

Celebrating CBI member success in China

October 2012



Executive summary

- **Allen & Overy** announced that it had advised on the largest-ever financing for a private sector Chinese company. (October) Read more [here](#).
- **Arup** held its first Penguin Pool event in Shanghai, which was attended by more than 200 guests across various industries. (October) Read more [here](#).
- **BAA** released its traffic figures for September 2012, reporting its China passenger numbers increased 5.9%. (October) Read more [here](#).
- **Bentley Motors** released its results for the year up to the end of September, reporting sales in China up 26% with 1,525 vehicles delivered. (October) Read more [here](#).
- **Boeing's** new technology centre with Commercial Aircraft Corporation of China (COMAC) announced that Hangzhou Energy Engineering and Technology Co. Ltd. (HEET) will conduct the centre's first research project, which will focus on ways to convert discarded cooking oil into a component of sustainable aviation biofuel. (October) Read more [here](#).
- **Cardiff University** announced that its Confucius Institute will develop new initiatives in 2013 to build closer partnerships and promote greater collaboration between the

- University and China. (October) Read more [here](#).
- **Clifford Chance** announced that it had advised on the largest RMB-denominated sukuk. (October) Read more [here](#).
 - **The Coca-Cola Company** announced that its China business delivered 2% volume growth in the quarter and 6% growth year-to-date. (October) Read more [here](#).
 - **Deloitte** announced its results for the fiscal year ending 31 May 2012, reporting Deloitte China's revenues experienced double-digit growth. (September) Read more [here](#).
 - **DHL** announced that it is providing logistics services for two of Huawei's European Supply Centres in Hungary. (October) Read more [here](#).
 - **Diageo** announced the launch of John Walker & Sons Voyager, a luxury yacht which set sail from Shanghai in September and will journey throughout the Asia-Pacific region, traveling to mainland China, Taiwan, Hong Kong, the Philippines, Vietnam, Thailand, Singapore, and India. (September) Read more [here](#).
 - **Ford Motor Company** announced that Ford China set a market-share record in the third quarter of 2012. (October) Read more [here](#).
 - **Fuji Xerox** released its Sustainability Report 2012, which included details on the company's strong sustainability programme in China. (September) Read more [here](#).
 - **Gatwick Airport** reported that new Asian carriers flying passengers to Beijing, Seoul, and Vietnam contributed significantly to its September traffic increase. (October) Read more [here](#).
 - **GE** announced that GE Capital Aviation Services Ltd. (GECAS), the commercial aircraft leasing and financing arm of GE, had delivered two new Boeing 737-800s to China Eastern Airlines. (October) Read more [here](#).
 - **GKN** broke ground on Shanghai GKN Driveshaft Co. Ltd. (SDS) Wuhan Plant II, marking another milestone in the strategy of SDS to expand its footprint across China. (August) Read more [here](#).
 - **HSBC** boosted its green practices in Hong Kong by providing a cash incentive to customers for its eStatement and eAdvice Service. (September) Read more [here](#).
 - **IHG** announced its first set of signings for the new HUALUXE Hotels and Resorts brand. (August) Read more [here](#).
 - **Jaguar Land Rover (JLR)** announced that it sold 6,124 vehicles in China in September, up 51% compared to the same month last year. (October) Read more [here](#).
 - **Jones Lang LaSalle** received the Gold Certification of the Leadership in Energy and Environmental Design for Commercial Interiors (LEED-CI) for its new office in Guangzhou. (October) Read more [here](#).
 - **Nike** released its results for its fiscal 2013 first quarter, reporting its divisional revenue in Greater China across footwear, apparel, and equipment reached US\$572 million, up 8% compared to the same period a year earlier. (September) Read more [here](#).
 - **Norton Rose** announced that it had advised Sunac China Holdings Ltd., a residential and commercial property developer in China, on its issuance of New York law governed high yield notes of US\$400 million. (October) Read more [here](#).
 - **Pearson** released its results for the first nine months of 2012, reporting sustained momentum in English language schools in China. (October) Read more [here](#).
 - **Philips' Healthcare and Lighting divisions** continued to perform strongly in China during the third quarter of 2012. (October) Read more [here](#).
 - **Rolls-Royce** was awarded a contract by China Guangdong Nuclear Power Corporation (CGNPC) to supply its Spinline™ digital safety instrumentation and control technology for the modernisation programme of the Ling Ao nuclear power

- plant. (October) Read more [here](#).
- **The Scotch Whisky Association** announced that Scotch whisky exports to Taiwan reached £80 million in the first half of this year, up 14% over the same period last year. (October) Read more [here](#).
 - **SABMiller** released an update on trading during the first six months ended 30 September 2012, reporting lager volumes in the Asia-Pacific region grew by 5% on an organic basis while reported volumes grew by 17%, reflecting the acquisition of Foster's and other acquisitions in China. (October) Read more [here](#).
 - **Standard Chartered** opened a branch office in Changsha, marking the bank's 22nd branch and 88th outlet in China. (July) Read more [here](#).
 - **UBM** announced that UBM Sinoexpo had acquired the Winexpo tradeshow from Shanghai Golden Commercial Exhibition Co. Ltd. (July) Read more [here](#).
 - **Unilever** released its results for the third quarter of 2012, reporting that the investments to build its businesses were delivering good results in China and that it had won awards for diversity in the country. (October) Read more [here](#).
 - **The University of Aberdeen** presented a specially commissioned tartan to the University of Hong Kong as it celebrates its centenary. (October) Read more [here](#).
 - **UPS** announced a significant expansion of its global healthcare distribution facility network in the Asia-Pacific region, with the opening of three new facilities in Hangzhou, Shanghai, and Sydney. (October) Read more [here](#).

CBI members by sector

Airport services

- **CBI member [BAA](#)** released its traffic figures for September 2012, reporting that nearly 9.2 million passengers passed through its five airports during the month. BAA's China passenger numbers increased 5.9%. Read more [here](#).
- **CBI member [Gatwick Airport](#)** released its traffic figures for September 2012, reporting passenger numbers up 2.4%, with over 80,000 more passengers flying from Gatwick compared to the previous year. According to Gatwick, new Asian carriers flying passengers to Beijing, Seoul, and Vietnam contributed over 20% to the September traffic increase. Read more [here](#).

Architecture and design

- **CBI member [Arup](#)** held its first Penguin Pool event in Shanghai, which was attended by more than 200 guests across various industries. The event focused on rethinking the interactive experience of art and design. The Penguin Pool is a global series of parties presented by Arup, and Shanghai is the 10th city to host a Penguin Pool event. Read more [here](#).

Automotive

- **CBI member [Bentley Motors](#)** released its results for the year up to the end of September, reporting a 25% increase in global sales with 5,969 vehicles delivered to customers. In China, Bentley's deliveries were up 26% with 1,525 cars delivered. Read more [here](#).
- **CBI member [Ford Motor Company](#)** released its results for the third quarter of 2012, reporting a record third quarter pre-tax profit of US\$2.2 billion, up US\$200 million over the third quarter last year. Ford Asia Pacific Africa and Ford China set market-share records in the third quarter as the company began to benefit from increased capacity and strong sales of the recently launched Focus in China and Ranger pickup in the region. Read more [here](#).
- In August, **CBI member [GKN](#)** broke ground on Shanghai GKN Driveshaft Co. Ltd. (SDS) Wuhan Plant II, marking another milestone in the strategy of SDS to expand its footprint across China. Located in the Wuhan Economic and Technical Development Zone, Wuhan Plant II covers approximately 83,333 square metres, with a total investment of RMB 1 billion. Read more [here](#).
- **CBI member [Jaguar Land Rover \(JLR\)](#)** announced that it achieved its best-ever September retail sales, with sales up in all major markets. JLR sold 36,907 vehicles in September, up 22% compared to the same month last year. In China, JLR sold 6,124

vehicles in September, up 51% compared to the same month last year. In the calendar year to date, JLR has sold 53,186 vehicles in China, up 81% compared to the same period in 2011. Read more [here](#).

Aviation

- **CBI member [Boeing's](#)** new technology centre with Commercial Aircraft Corporation of China (COMAC) announced that Hangzhou Energy Engineering and Technology Co. Ltd. (HEET) will conduct the centre's first research project. HEET will focus on ways to convert discarded cooking oil into a component of sustainable aviation biofuel at the Boeing-COMAC Aviation Energy Conservation and Emissions Reduction Technology Centre, which is based at COMAC's new Beijing Aeronautical Science and Technology Research Institute (BASTRI). The project aims to identify contaminants in waste cooking oil and processes that may treat and clean it for use as jet fuel. The focus of the project for the first year will be to demonstrate the feasibility of achieving significant cost reductions by converting waste cooking oil and other waste oils into jet fuel through the improvement of conversion efficiency and associated technology. Read more [here](#).
- **CBI member [GE](#)** announced that GE Capital Aviation Services Ltd. (GECAS), the commercial aircraft leasing and financing arm of GE, had delivered two new Boeing 737-800s to China Eastern Airlines. The deliveries were completed in July and September. Read more [here](#).

Banking and financial services

- In September, **CBI member [HSBC](#)** announced that it is offering a cash reward of HK\$20 to customers who register for its eStatement and eAdvice Service during a promotion period from 01 October to 31 December 2012. The move marks a bid by HSBC to encourage greater adoption of its paperless statement service to support environmental protection. Over 70% of HSBC Personal Banking customers have already registered for the service since October 2009 when the eStatement and eAdvice Service was launched. HSBC's initiative has since saved more than 214 million pieces of paper, or the equivalent of 17,000 trees. Read more [here](#).
- In July, **CBI member [Standard Chartered](#)** opened a branch office in Changsha, marking the bank's 22nd branch and 88th outlet in China. The launch of the Changsha branch signifies Standard Chartered's high attention to the financial markets in China's central region and its long-term commitment to the country. Read more [here](#).

Beverage

- **CBI member [The Coca-Cola Company](#)** released its third quarter and year-to-date results, reporting strong global volume growth of 4% in the quarter and 5% growth in the year-to-date. Coca Cola's China business delivered 2% volume growth in the quarter and 6% growth year-to-date. Read more [here](#).

- In September, **CBI member [Diageo](#)** announced the launch of John Walker & Sons Voyager, a luxury yacht which set sail from Shanghai in September and will journey throughout the Asia-Pacific region, traveling to mainland China, Taiwan, Hong Kong, the Philippines, Vietnam, Thailand, Singapore, and India. The journey will commemorate the history and heritage of John Walker & Sons as well as celebrate the launch of the new triple malt John Walker & Sons Odyssey. Read more [here](#).
- **CBI member [SABMiller](#)** released an update on trading during the first six months ended 30 September 2012, reporting lager volumes in the Asia-Pacific region grew by 5% on an organic basis while reported volumes grew by 17%, reflecting the acquisition of Foster's and other acquisitions in China. In China, lager volumes grew by 4% on an organic basis, with marginally slower growth in the second quarter due to a volume decline in Sichuan. In other provinces, growth rates remained broadly in line with the first quarter. Read more [here](#).
- **CBI member [The Scotch Whisky Association](#)** announced that Scotch whisky exports maintained their value at £1.8 billion in the first half of 2012. Scotch whisky exports to Asia remained steady, with Taiwan performing particularly well. Scotch whisky exports to Taiwan reached £80 million in the first half of this year, up 14% over the same period last year. Read more [here](#).

Consumer goods

- **CBI member [Unilever](#)** released its results for the third quarter of 2012, reporting underlying sales growth of 5.9%, with emerging markets up 12.1%. In China, Unilever reported that the investments to build its businesses were delivering good results. In addition, Unilever won awards for diversity in the country. Read more [here](#).

Document processing

- In September, **CBI member [Fujix Xerox](#)** released its Sustainability Report 2012, which included details on the company's strong sustainability programme in China. China highlights included:
 - Fuji Xerox China will assign procurement personnel with basic CSR training to carry out on-site visits of all places of business of its suppliers in China (including those of Japanese companies in China).
 - Fuji Xerox China decided to produce free-of-charge, large-font textbooks for students with low vision in Beijing and committed to the programme for a three-year period starting in 2010. The company hopes to expand its activities beyond Beijing by calling on the participation of Fuji Xerox China's business entities in Shanghai and other areas where there is demand.

Read more [here](#).

Education

- **CBI member [Cardiff University](#)** announced that its Confucius Institute will develop new initiatives in 2013 to build closer partnerships and promote greater collaboration between the University and China. A high-level delegation of key educational figures from China visited Cardiff University to discuss ways of strengthening existing links and establishing new ones. Read more [here](#).
- **CBI member [Pearson](#)** released its results for the first nine months of 2012, reporting sales in its International Education business up 13% after nine months. Pearson's digital and services businesses continued to grow, with sustained momentum in English language schools in China. Read more [here](#).
- **CBI member [The University of Aberdeen](#)** presented a specially commissioned tartan to the University of Hong Kong as it celebrates its centenary. The registered tartan also celebrates the historic links between the two universities and the collaboration that will continue in the next century. The historic connection between the two institutions dates back to the founding of the Hong Kong College of Medicine by Sir Patrick Manson, a graduate of the University of Aberdeen, in 1887. Read more [here](#).

Electronics

- **CBI member [Philips](#)** released its results for the third quarter of 2012, reporting comparable sales growth up 5% to €6.1 billion. In China, Philips' Healthcare division reinforced its strong position in the premium segment. Philips received clearance from China's State Food and Drug Administration (SFDA) to market its Ingenia 1.5T and 3.0T MRI systems. In addition, Philips' first Big Bore PET/CT was installed in China's Shandong Tumor Hospital. Philips' Lighting division lit up Guangxi's sports centre and the Pu Wan Bridge in Dalian. Philips also provided LED solutions for a 22 kilometre tunnel project in Dantong, saving up to 40% on energy consumption. Read more [here](#).

Hospitality

- In August, **CBI member [InterContinental Hotels Group \(IHG\)](#)** announced its first set of signings for the new HUALUXE Hotels and Resorts brand. Eight management contracts have been signed since the brand launch earlier this year, including hotels in Beijing and Shanghai as well as six emerging business and leisure destinations across China. Read more [here](#).

Legal

- **CBI member [Allen & Overy](#)** announced that it had advised China Development Bank Hong Kong branch on a senior debt facility of US\$1 billion to Alibaba Group, China's largest e-commerce company, for its initial repurchase of shares from Yahoo!, which

was valued at approximately US\$7.1 billion. Of this, Yahoo! received approximately US\$6.3 billion in cash and US\$800 million in preference shares in Alibaba Group. China Development Bank Hong Kong branch was the only Chinese bank which provided the senior financing, alongside eight other international banks which together provided a parallel senior debt facility of US\$1 billion to Alibaba Group in support of the transaction. Read more [here](#).

- **CBI member [Clifford Chance](#)** announced that it had advised Bank of America Merrill Lynch, CIMB, and HSBC as joint lead managers on Axiata Group Berhad's RMB 1 billion sukuk issuance, the largest RMB-denominated sukuk and the second-to-date to be issued in the dim sum bond market. The sukuk are listed on Bursa Malaysia Securities Berhad and the Singapore Stock Exchange. Read more [here](#).
- **CBI member [Norton Rose](#)** announced that it had advised Sunac China Holdings Ltd., a residential and commercial property developer in China, on its issuance of New York law governed high yield notes of US\$400 million. Read more [here](#).

Logistics

- **CBI member [DHL](#)** announced that it is providing logistics services for two of Huawei's European Supply Centres in Hungary. As a result of its partnership with Huawei, DHL Supply Chain has created 80 new jobs and enlarged its warehouse capacity in Biatorbágy by 10,000 square metres. Read more [here](#).
- **CBI member [UPS](#)** announced a significant expansion of its global healthcare distribution facility network in the Asia-Pacific region, with the opening of three new facilities in Hangzhou, Shanghai, and Sydney. The new facilities, together with UPS's existing healthcare facility in Singapore, will serve both multinational and regional healthcare manufacturers' distribution needs across the Asia-Pacific region. Representing nearly 35,000 square metres of distribution space, the new facilities are specially designed to meet the needs of pharmaceutical, biotech, and medical device companies. UPS's new Hangzhou facility is designed to support the increasing number of pharmaceutical companies that are locating manufacturing operations in China, while the company's new Shanghai facility will focus on meeting the needs of the medical device market. Read more [here](#).

Media

- In July, **CBI member [UBM](#)** announced that UBM Sinoexpo, the joint venture company between UBM Asia and Shanghai Sinoexpo International Exhibition Ltd., had acquired the Winexpo tradeshow from Shanghai Golden Commercial Exhibition Co. Ltd. First launched in 2005, Winexpo focuses on serving the fast-growing wine market in China, and is held in May and November each year in Shanghai. Beginning in 2013, Winexpo will be co-located with UBM's existing tradeshow Hotelex Shanghai, China's leading show for hotel supplies and equipment. The event's founder, Yang Jianzhuang, will remain with the business as a consultant and a joint organiser. Winexpo will be managed by Shanghai UBM Sinoexpo. Read more [here](#).

Power systems

- **CBI member [Rolls-Royce](#)** was awarded a contract by China Guangdong Nuclear Power Corporation (CGNPC) to supply its Spinline™ digital safety instrumentation and control technology for the modernisation programme of the Ling Ao nuclear power plant. The contract covers the modernisation of the Neutron Instrumentation Systems for reactor units 1 and 2 of the Ling Ao Power Plant. Rolls-Royce provides safety-critical instrumentation and control systems to 70% of China's civil nuclear reactors. Read more [here](#).

Professional services

- In September, **CBI member [Deloitte](#)** announced its results for the fiscal year ending 31 May 2012, reporting revenues up 8.6% to US\$31.3 billion. The results marked Deloitte's highest revenues ever. In the Asia-Pacific region, Deloitte's revenues increased 16.3%, making it the fastest-growing region for the eighth consecutive year. Half of the member firms in the region, including Deloitte China, experienced double-digit growth. Read more [here](#).

Real estate

- **CBI member [Jones Lang LaSalle](#)** received the Gold Certification of the Leadership in Energy and Environmental Design for Commercial Interiors (LEED-CI) for its new office in Guangzhou, which occupies 1,112 square metres of the Guangzhou International Finance Centre. Jones Lang LaSalle Guangzhou ranks among the less than 135 gold-or-above LEED certifications granted in the Asia-Pacific region to date, of which only 48 projects were awarded in mainland China. Read more [here](#).

Sportswear

- In September, **CBI member [Nike](#)** released its results for its fiscal 2013 first quarter, reporting revenues up 10% to US\$6.7 billion. In Greater China, Nike's divisional revenue across footwear, apparel, and equipment reached US\$572 million, up 8% compared to the same period a year earlier. Read more [here](#).

CBI Beijing
October 2012