

Celebrating CBI member success in China

May 2012



Executive Summary

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- **Airbus** and its Chinese and European partners recognised the graduation of 43 students from their Aviation Safety Management Master's Programme in China. (April)
- **Alliance Boots** released its preliminary results for the year ended 31 March 2012, reporting that Guangzhou Pharmaceuticals Corporation, its joint venture in the country, continued to perform well. (May)
- **ANZ** announced plans to invest RMB 2 billion (A\$300 million) in its locally incorporated subsidiary in China to support its continued business growth in the

country. (May) ANZ also recently announced that it had received a Retail Renminbi (RMB) license from the China Banking Regulatory Commission, becoming the first Australian bank to be fully licensed to offer a wide range of RMB-related products and services to local citizens in China. (March)

- **Arup** celebrated the handover ceremony for the CCTV Headquarters in Beijing, marking the official completion of the tower's construction. (May)
- **Atkins** was commissioned to draw up the Guidelines for the Chengdu North City Regeneration project in southwestern China. (May)
- **Benoy** announced the opening of the 'Pop Corn' development, a new joint venture by Sun Hung Kai and MTR Corporation in Hong Kong. (May)
- **Boeing** announced that China Eastern Airlines agreed to buy 20 Boeing 777-300ERs (Extended Range), pending government approval. (April)
- **Burson-Marsteller** was selected by Guangzhou-based Yuexiu Property Company Ltd. to lead its branding strategy and annual communications plan as the property developer expands its footprint across China. (May) Burson-Marsteller also won a one-year retainer from Haier Group to support the annual brand communications programme for its premium brand Casarte in China. (April)
- **Cardiff University** signed agreements with Peking University and Capital Medical University, establishing the Cardiff University—Peking University Joint Cancer Institute and the Cardiff University—Capital Medical University Joint Centre for Biomedical Research. (May)
- **Clifford Chance** announced that it had advised China Resources Gas Group Ltd. (CR Gas) on its establishment of a US\$1.5 billion GMTN programme and the initial Rule 144A/Regulation S issuance under the programme of US\$750 million 4.5% notes due in 2022. (April)
- **The Coca-Cola Company** achieved strong volume growth in key emerging markets such as India (+20%), China (+9%), and Brazil (+4%) in the first quarter of 2012. (April)
- **DHL's** joint venture in China, DHL-Sinotrans, launched the first direct freighter flight between Chengdu and Hong Kong, making DHL-Sinotrans the first provider of such a service in Chengdu. (March)
- **Everything Everywhere** and its MVNA partner, Transatel, will partner with China Telecom (Europe) to launch CTEExcelbiz in the U.K., marking the first time that a Chinese telecom operator will launch MVNO services outside China. (May)
- **Ford Motor Company** continued to deliver on its ambitious growth strategy of introducing 15 new vehicles in China by 2015, unveiling four new cars at the Beijing Auto Show. (April)
- Construction launched on **Foster + Partners'** Datong Art Museum in China. (April)
- **Fuji Xerox** announced that it will reinforce its capability to develop and provide products for the Chinese market by strengthening the development functions of Fuji Xerox Shanghai Ltd., which primarily manufactures multifunction devices. (March)
- **Gatwick Airport** welcomed the launch of Air China's non-stop service from Gatwick to Beijing International Airport, which will run four times a week. (May)
- **GE** was selected by a Chinese wind power developer to supply wind turbines to the Dufferin Wind Farm in Ontario, Canada. (April)
- **GKN Driveline** has continued to expand its manufacturing footprint in China. (April)
- **GlaxoSmithKline (GSK)** performed particularly strongly in China in the first quarter of 2012, reporting sales up 27% to £163 million. (April)
- **Herbert Smith's** arbitration practice secured an important victory in a landmark

appeal against the setting aside of an arbitral award in Pacific China Holdings Ltd. vs. Grand Pacific Holdings Ltd. (May)

- **HSBC's** Global Asset Management launched the Asia Focused Income fund, which aims to offer retail investors in Hong Kong regular and sustainable income by capturing the growth potential of Asia through investing in multiple income generating assets. (May)
- **InterContinental Hotels Group (IHG)** released its results for the first quarter of 2012, reporting that Greater China continues to be IHG's strongest market, with revenue increasing 10% to US\$54 million and operating profit up 25% to US\$20 million. (May)
- **Jones Lang LaSalle** facilitated Guangzhou's largest shopping mall transaction. (May) In addition, Jones Lang LaSalle won 12 awards at the International Property Awards Asia Pacific 2012-13, which were held in Kuala Lumpur. (April)
- **King's College London** scientists, together with international colleagues, launched the Good Practice in Traditional Chinese Medicine Research Association at a conference in Leiden, the Netherlands. (April)
- **London Stock Exchange Group (LSE Group)** welcomed its first RMB-denominated bond to the Order book for Retail Bonds (ORB). Launched by **HSBC**, the bond, which raised RMB 2 billion (£196 million) at issue, is the first non-Sterling denominated bond open for on-exchange trading by private investors. (May)
- **Marks & Spencer (M&S)** released its results for the year ended 31 March 2012, reporting continued strong growth in China. (May)
- **Mott MacDonald** is acting as building services consultant to the development of the Shanghai Bund International Financial Centre in China. (May)
- **Newcastle University** and Xiamen University announced that they will open the first Confucius Institute in North East England on the Newcastle University campus. (March)
- **News Corporation** agreed to acquire a 19.9% equity stake in Bona Film Group, one of China's leading film distributors. (May)
- **Nottingham Trent University** and Chongqing University formed a new partnership for collaborative research and staff and student visits. (May)
- **Pfizer** released its results for the first quarter of 2012, reporting revenues from its Emerging Markets unit up 9% operationally in comparison to a year earlier. (May)
- **Philips** performed strongly in China in the first quarter of 2012, with sales reaching €94 million, up from €478 million a year earlier. (April)
- **Pinsent Masons** announced that it had advised China SFECO Group, a unit of Shanghai Construction Group, on the US\$80 million acquisition of a 60% stake in Zara Mining Share Company, an African joint venture company of Chalice Gold Mines Ltd. (May)
- **Rio Tinto** and Chinalco's listed subsidiary Chalco completed the formation of their joint venture to develop and operate the Simandou iron ore project in Guinea, following the completion of all Chinese regulatory approvals. (April)
- **The Royal Bank of Scotland (RBS)** launched its new Cross-Currency Notional Pooling solution for corporates in the Asia-Pacific region. (May)
- **Shell** launched its Projects & Technology (P&T) business in China, aiming to strengthen the company's local technical services and research and development (R&D) capabilities. (April)
- **Siemens** announced the launch of its Nanchang branch office, which was formerly a regional office of the company. (April)

- **Thales** was selected by Hua-Ou Aviation Training Centre to provide an Airbus A320 Full Flight Simulator (FFS). (May)
- **The University of Liverpool** announced that it will launch a dual PhD programme with National Tsing Hua University in Taiwan. (April) In additional news, a delegation of senior general practitioners (GPs) and public health specialists from China visited the University of Liverpool earlier this year to learn about health services in the U.K. and the primary care offered through GP surgeries. (February)
- **The University of Sheffield** and Nanjing University formed a new partnership that will start with the establishment of a centre focused on the field of energy-saving lighting. (May)

CBI members by sector

Architecture, design, and engineering

- **CBI member** [Arup](#) celebrated the handover ceremony for the CCTV Headquarters in Beijing, marking the official completion of the tower's construction. As part of the original design team, Arup was commissioned by the architect, OMA, to provide structural, MEP, geotechnical, and fire engineering design as well as security consulting services. The CCTV Headquarters is comprised of two towers, 234 metres tall and 194 metres tall, which lean towards each other and form a 14-storey 'L-shaped' overhang. Read more [here](#).
- **CBI member** [Atkins](#) was invited by the Chengdu North City Regeneration Leadership Office in southwestern China to deliver a seminar on urban regeneration. Atkins Urban Regeneration and Sustainability specialists delivered a number of presentations highlighting suggestions for Chengdu North City Regeneration. Following the successful seminar, the Chengdu North City Regeneration Leadership Office commissioned Atkins to draw up the Guidelines for Chengdu North City Regeneration, which will provide a strategic planning framework for the project. Read more [here](#).
- **CBI member** [Benoy](#) announced the opening of the 'Pop Corn' development, a new joint venture by Sun Hung Kai and MTR Corporation in Hong Kong. Pop Corn, short for 'Popular Corner', is a 160,000 square metre mixed-use development, comprised of retail, entertainment, hotel, and residential space, which is designed to create a new central focal point for the heart of East Hong Kong. Benoy was involved in the design concept to the construction stages of the project. Read more [here](#).
- In April 2012, construction launched at Datong Art Museum, designed by **CBI member** [Foster + Partners](#), in China. The museum will open in 2013 to represent China in the "Beyond the Building" Basel Art international tour. The 32,000 square metre venue is one of the four major new buildings within Datong New City's cultural plaza. Its centrepiece is the Grand Gallery, a 37 metres-high exhibition space in which artists will be commissioned to create large-scale works of art. Read more [here](#).
- Construction launched on the Shanghai Bund International Financial Centre in China, which **CBI member** [Mott MacDonald](#) is acting as building services consultant to. Upon completion, the development will feature a total of 420,000 square metres of new build, including a hotel, cinema, central plaza, and retail mall as well as two commercial towers. Mott MacDonald is providing all building, mechanical, electrical, heating, ventilation, air conditioning, and plumbing services as well as vertical transportation. This includes design strategy and review at all stages, preparation of design specifications, and construction stage supervision. The north plot of the development is scheduled to be completed in 2014 while the south plot is expected to be finished a year later in 2015. Read more [here](#).

Automotive

- In April, **CBI member [Ford Motor Company](#)** continued to deliver on its ambitious growth strategy of introducing 15 new vehicles in China by 2015, unveiling four new cars at the Beijing Auto Show, including the Ford Focus ST five-door hatchback and three sport utility vehicles (SUVs), the all-new EcoSport, the all-new Kuga, and the Explorer. Ford aims to take leadership in the SUV car class in the Chinese market. In addition to the four new vehicles unveiled at the exhibition, Ford also gave front stand attention to its New Focus, the China-built, sporty mid-size vehicles, which will be manufactured at Ford's new US\$500 million Chongqing 2 Plant in southwestern China. Ford also launched its 1.0-litre EcoBoost engine, the automaker's first three-cylinder engine, which features technology breakthroughs that deliver power, fuel efficiency, and low carbon emissions through turbo-charging and direct injection. The engine will be built and manufactured in China. Read more [here](#).
- **CBI member [GKN Driveline](#)** has continued to expand its manufacturing footprint in China, highlighted by the recent opening of its seventh production facility in the country. The new 13,900 square metre plant in Changchun will have the capacity to build one million sids shafts per year, and a new 10,000 square metre expansion of the plant will increase its capacity to four million sids shafts within the next five years. Forecasting vehicle production in China to reach 15 million units by 2014, GKN Driveline continues to regard China as a key growth market. The company's production capacity for constant velocity joint (CVJ) systems and all-wheel-drive (AWD) systems in China is expected to grow by 50% in the next three years. GKN is also investing RMB 94 million to expand its research and development centre in Shanghai, which will lead to the development of prototyping facilities, as well as a materials and metrology capability, to allow products to be developed for the Chinese market. Read more [here](#).

Aviation

- In late April, the Civil Aviation University of Tianjin held a ceremony to celebrate the graduation of 43 students from the Aviation Safety Management Master's Programme (ASM Master's Programme), which is jointly developed and implemented by **CBI member [Airbus](#)** and its Chinese and European partners, Civil Aviation University of China (CAUC), Ecole Nationale de l'Aviation Civile (ENAC), and Institut Supérieur de l'Aéronautique et de l'Espace (ISAE) of France. The programme provides a state-of-the-art educational tool in China to train future professionals on civil aviation safety management to the highest international standards. Graduates receive a French diploma from ENAC and ISAE, which is recognised in both France and China. Airbus' International Airworthiness Cooperation Department initiated the programme in 2001, and academic activities began in 2003. To date, approximately 450 graduates have obtained their master's degree or diploma. Supported by Airbus, the ASM Master's Programme is taught at the CAUC premises, together with ENAC and ISAE. Read more [here](#).
- In late April, **CBI member [Boeing](#)** announced that China Eastern Airlines agreed to

buy 20 Boeing 777-300ERs (Extended Range), pending government approval, as the airline plans to expand its capacity to meet growing demand in China and the Asia-Pacific region. Read more [here](#).

- **CBI member [Gatwick Airport](#)** welcomed the launch of Air China's non-stop service from Gatwick to Beijing International Airport, which will run four times a week. The Airbus A330-200 aircraft will depart Gatwick at 1300 on Mondays, Wednesdays, Fridays, and Saturdays and arrive at Beijing airport at 0620 the following day. Return journeys will leave at 0135 and arrive at Gatwick at 0550 the same day. Monday's flight will start operating from the beginning of June. Read more [here](#).

Banking and financial services

- **CBI member [ANZ](#)** announced plans to invest RMB 2 billion (A\$300 million) in its locally incorporated subsidiary in China, Australia and New Zealand Bank (China) Co. Ltd. (ANZ China), to support ANZ's continued business growth in the country. In 2010, ANZ became the first Australian bank to be locally incorporated in China. The planned capital investment, subject to regulatory approvals, will be the first since an initial investment of RMB 2.5 billion (A\$395 million), bringing its registered capital to RMB 4.5 billion (A\$695 million). ANZ China currently has six outlets in Beijing, Shanghai, Chongqing, and Guangzhou, and plans to expand its network to 20 outlets in the next five to 10 years, subject to regulatory approval. Read more [here](#).

In March, ANZ announced that it had received a Retail Renminbi (RMB) license from the China Banking Regulatory Commission, becoming the first Australian bank to be fully licensed to offer a wide range of RMB-related products and services to local citizens in China. The license means ANZ's locally incorporated subsidiary in China, ANZ China, is now able to provide all retail customers in China with local currency deposits, mortgages, bancassurance, and wealth management products and services. The retail license adds to ANZ's existing RMB-related capabilities for corporate customers. Read more [here](#).

- **CBI member [HSBC's](#)** Global Asset Management launched the Asia Focused Income fund, which aims to offer retail investors in Hong Kong regular and sustainable income by capturing the growth potential of Asia through investing in multiple income generating assets. The fund portfolio can be flexibly adjusted among various asset classes, including dividend-paying stocks, bonds, real estate investment trusts (REITS), and cash. The fund has a minimum holding of 70% in Asian income oriented assets. Read more [here](#).
- **CBI member [London Stock Exchange Group \(LSE Group\)](#)** welcomed its first RMB-denominated bond to the Order book for Retail Bonds (ORB), the London Stock Exchange's electronic platform for private investors trading fixed income securities. Launched by fellow **CBI member [HSBC](#)**, the bond, which raised RMB 2 billion (£196 million) at issue, is the first non-Sterling denominated bond open for on-exchange trading by private investors. Available in denominations of RMB 10,000 (£980) and paying an annual coupon of 2.875%, this is the first product in ORB's dedicated segment for international bond issues. Read more [here](#).

- **CBI member [The Royal Bank of Scotland \(RBS\)](#)** launched its new Cross-Currency Notional Pooling solution for corporates in the Asia-Pacific region. The solution enables corporates to efficiently aggregate operating cash positions across the region in different currencies. Corporates can do so by centralising their liquidity management strategies as well as reduce overdraft charges through the offset of credit and debit cash positions. RBS first launched the Cross-Currency Notional Pooling solution in Europe in 2008, and currently has 40 clients using the product. Following its success, RBS customised the solution for Asian corporates, which included the addition of Asian currencies. The Cross-Currency Notional Pooling solution supports 11 currencies, including offshore RMB transactions. Where required, the number of currencies can be increased. The solution allows corporates to facilitate the integration of their FX and liquidity management strategies into a single workflow. Read more [here](#).

Beverage

- In April, **CBI member [The Coca-Cola Company](#)** announced its results for the first quarter of 2012, reporting strong global volume growth of 5%, with growth across every geographic operating group. The Coca-Cola Company achieved particularly strong volume growth in key emerging markets such as India (+20%), China (+9%), and Brazil (+4%).

In China, The Coca-Cola Company continued to be impacted by its resizing to smaller packages. Importantly, these right-sizing efforts are generating strong incremental transactions, which grew 15% in the quarter. Sparkling beverage volume increased 4% in the quarter, with solid growth of 5% for brand Coca-Cola, 4% for Sprite, and 15% for Fanta. Sparkling beverage transactions saw double digit growth in the quarter, driven by the expansion of the company's 300ml PET bottle. Still beverage volume increased 16% in the quarter, with share gains for juices and juice drinks. In addition, The Coca-Cola Company's packaged water volume saw strong double digit growth in China, driven by the rollout of a new lightweight bottle. Read more [here](#).

Communications

- **CBI member [Burson-Marsteller](#)** was selected by Guangzhou-based Yuexiu Property Company Ltd. to lead its branding strategy and annual communications plan as the property developer expands its footprint across China. Burson-Marsteller China's first project for Yuexiu was to develop a creative campaign in support of Earth Hour 2012. Yuexiu will also celebrate the launch of its flagship building, the Guangzhou International Finance Centre (IFC), later this year. In addition, the Chinese firm will launch a communications programme celebrating its 30th anniversary. Yuexiu also has a number of high-end commercial and residential properties in Shenyang, Hangzhou, Wuhan, and Yantai, which are scheduled to open soon. Burson-Marsteller China will help tell Yuexiu's story to a national audience by focusing on its strong history, business strategy, and new and innovative properties. Read more [here](#).

In late April, Burson-Marsteller also won a one-year retainer from Haier Group to support the annual brand communications programme for its premium brand Casarte in China. Burson-Marsteller will also implement Casarte's communications work around its sponsorship of the Cup of China figure skating competition. The firm's team of branding and luxury communications professionals will work with Casarte to increase awareness and preference of the brand among high-end home goods buyers in China. Read more [here](#).

Document processing

- **CBI member [Fuji Xerox](#)** announced that it will reinforce its capability to develop and provide products for the Chinese market by strengthening the development functions of Fuji Xerox Shanghai Ltd., which primarily manufactures multifunction devices. To do so, Fuji Xerox has launched an education programme to increase its product development workforce in China from 30 to 70 people by 2013. In addition, Fuji Xerox established the China Office within its sales company Fuji Xerox (China) Ltd. to handle operations such as quality control, technical support, marketing, and intellectual property issues. Read more [here](#).

Education

- **CBI member [Cardiff University](#)** signed agreements with two of China's leading medical research centres, Peking University and Capital Medical University. The first agreement established the Cardiff University—Peking University Joint Cancer Institute, which will be based at Cardiff's School of Medicine, Peking University's School of Oncology, and Peking Cancer Hospital. Projects at the new institute will include cancer diagnosis, metastasis, new technologies, and clinical trials. The second agreement created the Cardiff University—Capital Medical University Joint Centre for Biomedical Research. The new centre will be jointly hosted by Cardiff and Capital Medical University, and will create opportunities for research in a number of medical fields. The initial focus will be on cancer research and infectious and immunological diseases, while the scope could expand to include areas such as neurology, dentistry, nursing, and tissue repair in the future. Read more [here](#).
- In April, scientists from **CBI member [King's College London](#)**, together with international colleagues, launched the Good Practice in Traditional Chinese Medicine Research Association at a conference in Leiden, the Netherlands. The new association will carry on the legacy and missions of the King's-led Good Practice in Traditional Chinese Medicine consortium, the E.U.'s first dedicated effort to coordinate traditional Chinese medicine (TCM) research, which is funded by the European Commission under its 7th Framework Programme (FP7). Read more [here](#).
- In March, **CBI member [Newcastle University](#)** and Xiamen University announced that they will open the first Confucius Institute in North East England on the Newcastle University campus. Scheduled to open this year, the new centre will be dedicated to promoting Chinese language and culture. Approximately 2,000 Chinese students are currently studying at Newcastle University. Read more [here](#).

- **CBI member** [Nottingham Trent University](#) and Chongqing University in southwestern China formed a new partnership for collaborative research and staff and student visits. The agreement was arranged through Nottingham Trent University's School of Education, and three professors from Chongqing University recently visited Nottingham to finalise the partnership. Read more [here](#).
- In April, **CBI member** [The University of Liverpool](#) announced that it will launch a dual PhD programme with National Tsing Hua University in Taiwan. The two universities are setting up 10 PhD scholarships in medicine and engineering, which will enable students to spend at least 12 months at each institution. The scholarships, beginning in October 2012, will provide tuition fees for a five-year PhD programme. The agreement is designed to establish a long-term research relationship between National Tsing Hua University and the University of Liverpool. Read more [here](#).

In additional news, a delegation of senior general practitioners (GPs) and public health specialists from China visited the University of Liverpool in February to learn about health services in the U.K. and the primary care offered through GP surgeries. The group of 18 directors and leaders from the Jing'an Health Bureau in Shanghai spent two weeks in Liverpool. Read more [here](#).

- **CBI member** [The University of Sheffield](#) and Nanjing University formed a new partnership that will start with the establishment of a centre focused on the field of energy-saving lighting. While specialising in wide-bandgap semiconductor optoelectronics, the centre will also research next generation information storage, ultra-high resolution displays, next generation biomedical instruments, and environmental protection. The University of Sheffield has already secured nearly £500,000 worth of funding from a Local Engagement Grant, supported by the European Physical Science Research Council to partly support the establishment of the joint research centre. Read more [here](#).

Electronics

- In April, **CBI member** [ABB](#) announced that it will support China National Electric Engineering Company in building the largest thermal power plant in Southeast Asia, the Hongsa power plant project in Laos, by providing core solutions and equipment for the power plant automation control system used in the project. China National Electric Engineering Company is the EPC contractor of the project. According to the contract, ABB will supply the Hongsa power plant with its state-of-the-art DCS Symphony Plus for plant automation control, and it will be in charge of the design, engineering, training, and commissioning of the system. Launched in 2011, the Hongsa power plant project is the largest cooperative construction project between Thailand and Laos. When it is put into operation in 2015, most of the electricity will be distributed to the State Grid of Thailand, with the rest for the State Grid of Laos. Read more [here](#).
- In late April, **CBI member** [Philips](#) released its results for the first quarter of 2012, reporting sales of €5.608 billion, up from €5.257 billion in the same period a year

earlier. Philips performed strongly in China in the first quarter, with sales reaching €594 million, up from €478 million a year earlier. Philips' Healthcare business demonstrated its imaging systems leadership position and innovation progress in China by achieving a major milestone, having received more than 100 purchase orders for its Brilliance 256-slice iCT scanner since the introduction of the state-of-the-art system in the region. In addition, Philips' Consumer Lifestyle business strengthened its market share leadership in home air purifiers in China. Read more [here](#).

- In late April, **CBI member [Siemens](#)** announced the launch of its Nanchang branch office, which was formerly a regional office of the company. The branch demonstrates Siemens' confidence in the market in Jiangxi province and its long-term commitment to the local economy. Read more [here](#).
- **CBI member [Thales](#)** was selected by Hua-Ou Aviation Training Centre, a joint venture between fellow **CBI member [Airbus](#)** and China Aviation Supplies Holding Company, to provide an Airbus A320 Full Flight Simulator. This A320 FFS, which will be installed and ready for training before the end of this year, will be the first Thales latest generation RealitySeven FFS product to enter service in Hua-Ou and in China. It will be the third Thales-built A320 FFS to enter service in Hua-Ou as the expansion of the Hua-Ou A320 simulator fleet reflects the increasing training needs to sustain the growing number of A320 aircraft in operation in China and Southeast Asia. Read more [here](#).

Energy

- In April, **CBI member [Shell](#)** launched its Projects & Technology (P&T) business in China, aiming to strengthen the company's local technical services and research and development (R&D) capabilities. Shell's P&T efforts in China will be led by a team of senior executives based in the country. The launch of P&T China was accompanied by the move to China of Shell's Global Gasification unit and an Unconventional Gas and Coalbed Methane Centre, which joins Shell's Lubricants Technical Service Centre that opened in August 2011 in Zhuhai, Guangdong province.

Shell is making good progress in all of its businesses currently operating in China, particularly in upstream areas such as onshore gas and downstream areas including lubricants. Shell is already collaborating with CNPC on a number of shale gas, tight gas, and coal bed methane projects. China is also the number one market for Shell's premium Shell Helix and Shell Rimula lubricants. In addition to its Lubricants Technical Service Centre, Shell has also signed a lubricants R&D agreement with Tsinghua University. Read more [here](#).

Hospitality

- **CBI member [InterContinental Hotels Group \(IHG\)](#)** released its results for the first quarter of 2012, reporting global revenue per available room (RevPAR) up 7% and continued outperformance in Greater China and the U.S. Greater China continues to be IHG's strongest market, with revenue increasing 10% to US\$54 million and

operating profit up 25% to US\$20 million. IHG signed nine hotels (2,716 rooms) in Greater China in the quarter, including five Crowne Plaza hotels, taking the pipeline for the brand in the region to 58 hotels (21,671 rooms). IHG opened three hotels (714 rooms) in the quarter, including Hotel Indigo Xiamen Harbour, the company's second hotel for the brand in Greater China. In April, IHG opened a further three hotels (2,232 rooms), including the Holiday Inn Macau Cotai Central (1,224 rooms), which is the largest Holiday Inn in the world. IHG also launched HUALUXE Hotels and Resorts in March as the first upscale, international hotel brand designed for the Chinese consumer. The first hotel is expected to open by 2014.

IHG's Greater China system and pipeline currently stand at record levels, with 170 hotels (55,871 rooms) open and a further 155 hotels (51,742 rooms) expected to open over the next three to five years, accounting for 30% of IHG's global pipeline. Read more [here](#).

Legal

- In late April, **CBI member [Clifford Chance](#)** announced that it had advised China Resources Gas Group Ltd. (CR Gas) on its establishment of a US\$1.5 billion GMTN programme and the initial Rule 144A/Regulation S issuance under the programme of US\$750 million 4.5% notes due in 2022. Listed on the Hong Kong Stock Exchange, CR Gas is principally engaged in the city gas distribution business, including piped natural gas or petroleum gas distribution and operating compressed natural gas (CNG) filling stations in mainland China. Read more [here](#).
- **CBI member [Herbert Smith's](#)** arbitration practice secured an important victory in a landmark appeal against the setting aside of an arbitral award in Pacific China Holdings Ltd. vs. Grand Pacific Holdings Ltd. The Hong Kong Court of Appeal unanimously upheld the appeal by Herbert Smith's client, Grand Pacific Holdings Ltd., against the setting aside of an arbitral award in its favour by the Hong Kong Court of First Instance. Read more [here](#).
- **CBI member [Pinsent Masons](#)** announced that it had advised China SFECO Group, a unit of Shanghai Construction Group, on the US\$80 million acquisition of a 60% stake in Zara Mining Share Company, an African joint venture company of Chalice Gold Mines Ltd. Based in Eritrea, Chalice Gold is an East African-focused company, which has been developing the high grade Koka Gold Deposit as part of the Zara Project. Read more [here](#).

Logistics

- In March, **CBI member [DHL's](#)** joint venture in China, DHL-Sinotrans, launched the first direct freighter flight between Chengdu and Hong Kong, making DHL-Sinotrans the first provider of such a service in Chengdu. Under an exclusive charter arrangement with Yangtze River Express Ltd., a Chinese all-cargo airline, DHL-Sinotrans has booked all of the capacity of a B737-300F freighter, which will fly five rotations per week between Hong Kong and Chengdu. The flight serves Chengdu and

other economic centres in southwestern China such as Chongqing, Kunming, and Guiyang, strengthening the connection between these cities and the 220 countries and territories covered through the DHL global network. Read more [here](#).

Media

- **CBI member [News Corporation](#)** agreed to acquire a 19.9% equity stake in Bona Film Group, one of China's leading film distributors, directly from Dong Yu, Bona's Founder, Chairman, and CEO. Bona highlighted how News Corporation's wide global presence, investment, and distribution will help it accelerate the expansion of its global footprint while News Corporation emphasised how the rapid growth of China's film market and Bona's market leadership, value proposition, and strong growth potential make the company an attractive investment. Read more [here](#).

Mining

- In late April, **CBI member [Rio Tinto](#)** and Chinalco's listed subsidiary Chalco completed the formation of their joint venture to develop and operate the Simandou iron ore project in Guinea, following the completion of all Chinese regulatory approvals. A consortium led by Chalco made an earn-in payment of US\$1.35 billion, in line with an agreement reached with Rio Tinto in March 2010. Rio Tinto and the Chalco consortium now hold a 53% and 47% interest, respectively, in the joint venture, which translates into a 50.53% and 44.65% interest in the Simandou project. The International Finance Corporation holds the remaining 5%. The Government of Guinea retains its options for participation in the project, and is expected to take up its first share in the near future. Read more [here](#).

Pharmaceutical

- **CBI member [Alliance Boots](#)** released its preliminary results for the year ended 31 March 2012, reporting revenue up 18.4% to £23 billion and underlying profit after tax up 10.2% to £693 million. Alliance Boots continued to grow strongly in China as Guangzhou Pharmaceuticals Corporation, its joint venture in the country, made several acquisitions during the year to strengthen its position in key regional provinces. The joint venture performed well with good revenue growth, margin management, and control over costs, enabling the business to significantly improve profitability. Read more [here](#).
- In late April, **CBI member [GlaxoSmithKline \(GSK\)](#)** released its results for the first quarter of 2012, reporting group sales growth of 2% and a core operating profit of £2.1 billion, up 3%. GSK performed particularly strongly in China, with sales up 27% to £163 million. Read more [here](#).
- **CBI member [Pfizer](#)** released its results for the first quarter of 2012, reporting revenues from its Emerging Markets unit up 9% operationally in comparison to a year earlier. The strong performance was primarily due to continued volume growth across

the product portfolio, particularly in China, Russia, and Mexico, as a result of more focused, targeted promotional efforts for key products. Pfizer's Nutrition unit revenues increased 8% operationally compared to a year earlier, driven by the continued benefits from successful new product launches, increased promotional activities, and overall strength in key markets, most notably China. Read more [here](#).

Real estate

- **CBI member [Jones Lang LaSalle](#)** facilitated Guangzhou's largest shopping mall transaction when China Overseas' Everbright Mall, for which Jones Lang LaSalle is the Sole Leasing Agent and Retail Asset Manager, was sold to Pramerica Real Estate Investors for US\$318 million. Located in Guangzhou's Haizhu District, Everbright Mall serves approximately 300,000 local residents, and is comprised of high-end retail space as well as a supermarket, a cinema, and restaurants. Read more [here](#).

In late April, Jones Lang LaSalle won 12 awards at the International Property Awards Asia Pacific 2012-13, which were held in Kuala Lumpur. The firm won the five star 'Best Property Consultancy' award in nine countries across the region, including China, and highly commended awards in a further three countries. Read more [here](#).

Renewable energy

- In April, **CBI member [GE](#)** was selected by a Chinese wind power developer to supply 31 of its 1.6-100 wind turbines and 18 of its 2.75-103 wind turbines to the Dufferin Wind Farm in Ontario, Canada. The new wind project is being developed by Long Yuan Canada Renewables Ltd., a subsidiary of China Long Yuan Power Generation (CLYPG), the country's largest wind power developer. The GE wind turbines will be shipped to the project in 2013, with commercial operation expected to begin in 2014. CLYPG will be the first customer in Ontario to receive GE's 1.6-100 wind turbine, which is the world's most efficient wind turbine in its class. Read more [here](#).

Retail

- **CBI member [Marks & Spencer \(M&S\)](#)** released its results for the year ended 31 March 2012, reporting international sales up 5.8%. The U.K. retailer's key priority markets of India, China, and Hong Kong saw strong growth, driven by good like-for-like growth and new space. In China, its Shanghai stores continued to perform strongly, and M&S currently has seven stores in the city, having opened three new ones this year. Its Hong Kong stores also continued to perform well, and the retailer opened one new store in the city. Read more [here](#).

Telecommunications

- China Telecom (Europe) announced that it will partner with **CBI member [Everything Everywhere](#)** and its MVNA partner, Transatel, to launch CTEExcelbiz in the U.K.,

making it the first Chinese telecom operator to launch MVNO services outside China. Targeting Chinese residents and visitors to the U.K., CTEExcelbiz will run on the Everything Everywhere network, and will offer customers access to the biggest 3G network in the U.K. CTEExcelbiz is a tailored Pay-As-You-Go mobile service aiming at meeting the specific communication requirements of the U.K.'s Chinese population. To cater for the specific needs of its customer base, CTEExcelbiz will offer: Chinese language voicemail services, a bilingual Chinese-English customer service hotline and website, unlimited free calls among CTEExcelbiz users, and low-cost bundles at highly competitive rates. Read more [here](#).

CBI Beijing
May 2012