open three new stores in mainland China before the end of the year. (July) Read more [here](#).
- **Arup** celebrated the opening of the Construction Industry Council's (CIC) Zero Carbon Building (ZCB), which was engineered by Arup as the first of its kind in Hong Kong. (June) Read more [here](#).
- **BAA** released the June 2012 traffic figures for its five airports, reporting that traffic from the BRIC markets continued to grow strongly. (July) Read more [here](#).
- **Bentley** announced its results for the first half of 2012, reporting sales in China up

- 55.7% to 1,059 vehicles. (July) Read more [here](#).
- **BNY Mellon** was appointed by Taiwan's Bureau of Labour Insurance to provide custody and investment administration solutions for its National Pension Insurance Fund. (July) Read more [here](#).
 - **Burberry** released its first quarter trading update and interim management statement, reporting strong growth in China. (July) Read more [here](#).
 - **Burson-Marsteller** was appointed by HNA Property, Hainan's largest property firm, as partner to manage the branding and strategic communications for its Central Business District under development in Haikou. (July) Read more [here](#).
 - **Cardiff University's** Confucius Institute arranged a trip to China for a group of Cardiff primary school pupils as part of the Wales China School Project. (July) Read more [here](#).
 - **Clifford Chance** announced that it had advised Arla Foods on strategic alliances with two of China's leading dairy and food companies. (June) Read more [here](#).
 - **The Coca-Cola Company** released its results for the second quarter and year-to-date 2012, reporting strong volume growth in China. (July) Read more [here](#).
 - **Deutsche Bank** completed the first cross-border Renminbi (RMB) payment under the People's Bank of China (PBOC) Shanghai's Simplified RMB Cross-Border Payment Pilot Scheme (SRCP). (June) Read more [here](#).
 - **DHL** announced details on its plans to expand its presence in the Asia-Pacific region, particularly in China. (July) Read more [here](#).
 - **Diageo** launched Chinese white spirits brand Shui Jing Fang in the U.K. (July) Read more [here](#).
 - **Ernst & Young** opened its 15th office in China in Nanjing. (June) Read more [here](#).
 - **Eversheds** announced that it had advised Guotai Junan Capital and Guotai Junan Securities (Hong Kong) on the listing of Merry Garden Holdings, a wooden leisure products company in mainland China, in Hong Kong. (July) Read more [here](#).
 - **Foster + Partners** will hold its exhibition "Foster + Partners: the Art of Architecture" at the Shanghai Oil Painting and Sculpture Institute (SPSI) from 25 July to 25 August 2012. (July) Read more [here](#).
 - **Freshfields Bruckhaus Deringer** announced that it had advised China United Network Communications Group on its acquisition of a stake in China Unicom by Telefónica. (June) Read more [here](#).
 - **Herbert Smith** advised **J.P. Morgan** as the sole bookrunner on a share placement by a prominent entrepreneur in China in the capital of Tsingtao Brewery Co. Ltd. (June) Read more [here](#).
 - **HSBC** held its Private Bank's Legacy Programme 2012 in Macau, with around 50 participants from 13 countries in Asia and different parts of the world. (June) HSBC also announced that the HSBC Managed Solutions Asia Focused Income Fund raised US\$205 million during its initial public offering period from 02 to 25 May 2012. (June) Read more [here](#).
 - **Jaguar Land Rover (JLR)** announced its results for the first half of 2012, reporting its sales in China grew nearly 100% year-on-year to 36,451 units. (July) JLR also announced a new graduate recruitment scheme in China. (July) Read more [here](#).
 - **J.P. Morgan** opened a branch in Suzhou, marking the bank's seventh branch in mainland China. (July) Read more [here](#).
 - **Marks & Spencer (M&S)** released its results for its first quarter, reporting its key international markets in India and China continued to trade strongly with double-digit growth. (July) Read more [here](#).

- **Microsoft's** SQL Server 2012 was selected by Super 8 Hotels (China) Co. Ltd. to be deployed in the country. Read more [here](#).
- **Mott MacDonald** was appointed as the lead contractor's designer for the 9.4 kilometre-long viaduct section of the Hong Kong-Zhuhai-Macau Bridge in southern China. (July) Read more [here](#).
- **Owen Mumford** opened a new sales office in Shanghai. (April) Read more [here](#).
- **Philips'** Healthcare and Lighting divisions continued to make progress in China during the second quarter. (July) Read more [here](#).
- **Pinsent Masons** announced that it had advised Beijing Jangho Curtain Wall Co. Ltd. (Beijing Jangho) on its acquisition of an 85% stake in Sundart Holdings Ltd. for HK\$493 million (US\$40 million). (July) Pinsent Masons also won the Global Construction Law Firm of the Year 2012 Award in the Who's Who Legal Awards. (July) Read more [here](#).
- **Rolls-Royce** was selected by Hong Kong-based Cathay Pacific Airways to provide Trent XWB engines to power 10 Airbus A350-1000 aircraft. (July) Read more [here](#).
- **SABMiller** released its results for its first quarter ended on 30 June 2012, reporting lager volume growth in China up 5% on an organic basis. (July) Read more [here](#).
- **Shell** signed new upstream deals with CNOOC and CNPC. (July) Read more [here](#).
- **Simmons & Simmons** announced that it had advised China Asset Management (Hong Kong) Ltd. on the world's first Renminbi Qualified Foreign Institutional Investor (RQFII) A-Share exchange traded fund (ETF). (July) Read more [here](#).
- **Standard Chartered** held its Annual Africa Chairmen's Conference in Beijing. (July) Read more [here](#).
- **UPS** became the first foreign, non-financial company to issue commercial paper in the offshore RMB market. (June) Read more [here](#).
- **Unilever's** Cornetto ice cream grew strongly on the back of a successful digital campaign in China in the first half of 2012. (July) Read more [here](#).
- **The University of Aberdeen** signed a cooperative research agreement with the Institute of Archaeology at the Chinese Academy of Social Sciences. (July) Read more [here](#).
- **The University of Bath** hosted the Chinese Olympic swimming team as the athletes made their final preparations for the London 2012 Olympic Games. (July) Read more [here](#).
- **The University of Edinburgh** signed a Memorandum of Understanding (MoU) with China-based BGI, the world's largest genomics organisation, that will aim to build on both institutions' strengths in genomics. (July) Read more [here](#).
- Chinese academics from Renmin University visited **The University of Essex** to speak to survey and data experts from the U.K. Data Archive, the Institute for Social and Economic Research (ISER), and Essex's academic departments. (July) Read more [here](#).
- **The University of Leeds** and the Chinese Academy of Sciences opened a joint research institute to develop next-generation energy storage systems. (July) Read more [here](#).
- **The University of Ulster** celebrated the opening of the first Confucius Institute in Northern Ireland. (April) Read more [here](#).
- **The University of Warwick** awarded the first Li Xiaoming scholarship to a student from Hunan province. (July) Read more [here](#).

CBI members by sector

Architecture, design, and construction

- In late June, **CBI member [Arup](#)** celebrated the opening of the Construction Industry Council's (CIC) Zero Carbon Building (ZCB), which was engineered by Arup as the first of its kind in Hong Kong. Arup provided green building design and multidisciplinary engineering services to the project to showcase advanced zero carbon building technologies and raise community awareness of sustainable living in Hong Kong. The building is connected to the local grid and produces renewable energy on-site from a combination of photovoltaic panels and a biodiesel tri-generation system, which offsets the power consumed on an annual basis. The project has more than 90 advanced environmental features, which will allow local and international researchers to explore and understand future design practice. Read more [here](#).
- **CBI member [Foster + Partners](#)** will hold its exhibition "Foster + Partners: the Art of Architecture" at the Shanghai Oil Painting and Sculpture Institute (SPSI) from 25 July to 25 August 2012. The exhibition will mark the first major survey of the studio's work to be held in China, and will reveal details of a number of new projects underway in the region, including the headquarters for Citic Bank in Hangzhou, a new tower in Nanjing, and the Vantone development in Shanghai. Foster + Partners will also showcase its original models and sketches for high-profile completed buildings, such as Beijing International Airport, the Millau Viaduct in France, Hearst Tower in New York, and the Swiss Re headquarters in London. In addition, the exhibition is timed to celebrate the recent opening of the studio's new office in Shanghai. Read more [here](#).
- **CBI member [Mott MacDonald](#)** was appointed as the lead contractor's designer for the 9.4 kilometre-long viaduct section of the Hong Kong-Zhuhai-Macau Bridge in southern China. The HK\$12.867 billion project is the largest single design and build contract ever awarded in Hong Kong. The bridge will support a dual three-lane carriageway over the Pearl River Estuary. Mott MacDonald will design substantial sections of the viaduct as well as being responsible for geotechnical, highways, electrical and mechanical, utilities, and other civil engineering services. Read more [here](#).

Automotive

- **CBI member [Jaguar Land Rover \(JLR\)](#)** announced its results for the first half of 2012, reporting its sales in China grew nearly 100% year-on-year to 36,451 units. This sales momentum was driven by JLR's popular fuel efficient models, which are characterised by smaller engines and lightweight construction, such as the Jaguar XJ 3.0, Range Rover Evoque, and Freelander 2 2.0L Si4. JLR's launch of a series of campaigns, particularly its new global brand campaign "ALIVE", also helped boost sales. In addition, the reinforcement of JLR's long-term commitment to the China market,

marked by the appointment of more than 130 dealers across the country with about 90 already in operation by June, also contributed to the U.K. luxury automaker's remarkable sales growth. Read more [here](#).

JLR also announced a new graduate recruitment initiative in China, recruiting a group of 11 Chinese undergraduates who will study engineering at the University of Warwick, the University of Birmingham, Aston University, and Loughborough University as part of their new JLR graduate programme. The students will complete a three to 15 month placement at JLR within Product Development and Manufacturing. Following their placement, the students will be invited to a conversion assessment centre, and, if successful, will be recruited into JLR on a full-time basis. After working in the U.K. for one to two years, the graduates will be provided with the opportunity to work in engineering at JLR China. Read more [here](#).

- **CBI member [Bentley](#)** announced its results for the first half of 2012, reporting continued strong growth, with global sales up 32% to 3,929 vehicles. The U.S. reemerged as Bentley's top market, with deliveries up 25.7% to 1,140 vehicles. Sales in China also remained extremely strong, with results up 55.7% to 1,059 vehicles. Read more [here](#).

Aviation

- **CBI member [BAA](#)** released the June 2012 traffic figures for its five airports, reporting that traffic from the BRIC markets continued to grow strongly. For example, traffic with Brazil grew by more than 20% over the first half of the year while the recent introduction of the new China Southern Airlines route to Guangzhou, which took eight years to come to fruition, has had an immediate positive effect on passenger numbers between China and Heathrow Airport. Read more [here](#).

Banking and financial services

- **CBI member [ANZ](#)** opened a new sub-branch in Guangzhou as part of the bank's continued growth in the Pearl River Delta. ANZ now has seven outlets in mainland China in Beijing, Shanghai, Chongqing, and Guangzhou, and the new sub-branch is part of ANZ's plan to increase its network in the country to 20 outlets, subject to regulatory approval. Following the launch of Retail Renminbi (RMB) services for domestic residents in Beijing and Shanghai in June, ANZ plans to introduce similar services in Guangzhou, pending regulatory approval. Read more [here](#).
- **CBI member [BNY Mellon](#)** was appointed by Taiwan's Bureau of Labour Insurance to provide custody and investment administration solutions for its National Pension Insurance Fund, which has assets totaling approximately US\$1 billion. Taiwanese demand for global custody and administration services is expected to rise as Taiwanese investors continue to seek greater exposure to international markets. Read more [here](#).
- In June, **CBI member [Deutsche Bank](#)** completed the first cross-border Renminbi

(RMB) payment under the People's Bank of China (PBOC) Shanghai's Simplified RMB Cross-Border Payment Pilot Scheme (SRCP). The bank executed an import trade payment denominated in RMB for the China subsidiary of Germany-based Huettenes-Albertus. The SRCP streamlines the process for cross-border trade settlements payments made in RMB, as qualifying companies are no longer required to submit original trade documentation supporting each payment. Read more [here](#).

Deutsche Bank also recently announced the introduction of the offshore RMB (CNH) as a new currency on its FX4Cash electronic cross-currency payment platform, which enables corporates to conduct cross-border trade in RMB electronically without holding an account in the currency. Read more [here](#).

- In June, **CBI member [HSBC](#)** held its Private Bank's Legacy Programme 2012 in Macau, with around 50 participants from 13 countries in Asia and different parts of the world. HSBC's Legacy Programme aims to offer the next generation of HSBC Private Bank's clients a platform to learn how to think strategically about intergenerational wealth transfer and sustaining family wealth over the long term. International experts from business and academia spoke at the three-day programme, which covered topics including succession planning and family governance, responsibilities of family wealth, family philanthropy, market trends, and corporate finance. Read more [here](#).

In June, HSBC also announced that the HSBC Managed Solutions Asia Focused Income Fund raised US\$205 million during its initial public offering period from 02 to 25 May 2012. Exclusive to HSBC customers, the Asia Focused Income Fund aims to offer retail investors regular and sustainable income by capturing the growth potential of Asia through investing in multiple income generating assets. Read more [here](#).

- **CBI member [J.P. Morgan](#)** opened a branch in Suzhou, marking the bank's seventh branch in mainland China. The opening of the Suzhou branch forms part of J.P. Morgan's long-term strategy to expand its footprint in China. J.P. Morgan is the first U.S. bank to open a branch in the city. Read more [here](#).
- **CBI member [Standard Chartered](#)** hosted 12 Africa Chairmen in Beijing for its Annual Africa Chairmen's Conference. The bank chose Beijing as the location for this year's conference due to its commitment to support, promote, and grow trade and investment corridors between China and Africa. Read more [here](#).

Beverage

- **CBI member [The Coca-Cola Company](#)** announced its results for the second quarter and year-to-date 2012, reporting strong worldwide volume growth of 4% in the second quarter and 5% in the year-to-date. The Coca-Cola Company reported particularly strong volume growth in key emerging markets such as India (+20%), Russia (+9%), China (+7%), and Brazil (+6%). Read more [here](#).
- **CBI member [Diageo](#)** launched Chinese white spirits brand Shui Jing Fang into Great Britain's domestic market. Great Britain is now the first European market to stock Shui Jing Fang as part of Diageo's strategy to build it into an internationally

recognised brand. Shui Jing Fang will be distributed throughout the U.K. by SeeWoo, a specialist Oriental food wholesaler headquartered in the U.K. In addition to the launch in Great Britain, Diageo also plans to introduce Shui Jing Fang into other northern European markets later in 2012. In 2011, Diageo acquired a controlling stake in Sichuan Chengdu Quanxing Group Co. Ltd., the largest shareholder of Sichuan Shuijingfang Co. Ltd., and the British premium drinks company is the only international company to have invested at scale in Chinese white spirits. Diageo's stake in Quanxing gives it the opportunity to participate in the super premium Chinese white spirits segment, one of the largest and fastest-growing spirits segments in the world. Read more [here](#).

- **CBI member** [SABMiller](#) released its results for its first quarter ended on 30 June 2012, reporting organic, constant currency group revenue up 8%. In China, SABMiller's lager volume growth was up 5% on an organic basis. Read more [here](#).

Communications

- **CBI member** [Burson-Marsteller](#) was appointed by HNA Property, Hainan's largest property firm, as partner to manage the branding and strategic communications for its Central Business District under development in Haikou. The appointment strengthens Burson-Marsteller's growing portfolio of property clients in southern China. Read more [here](#).

Consumer goods

- **CBI member** [Unilever](#) released its results for the first half of 2012, reporting turnover up 11.5% to €25.4 billion. Unilever performed particularly strongly in emerging markets, with sales growth up 11.4%. In China, Unilever's Cornetto ice cream grew strongly on the back of a successful digital campaign. Read more [here](#).

Education

- **CBI member** [The University of Aberdeen](#) signed a cooperative research agreement with the Institute of Archaeology at the Chinese Academy of Social Sciences. The research agreement details plans for a range of new archaeological research projects, including projects on early animal husbandry and domestication and ancient human dietary reconstruction and palaeopathology in Asia. The agreement also provides for the future exchange of academic staff and students. Read more [here](#).
- **CBI member** [Cardiff University's](#) Confucius Institute recently arranged a trip to China for a group of Cardiff primary school pupils as part of the Wales China School Project. 15 students from Lansdowne Primary School and the Welsh Medium School Ysgol Pencae attended classes on Chinese language and culture at a school in Chongqing. Cardiff University's Confucius Institute has been developing Chinese language and culture programmes in schools across Wales for the past five years. Read more [here](#).

- **CBI member** [The University of Bath](#) hosted the Chinese Olympic swimming team as the athletes made their final preparations for the London 2012 Olympic Games. Students from the Suzhou Foreign Language School in China had the opportunity to watch a training session at Bath with Olympic swimmers from their national team. The students had been attending St. Gregory's School in Bath and staying with local families since April. Suzhou Foreign Language School has links with eight schools in Bath and North East Somerset through the Bath-Suzhou Education Partnership. Read more [here](#).
- **CBI member** [The University of Edinburgh](#) signed a Memorandum of Understanding (MoU) with China-based BGI, the world's largest genomics organisation, that will aim to build on both institutions' strengths in genomics. The partnership will lead to an expansion of genomics research in Edinburgh, including analysing hereditary information encoded in our DNA. This could help assess risks for particular diseases. Genomics also plays an important role in examining how livestock can be bred with resistance to diseases to help boost sustainable food production. The new agreement will explore how research at three genomics facilities in Edinburgh could be enhanced through collaboration with BGI. Read more [here](#).
- Chinese academics from Renmin University visited **CBI member** [The University of Essex](#) to speak to survey and data experts from the U.K. Data Archive, the Institute for Social and Economic Research (ISER), and Essex's academic departments. Renmin University has received significant funding from the Natural Science Foundation of China to build the Chinese National Survey Data Archive, and the Chinese academics visited Essex to explore opportunities to collaborate and to share their expertise. Read more [here](#).
- **CBI member** [The University of Leeds](#) and the Chinese Academy of Sciences recently opened a joint research institute to develop next-generation energy storage systems. The new institute will focus on thermal and mechanical-based energy storage technologies. Nearly 50 researchers will work on research projects with an overall budget of £4 million. The new institute is a collaboration between the Institute of Particle Science & Engineering at the University of Leeds and the Institute of Process Engineering (IPE) at the Chinese Academy of Sciences (CAS). Read more [here](#).
- In April, **CBI member** [The University of Ulster](#) celebrated the opening of the first Confucius Institute in Northern Ireland. The facility was established in conjunction with Zhejiang University of Media and Communications. Read more [here](#).
- **CBI member** [The University of Warwick](#) awarded the first Li Xiaoming scholarship to Li Ting, a student from Hunan province. She will go to Warwick to study for a Master's degree in the Department of Economics in September 2012. The post-graduate scholarship was set up in honour of Li Xiaoming, a Chinese U.N. peacekeeper who was killed in the Haiti earthquake. Mr. Li studied for a Master's in International Relations at Warwick during the 2008-2009 academic year. Read more [here](#).

Electronics

- **CBI member [Philips](#)** released its results for the second quarter, reporting comparable sales growth up 5% to €5.9 billion. Philips' Healthcare division opened its imaging systems manufacturing facilities in Pune in India and Suzhou in China, which will help enhance the company's innovation capabilities in growth geographies and drive competitiveness of its product offering in key growth market segments. In addition, Philips' Lighting division will deliver the largest-ever solar road-lighting installation in Nanyang. Philips will also provide lighting products for over 800 new Sinopec and about 80 Shell petrol stations in China. Read more [here](#).

Energy

- **CBI member [Shell](#)** signed two offshore oil and gas Production Sharing Contracts (PSCs) with CNOOC and a PSC amendment with CNPC for a new development phase for the Changbei gas field in China. Shell also entered into an agreement with CNOOC for its participation in two Shell exploration blocks offshore Gabon in West Africa. Read more [here](#).

Fashion

- **CBI member [Burberry](#)** released its first quarter trading update and interim management statement, reporting total revenue up 11% underlying to £408 million. Within its comparable store sales growth, Burberry reported strong mainline growth in the U.K., France, Germany, and Greater China. Mainland China delivered double-digit comparable growth, with particular strength in Beijing. Read more [here](#).

Healthcare

- In April, **CBI member [Owen Mumford](#)** opened a new sales office in Shanghai. Jim Zhang is the General Manager of the office, and leads a team of four employees. As its business develops, the U.K. medical device manufacturer plans to build a bigger team in Shanghai. Owen Mumford will have a strong focus on the treatment of diabetes in China. Read more [here](#).

Legal

- In June, **CBI member [Clifford Chance](#)** announced that it had advised Arla Foods on an agreement to purchase an indirect stake of approximately 6% in Hong Kong-listed China Mengniu Dairy Co. Ltd. (Mengniu), the largest dairy product manufacturer in China, for approximately US\$290 million. The purchase will make Arla the second-largest strategic shareholder in Mengniu after China National Cereals, Oils, and Foodstuffs Corporation (COFCO) and will mark the largest international cooperation in China's dairy industry to date. Arla also entered into strategic cooperation

agreements with Mengniu for the Chinese company to be its exclusive strategic partner for Arla in China and for Arla to be the exclusive source of supply of various consumer products to be imported by Mengniu into China and other selected countries. In addition, Arla will provide technical, management, marketing, and innovation advice to Mengniu in these countries. Arla and Mengniu also agreed to cooperate in the sourcing of ingredients for consumer products from each other and in investments, co-investments, or the pursuit of business opportunities in the dairy sector in Europe and China. Arla also entered into a shareholders' agreement and strategic coordination agreement with COFCO to coordinate on the development of Mengniu's dairy business in China. Read more [here](#).

- **CBI member [Eversheds](#)** announced that it had advised Guotai Junan Capital and Guotai Junan Securities (Hong Kong) on the listing of Merry Garden Holdings, a wooden leisure products company in mainland China, on the Main Board of the Hong Kong Stock Exchange, raising approximately HK\$180 million. Read more [here](#).
- In June, **CBI member [Freshfields Bruckhaus Deringer](#)** announced that it had advised China United Network Communications Group on its acquisition of a stake in China Unicom by Telefónica. Under the deal, China United Network Communications, through its wholly-owned subsidiary, agreed to acquire 4.56% of China Unicom from Telefónica for a total consideration of approximately US\$1.4 billion. Read more [here](#).
- In June, **CBI member [Herbert Smith](#)** announced that it had advised fellow **CBI member [J.P. Morgan](#)** on a key share placement in Hong Kong. The British law firm advised J.P. Morgan Securities (Asia Pacific) Ltd. as the sole bookrunner on the placement by Chen Fashu, a prominent entrepreneur in China, of up to 32,000,000 H shares in the capital of Tsingtao Brewery Co. Ltd. at a placing price of HK\$47 per share. Listed on the Main Board of the Hong Kong Stock Exchange, Tsingtao Brewery is one of China's largest beer makers. Read more [here](#).
- **CBI member [Pinsent Masons](#)** announced that it had advised Beijing Jangho Curtain Wall Co. Ltd. (Beijing Jangho) on its acquisition of an 85% stake in Sundart Holdings Ltd., a subsidiary of Hong Kong Stock Exchange-listed Sundart International Holdings Ltd. (Sundart International), for HK\$493 million (US\$40 million). Listed on the Shanghai Stock Exchange, Beijing Jangho is a large-scale provider of façade solutions. The acquisition of the fitting-out business of Sundart International forms part of Beijing Jangho's strategy to expand its business further into interior design. Read more [here](#).

Pinsent Masons also won the Global Construction Law Firm of the Year 2012 Award in the Who's Who Legal Awards, marking the fifth year in a row that the firm has won the award. Read more [here](#).

- **CBI member [Simmons & Simmons](#)** announced that it had advised China Asset Management (Hong Kong) Ltd. on the formation, SFC authorisation, and SEHK listing of ChinaAMC CSI 300 Index ETF, the world's first Renminbi Qualified Foreign Institutional Investor (RQFII) A-Share exchange traded fund (ETF). The ChinaAMC CSI 300 Index ETF seeks to track the performance of an A-Share index by channelling Renminbi (CNH) raised outside mainland China to invest directly in a

portfolio of A-shares, which replicates the performance of the underlying A-Share index. This RQFII fund broadens the range of increasingly popular RMB investment products in Hong Kong, offering Hong Kong investors an alternative channel to invest in the A-Share market. Read more [here](#).

Logistics

- **CBI member [DHL](#)** announced plans to expand its presence in the Asia-Pacific region, particularly in China. Asia-Pacific currently accounts for nearly 20% of DHL's revenues, and the company aims to raise that to approximately one-third by 2017. As part of its expansion plans in China, DHL will open the DHL Express North Asia Hub at Shanghai Pudong International Airport, which represents an investment of US\$175 million. DHL will also open the MegaHub in Hong Kong, which will enhance the company's operational efficiency and its customers' business flexibility by combining four warehouses into one. DHL's revenues in China are currently more than €4.2 billion, accounting for more than half of the company's total revenues in Asia. Read more [here](#).
- In June, **CBI member [UPS](#)** issued commercial paper denominated in China's Renminbi, creating a new financial vehicle to fund growth projects in China. The issuance, known as a CNH-denominated commercial paper transaction, totaled CNH 630 million. The transaction marked UPS as the first foreign, non-financial company to issue commercial paper in the offshore RMB market. Read more [here](#).

Mining

- De Beers, which **CBI member [Anglo American](#)** holds a 45% stake in, released its results for the first half of 2012. In downstream activities, Forevermark, the diamond brand from the De Beers Group, continued to grow, particularly in the core markets of China, Japan, India, and the U.S. De Beers' retail expansion continued, and the diamond company plans to open three new stores in mainland China before the end of the year. In the short term, De Beers expects the U.S., China, the Gulf, and Japan to account for the bulk of the growth in global diamond jewellery sales. Read more [here](#).

Power systems

- **CBI member [Rolls-Royce](#)** was selected by Hong Kong-based Cathay Pacific Airways to provide Trent XWB engines to power 10 Airbus A350-1000 aircraft. The contract, which is subject to approval by the Board of Pacific Airways, includes long-term service support. In addition, the airline will convert 16 orders for Airbus A350-900 aircraft to A350-1000s. All 26 aircraft will be powered by the higher-thrust version of the Trent XWB engine. The new higher-thrust variant will help offer increased range and capacity for the A350-1000 aircraft. Read more [here](#).

Professional services

- In June, **CBI member [Accenture](#)** was selected by Wing Lung Bank, a wholly-owned subsidiary of China Merchants Bank, to plan and oversee the implementation of its new core banking technology system as part of the bank's broad business transformation plan. Accenture will provide management consulting services to support Wing Lung's plan, which is designed to improve customer service and help drive future growth. Accenture will help the bank align its business strategy with its information technology. The new banking system will power Wing Lung Bank's deposits, loans, payments, and customer servicing as it looks to more closely integrate its operations between Hong Kong and China. Read more [here](#).
- In late June, **CBI member [Ernst & Young](#)** opened its 15th office in China in Nanjing. Demonstrating the firm's confidence in the potential of Nanjing as well as Jiangsu province, the new office will help Ernst & Young strengthen and develop its business in the key economic zone of the Yangtze River Delta. Read more [here](#).

Retail

- **CBI member [Marks & Spencer \(M&S\)](#)** released its results for its first quarter, reporting its key international markets in India and China continued to trade strongly with double-digit growth. Read more [here](#).

Software

- **CBI member [Microsoft's](#) SQL Server 2012** was selected by Super 8 Hotels (China) Co. Ltd., the partner of Super 8 Worldwide in China, to be deployed in the country. Super 8 Hotels (China) manages more than 500 opened and scheduled to be opened hotels across China. SQL Server 2012 enables the management of Super 8 Hotels (China) to analyse the performance of individual properties and its Chinese business as a whole while also determining the best growth opportunities in the region. In order to better analyse increasing customer and staff information following its expansion target of 1,000 hotels in China, Super 8 Hotels (China) deployed SQL Server 2012 to create a centralised information-sharing and business intelligence platform. Previous solutions had forced the company's management to manually gather data from each of its hotels, which was time-consuming and susceptible to human error. Super 8 Hotels (China) selected SQL Server as the security-enhanced, reliable, and cost-efficient cloud-ready solution it needed to improve its data management software, which allows its managers to collaborate with one another for business insights. Read more [here](#).