

CBI China: Member successes in **July 2011**

(Grouped by sector)



Automotive

- **CBI member [Jaguar Land Rover](#)** announced that it sold 48% more vehicles in China in the first half of 2011 compared to the same period one year earlier. The British luxury automaker reported sales of 18,598 units in the country between January and June, up from 12,472 units a year ago. Land Rover sold 16,322 units, up 50%, while Jaguar sold 2,186 units, up 44%. Read more [here](#).
- **CBI member [Fiat](#)** plans to expand its dealership network in China by around 60 dealers by September 2012, raising the number of its dealers from the current 40 to around 100 by next fall. Read more [here](#).

Banking, Financial and Professional Services

- **CBI member [The Carlyle Group](#)** announced that it has raised 3.2 billion RMB (\$495 million) for its projected five billion RMB China fund, known as Beijing Carlyle Investment Center L.P. Launched last year, the fund has now become the first foreign fund to be registered with the National Development and Reform Commission (NDRC). The registration opens the fund to a wider pool of investors. Read more [here](#).

- **CBI member [KPMG](#)** and the University of Sydney's new China Studies Centre signed a research Memorandum of Understanding (MoU) to create unique business intelligence reports for engaging with China. The partnership will focus on enhancing research on the Chinese economy and its impact on Australia, bilateral trade and investment and opportunities to deepen business-to-business and business-to-government engagement between the two countries. Under the agreement, KPMG and the University of Sydney will pool research and insights from the corporate sector and from academic research on specific trade and investment-related topics, both inbound to Australia and outbound to China. Read more [here](#).
- **CBI member [HSBC](#)** obtained approval from Chinese regulatory authorities for membership of the Shanghai Futures Exchange, becoming the first foreign bank allowed access to China's gold futures market. Read more [here](#).

Education

- **CBI member [Coventry University](#)** signed a Memorandum of Understanding (MoU) with the Shanghai Automotive Industry Corporation (SAIC), which makes Coventry University the primary academic partner of SAIC in the UK, and will see the two organisations collaborate on a range of advanced engineering R&D projects. The projects will have a strong focus on technology development and professional training, allowing the partnership to fully utilise Coventry University's considerable engineering and managerial expertise. In addition, the new agreement will provide Coventry University students with the opportunity to work on projects with SAIC and attend guest lectures delivered by members of SAIC's advanced engineering team. Read more [here](#).

Energy

- **CBI member [INEOS](#)** completed its deal to form trading and refining joint ventures with PetroChina. On 01 July, PetroChina completed its acquisition of a 50% stake in the European refining business of INEOS for £622 million (\$1 billion). The joint ventures formed under the deal will include trading and refining activities at INEOS' Grangemouth refinery in Scotland and Lavéra refinery in France. Read more [here](#).

Fashion

- **CBI member [Burberry](#)** reported a 30% year-on-year increase in sales in the

first quarter ended 30 June, reaching £367 million (\$585 million). The Asia-Pacific region was the top performing global region for the British luxury brand, with sales surging more than 60%. Burberry's expansion in China played a major role in driving this impressive performance. Last fall, Burberry completed its purchase of 50 stores operated by its long-standing franchises in the country, and the acquisition contributed 20% to Burberry's nearly 50% growth in underlying retail revenues of £245 million in the first quarter. Burberry currently has 58 stores across China and launched a 21,500 square foot flagship store in Beijing earlier this year in April. Read more [here](#).

Healthcare

- **CBI member [GE](#)** announced that its Healthcare unit will move the GE X-ray leadership team from the U.S. to a new global headquarters in Beijing. The shift will enable global imaging business GE X-ray to establish a comprehensive, in-country business cycle covering engineering, development, sales and service and better support healthcare settings in rural and urban China and beyond. Read more [here](#).

Insurance

- **CBI member [RSA](#)** announced that its wholly owned subsidiary in China, Sun Alliance Insurance (China) Limited, obtained approval from the China Insurance Regulatory Commission (CIRC) to open a branch office in the city of Nanjing in Jiangsu Province. Read more [here](#).

Pharmaceutical

- **CBI member [Alliance Boots](#)** announced that it has signed a letter of intent with Nanjing Pharmaceutical Group Limited to acquire a stake in the Chinese company. Read more [here](#).

Project Management Services

- **CBI member [EC Harris](#)** recently announced its merger with MB Project Management (MBPM), a company with a strong reputation in delivering high quality project management services to Chinese and international clients. Read more [here](#).

Public Relations and Communications

- **CBI member [Burson-Marsteller](#)** announced the launch of a new China-focused specialty group in New York, which will provide counseling on business communications needs to both U.S. clients involved in China and Chinese clients active in the U.S. Read more [here](#).

Retail

- **CBI member [Tesco](#)** launched its first 'green' logistics centre in China in Jiashan, Zhejiang Province. The new 55,000 square metre facility features an integrated energy-efficient design, which incorporates an extensive range of 'green' technologies that use renewable energy sources and reduce energy and water usage. Tesco has set the target of becoming a zero-carbon company by 2050, and its new logistics centre in China will make an important contribution towards the realisation of that goal. Read more [here](#).

Transportation

- **CBI member [Alstom](#)** and its local joint venture Shanghai Alstom Transport Electrical Equipment Co., Ltd. (SATEE) won a €23 million contract from Nanjing Metro Co., Ltd. (NMC) to supply the advanced traction system for Nanjing Metro Line 10. Under the terms of the agreement, Alstom and SATEE will be responsible for the design, manufacturing, testing, commission and warranty, as well as the maintenance and spare parts for the traction system of 126 metro cars. Read more [here](#).

CBI Beijing
August 2011