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China overview

China is already the world's largest economy on a purchasing power basis. The UK is one of the top European investors into China and Chinese investment into the UK has increased dramatically in recent years to establish the UK as one of the top destinations in Europe.

Since the economic reforms and 'opening up' policy of the late 1970s, China has experienced a period of rapid economic growth, averaging almost 10% per annum for the three decades up to 2010. Over this period China's economy effectively doubled in size every eight years.

There are a number of reasons to choose China as an export destination; it is the largest country in the world by population, it has a fast growing consumer market resulting from the increasing number of middle income consumers, and is likely to become the world's largest luxury goods market by 2020.

The Chinese Government is now seeking to rebalance the economy away from investment-led growth and towards consumption. The emerging focus on innovation, higher-end consumer goods and services represents a significant opportunity for UK companies.

However, doing business in China can be challenging, and while China has started to open up its economy in some areas, there are restrictions on the extent to which foreign companies can operate in large areas of the economy.

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Welcome from Lesley Batchelor OBE, FIEEx (Grad) – Director General, Institute of Export & International Trade

The first thing to be aware of when you are thinking of entering the Chinese market is that you are likely to need a long-term strategy to achieve success.

You should do as much market research and planning as possible because many of the problems that businesses encounter when doing business in China can be avoided by carrying out some due diligence at the start of proceedings. This Doing Business in China Guide will help you to prepare to start trading with this dynamic market. It is important to understand that China cannot be treated as one single market. Whilst China's population is becoming increasingly urban, there are nonetheless various different regional economies and economic hubs. You will therefore need to research the regional economic and cultural differences that could impact the success of your product and develop the right strategy for each market. Before you try to enter the Chinese market, you'll need to know whether the market is open to you and if there are any restrictions. Certain sectors will be subject to UK controls and others to Chinese controls. In some sectors you may be able to set up a 100 per cent foreign-owned company while in others entry is possible only through a local partner – and in a few it won't be possible at all. Furthermore, China also sets its own national rules around certification & standards. As such, you may even need to obtain a China Compulsory Certification (CCC) mark before you can export or sell certain goods into China.

It's no secret that doing business in China requires a different mindset from what we're used to for dealing with "western" markets. For instance, there is a stronger emphasis on respect and hierarchy compared to in UK business relationships. The Chinese believe in fostering meaningful long-term relationships and you'll need to understand that the concepts of "Mianzi" – i.e. the idea of saving face – and "Guanxi" – which roughly translates as "relationships" or "connections" – are a crucial part of business life in China. Finally, in order to communicate effectively in China, it is essential to communicate in Chinese, so if you don't speak Chinese a good interpreter will be key to successful business relationships.

Despite its challenges, the Chinese market can be an extremely lucrative long term investment for British businesses and the Institute of Export & International Trade can help guide you through the intricacies of doing business in this dynamic country.

I wish you good luck and successful trading.

Lesley Batchelor OBE, FIEEx (Grad)
Director General – Institute of Export & International Trade
www.export.org.uk



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**British Embassy
Beijing**

Foreword from Her Majesty's Ambassador to the People's Republic of China, Dame Barbara Woodward DCMG OBE

As economies become more inter-connected and digital, the potential for British business to find new customers in overseas markets is greater than ever before. Exports not only help businesses to grow, they help build the foundation for a healthy economy. As noted in the UK's recently launched Industrial Strategy, exporting businesses account for 60% of the UK's annual productivity growth and deliver stronger employment growth.

We must help more British businesses export more: especially to China, the world's second largest and fastest growing economy. China is hungry for quality British goods and services. UK exports to China have surged by over 60% since 2010, making China the UK's largest export destination outside of Europe and North America. Chinese demand can be felt throughout the UK – already, 26% of UK goods exports to China come from the West Midlands, 13% from the North West, and 12% from Scotland.

There is no one model for engagement with China: businesses of all sizes can succeed with a suitably designed approach. E-commerce is at the fore in China today. Chinese shoppers spent a world-beating \$550 billion online in 2016. This presents exciting new ways to sell to China like online store fronts and cross border e-commerce. Some of these new methods may be particularly exciting to British SMEs who employ some 60% of the UK's work force.

Please consider all the information in this guide to prepare you for entering the market. Define your strategy, identify your partners and utilise organisations such as the Department for International Trade and China-Britain Business Council who are here to support you and prepare you for China, the market of great opportunity for UK exports.

Dame Barbara Woodward DCMG OBE

Her Majesty's Ambassador to the People's Republic of China

<https://www.gov.uk/world/organisations/british-embassy-beijing>



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Department for International Trade (DIT)

(formerly UK Trade & Investment - UKTI)

DIT is the British Government department that helps UK-based companies succeed in an increasingly global economy. DIT also helps overseas companies bring their high quality investment to the UK's economy. DIT's range of expert services are tailored to the needs of individual businesses to maximise their international success. DIT provides companies with knowledge, advice and practical support.

Through a range of unique services, including participation at selected tradeshows, outward trade missions and providing bespoke market intelligence, DIT can help you crack foreign markets and get to grips quickly with overseas regulations and business practice.

With headquarters in London, DIT have professional advisers around the UK and staff across more than 100 countries.

Contact DIT

Contact your local International Trade Team or Scottish Development International (SDI), Welsh Government (WG) or Invest Northern Ireland (INI) offices to find out more about the range of services available to you.

You can find your nearest International Trade Team at:

www.contactus.trade.gov.uk/office-finder/

General enquiry number: +44 (0) 207 215 5000
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3 Whitehall Place
London
SW1A 2AW
United Kingdom

Email: enquiries@trade.gsi.gov.uk



China-Britain Business Council

英中贸易协会

About the China-Britain Business Council

The China-Britain Business Council helps British and Chinese businesses and organisations work together in China, the UK and third markets around the world. With 60 years of experience and experts in 11 UK offices and 15 Chinese locations, we operate alongside the British Chamber of Commerce in China to support companies of all sizes and sectors, whether they are new entrants or established operators, to realise the full potential of what remains one of the fastest-growing markets in the world.

As the partner of choice for British companies working with China, our diverse 1,000-strong membership includes some of the UK's largest and most established companies, some of the UK's most dynamic and innovative SMEs, as well as leading Chinese companies. We also work closely with cities and local enterprise partnerships to help them forge the links to drive local economic development.

Our unrivalled network of 130 staff across 26 locations understands the sectoral, geographical and cultural aspects of business success in China, as well as the key business issues that British companies face. This personal expertise is complemented by a range of CBBC research and consultative services tailored to meet the specific requirements of companies. Through an

extensive calendar of over 250 events per year around the UK and China, we provide access to practical advice and valuable networking opportunities. Events range from our flagship China Outbound Conference and associated business programme, to industry-specific seminars, regional workshops, business clinics, tailored company events and webinars. We produce a definitive annual guide to doing business in China in addition to practical reports on key trends, industries and regions, including the major new 'Belt and Road' and 'Made in China 2025' initiatives.

We also promote the UK as one of the world's most open economies and the best place for Chinese companies to invest and do business, and position British companies as ideal partners on the global stage.



We cooperate closely with the Department for International Trade, The Foreign & Commonwealth Office and across government to provide services to UK businesses in China. Our work with UK regions, LEPs and chambers of commerce highlights investment opportunities, including both projects and partners, to Chinese companies who are looking to invest abroad. We also work with partners in China to source export opportunities for British companies, and each week we welcome visiting government and business delegations of all levels to the UK.

As an independent organisation, CBBC offers trusted, impartial advice while maintaining close partnerships with the UK and Chinese Governments.

Contact:

Website: www.cbcc.org

Email: enquiries@cbcc.org

China Office Locations:

Beijing, Changsha, Chengdu, Chongqing, Guangzhou, Hangzhou, Nanjing, Qingdao, Shanghai, Shenyang, Shenzhen, Wuhan, Xi'an

UK Regions:

London and the South East, East of England, East Midlands, West Midlands, South West, North West, Yorkshire & Humber, Scotland, Northern Ireland.



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About International Market Advisor (IMA)

International Market Advisor (IMA) works with British and foreign government departments, Embassies, High Commissions and international Chambers of Commerce throughout the world. Our work helps to identify the most efficient ways for British companies to trade with and invest in opportunity-rich overseas markets.

During the last ten years IMA has worked with the British Government's overseas trade and investment department, the Department for International Trade (DIT) [formerly UK Trade & Investment (UKTI)], and has written, designed, produced, launched and distributed over one million copies of more than 100 country-specific print and multi-media based reports, guides and publications, including the internationally-recognised 'Doing Business Guide' series of trade publications. These are composed of market and industry sector-specific, multi-format print and digital trade reports, together with some of the internet's most visited international trade websites - all of which are designed to advise and assist UK companies looking to trade with and invest in overseas markets. These reports and guides are then distributed free-of-charge through the IMA and DIT global networks - over 500 distribution outlets in total. Further distribution takes place at global exhibitions, roadshows, conferences and trade missions, and IMA receives daily requests for additional copies of the guides from these networks and from businesses considering exporting.

Each of IMA's 'Doing Business Guides' is produced in three formats: a full colour, glossy, paper-based brochure; a supporting fully-interactive and updatable multi-media based website; and the website contents available as a free-of-charge downloadable smartphone/tablet app.

The guides' contents focus on the market in question, how to approach that market and the help and support available, and include informative market overviews, plus details of business opportunities, listings with website links to British and Foreign Government support services and essential private sector service-provider profiles.

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ABOUT THIS GUIDE

This guide aims to provide a route map of the way ahead, together with signposts to other sources of help.

The main objective of this **Doing Business in China Guide** is to provide you with basic knowledge about China; an overview of its economy, business culture, potential opportunities and to identify the main issues associated with initial research, market entry, risk management and cultural and language issues.

We do not pretend to provide all the answers in the guide, but novice exporters in particular will find it a useful starting point. Further assistance is available from the Department for International Trade (DIT) team in China. Full contact details are available in this guide.

To help your business succeed in China we have carefully selected a variety of essential service providers as 'Market Experts'.

The guide is available in 4 formats:

- website: www.China.DoingBusinessGuide.co.uk
- a 'free' downloadable 'mobile device-friendly' app
- this full colour hard-copy brochure
- PDF download/e-flipbook (available on the guide website)

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CHINA

China is already the world's largest economy on a purchasing power basis. The UK is one of the top European investors into China and Chinese investment into the UK has increased dramatically in recent years to establish the UK as one of the top destinations in Europe.



Why China?

Summary

Area:

approx. 9,596,961 km² (3,705,407 mi²)
(official UN figure excluding Hong Kong, Macau and Taiwan)

Population:

1.383 billion

Population growth rate (change):

0.6%

Population density:

146.9 people per km²

Urban population:

56.8%

Capital city:

Beijing

Official language:

Standard Mandarin (with recognised regional languages)

Currency:

Chinese Yuan Renminbi (CNY) / ¥ / Renminbi (RMB)

Nominal GDP:

US \$11,232.1 billion

Real annual GDP growth:

6.7%

GDP per capita:

US \$8,123.3

Annual inflation rate:

2.0%

Unemployment rate:

4.0%

General government gross debt:

44.3% of GDP

Fiscal balance:

-3.7% of GDP

Current account balance:

1.7% of GDP / US \$196.4 billion

Exports of goods to UK:

£40,547 million

Imports of goods from UK:

£13,478 million

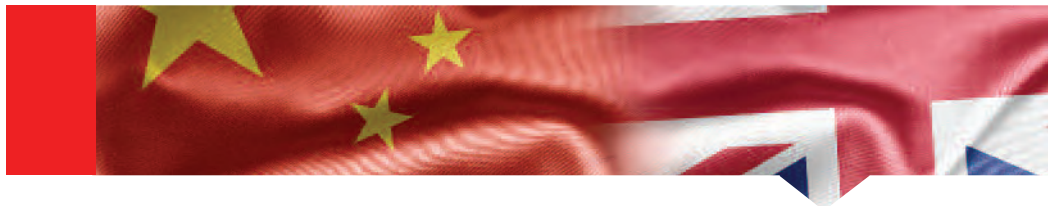
Inward direct investment flow:

US \$133.7 billion

Exports + imports as share of GDP:

36.9%

[Source - mostly FCO Economics Unit (Oct 2017)]



Geography

Situated in eastern Asia, and on the western shore of the Pacific Ocean, the People's Republic of China is the world's third-largest country and covers a land area of 9.6 million km², with an inland and coastal water area of more than 4.7 million km² and an eastern and southern continental coastline extending for about 18,000 km.

China has the longest combined land border in the world, measuring 22,117 km (13,743 mi), more than any other country except Russia, and it borders 14 nations, more than any other country except Russia (which also borders 14). It is also adjacent to eight nations in the ocean. There are four municipalities directly under central government administration, 23 provinces, five autonomous regions and two special administrative regions. China's maritime territory has 7,600 islands, of which Taiwan is the largest with an area of 35,798 km².

The most densely populated areas are in the east of the country, towards the coast and along major river valleys such as the Yangtze and Yellow River. With the largest population in the world, China has over 170 cities with more than a million people.

To the north, grasslands border Mongolia, and to the south-west the foothills of the Himalayas and Gobi Desert to the north-west are less-populated. The world's highest mountain, Mount Everest (8,848 m), lies on China's border with Nepal.

The climate ranges from dry and very hot in the arid Gobi and Taklamakan Deserts in the north of the country, to subtropical forests in the wetter and humid south. Winters tend to be very cold, and summers very hot with monsoon rains in the south.

General overview

China is already the world's largest economy on a purchasing power basis. The UK is one of the top European investors into China and Chinese investment into the UK has increased dramatically in recent years to establish the UK as one of the top destinations in Europe.

The Chinese Government is now seeking to rebalance the economy away from investment-led growth and towards consumption. The emerging focus on innovation, higher-end consumer goods and services represents a significant opportunity for UK companies.

However, doing business in China can be challenging. The 2018 World Bank's Doing Business report ranks China 78th in the world for overall "ease of doing business" (<http://www.doingbusiness.org/data/exploreeconomies/china>) and according to the World Economic Forum China ranks 27th on the Global Competitiveness Index (<http://reports.weforum.org/global-competitiveness-index-2017-2018/countryeconomy-profiles/#economy=CHN>).

While China has started to open up its economy in some areas, there are restrictions on the extent to which foreign companies can operate in large areas of the economy. Personal relationship networks can exercise significant influence. There is a widely held perception that local companies may also enjoy greater political protection, including from local courts.

The team at DIT China and the China-Britain Business Council (<http://www.cbbc.org/>) are on hand to support and advise UK businesses who are considering entering the Chinese market.

Benefits of the Chinese market

There are a number of reasons to choose China as an export destination:

- largest country in the world by population with over 160 cities of more than a million inhabitants
- fast growing consumer market resulting from increasing number of middle income consumers
- growth ensured by Chinese monetary policy
- forecast to become the world's largest luxury goods market by 2020

Read the UK Department for International Trade's guide for UK businesses: "selling goods and services into China" at: <https://www.gov.uk/government/publications/guide-for-uk-businesses-selling-goods-and-services-into-china>.

[Source – gov.uk]

Latest regulatory updates

Foreign NGO Management Law

China's Foreign NGO Management Law came into effect on 1st January 2017. The law applies to all non-profit, non-government organisations (NGOs) legally established overseas (including Hong Kong, Macao and Taiwan) that wish to register offices or conduct activities in mainland China. Organisations that do not register or report activities under the law will not be able to legally operate in mainland China or transfer funds to locally-established NGOs.

[Source – FCO Overseas Business Risk/gov.uk]

Government overview

Decision-making

The Communist Party of China (CPC) is the founding and ruling political party of the People's Republic of China. Within the CPC, the Central Politburo Standing Committee (PBSC) is China's highest and most powerful decision-making body. Current members, formally appointed at the 19th National People's Congress in October 2017, are (listed in order of seniority):

- Xi Jinping, President of the People's Republic of China
- Li Keqiang, Premier of the State Council of the People's Republic of China
- Li Zhanshu, Chairman of the Standing Committee of the National People's Congress

- Wang Yang, Chairman of the National Committee of the Chinese People's Political Consultative Conference
- Wang Huning, First Secretary of the Central Secretariat of the Communist Party of China
- Zhao Leji, Secretary of the Central Commission for Discipline Inspection
- Han Zheng, First Vice Premier of the State Council of the People's Republic of China

What the 19th Party Congress announced for future business

President Xi repeatedly emphasised that China's foreign policy will not change and the protection of the interests of foreign investors will continue to be important. For British business, opportunities in the following areas may be worth attention:

• Trade in goods

Mid and high end consumption was raised as one of the growth points at the 19th Party Congress. Chinese consumers are becoming more sophisticated and more selective in what they purchase and favour imported products more than ever. Sales of imported consumer goods hit US \$200 billion (£150 billion GBP) in 2016.

• Trade in services

President Xi called for the further opening up of services as the proportion of China's trade in services accounts for about 18% of total foreign trade, lower than the global average. It is hoped that this will bring opportunities for British businesses in finance, insurance, design, marketing, legal services, accounting and auditing etc.

• Advanced manufacturing

China's manufacturing will continue to move up the value chain under the "Made in China 2025" initiative. This should bring more partnership and investment opportunities for UK expertise in manufacturing and related sectors.

• Belt and Road Initiative and outbound investment

The Belt and Road Initiative will remain a central pillar of China's strategy. The UK can be China's best commercial partner in exploring third markets by sharing its specialist expertise in financial services for example, and its regional experience, knowledge and connections.

President Xi has mapped out a prosperous future for China over the next 30 years, to build China into a "strong and powerful" nation standing firmly on the world stage by promising "the nation's economic and technological strength will have increased significantly, ranking among leading countries in innovation" by 2035, and "becoming a global leader in terms of composite national strength and international influence".

CBBC's message to UK companies does not change. This is the time when UK businesses have their greatest competitive advantage in China – as the services and products in which the UK excels fit well into China's 'new era'.

For more information see: <http://www.cbcc.org/news/china%E2%80%99s-19th-cpc-national-congress-what-to-expect/>.

[Source – CBBC Insights]

Economic overview

Since the economic reforms and 'opening up' policy of the late 1970s, China has experienced a period of rapid economic growth, averaging almost 10% per annum for the three decades up to 2010. Over this period China's economy effectively doubled in size every eight years.

Despite this, China is yet to become a high income country. Income per capita remains behind the advanced economies and it is ranked 90th in the world in the UN's Human Development Index in 2015.

See also the UK Government's Special Economic Reports on China from the UK Embassy in Beijing at: <https://www.gov.uk/government/statistics/china-special-economic-reports>. The UK Government's Financial Services Policy team also publishes a quarterly Financial Policy Focus at: <https://www.gov.uk/government/statistics/china-financial-policy-focus>.

[Source – FCO Overseas Business Risk/gov.uk]

Industries importing into China

The top ten industries importing into China are:

- electrical machinery and equipment
- mineral fuels and oils
- machinery and mechanical appliances
- medical, optical, photographic, cinematographic, measuring and precision equipment
- ores, slag and ash

- vehicles
- plastics
- organic chemicals
- oil seeds, oily fruits, grains
- copper

You can read more about what China imports at World's Top Exports: <http://www.worldstopexports.com/chinas-top-10-imports/>.

[Source – gov.uk.]

Summary

- latest official data showed China's economy weakened for the second consecutive month in August 2017
- growth in investment, industrial output, and retail sales slowed
- tackling of shadow banking continued, while bank lending remained robust
- the government hailed the moderation and attributed it to supply-side reform efforts, such as administrative capacity-cutting in heavy industries and intensified environmental protection measures

Official data showed China's industrial value-added growth slowed further from 6.4% in July to 6.0% in August 2017 over the same period the previous year. The slowing was mainly in the mining sector, which contracted 3.4% due to production cuts of environmental protection measures.

Growth of retail sales slowed to 10.1% in August, 0.3 percentage points lower than July. In particular, oil and home related consumption dropped considerably at a rising oil price and cooling housing market.

Growth of fixed asset investment softened to 7.8% in the January to August period. Within this, public sector investment grew 11.2%, while private investment, accounting for 60% of total investment, dipped to 6.4% in the first eight months, suggesting private SMEs are still facing challenges in accessing finance for investment.

Infrastructure investment, an important driver of total investment, grew 19.8% in the January to August period, slowing from nearer 30% early in the year as new controls over local government debt and tighter PPP funding began to bite.

Growth of manufacturing investment grew at 4.5% January to August compared to 5.5% in the first half of the year, in line with slowing industrial production.

On the other hand, real estate investment held up, expanding 7.9% in the first eight months. However, as financing channels narrow, developers have to rely more on sales returns for future investment, which could be a potential problem as housing sales cool down and inventory has peaked.

Trade momentum

Official data showed growth of China's exports continued to slow to 5.5% in August from 7.2% in July (year-on-year, in USD terms). Imports also held up on robust domestic demand, and grew 13.3% in August from 11% in July (in USD terms).

Continued trade tensions between China and the US and the strengthening US Dollar continue to concern analysts.

Housing market

Official data showed average new home prices in China's 70 major cities grew 8.3% in August over the previous year, marking the ninth consecutive monthly deceleration from a peak in December 2016. In particular, for the first time in three years, housing prices in China's 15 most popular cities for property investment all stalled on a monthly basis six months after the government introduced tightening measures.

However, official data also shows house prices in smaller tier 3 and 4 cities rose 0.4% in August over July, faster than the national average of 0.2%, indicating speculators are heading from big markets to smaller cities. According to a recent survey by the central bank, nearly a third of Chinese households believe housing prices will keep rising in the coming months, despite tightening measures.

Money supply and bank lending

Official data suggests growth of China's money supply (M2) weakened further to 8.9% in August from 9.2% in July over 2016 as financial regulatory tightening continued in the shadow banking sector.

Meanwhile, credit growth remained steady. In August new increased total social financing and bank loans, largely corporate loans and mortgages, were both higher than July. Growth of stock of TSF and bank loans remained at 13.1% and 13.8%, respectively, in August.

Improved structure

This was the last official data release before the 19th Party Congress. The government argued the numbers show improvement in the ‘quality’ of growth. It emphasised, through supply-side reform (such as administrative capacity cutting in heavy industries and intensified environmental protection measures), that economic structure is improving and new growth engines are strengthening.

The official statistics show profits of large industrial companies up 21.2% in the January to July period year-on-year while profits of services companies grew 22.6%, and investment in high-tech manufacturing grew 19.5% in the first eight months of 2017 while investment in high energy consuming manufacturing dropped 1.6%.

In August, output of high-tech manufacturing grew 12.9%, 6.9 percentage points higher than overall industrial production. Production of robots, new energy vehicles, and SUVs surged 63%, 25.4% and 17.2% respectively in the January to August period.

However, for the first time since 1999, in September 2017 Standard & Poor’s cut China’s sovereign credit rating by one notch, warning medium term economic and financial risks after “a prolonged period of strong credit growth”.

[Source – FCO China Economics Network/gov.uk]

In addition:

China was ranked 79th out of 176 countries in Transparency International’s latest Corruption Perceptions Index (the UK ranked 10th): http://www.transparency.org/news/feature/corruption_perceptions_index_2016.

China is ranked 78th out of 190 countries in the World Bank’s 2018 Ease of Doing Business index (the UK ranks 7th): <http://www.doingbusiness.org/rankings>.

See also: <http://www.doingbusiness.org/Rankings/china> for rankings of individual Chinese cities.

The World Economic Forum’s Global Competitiveness report 2017-18 ranks China 27th out of 137 (the UK is ranked 8th): <http://reports.weforum.org/global-competitiveness-index-2017-2018/competitive-ness-rankings/>.

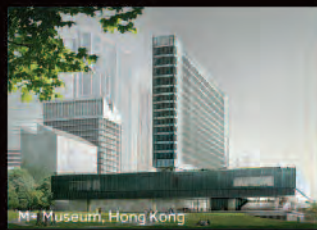
Contact a UK Department for International Trade (DIT) export adviser at: <https://www.contactus.trade.gov.uk/enquiry/topic> for a free consultation if you are interested in exporting to China.

Visit the China-Britain Business Council (CBBC) website for a wide range of further information, or to talk to a CBBC adviser, at: <http://www.cbcc.org/>.

Contact UK Export Finance (UKEF) about trade finance and insurance cover for UK companies. You can also check the current UKEF cover position for China. See: <https://www.gov.uk/guidance/country-cover-policy-and-indicators#china>.



KK100, Shenzhen, China



M+ Museum, Hong Kong



Incheon Ground Transportation Centre
Incheon, South Korea



Home Office, London, UK



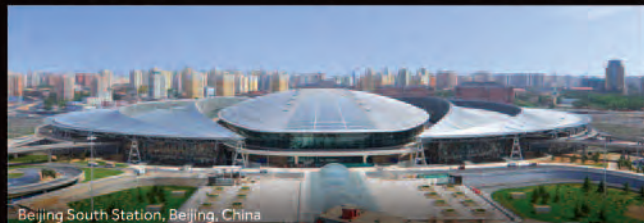
Kennedy Town Swimming Pool, Hong Kong



Vattanac Capital, Phnom Penh, Cambodia



The Deep, Hull, UK



Beijing South Station, Beijing, China

Founded in 1965, Farrells are internationally recognised architects and urban designers who excel in urban placemaking and strive for sustainability. Their portfolio of built work includes contextual urban design schemes, supertall skyscrapers, residential and commercial projects, cultural and leisure centres, government headquarters, and some of the largest transport interchanges in the world.

FARRELLS

www.farrells.com

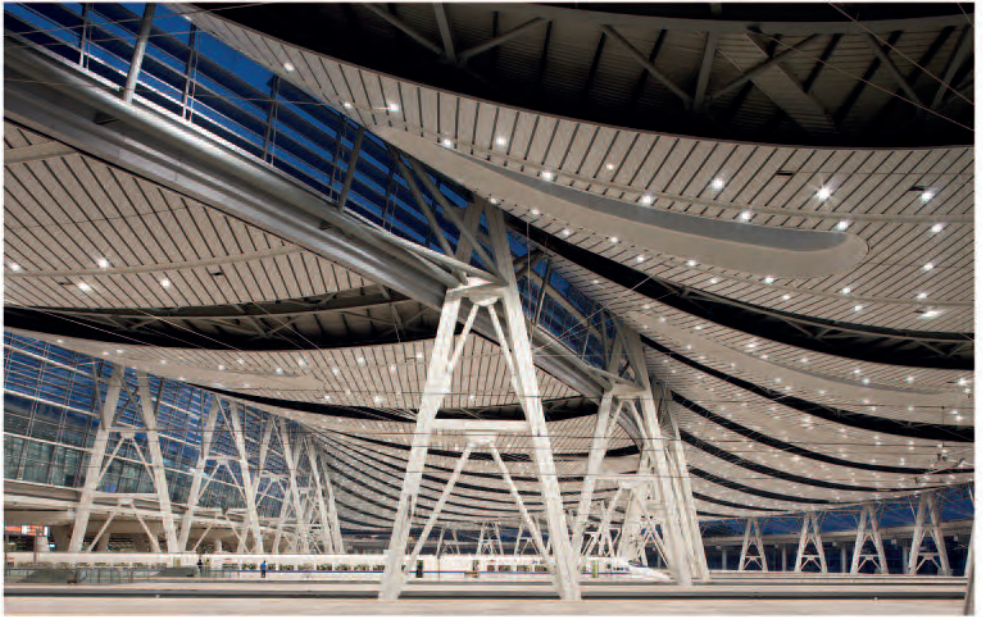
In China, Farrells have designed two of Asia's largest high-speed rail stations, as well as the two tallest skyscrapers ever realised by a British architecture firm – KK100 Tower in Shenzhen and Beijing's 528-metre China Zun.

Farrells' expansion into Asia began with the establishment of the firm's Hong Kong office in 1991. The company's first commission in Hong Kong was the Peak Tower, the city's most-visited tourist attraction. Farrells subsequently designed Kowloon Station, the largest stop on Hong Kong's new airport railway, atop which they planned one of the world's largest transit-oriented developments, host to the city's tallest skyscraper. Farrells completed the new British Consulate-General in 1996 – a high-profile commission representing the British government's presence in the territory following the transfer of its sovereignty to China.

Since Kowloon Station, Farrells have built a reputation in urban mass transportation, having designed two of Asia's largest high-speed rail termini, Guangzhou South Railway Station and Beijing South, the latter the winner of the 2009 RIBA International Award and AIA Hong Kong 2009 Architecture Award. Other prominent transport projects include the Ground Transportation Centre at Seoul's Incheon International Airport (World's Best Airport, Skytrax World Airport Award 2009); as well as countless metro and commuter rail stations in Hong Kong, mainland China, India, Singapore, and South Africa. Farrells are now designing the Singapore terminus of the Singapore-Malaysia high-speed rail line, expected to open in 2026.

The firm's interest in sustainable, transport-oriented, high-density development has also led to commissions for several super-high-rise buildings, including KK100, the tallest tower completed in 2011; China Zun, soon to be the tallest building in Beijing; Vattanac Capital, the first skyscraper in Cambodia; and the 520-metre Jinan Evergrande IFC. They are also designing numerous multi-tower developments in mainland China.

Farrells opened an office in Shanghai in 2011, celebrated 50 years in practice in 2015, and commemorated their 25th year in Hong Kong in 2016. Recent work in Hong Kong includes Kennedy Town Station, lauded for its people-oriented ground level design that has revitalised a neglected corner of a historic Hong Kong district, as well as the iconic Kennedy Town Swimming Pool. Farrells are also designing the M+ Museum in collaboration with Herzog and de Meuron and Ove Arup and Partners, located in the West Kowloon Cultural District, a massive arts project being built under a Development Plan produced by Farrells.



The massive Beijing South Railway Station, opened ahead of the 2008 Olympics.



China Zun, now Beijing's tallest skyscraper.



The 100-storey KK100 in Shenzhen, from which occupants can enjoy sweeping views of both Shenzhen and Hong Kong.

CHINA

‘Exporting is GREAT’ provides business advice and expertise to support you at every step on your exporting journey, from initial interest to selling in-market and using the latest technology to connect these businesses with live export opportunities.



HELP AVAILABLE FOR YOU



Global reach. Local delivery.

Crowe has a worldwide reputation in audit, tax and advisory services. We take pride in combining our global reach with local delivery, providing a knowledge of local laws, customs and all that is important when expanding into other countries.

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- Corporate tax compliance
- International tax restructuring

Advisory

- Transaction support
- Deal structuring
- Foreign GAAP conversions

Risk

- Enterprise
- Regulatory
- Technology
- Fraud
- Operational
- Financial

Start the conversation

Robin Stevens

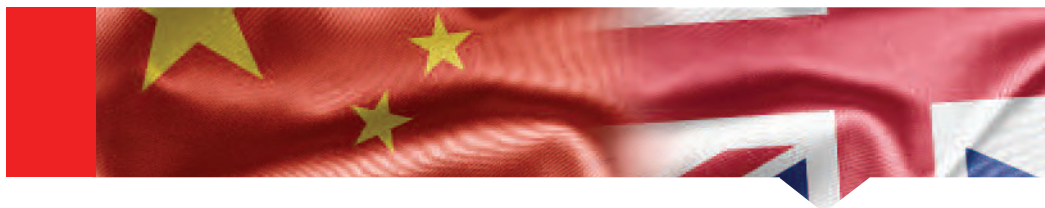
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Help available for you

Overview

The UK Department for International Trade (DIT) provides tailored support packages for companies who are:

- first time exporters (FTEs)
- small- and medium-sized enterprises (SMEs)
- medium-sized businesses (MSBs)

See: <https://www.gov.uk/government/organisations/department-for-international-trade/about-our-services> for further information.

In addition, the China-Britain Business Council (CBBC) is the UK Government's chosen partner to deliver China business development services. They work closely with DIT, the British Embassy Beijing and the British Consulates-General in Shanghai, Chongqing, Guangzhou and Wuhan. CBBC has a presence in fifteen cities across Greater China, so their teams are well-placed to assist you with your approach to the market. See: <http://www.cbcc.org/> for further information.

The following details are a selection of support services available for you:

Support from the Department for International Trade (DIT)

Business opportunities

UK companies can benefit from a unique programme presenting real-time export

opportunities that you can apply for online, this is part of the drive to significantly increase the number of UK companies exporting.

'Exporting is GREAT' is part of the UK Government's GREAT campaign, and presents live export opportunities to UK businesses across a range of media outlets and digital channels. Hundreds of these export opportunities, with a potential total value of more than £300 million, are hosted on: <https://www.great.gov.uk/>.

'Exporting is GREAT' provides business advice and expertise to support you at every step on your exporting journey, from initial interest to selling in-market and using the latest technology to connect these businesses with live export opportunities.

Events and missions

Taking part in overseas exhibitions is an effective way for you to test markets, attract customers, appoint agents or distributors and make sales. DIT's Tradeshow Access Programme (TAP) provides grant support for eligible SMEs to attend trade shows overseas.

Participation is usually as part of a group, a great advantage for inexperienced businesses, and is usually led by one of DIT's Accredited Trade Associations (ATOs). ATOs work with DIT to raise the profile of UK groups and sectors at key exhibitions.

The DIT calendar of events has some 400 core events and missions, and 1,000 opportunities across the TAP 'Trade Access Programme' and the English national regions.

DIT Events Portal

The DIT Events Portal provides a single calendar view of all DIT events and missions, and has been developed to provide companies with more-detailed information on each event in order to help them decide on the most appropriate event to attend. The calendar can be filtered and searched by sector and/or market.

There are also detailed events websites which include more information about the event and allow users to register to attend.

The DIT Events Portal is your central hub for business and networking opportunities. Search for future events and missions, register online and network with fellow delegates. See: <https://www.events.trade.gov.uk/>.

DIT webinars

The DIT Webinar Service runs hundreds of free hour-long internet events covering topics, sectors and countries around the world, helping you shape your export plan. These events allow you to interact with the experts in specific sectors and countries and allow you to ask questions to enhance your knowledge.

To see upcoming DIT webinars, please visit: <https://www.events.trade.gov.uk/> and search for webinars.

DIT E-Exporting Programme

DIT's E-Exporting Programme aims to help UK companies get their brands to millions of global consumers and grow their business through online exports. DIT's E-Exporting Programme helps UK companies who are:

- new to selling online

- already selling online, but need help with specific issues
- experienced in online sales, but are looking to sell on multiple platforms globally

The programme enables you to:

- arrange a free meeting through your local DIT office to get expert international trade advice and support, and access to DIT's global network of contacts. See: <https://www.contactus.trade.gov.uk/office-finder>
- meet a Digital Trade Adviser (where relevant), to help you develop and implement an international online strategy
- set up on e-marketplaces quickly and also identify new e-marketplaces around the world
- access better-than-commercial rates to list on some e-marketplaces, including lower commission fees and 'try for free' periods. See: <https://www.gov.uk/guidance/e-exporting#preferentialrates>
- access the 'E-Expertise Bank', a community of over 175 B2B/B2C service providers offering free advice. See: <https://www.gov.uk/guidance/e-exporting#eexpertise>
- join DIT's mailing list for opportunities to hear from industry experts, network with like-minded individuals and find out about e-commerce trends

[Source – DIT/gov.uk]

Support from the China-Britain Business Council (CBBC)

As the UK Government's chosen partner to deliver China business development services, the CBBC – working closely with the Department for International Trade, the British Embassy Beijing and the British Consulates-General in Shanghai, Chongqing, Guangzhou and Wuhan – has a presence in fifteen cities across Greater China, including representation in many regional cities.

This extensive coverage allows you to access their on-the-ground teams to tap into their market intelligence and knowledge. CBBC's China teams can provide:

- market & sector reports
- meeting arrangement
- market research
- local contacts
- identification of market initiatives & opportunities
- in-market activities e.g. seminar, group visits
- identification of potential partners e.g. agents, distributors
- product launch & event organisation

See the 'Resources' section in this guide for details of the CBBC's teams in the UK and across China. For more information

on how the CBBC can help you, or on becoming a member, contact:
<http://www.cbcc.org/services/research/>.

[Source – China-Britain Business Council]

Support from the Institute of Export & International Trade (IOE&IT)

Raising the profile of international trade qualifications and experienced members is only part of how IOE&IT membership is essential for any individual or business involved with global trade.

Importantly, the IOE&IT also offer access to a unique range of benefits and services specific to international trade:

- Help with any export issues you come across. Our team of experts can help with questions on documentation, export controls, the UK Bribery Act, customs & VAT procedures, regulatory and compliance issues, insurance issues, payment terms, transport and logistics. Members get free access to our experts via a technical helpline. See: https://www.export.org.uk/page/Export_Helpline.
- A voice for your ideas and concerns. We represent your point of view and feed back to government, HMRC and other influencing bodies on issues that impact you, plus participate in Institute responses to central government with regard to proposed legislative changes.

Open to Export is a free online information service from The Institute of Export & International Trade, **dedicated to helping small UK businesses** get ready to export and **expand internationally**



How can we help?

A wealth of free information and practical advice on our website using:

Step-by-step guides covering the whole export journey from 'Selecting a market' to 'Delivery and documentation'

A comprehensive webinar programme covering all aspects of international trade

The online Export Action Plan tool helping businesses create a roadmap to successful new markets

Quarterly competitions for the chance to win £3000 cash and further support

Sign up today to take your next steps in international trade

Register for free on www.opentoexport.com for updates on our content and webinars, and to start your Export Action Plan.

Powered By

- A complete range of international trade qualifications – for those that have no experience, up to those who wish to qualify themselves to take a business degree. The Institute's qualifications are widely recognised as providing both employers and employees with the necessary international business practice linked to satisfying career planning and development. See: <https://www.export.org.uk/page/qualifications>.
- A range of short courses giving you the skills and expertise you need to gain a competitive advantage in the challenging and complex world of export, import and international trade. See: <https://www.export.org.uk/page/TrainingCourses>.
- An extensive events programme to help you share information and connect at every level in the international trade community, whether it is sector-specific or regional. See: https://www.export.org.uk/events/event_list.asp.
- Inclusion in surveys to research the attitudes and changes to world trade.

For more information on how the IOE&IT can help you, or on becoming a member, contact the IOE&IT at: <https://www.export.org.uk/page/about>.

Open to Export

Open to Export is the IOE&IT's free, online advice service for UK companies looking to grow internationally. It offers free information and support on anything to do with exporting and hosts online discussions via its forum, webinars and social media, where businesses can ask any export question, and learn from each other.

Open to Export can be accessed at: <http://opentoexport.com/>.

[Source – Institute of Export & International Trade]



CHINA

You should research your prospective employer before coming to China and get the correct visa to allow you to work legally. You can only work if you have a Z visa – tourist and business visit visas do not allow you to do so. You must also hold a valid work permit.

Shanghai skyline





GETTING HERE AND ADVICE ABOUT YOUR STAY

Getting here and advice about your stay

Entry requirements

Visas

British nationals need a visa to enter mainland China, but not Hong Kong or Macao. For mainland China, you must get a visa prior to arrival, including for Hainan Island, although some exemptions may be available for tour groups travelling to certain parts of the country, see: http://www.visaforchina.org/LON_EN/generalinformation/visaknowledge/263904.shtml for more information. For details of entry requirements to China contact the Chinese Embassy or the China Visa Application Service Centre in the UK well before your proposed trip, see: <http://www.visaforchina.org/>. You may be asked to provide your previous passport in support of your visa application.

It is your responsibility to check your visa details carefully. Do not overstay your visa or work illegally. The authorities conduct regular checks and you may be fined, detained or deported (or all three) for not complying with the conditions of your visa or work permit. If you remain in China longer than six months, you may need to get a residence permit.

Transiting China

Under certain circumstances, if you are transiting China, you may be able to enter without a visa. Some airports, including Beijing, Guangzhou, and Chongqing, have a visa waiver programme that allows you to stay for 72 hours visa-free. Others, including Shanghai, allow you to stay for 144 hours. There are restrictions on where

you can go while you are in China, and you must be travelling on to a third country afterwards (i.e. not back to the country that you entered China from) to be eligible.

In all other circumstances, if your stopover requires you to leave the airport terminal you will need a transit visa for both the outward and any return journeys. If you are staying within the airport for up to 24 hours, you do not need a transit visa.

Check with the Chinese Embassy in London at: <http://www.chinese-embassy.org.uk/eng/visa/> or the Chinese visa application service centre at: http://www.visaforchina.org/LON_EN/ for further information.

Passport validity

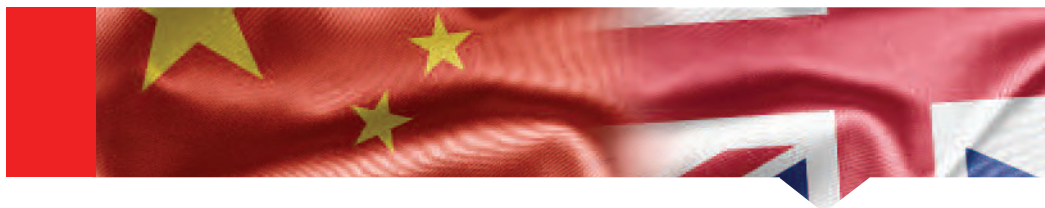
Your passport must be valid for at least six months when you enter China. There is no requirement for it to be valid for six months at the time of exit.

Travelling to Hong Kong

British nationals do not need a visa to travel to Hong Kong or Macao. If you visit Hong Kong from the mainland of China and wish to return to the mainland, you will need a visa that allows you to make a second entry into China.

Fingerprinting

China has recently introduced a requirement for all foreign passport holders aged 14-70 years to have their fingerprints taken on arrival in China. This new process was introduced at Shenzhen Airport in February 2017, and will be gradually rolled out at other points of entry around the country.



Yellow fever certificate requirements

Check whether you need a yellow fever certificate by visiting the National Travel Health Network and Centre's

TravelHealthPro website:

https://travelhealthpro.org.uk/country/49/china#Vaccine_recommendations.

UK Emergency Travel Documents

UK Emergency Travel Documents (ETDs) are accepted for entry, airside transit and exit from China. You may be required to show a police report indicating how you lost your full passport.

If your ETD has been issued in China, you will need an exit visa from the Public Security Bureau before you can travel out of China. This process can take up to 5 working days. The ETD can be used for a return journey back to China providing you have evidence of residence within China.

Registering with the Chinese authorities

You must register your place of residence with the local Public Security Bureau within 24 hours of arrival. Chinese authorities enforce this requirement with regular spot-checks of foreigners' documentation. If you are staying in a hotel, registration is done on your behalf as part of the check-in process.

Stays of more than six months

If you are entering China for employment, study or private purposes for a stay of over six months, you must produce a health certificate, which includes a blood test for HIV, legalised by the Chinese Embassy.

Working in China

You should research your prospective employer before coming to China and get the correct visa to allow you to work legally. You can only work if you have a Z visa – tourist and business visit visas do not allow you to do so. You must also hold a valid work permit. The local police regularly carry out routine checks on companies/schools. Violation of Chinese immigration laws can result in severe penalties, including imprisonment, fines, deportation, a travel ban preventing you from leaving China, and an exclusion order, which prevents you from returning.

Although your employer/agency may submit the application on your behalf, it is your responsibility to make sure you abide by Chinese immigration laws and that your visa, work permit and any other necessary documents are valid. You can do this by contacting the Chinese Embassy at: <http://www.chinese-embassy.org.uk/eng/visa/> to check visa requirements and making sure you (rather than an employment agency) research the institution you are going to work for before you leave the UK.

When submitting your visa application, and when you receive your work permit, check that the details are correct i.e. the name of the company and your job title and location match your role and city you are working in. If they do not, you can be detained.

If you intend to change employer you should check with the Chinese authorities whether a new visa and work permit is required.

Teaching appointments

Teaching in China can be a rewarding experience but it is important that you research the school or university thoroughly before you travel. There have been increasing incidents of teachers being arrested and detained (which could lead to deportation) for working on the wrong visas. Some have also got into disputes with their employers, who have refused to pay their salaries.

You can help avoid this by making sure you (rather than an employment agency) research the institution and visa regulations properly before you leave the UK.

Money

The official Chinese currency is the Chinese Yuan Renminbi (CNY), also referred to in the abbreviation Renminbi (RMB), or by the Yuan symbol ¥.

China remains largely a cash economy, although in major cities many people prefer to use other means of payment. Outside major cities, credit cards are not always accepted and the availability of ATMs is limited. It is not possible to exchange Scottish or Northern Irish bank notes.

[Source – FCO Travel Advice/gov.uk]

Safety and security

Local laws and customs

The Chinese criminal justice system differs greatly from the UK's. Police have the power to arrest, detain or withhold your passport if you are suspected of a crime. Suspects may be detained for weeks or

months before charges are laid or given a travel ban preventing them from leaving China. Courts do not generally grant bail to foreigners. Travel bans can also be imposed on people involved in private or commercial disputes.

There is a list of English-speaking lawyers on the Embassy's website. Some lawyers may be reluctant to accept cases involving foreigners. Contact the British Embassy or Consulate if you experience such difficulties.

The Chinese authorities undertake random drug testing on foreign nationals including on entry to the country. If a foreign national tests positive, the Chinese authorities can prosecute regardless of where or when the drugs had been consumed. There have been a number of recent incidences in Beijing of police raids on clubs and bars. The police have asked individuals to give urine samples to check on consumption of illicit substances. There are extremely severe penalties for drugs offences, including the death penalty. A British national was executed in China for a drugs offence in December 2009. Other foreign nationals have been sentenced to death for drugs offences since then. On 1st January 2014, Khat (or Qat) was classified as an illegal drug in China and now carries the same penalties as other illegal drugs.

China does not recognise dual nationality. If you enter China on a Chinese passport or identity card, the British Embassy may not be able to offer consular assistance. Any person born in China to a Chinese national parent will be considered by the Chinese authorities to have Chinese nationality. Travellers holding British passports who also hold Chinese

citizenship may be regarded by the Chinese authorities as a Chinese citizen, even if you travel to China on a British passport. If you have formally renounced Chinese citizenship, you should carry clear evidence that you have done so.

Foreign nationals over 16 years of age must carry their passport with them at all times. Police carry out random checks, especially during periods of heightened security and major sporting or political events. Failure to produce your ID can lead to a fine or detention. If you renew your passport while you are in China, you must register your new passport with the authorities promptly or face a fine.

The Chinese authorities maintain controls on internet access. Websites like Facebook, YouTube and Twitter are blocked. Other websites or e-mail services (especially Google and Gmail) are blocked from time-to-time.

Gambling is illegal in mainland China.

There are restrictions on certain religious activities, including preaching and distributing religious materials. The Falun Gong movement is banned in China.

Homosexuality is not illegal although there are no specific laws in place to protect the rights of LGBT people. You can find information on LGBT life in China on the British Embassy website:
<https://www.gov.uk/guidance/living-in-china#lgbt-rights>.

China has its own laws and regulations on endangered wildlife trade and transportation, and is a signatory to the Convention on International Trade in Endangered Species and Flora (CITES). Anyone who intends to move wildlife products into or out of China must check with the relevant Chinese authorities or a lawyer first. Carrying, transporting, posting endangered wildlife and its products including ivory without permission could violate CITES or relevant Chinese laws and result in a fine,

confiscation of property, detention and/or imprisonment.

Crime

Foreigners can be targeted for passports, laptops, mobile phones, purses and handbags. Major tourist sites and areas frequented by foreigners attract thieves and pickpockets. You should take extra care at major tourist sites, on shopping streets, at street markets, Beijing International Airport, major international events and conferences and popular bar areas after dark. The number of thefts can increase in the weeks leading up to Chinese New Year. If your passport is lost or stolen, report it to the nearest police station or Public Security Bureau, who will issue a 'confirmation of loss' report.

Serious crime against foreigners is relatively rare, but incidents do occur. There have been incidents of sexual assault and robbery of foreigners, particularly when travelling alone in a taxi late at night in major cities. Where possible, take an 'official' taxi, make sure someone knows where you are and try to take a note of the taxi's number.

There are occasional incidents with taxi and pedicab drivers who insist the passenger misunderstood the fare. Avoid travelling in unmarked or unmetered 'taxis' and insist on paying only the meter fare. Ask the driver for a receipt (fapiao), on which the taxi number should be printed. You can take this to the police to lodge a complaint.

Counterfeit bank notes (especially CNY 100) are increasingly common. They are generally crumpled to avoid detection but you may also receive them from ATMs. Banks will not replace these. Unscrupulous traders may try to switch your genuine bank notes for counterfeits. Check carefully before accepting notes. It is quite normal to do so.

Do not trek alone in isolated areas, including those that follow parts of the Great Wall. If you do, always leave your itinerary, mobile number and expected time of return at your hotel or with a third party.

The areas bordering on Siberia, Pakistan, Kazakhstan, Vietnam, Laos and Burma are poorly policed. In Yunnan Province, drug smuggling and other crimes are increasing. There is a risk of attack from armed criminals in remote areas.

Scams

Beware of scams in popular tourist areas. A common example is the 'tea tasting' scam or 'massage' scam. These usually involve a foreign national being invited to visit a bar, shop or cafe – for example to practice English or meet a girl – or invited for a massage, but results in demands for an exorbitant fee, often payable by credit card. This can result in threats or actual violence, and credit card fraud.

You should exercise caution when hiring a rental bicycle using a QR code as there have been cases of the legitimate barcode being replaced with another, false, code which redirects money to a different account. Check QR code stickers carefully.

Fire precautions

Fire protection standards in Chinese accommodation are not always the same as in the UK. Check fire precautions including access to fire exits. Make sure your accommodation has a working fire alarm and regularly check that the fire exits are not blocked.

Carbon monoxide poisoning

There have been incidences of carbon monoxide poisoning due to incorrectly installed gas equipment. One incident caused the death of a British national. If you live in China, make sure your home has a working carbon monoxide alarm. The 'Be Alarmed' campaign gives practical advice on how to stay safe, and lists the symptoms to look out for. See: <http://www.co-bealarmed.co.uk/how-to-stay-safe/>.

Commercial disputes

Commercial disputes in China are rarely handled through the civil law courts. Incidents of British nationals being detained against their will to extort money or intimidate them for other gains have increased. It is rare for violence to be used, but the threat of violence is a recurring theme. You should report any threats of violence to the Chinese police.

Before entering into a contract in China you should take legal advice, both in the United Kingdom and in China. Contracts entered into in the United Kingdom are not always enforced by Chinese courts. If you are involved in or connected to a business and/or civil dispute, the Chinese authorities may prohibit you from leaving China until the matter is resolved. This is known as a travel ban. Contract fraud is treated as a crime in China and the defendant may also be placed in custody until the dispute is resolved.

[Source – FCO Travel Advice/gov.uk]

Tibet and the Tibet Autonomous Region

You will need a permit to travel to the Tibet Autonomous Region. Applications for Tibet Entry Permits can only be made through specialised travel agents based in China and travel can only be undertaken through organised tours. The Chinese authorities sometimes suspend issuing Tibet Entry Permits to foreign nationals, and may also restrict travel to Tibetan Autonomous Prefectures in neighbouring Provinces by those who have already obtained a permit.

These restrictions can happen at any time, but in particular during sensitive periods or major religious festivals – especially around February and March, coinciding with the Tibetan New Year festival and the anniversary of certain uprisings in Tibet. Travellers to all Tibet areas should check with tour operators or travel agents and monitor this travel advice and other media for information.

If you travel to Tibet you should be aware that ongoing political and ethnic tensions can lead to unrest and violent protest. While foreigners are not normally targeted, you should be alert to the possibility of being caught up in any unexpected demonstrations or outbreaks of violence.

Security measures are tight around any large public gathering and unauthorised gatherings may be dispersed by force. There continue to be a number of self-immolations (most recently in December 2016) including in Tibetan areas outside of the Tibetan Autonomous Region itself.

The Chinese authorities tend to react quickly to these incidents and will increase the security presence in the area. There are reports that housing around the Larung Gar Buddhist Academy in Larung Valley, Sichuan province, is being demolished by the local authorities so this area should be avoided. Avoid becoming involved in any protests or calls for Tibetan independence. Do not film or photograph any such activities.

Local authorities will react negatively if you are found carrying letters or packages from Tibetan nationals to be posted in other countries.

Photography in Buddhist monasteries requires permission. You will need to pay a fee, which is normally negotiated in advance.

[Source – FCO Travel Advice/gov.uk]

Xinjiang Uyghur Autonomous Region

The security situation in Xinjiang remains fragile, and conditions locally can deteriorate rapidly at short notice. There have been several instances of violent unrest in Xinjiang. In September 2015, at least 16 people were reported killed in attack on police and civilians at a coal mine in Aksu Prefecture, and in November 2015, 28 people were reportedly killed in a security operation. There have been allegations of the use of lethal force to disperse protests.

Whilst outbreaks of ethnic violence remain sporadic, and foreigners are not normally targeted, you should be alert to the possibility of being caught up in any unexpected demonstrations or outbreaks of violence. The Chinese authorities tend to react quickly to these incidents. They will increase the security presence in the area and their response may be heavy-handed. The Chinese authorities may restrict travel to some areas of Xinjiang, particularly during religious festivals and after violent attacks. You should remain vigilant, keep up to date with local security advice and media reports and take extra care when travelling in Xinjiang. Avoid becoming involved in any protests and avoid large crowds. Do not film or photograph any such activities or anything of a military nature.

[Source – FCO Travel Advice/gov.uk]

Political situation

China is a one-party state. Although China is very open to foreign visitors, you should be aware of political and cultural sensitivities in conversation with Chinese people.

Territorial disputes between China and neighbouring countries have caused high regional tension. There have been a number of anti-Japanese and anti-Korean demonstrations in several cities across China.

These protests have generally taken place outside diplomatic missions, but some have targeted other Japanese and Korean interests.

Avoid any demonstrations or large gatherings. The Chinese authorities enforce public order strictly and you may face arrest, detention and/or deportation. Foreign journalists have been intimidated, assaulted or detained for trying to report demonstrations. You may also risk becoming a target yourself when general anti-foreign sentiment runs high. Keep yourself informed of developments and follow the advice of the local authorities. During periods of tension, some news reporting, access to text-messaging, the internet and to international telephone lines may be blocked.

[Source – FCO Travel Advice/gov.uk]

Terrorism

Terrorists are likely to try to carry out attacks in China. Although foreigners have not been specifically targeted, attacks may occur in places visited by foreigners. You should take particular care during national holidays or when transiting public transport hubs, and always follow the advice of the local authorities. Previous attacks have

targeted public places including on one occasion at a railway station and an open air market in 2014. There have been no recent attacks in the main tourist areas. The risk is higher in the Xinjiang Uyghur Autonomous Region. You should take particular care and remain vigilant when travelling to or within Xinjiang.

Most attacks take place in the Xinjiang Uyghur Autonomous Region and, according to the Chinese Government, are carried out by Uyghur separatists with possible links to the East Turkestan Islamic Movement (ETIM). On 28th December 2016, a car was driven into a government building in Xinjiang killing one person. The occupants of the car were shot dead by security forces.

In September 2015, at least 16 people were reported killed in an attack at a coal mine in Aksu Prefecture. In 2014, 31 people were stabbed to death at a railway station in the southern city of Kunming. In 2013, five people were killed in Beijing after a car drove into a crowd of tourists outside Tiananmen Gate. You should take particular care and remain vigilant when travelling to or within Xinjiang where the threat is higher.

There is a heightened threat of terrorist attack globally against UK interests and British nationals, from groups or individuals motivated by the conflict in Iraq and Syria. You should be vigilant at this time.

Find out more about the global threat from terrorism, how to minimise your risk and what to do in the event of a terrorist attack, at: <https://www.gov.uk/guidance/reduce-your-risk-from-terrorism-while-abroad>.

[Source – FCO Travel Advice/gov.uk]

Public transport

Public transport is popular, inexpensive and widely available, though it can become extremely crowded, especially at holiday/festival times like the Chinese New Year. At busy times, trains and flights are often fully booked weeks in advance.

Road travel

Visitors and tourists are not allowed to drive in China. Only foreign nationals with a valid residence permit may drive in China. You will have to pass a driving test and get a Chinese driving licence. An International Driving Permit is not sufficient. You must also have valid insurance.

There are harsh penalties for driving under the influence of alcohol, even at very low levels.

The poor quality of roads, high volume of traffic and generally low driving standards lead to many accidents. If you are involved in a serious traffic accident, call the police. Do not move your vehicle until the police arrive but make sure you and your passengers are in a safe place. If there are no injuries and damage is minimal, the parties involved often come to an agreement on the spot. In cases where there are injuries, you may be held liable for medical costs. You will also be held liable if you run over a pedestrian.

Sea travel

There are areas of disputed territory between China and other countries in the East China Sea. Mariners should be vigilant and avoid disputed areas. There have been incidents of piracy and armed robbery against ships in the East China Sea. The Regional Co-operation

Agreement on Combating Piracy and Armed Robbery against Ships in Asia Information Sharing Centre (ReCAAP ISC) recorded 40 incidents in 2014 and 10 in 2015. See the ReCAAP ISC's website at: <http://www.recaap.org/> for updates on incidents and trends.

Rail travel

Only cash payments are accepted for tickets, including on high speed services. You will need to show your passport to buy a ticket and may need to show it again before boarding.

Trans-Mongolian express trains (Beijing-Moscow via Ulaanbaatar) are noted for smuggling. Search your compartment and secure the cabin door before departure. Petty theft from overnight trains is also common.

[Source – FCO Travel Advice/gov.uk]

Natural disasters

Earthquakes

China is located in an active seismic zone and can experience major earthquakes. An earthquake of magnitude 6.5 struck parts of Sichuan Province on 8th August 2017. The deadliest earthquake of recent times was the 7.9 magnitude earthquake on 12th May 2008, which also struck Sichuan province. It is estimated that more than 69,000 people lost their lives.

To learn more about what to do before, during and after an earthquake, see the US Federal Emergency Management Agency website at: <https://www.ready.gov/earthquakes>. Latest tsunami warnings can be found on the Pacific Tsunami Warning Centre website: <http://ptwc.weather.gov/>.

Flooding

Flooding is common during the wet season (May to November). In June 2015, flooding and storms affected the provinces of Jiangsu, Zhejiang, Anhui, Jiangxi, Hubei, Hunan, Sichuan, Guizhou, and Chongqing leading to a number of fatalities and injuries. Shanghai was also flooded, with some roads said to have been under 30cm of water on 17th June 2015 after heavy rainfall.

Monitor local weather reports and follow any evacuation orders, at:
<http://www.cma.gov.cn/en/>.

Typhoons

The typhoon season in China normally runs from May to November, affecting in particular the southern and eastern coastal regions of China. You should monitor the progress of approaching storms on the Japan Meteorological Agency at: <http://www.jma.go.jp/en/typh/> and the China Meteorological Administration website at: <http://www.cma.gov.cn/en/>.

Avoid visiting isolated or rural areas if a typhoon system is forecast. There are sometimes large-scale evacuations, particularly in the coastal regions of southern China. You should follow the advice of the local authorities. Air travel and other forms of transport can be affected. Check with your airline or travel operator for further details and try to keep in touch with family and friends.

See the FCO's Tropical Cyclones page at: <https://www.gov.uk/guidance/tropical-cyclones> for advice about what to do if you are caught up in a typhoon.

[Source – FCO Travel Advice/gov.uk]

The Chop System

Under Chinese law, any entity legally registered in China must have an official company chop and a financial chop. Chops are red stamps which act as an official seal. There are several other chops with specific functions. They are used as a form of signature that is accepted as legally binding. Chops have to be made by a specialist company and registered with the local Public Security Bureau.

The holder of an official chop can bind a company in important transactions even where they have not been authorised by the legal representative or shareholders. If chops or other corporate documents such as business licences are lost or stolen a company may be unable to sign contracts, pay wages or withdraw funds.

Lost or stolen chops

If a chop is lost or stolen an announcement must be published in an official journal recognised by the local authorities. This makes it possible to request the cancellation of the lost or stolen chop, to have it remade and to register the new chop with the Public Security Bureau. A company must present its original business licence in order to register a new chop. If the licence has also been lost or stolen companies must request a replacement.

It is possible to file a complaint with the police with evidence a theft has occurred. However, the police are rarely willing to intervene in what they regard as commercial disputes and filing a complaint generally requires the company chop.

Chops – risks

The most common risk is that someone will use the chops and/or official documents to take control of a company without the knowledge of its owner or a joint venture partner. Owners based outside China are at a particular risk if no regular checks are carried out on the company. If the perpetrator is the company's legal representative or CEO/General Manager it can be very difficult for shareholders to remove them and declare their removal to the authorities without access to chops and corporate documents.

Preventative measures

The consequences of the loss or theft of chops can be extremely damaging and hard to correct. It is therefore essential to put in place preventative measures and effective internal controls. This should ensure chops can only be accessed by trusted individuals who need them as part of their job, that no one individual (other than the company owner) holds or has access to them all, that they are kept under lock and key and that documents that bear the company chop are checked and recorded.

[Source – FCO Overseas Business Risk/gov.uk]

Legal liability

Directors and senior managers may face civil, administrative or criminal liability if they act in breach of Chinese law, administrative regulations or a company's Articles of Association and cause losses to the company.

A stricter liability applies to the company's legal representative (法定代表人 *daibiaoren*) – an individual with broad powers and potentially unlimited liability. An individual appointed as a legal representative may be held personally liable in Chinese law for a company's debts. The legal representatives of some foreign companies in China are individuals who have never set foot in China.

Intimidation and threatening behaviour

There have been incidents of foreign nationals being subject to threats and intimidation as part of a business dispute with a Chinese partner. In some cases facilities have been surrounded by employees or casually-hired support who have refused to allow the foreign partner to leave until a payment is made. Threats of violence are common although actual violence is rare. Stand-offs can last hours or days. The police may be reluctant to intervene and generally will not do so unless a situation does turn violent. If you or your family are threatened in the course of a commercial dispute, you should report it to the local police and obtain a police report.

Travel bans

The Chinese Government may prohibit a foreign national involved in any kind of business or legal dispute from leaving China until the matter is resolved, which in some cases can take years! This is known as a travel ban and can last for an indefinite period.

Individuals might not be aware they are subject to a travel ban prior to trying to leave the country when they may be stopped, interviewed and refused boarding.

If you are the subject of a travel ban, you should immediately inform the British Embassy or local Consulate-General and seek legal advice.

See also the 'Legal sector briefing' for British nationals and UK companies in China, on page 63 in the 'Sector-specific opportunities' section of the guide.

[Source – FCO Overseas Business Risk/gov.uk]

Business and human rights

In September 2013 the UK launched its action plan on business and human rights, becoming the first country to set out guidance to companies on integrating the UN guidelines on business and human rights into their operations see: <https://www.gov.uk/government/publications/bhr-action-plan>.

[Source – FCO Overseas Business Risk/gov.uk]

Child labour

China is a member of the International Labour Organisation (ILO) and has ratified the two core conventions on child labour. The Chinese Government condemns child labour. China's Labour Law prohibits the employment of minors under 16, but reports suggest child labour remains a problem, particularly in the manufacturing and service industries. Education law supports work-study programmes where this does not interfere with normal study, but some internship programmes appear to violate Chinese and ILO standards.

Ethnic minorities

The Chinese Government officially recognises 55 ethnic minority groups in China, in addition to the majority Han Chinese ethnic group. Despite anti-discrimination provisions in Chinese employment law, discriminatory employment practices reportedly persist including against ethnic Uyghur's and ethnic Tibetans.

LGBT persons

Chinese Labour Law specifically protects Chinese workers against discrimination on the basis of ethnicity, gender or religion. There are no applicable provisions against discrimination on the basis of sexuality or gender identity.

Gender

China is committed to preventing gender discrimination in the workplace under the International Covenant on Economic, Social and Cultural Rights, and the Convention of the Elimination of Discrimination Against Women. Domestic laws are in place to promote gender equality and prevent gender discrimination and sexual harassment. China's report to the Convention on the Elimination of all forms of Discrimination

Against Women (CEDAW) in January 2014 acknowledged that problems remain in gender-based employment and pay discrimination, and sexual harassment.

[Source – FCO Overseas Business Risk/gov.uk]

Migrant workers

China has an estimated 280 million migrant workers, who have moved from rural to urban areas for work. Most are ineligible for many urban public services, and are employed in low-skilled, low-paid jobs in the secondary and tertiary sectors. Minimum wage guarantees are undermined by illegal employment practices.

Migrant workers may be employed without a contract, or sign unfair contracts that stipulate a very low basic wage with long overtime needed to earn a living wage. Withholding wages is illegal, but reportedly rife and frequently causes labour disputes. Recent reforms to the hukou system of household registration have alleviated but not solved the problem in some cities.

Working conditions and occupational safety

The guidelines for occupational health and safety are laid down in the Safe Production Law, which was revised in 2014 to establish a blacklist for companies with poor safety records, and the Occupational Disease Prevention Law was revised and strengthened in 2013. In addition, enterprises wishing to set-up production in China must obtain a permit from provincial authorities under the Safety Production Permit Regulations, revised in 2013.

Allegations of unsafe working environments and workplace abuses in a range of industries remain widespread. These

include excessive forced overtime; exposure to hazardous materials and inadequate safety management training. Official statistics show the number of industrial accidents is steadily declining, but approximately 180 people are still killed every day in workplace accidents. Despite new regulations for filing workplace injury compensation claims, procedures remain complicated and time-consuming.

Rights of Association (Trade Unions)

The right to organise, strike and engage in collective bargaining remains strictly limited in both law and practice. Trade union activity in China must be carried out under the auspices of the All-China Federation of Trade Unions (ACFTU), a quasi-governmental body under the direction of the Communist Party. In recent years Chinese workers have become more assertive at the grassroots level about using collective action to secure their rights: illegal protests and strikes are relatively common and increasing in frequency.

A number of labour NGOs operate informally to advise and support workers in labour disputes. In Guangdong Province, where most strikes occur, regulations on collective bargaining have been introduced. They place a greater obligation on (i) employers to honour minimum wage requirements, working-hours directives and social security payments, and (ii) the unions to play an engaged role in dispute resolution.

[Source – FCO Overseas Business Risk/gov.uk]

UK Export Finance

The UK Government can provide finance or credit insurance specifically to support UK exports through UK Export Finance – the UK's export credit agency, see:

<https://www.gov.uk/government/organisations/uk-export-finance>. For up-to-date information on the support available, see UK Export Finance's China cover policy and indicators at: <https://www.gov.uk/guidance/country-cover-policy-and-indicators#china>.

[Source – FCO Overseas Business Risk/UKEF/gov.uk]

Health

Visit your health professional at least four-to-six weeks before your trip to check whether you need any vaccinations or other preventive measures. Country-specific information and advice is published by the National Travel Health Network and Centre on the TravelHealthPro website: <https://travelhealthpro.org.uk/countries> and by NHS (Scotland) on the FitForTravel website: <http://www.fitfortravel.nhs.uk/destinations.aspx>.

Useful information and advice about healthcare abroad is also available on the NHS Choices website: <http://www.nhs.uk/NHSEngland/Healthcareabroad/Pages/Healthcareabroad.aspx>.

If you are on prescription medication, make sure you either bring enough with you, or have access to a supply once in China. Certain medicines may not be available in China (including major brands readily available in the UK), and you may be prohibited from bringing some medicines into the country.

For more information and advice, check with your GP and the Embassy of China before travelling.

Depending on which hospital you are taken to, medical care is generally good in major cities, though some hospitals can be very crowded with long waiting times. Outside major cities, the standard of healthcare is variable; sometimes poor, and disorganised. Healthcare is not provided free of charge in China and medical bills can be very high. Medical evacuation from China is very expensive.

Make sure you have comprehensive travel and medical insurance covering healthcare and medical evacuation/repatriation for the duration of your stay. Further information can be found on the UK Government's medical treatment in China document: <https://www.gov.uk/government/publications/medical-treatment-in-china>.

If you need emergency medical assistance during your trip, dial 120 and ask for an ambulance. Ambulances can be very slow to arrive and may not have trained responders. You should contact your insurance/medical assistance company promptly if you are referred to a medical facility for treatment. The British Embassy Beijing and British Consulates elsewhere in China publish a list of hospitals and specialist medical service providers in China. See: <https://www.gov.uk/government/publications/list-of-hospitals-in-china>.

The high levels of air pollution in major urban and industrialised areas in China may aggravate bronchial, sinus or asthma conditions. Children, the elderly and those with pre-existing medical conditions may be especially affected. You can check the pollution index levels for many cities on the

'Air Quality in China' website, at:
<http://www.aqicn.info/city/beijing/>.

It is not unusual for guests to consume large quantities of strong alcohol served at business dinners in China. On rare occasions this has led to severe illness or even death. Fake alcohol is also sometimes sold in bars and this can be more damaging to health than genuine products. Tap water in China is generally not safe to drink. You should drink only bottled water.

The extreme altitude (over 3,000m) in some mountainous areas of China, including Tibet, parts of Xinjiang-Uighur Autonomous Region and Qinghai Province, may cause altitude sickness.

The Chinese authorities react quickly to any outbreaks of any infectious disease, including enforcing quarantine for those showing symptoms. There are occasional incidents of influenza transmitted to humans from animals, notably birds and pigs. Outbreaks are usually confined to rural areas and infection is believed to arise from close contact with infected birds or animals. For more information see the TravelHealthPro site at: <https://travel-healthpro.org.uk/country/49/china#CloutBreaks>.

Dengue fever is present in some parts of China, mainly during the rainy season. There has been a large increase in cases of dengue fever in Guangdong province. You should take appropriate precautions to avoid being bitten by mosquitoes. See: <https://travelhealthpro.org.uk/disease/42/dengue>.

[Source – FCO Travel Advice/gov.uk]

Travel advice help and support

If you are abroad and you need emergency help from the UK Government, contact the nearest British Embassy, Consulate or High Commission, see: <https://www.gov.uk/world/embassies>.

If you need urgent help because something has happened to a friend or relative abroad, contact the Foreign and Commonwealth Office (FCO) in London on 020 7008 1500 (24 hours).

FCO travel advice

If you are travelling to China for business, the Foreign & Commonwealth Office (FCO) website has travel advice to help you prepare for your visits overseas and to stay safe and secure while you are there.

For advice please visit the FCO travel section pages on the gov.uk website: <https://www.gov.uk/foreign-travel-advice/china>

Travel insurance

Take out comprehensive travel and medical insurance before you travel. See FCO foreign travel insurance: <https://www.gov.uk/guidance/foreign-travel-insurance>.



CHINA

The UK is co-operating closely with the Chinese authorities on the development of free trade zones (FTZs) in Shanghai, Fujian, Tianjin and Guangzhou. The new pilot Shanghai FTZ has the potential to change the way UK companies operate in China.



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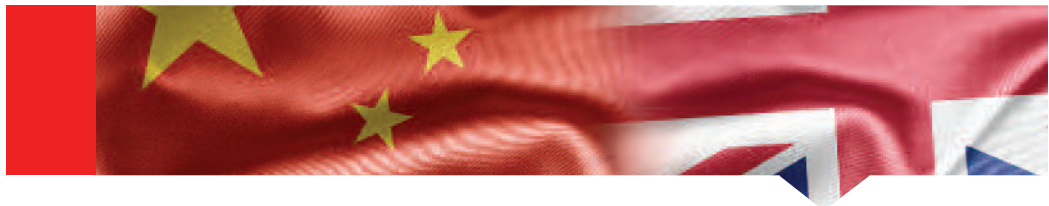
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Sector-specific opportunities in China

Research

You should carry out as much market research and planning as possible before exporting to China, using both desk research and visits to the market. You need to determine if there is a market for your product or service and whether your pricing is competitive.

DIT's trade specialists can help you identify local representatives for your products in China. See: <https://www.gov.uk/overseas-customers-export-opportunities>.

DIT provides free international export sales leads from its worldwide network. Find export opportunities in China at: <https://opportunities.export.great.gov.uk/>.

Financial and professional services sector – briefing

The UK's well-developed services sector ideally places the country positively, to provide expertise to Chinese businesses as services begin to make up a greater portion of the country's economy. Currently, China is still in the process of liberalising access for foreign companies but progress is being made in a number of areas.

The service industry can broadly be divided into two groups: financial services and professional services. These can then be further divided into various sub-sectors.

Financial services can be split into:

- banking (commercial and retail banking, securities and private wealth management)
- insurance (insurance and reinsurance, broking and asset management)
- asset management / institutional investment
- private equity / venture capital
- alternative finance

Professional services can likewise be broken up into:

- legal services
- accounting and tax
- corporate services
- management consulting
- specialist consulting

Generally speaking, the domestic market for financial services is dominated by the large state-owned enterprises (SOEs), which are given preferential treatment by government policy. As such, dealing with the SOEs and the major regulators will be an important aspect of any foreign company's involvement in financial services in China.

Key bodies include (but are not limited to) the regulatory commissions for banking (CBRC): <http://www.cbrc.gov.cn/english/index.html>; insurance (CIRC): <http://circ.gov.cn/web/site45/tab2727/>; and securities (CSRC): http://www.csrc.gov.cn/pub/csrc_en/; as well as the central bank (PBOC): <http://www.pbc.gov.cn/english/130437/index.html>.

In recent years foreign banks operating in China have experienced a decrease in market share in the face of SOE and local competitors' growth. Nonetheless China's strong growth has meant that despite a decline in market share there has been opportunity for enormous growth in real terms:

- One area where foreign financial services companies have been able to establish themselves more easily is in cross-border work. Typically, when working in a foreign jurisdiction, a Chinese investor or acquirer will use the services of local advisors and bankers. The UK has positioned itself well as a hub for these third-party services for Chinese companies investing into other countries. Another area where foreign companies have found success is in alternative finance platforms which, by their nature, reach beyond the regulated large-cap players directly to SMEs and consumers, such as currency platforms or alternative lending.
- Professional services, which are by-and-large advisory in nature, are more open for foreign entrants. Again, foreign services are widely used for cross-border transactions of any sort, but many companies – including

China's large private sector – are increasingly keen to use high-quality western companies for some domestic work.

The nexus of financial & professional services can be viewed through the prism of several key themes:

- Domestic reform – the government is continuing the process of reforming the economy and streamlining regulation and the management of SOEs. This can be seen in recent moves such as the creation of the Shanghai Free Trade Zone (FTZ), an area useful for experimenting with changes which may be rolled out to the rest of the country. There are also numerous other zones and provincial experiments currently being executed.
- Capital account liberalisation – China has been overt in its aims to relax currency controls, leading to themes such as RMB Internationalisation. This is being done directly through reforms such as QFII / RQFII and QDII / RQDII, but also indirectly through developments such as the Hong Kong-Shanghai Stock Connect. Conversely, the UK has seen the results of such a move, as Chinese banks establish themselves increasingly in London.
- Overseas expansion – the overall “Going Out” policy, with Chinese investment and acquisitions overseas, is still a major driver for consumption of foreign services. China has evolved from its historic focus on natural resources through infrastructure and real estate towards an increasing focus on consumer, retail and

manufacturing industries, all supported by the government where possible.

All three of these major themes offer the chance for specialised foreign services, both financial and non-financial, to generate revenues through new clients in China as well as previous international clients who are investing in the country.

A firm knowledge of the situation on the ground, including the legal, regulatory and political environment in which the economy is operating, is essential. The CBBC is ideally placed to assist foreign firms entering into the Chinese services market, as well as companies looking to establish a business in helping Chinese companies go abroad. We are also an essential forum for meeting and discussing developments and trends within the industry, as well as looking at new business leads.

Contact the China-Britain Business Council (CBBC) at: <http://www.cbcc.org/>, or email: enquiries-beijing@cbcc.org.cn for more information on sector opportunities in China.

[Source – China-Britain Business Council]

Legal sector advice for British nationals and UK companies in China – briefing

Overview

Disagreements and disputes can occur in the business community in China, particularly involving small companies which may be perceived as vulnerable to pressure. Disputes may arise between

companies or between a company and the authorities. These incidents are generally referred to as business or commercial disputes. Whilst the majority of foreign-owned businesses in China operate successfully, commercial disputes can damage confidence and cause concern in the business community.

The UK Government can offer advice and consular assistance to British nationals, including dual nationals who are not Chinese nationals. They can offer support to UK-registered companies but cannot offer assistance to British National (Overseas) (BN(O)s) passport holders in China as the Chinese authorities regard BN(O)s as Chinese nationals. They also may not be able to help you if you have arrived in China on a Chinese Government-issued travel document, including a Mainland Travel Permit for Hong Kong and Macau Residents (usually known as a “Home Return Permit” or 港澳居民来往内地通行证) card.

However, they can offer basic advice and information on the local legal system and offer a list of English-speaking lawyers at: <https://www.gov.uk/government/publications/china-list-of-lawyers>, although this list may not always include law practices specialising in commercial disputes.

Where to find advice

The FCO travel advice at: <https://www.gov.uk/foreign-travel-advice/china> provides information and views to help British nationals form their own judgments about travelling to or working in China. This advice is updated regularly.

The FCO also provide overseas business risk guidance at: <https://www.gov.uk/government/publications/overseas-business-risk-china> which covers issues relating to the political, economic and business security environments in China. This advice is also regularly updated.

The EU SME Centre at: <http://www.eusmecenre.org.cn/> is an EU-funded body providing free advice to EU companies trading with China, including advice on handling commercial disputes. In addition you can contact the China-Britain Business Council at: <http://www.cbcb.org/>, who may have further experience and useful contacts for commercial disputes issues.

The Confederation of British Industry (CBI) at: <http://www.cbi.org.uk/> is the UK's premier business lobbying organisation, providing a voice for employers at an international level.

Legal advice

The most appropriate option will always depend on the circumstances of the case. In general, settling a dispute in a way that avoids litigation or an arbitration procedure is the best way to avoid potentially unnecessary high costs and risks. Companies should carefully consider whether the legal costs are worth the potential benefits, especially since not all these costs are recoverable. Settling disputes through the legal process should not be carried out without the advice of a lawyer who specialises in the laws of the People's Republic of China.

Before entering into a contract in China you should take appropriate legal advice, both in the United Kingdom and in China.

Your lawyer should advise you on including dispute resolution clauses and governing law clauses in the contract to plan in advance how, where and under what law, you want any disputes to be resolved. Chinese law restricts both the choice of law and the types of resolution mechanisms that can be used in China-related commercial contracts, so the contract needs to be drafted carefully. Contracts entered into in the United Kingdom are not generally enforceable by Chinese courts.

Contract fraud is treated as a crime in China and a defendant may be held in custody until the dispute is resolved. There is a distinction in Chinese between fraud in civil law ("qi zha"/欺诈 in Chinese) and criminal law ("zha pian"/诈骗); the latter is taken much more seriously. A company representative or individual accused of "zha pian" may be arrested, placed under a travel ban or held in custody until trial (or until the dispute is resolved). Be clear on who is the company's legal representative. Each company in China must have a "legal representative" (法定代表人; fadeng daibiaoren) – an individual with broad powers and potentially unlimited liability. An individual appointed as a legal representative may be held personally liable in Chinese law for their company's debts.

Many foreign enterprises are reluctant to bring litigation in China because they fear local jurisdictions will favour local companies, or that the legal process will be susceptible to outside influence.

The People's Court system has installed an online compliance hotline where parties can report complaints over discrimination in court: <http://jubao.court.gov.cn/>. If you do decide to take your case to court in China, you should be prepared for a long process. Even if a court finds in your favour, you may find it difficult to have any award enforced.

Where legal action is necessary, most foreign companies operating in China choose to resolve disputes by arbitration rather than litigation. Companies have the option to plan ahead for potential disputes and consider arbitration. Although it is possible for parties to reach arbitration agreement after a dispute arises, in most cases an arbitration clause is better included from the outset.

If the contract has an arbitration clause, it may specify things like: the parties choice of arbitration commission, the place of arbitration and the language of arbitration. The contract may also contain a governing law clause. This gives effect to the choice of law by the parties.

Many companies choose to arbitrate outside mainland China. However, this is not always an option. Chinese law requires certain disputes to be arbitrated in mainland China.

In particular it is important for foreign parties to be aware that joint ventures operating within China are considered to be domestic Chinese entities. Disputes involving joint ventures will therefore mostly be considered to be domestic disputes.

The China International Economic and Trade Arbitration Commission (CIETAC) is one of the most frequently selected organisations for arbitration held in China. Details of its fee schedule can be found on their website at: <http://www.cietac.org/?l=en>.

Under CIETAC's arbitration rules, in the absence of any agreement by the parties to the contrary, the arbitration will be conducted in the Chinese language.

Business disputes are primarily a matter for arbitration or the courts. Chinese companies or the authorities may react badly to what they perceive as 'foreign interference' in Chinese law. Your first point of contact should therefore be a reputable lawyer with appropriate experience and knowledge of law and business practice in the People's Republic of China.

See also the 'Business risk' information in this guide on page 96.

[Source – <https://www.gov.uk/guidance/commercial-disputes-in-china> (Jan 2018)]



China's logistics and distribution sector – briefing

According to China's National Development and Reform Commission (NDRC) in March 2017, combined Chinese logistics expenditures in 2016 totalled CNY 11.1 trillion, up 2.9% from the previous year. The figure accounted for 14.9% of China's GDP, down 1.1 percentage points from that in 2015.

China is currently the world's second-largest economy and the European Union's second-largest trading partner behind the US. Whereas China has been known as the source of much of Europe's imports, its rising economy and its huge population are now key drivers of European exports to China.

In order to reduce its dependency on exports and investment, the Chinese Government is pushing to increase domestic consumption as a percentage of GDP. The intended transition will bring about more opportunities for European companies with products in demand amongst China's new middle and upper classes for consumer products.

Chinese companies' increased purchasing power and the gradual relaxation of protectionist policies is also creating additional opportunities for trade between Chinese and European companies. There was a sharp rise in Chinese imports from the EU from 2009 to 2013.

European companies that are seeking to export to China face many exciting possibilities and prospects, but they also face challenges, including logistical issues involved with getting physical goods from Europe to the Chinese customer over 8,000 km away.

Logistics is more than transportation of goods, and a solid strategy will need to be in place in order to get goods to China in the right time, for the right price. Logistical planning is a very complex process and any European exporter will need professional logistical support services to help them to get their strategy right.

Whether shipping by air, land or sea, it would be ill-advised for any European exporter not to have an end-to-end understanding of their own supply chain, and the options which are available to them. The EU SME Centre has partnered with the China-Britain Business Council to prepare a free guide and introduction to China-related logistics and distribution issues which European SMEs will need to navigate.

This report looks at the following aspects of logistics and distribution for European SMEs exporting to China:

- physical routes into China
- issues with ports and customs
- the role of third party logistics providers
- logistical issues related with an e-commerce based export strategy

As logistical and regulatory issues vary so greatly depending on the sector and product in question, this report draws particular attention to specific issues for three focus areas: medical devices & pharmaceuticals, green-tech products as well as certain issues in the food & beverage sector.

A copy of the full report can be downloaded at: <http://www.cbcc.org/sectors/china-logistics-distribution-guide/>

[Source – mostly CBBC Business Guide – China Logistics and Distribution Guide]

Free Trade Zones (FTZs) in China

Background

The UK is co-operating closely with the Chinese authorities on the development of free trade zones (FTZs) in Shanghai, Fujian, Tianjin and Guangzhou. The new pilot Shanghai FTZ has the potential to change the way UK companies operate in China.

In addition there are a number of other free trade zones across the country, in Liaoning, Zhejiang, Henan, Hubei, Sichuan, Shaanxi and Chongqing provinces, plus a further 32 state-level economic and technological development zones, and 53 new and high-tech industrial development zones established in large and medium-sized cities.

You can read the CBBC's practical guide to China's 'Free Trade Zones', at: <http://www.britishchamber.cn/content/china-britain-business-council-publishes-practical-guide-shanghai-free-trade-zone-uk-compani>



CHINA

China is not one single market. There are different regional economies and economic hubs. You will need to understand the regional economic and cultural differences that could impact the success of your product and develop the right strategy.



Preparing to export

Consultation and bespoke research

Visit: <https://www.great.gov.uk/> for guidance on how to research overseas markets as well as a range of other important issues for exporters.

Researching the Chinese market

China is not one single market. There are different regional economies and economic hubs. You will need to understand the regional economic and cultural differences that could impact the success of your product and develop the right strategy.

Read about the different economic regions in the CBBC's guide to choosing the right location, at: http://www.cbcc.org/cbbc/media/cbbc_media/A%20Guide%20to%20Business/Know%20the%20Market/Choosing-the-right-location-pdf.pdf?ext=.pdf.

Visit the Department for International Trade's (DIT) events portal at: <https://www.events.trade.gov.uk/> to find upcoming events and missions.

You need to determine whether:

- there is a market for your product or service
- your pricing is competitive
- to adapt your business model

The questions listed here should help you to focus your thoughts. Your answers to them will highlight areas for further research

and also suggest a way forward that is right for your company. You may then want to use this as a basis for developing a formal China strategy, although this may not be necessary or appropriate for all companies:

Your aims:

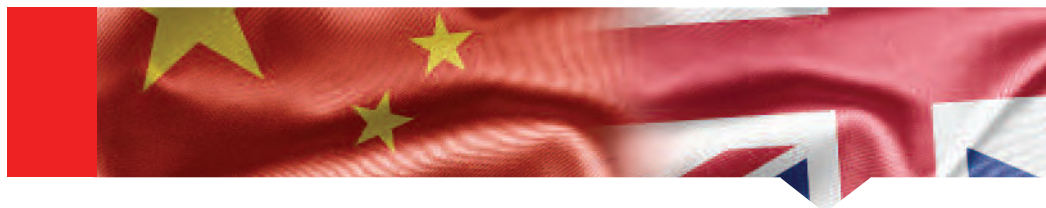
- Do you wish to buy from China, sell to China or both?
- Do you wish to establish your own company presence in China (for example through a corporate or non-corporate entity, direct sales, appointing a local agent, online selling, licensing or franchising)?
- Do you need to be involved in China at all?

Your company:

- What are the unique selling points for your product or service?
- Do you know if there is a market for your product or service in China?
- Do you know if you can be competitive in China?
- Are your competitors already in China? If so, what are they doing?
- Do you have the time and resources to handle the demands of communication, travel, product delivery and after-sales service?

Your knowledge:

- Do you know how to secure payment for your products or service?



- Do you know where in China you should start?
- Do you know how to locate and screen potential partners, agents or distributors?
- Have you carried out any China-specific customer segmentation, and do you know how to best reach potential customers in-market?

It is unlikely that you will have the answers to all these questions at the outset and these 'knowledge gaps' could form the basis for further research and investigation. Some of these questions will require quantitative research in your sector, while others involve more contextual and cultural considerations.

Talking to other people in your industry and regularly visiting China will give you access to the most current advice, and such experience can often lead to new insights and form the basis for further research.

You should carry out as much market research and planning as possible before starting to sell your products and services in China, using both desk research and visits to the market. As the market is so complex you should also consider getting specialist market research help.

Contact the CBBC's business support service to help you research the Chinese market. See: <http://www.cbcc.org/services/research/>.

There is also some useful guidance on developing a marketing strategy, customer segmentation, competitor and SWOT analysis etc. on the site at:

<https://www.great.gov.uk/> – and the IOE&IT can help too.

There are trade shows held in China each year, which could be useful to test product viability in the market. The Department for International Trade (DIT) Tradeshow Access Programme at: <https://www.gov.uk/guidance/tradeshow-access-programme> provides funding in the form of grants for eligible businesses to attend overseas trade shows.

The funding helps your business gain:

- market knowledge
- experience in attending and getting the most from overseas trade shows
- advice and support from trade experts

Visit the DIT events portal at: <https://events.trade.gov.uk/> to find upcoming events and missions.

Find out more about marketing your goods and services for China at: <https://www.great.gov.uk/uk/>.

Contact the DIT team in China at: <https://www.gov.uk/world/organisations/departement-for-international-trade-china#contact-us> for events and company launches at the Embassy or Consulates in-market.

Start-up considerations

Visit: <https://www.great.gov.uk/> for guidance on how to research overseas markets as well as a range of other important issues for exporters.

Consult a local lawyer to avoid costly mistakes and ensure you start out in the way that is best suited to your sector of activity. See: <https://www.gov.uk/government/publications/china-list-of-lawyers>.

Getting started in China

You are likely to need a long-term strategy in China to achieve success. Some companies take a staged approach such as selling a small amount to test the market first.

Consult local English speaking lawyers and translators/interpreters to avoid costly mistakes and ensure your product or service is being sold in the most appropriate way. See: <https://www.gov.uk/government/publications/china-list-of-lawyers>.

You can find out more about getting started in the Chinese market on the CBBC website at: <http://www.cbcc.org/services/resources/>.

British companies can approach the Chinese market in several ways including:

Direct exports to China

Cross border e-commerce is a very attractive route to market for those wishing to 'test the water' in China, and is taxed at different rates and provides different routes to market from normal imports. See also the 'Selling online to China' section in this guide.

Agents and distributors in China

You may want to consider using export agents or distributors. You may also need

to consider a number for different regions, and it can take time to find the right partners and establish relationships.

- Find out more about using agents or distributors in China, at: <http://www.cbcc.org/services/resources/setting-up-in-china/>
- Watch the CBBC's video on finding an agent or distributor in China, at: https://www.youtube.com/playlist?list=PLv_tMYysg7ROD-n2hCkPWBaYTRYxzMpFL

Setting up a company in China

Incorporating a company in China is a complex process requiring various approvals. You should seek professional advice early-on due to the difficulties in altering business structure once a legal entity is incorporated. Foreign companies cannot legally employ Chinese staff unless the company is registered in China.

The CBBC offers a 'Launchpad' service enabling companies to test the market before committing to a permanent presence. See: <http://www.cbcc.org/services/launchpad/>.

Selling online to China

Cross border e-commerce is a very feasible route to market for many companies. Also the customs requirements for cross border e-commerce are simpler, requirements for Chinese documentation do not apply, and goods shipped via "direct shopping" or personal parcels will be subject to different (if any) checks.

Check out online e-commerce payers in China. You can access special terms negotiated by the UK Government there too.

See: <https://selling-online-overseas.export.great.gov.uk/>.

You can start exporting in a few steps online. UK DIT can help you find the online marketplace best suited to your product or service in China, and access preferential deals negotiated by government.

You can sell your products and services to China over the internet through:

- your website (which will need to be hosted within the Chinese Government firewall and set up to work with Chinese search engines such as Baidu). However, you 100% legally sell to China via your own existing .com or .co.uk website – via cross border e-commerce
- a Chinese online e-commerce payer, e.g. WeChat

Watch the CBBC's video on selling online to China, at: https://www.youtube.com/watch?v=hCh3yROWWOU&index=2&list=PLv_tMYysg7RODn2hCkPBaYTRyxzMpFL

Read the CBBC's guide to e-commerce in China, at: <http://www.cbbc.org/sectors/e-commerce/>.

You must not charge value added tax (VAT) for online sales to China – taxes on normal imports and cross border e-commerce are not the same. You need to fill out a customs declaration when you ship the products and keep 'proof of export'.

Franchising in China

Franchising of brands continues to grow in China. There are opportunities for UK brands, as increasing numbers of China's cities develop the relevant infrastructure and local governments encourage the creation of new businesses.

However, there are challenges including the complexity of local regulations and finding the right franchise licences.

Visit the international section of the British Franchise Association at: <http://www.thebfa.org/international> for more information on franchising.

UK-based consolidator exports to China

You can enter the Chinese market through a UK company that consolidates mixed containers to send to China. This will usually mean that the consolidator will do the paperwork and you will pay a fee to them.

Business incubators in China

CBBC's 'Launchpad' service is one of a number of incubator schemes in China. It provides a simple, cost-effective, low-risk and legal means of having a presence in China, before you set up your own office, enabling you to test the market. See: <http://www.cbbc.org/services/launchpad/>.

You should conduct due diligence checks once you have chosen your method of entry into the market.

[Source – DIT/CBBC/gov.uk]

Getting finance to fulfil an export contract to China

Schemes are available to UK companies selling products and services to China to make it easier to fulfil an export contract and grow your business. Contact your bank or specialist financial organisations for assistance.

UK Export Finance (UKEF) has significant risk capacity to support exports to China. See: <https://www.gov.uk/guidance/country-cover-policy-and-indicators#china>. Contact one of UKEF's Export Finance Advisers at: <https://www.gov.uk/government/publications/find-an-export-finance-manager> for free and impartial advice on your finance options.

Powerful SaaS solutions that help organisation to:



Optimize working capital



Secure trade finance



Reduce the risks and
costs of global trade



Securely exchange trade
data and documentation

Getting paid in China

Your contract must be in a template suited to the Chinese market. It will need to specify the payment terms clearly. You must ensure the contract includes an arbitration clause.

Read CBBC's guidance on getting paid in China, at: <http://www.cbcc.org/services/resources/getting-started/>.

Payment risks in China

UKEF helps UK companies get paid by insuring against buyer default.

Be confident you will get paid for your export contract. Speak to one of UKEF's Export Finance Advisers at: <https://www.gov.uk/government/publications/find-an-export-finance-manager> for free and impartial advice on your insurance options, or contact one of UKEF's approved Export Insurance Brokers at: <https://www.gov.uk/government/publications/uk-export-finance-insurance-list-of-approved-brokers/export-insurance-approved-brokers>.

Currency risks in China

China has a controlled currency reducing the impact of currency fluctuations. However, many Chinese companies prefer to be invoiced in US Dollars. It is sometimes possible to negotiate contracts in Euros or Sterling.

Transferring money from China

China's State Administration of Foreign Exchange (SAFE) strictly controls conversion of the Chinese Yuan Renminbi (CNY) to foreign currency.

Chinese companies need approval from the transmitting Chinese bank to send foreign currency overseas. This requires:

- a written contract for the goods or services which is signed and dated by all parties
- a formal written invoice for every required payment which is signed and dated by the UK company in a form acceptable to the bank

It is advisable that both documents include a Chinese translation. Chinese banks may ask for additional documents such as:

- proof of existence of the UK company
- contract registered in accordance with Chinese law if payment is a royalty for a technology licence or similar agreement

Setting up a bank account in China

China's banking system is complex and restrictions apply to foreign companies. Foreign-invested entities (FIEs) need to establish at least two bank accounts:

- an CNY basic account
- a foreign currency capital contribution account

UK companies can set up accounts in China through their own bank (assuming it has a presence in China) or through a Chinese bank.

[Source – DIT/gov.uk]



CHINA

You must identify whether the market is open to you and whether restrictions apply. In some sectors it is possible to set up a 100% foreign-owned company. In others, entry is possible only through a local partner.



How to do business in China

Legal considerations

China has what is officially termed 'a socialist legal system with Chinese characteristics'. The legal system is based on both statutory law and custom.

You must identify whether the market is open to you and whether restrictions apply. In some sectors it is possible to set up a 100% foreign-owned company. In others, entry is possible only through a local partner.

Check the '2017 Foreign Investment Catalogue' published by the Chinese Ministry of Commerce (MOFCOM) to find out which industries are open, restricted or closed: <http://www.china-briefing.com/news/2017/07/11/china-releases-2017-foreign-investment-catalogue-opening-access-new-industries.html>.

You can read guidance on dealing with commercial disputes in China, at: <https://www.gov.uk/guidance/commercial-disputes-in-china>, and contact the DIT team in China at: <https://www.gov.uk/world/organisations/departments-for-international-trade-china#contact-us> to help find tax and legal advisers before entering into agreements. See also the 'Legal sector briefing' on page 63, and the 'Business risk' section on page 96.

Trade embargo on China

The EU has a partial embargo on the export of arms and related material to China. Find out more about the UK Government's interpretation of the scope of this embargo, at: <https://www.gov.uk/guidance/arms-embargo-on-china>.

Contact the Export Control Joint Unit at: <https://www.gov.uk/government/organisations/export-control-organisation> for more information on the arms embargo.

Controlled goods export licences for China

You need a licence to export items on the EU dual-use list (goods along with their associated technologies that can be used for both civil and military purposes) to China.

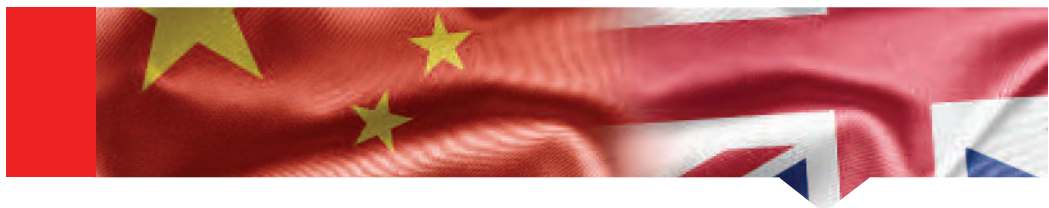
You can find out about export licensing requirements for military or dual-use goods, services or technology, at: <https://www.gov.uk/guidance/beginners-guide-to-export-controls>.

Some other products may need certification or licensing. Check which products and services require certification or licensing before export, at: <https://www.gov.uk/starting-to-export/licences>.

Standards and technical regulations in China

China sets its own national standards. These are often referred to as 'GB standards', with some mandatory and others voluntary. A prefix code indicates the status, GB=mandatory and GB/T=voluntary.

Not all Chinese standards are aligned with established international standards. It is important to check the Chinese laws, regulations, standards and certification requirements that apply to your area of business. Sectors such as medical and food require registration, (and possibly testing), and certification.



The Standardization Administration of the People's Republic of China (SAC) has responsibility for standards. See: <http://www.sac.gov.cn/sacen/>.

China Compulsory Certification (CCC)

The CCC mark is a compulsory quality and safety mark. It is generally required for manufactured products that could impact on human life and health, animals, plants, environmental protection and national security.

Goods imported into China that require the CCC mark and do not have it may be held by Chinese customs and be subject to penalties.

China's National Certification and Accreditation Administration (CNCA) publishes a catalogue that lists all the products that require a CCC mark. See: <http://www.ccc-mark.com/lists-of-products-subject-to-ccc-mark.html>.

You can find out more about CCC marks at: <http://www.cbcc.org/services/resources/getting-started/>, and also see the CBBC's video on applying for CCC marks at: https://www.youtube.com/watch?v=4IV_imWMS8o&index=5&list=PLv_tMYysg7ROD-n2hCkPWBaYTRyxzMpFL.

Packaging in China

Packaging must meet Chinese medical and safety regulations. It must not be poisonous or dangerous and must be easily degradable and recyclable. Wood packaging must carry the International Plant Protection Convention (IPPC) logo.

You can find out more about regulations for wood packaging at: <https://www.gov.uk/wood-packaging-import-export>.

Product labelling in China

Goods for sale in China must be labelled in Chinese (simplified script for mainland China). For some products, information must be printed directly onto the packaging. Your labelling should always indicate which Chinese standards have been used where this is applicable and be aware that the above is a very simplified summary – the requirements on food products alone are extremely exhaustive and the regulations can change very quickly. You need to be clear that labelling can by itself be a significant barrier to market entry and you should always take advice on the latest requirements.

Labels must clearly indicate the country of origin of the product and the name and address of the Chinese distributor.

Food product labels must also contain:

- net weight
- ingredients listing
- date of production and expiry date

You should always check the labelling requirements for your products.

Intellectual property (IP) in China

China is a World Trade Organization (WTO) member. As part of your market entry strategy you must:

- establish how you can protect your IP rights

- find out about costs
- monitor the market for possible infringements

You must register your trademarks in China before entering the market. China uses a 'first-to-file' system for trademarks.

You may lose legal protection if a similar trademark has already been registered within China.

The CBBC has guidance on IP in China at: <http://www.cbcc.org/services/resources/getting-started/>, and the UK Intellectual Property Office's (UKIPO) also has detailed guidance at: <https://www.gov.uk/government/publications/intellectual-property-rights-in-china>.

The European Commission's China IP Rights SME Helpdesk also offers help for small and medium enterprises (SMEs). See: <http://www.ipr-hub.eu/>.

In addition, the CBBC has a recorded webinar on registration and enforcement strategies for patents in China and trademarks in China at: https://www.youtube.com/playlist?list=PLv_tMYysg7RNu280zoFB6Ggw6xqs0FyG0.

Tax and customs considerations in China

The UK and China have signed double taxation agreements, ensuring the same income is not taxed in more than one country. See: <https://www.gov.uk/government/publications/china-tax-treaties>.

Value Added Tax (VAT) in China

If you are registered for VAT you can zero-rate the VAT on most goods you export to China. You will need to get evidence of the export within three months from the time of sale.

Find out more about VAT on exports to non-EU countries and zero rating conditions, at: <https://www.gov.uk/guidance/vat-exports-dispatches-and-supplying-goods-abroad>.

Corporate tax in China

If you set up an office in China corporate tax will apply. Taxes applicable to a foreign-invested enterprise (FIE) include:

- enterprise income tax: 25% (rate for SMEs under Chinese law is 20%)
- business tax: usually 3% or 5%

The EU SME Centre at: <http://www.eusmecentre.org.cn/guideline/china-enterprise-income-tax> provides information on enterprise income tax in China.

All service companies obtaining income in China or with consumers located in China are subject to Chinese taxes, unless exempted expressly by Chinese regulations.

Cross border e-commerce tax is different (and beneficial to many UK exporters) and customs requirements too. See the CBBC Insight 'How will China's new e-commerce tax policy impact your business?' at: <http://www.cbcc.org/news/cbbc-insight-tech-digital-china-s-new-e-commerce-i/>.

Customs and documentation for China

Customs in China

Importation of goods into China can fall into three categories: prohibited, restricted and permitted.

The General Administration of Customs of the People's Republic of China (GACC) has a listing of prohibited and restricted items at: <http://english.customs.gov.cn/service/guide?c=d5cf8c2a-2196-4cd9-89c8-7c3aa823fe47&k=45>.

Chinese customs uses a valuation database that lists the values of various imports based on international market prices, foreign market prices and domestic prices. Importers' values are normally accepted, but if they are out of line with the valuation database there may be a recalculation.

Customs requirements for cross border e-commerce are simpler, requirements for Chinese documentation do not apply, and goods shipped via "direct shopping" or personal parcels will be subject to different (if any) checks.

The GACC also provides general information on customs procedures and tariffs.

You can find more about import tariffs in the European Commission's Market Access Database at: <http://madb.europa.eu/madb/indexPubli.htm>.

Documentation in China

Goods exported to China must comply with domestic legislation. The documentation needed by Chinese customs varies according to product.

Certificates of quality, quantity or weight issued by manufacturers or public assessors are normally required. Certain goods will be inspected on arrival or must be accompanied by formal certification recognised by the Chinese Government.

Goods will be returned to the seller if they do not conform with the certificates after re-inspection by the Chinese authorities. In addition, a claim may be lodged for compensation.

You can check with CBBC business advisers for further advice, at: <http://www.cbcc.org/contact-us/>.

Complying with HMRC regulations to export to China

You must make export declarations to HMRC through the National Export System (NES) (<https://www.gov.uk/guidance/export-declarations-and-the-national-export-system-export-procedures>) to export your goods to China.

You must classify your goods as part of the declaration, including a commodity code and a Customs Procedure Code (CPC). You can find commodity codes and other measures applying to exports in the UK Trade Tariff at: <https://www.gov.uk/trade-tariff>.

Contact the HMRC Tariff Classification Service for more help, at: <https://www.gov.uk/government/publications/notice-600-classifying-your-imports-or-exports/notice-600-classifying-your-imports-or-exports#list-of-useful-contacts>.

You must declare any goods that you take with you in your baggage to sell outside the EU, at: <https://www.gov.uk/take-goods-sell-abroad>.

Shipping your goods to China

If you are not knowledgeable about international shipping procedures you can use a freight forwarder to move your goods. A forwarder will have extensive knowledge of documentation requirements, regulations, transportation costs and banking practices in China.

You can find freight forwarding companies to help you transport your goods to China via the British International Freight Association (BIFA) at: <http://www.bifa.org/home> or the Freight Transport Association (FTA) at: <http://www.fta.co.uk/>.

Posting goods to China

The Royal Mail has information about sending goods by post to China, at: <http://www.royalmail.com/china>.

Shipping dangerous goods to China

Special rules apply if you are shipping dangerous goods to China. See: <https://www.gov.uk/shipping-dangerous-goods/what-are-dangerous-goods>.

Terms of delivery to China

Your contract should include agreement on terms of delivery using Incoterms. See: <https://iccwbo.org/resources-for-business/incoterms-rules/incoterms-rules-2010/>.

Temporary export of goods to China

You can use an ATA (Admission Temporaire /Temporary Admission) Carnet to simplify the customs procedures needed to temporarily take goods into China. See: <https://www.gov.uk/taking-goods-out-uk-temporarily>. The goods and carnet must be validated by Chinese customs on arrival.

Hand-carried goods entering China through an ATA Carnet must be registered with the China Council for the Promotion of International Trade within three days of clearing customs. See: <http://en.ccpit.org/info/index.html>.

You need an export licence to temporarily take dual use goods to China.

Use the SPIRE system to apply for a temporary export licence. See: <https://www.spire.trade.gov.uk/spire/fox/espire/LOGIN/login>.

UK Export Finance

The government can provide finance or credit insurance specifically to support UK exports through UK Export Finance (UKEF) – the UK's export credit agency. See: <https://www.gov.uk/government/organisations/uk-export-finance>.

For up-to-date country-specific information on the support available see UKEF's cover policy and indicators for China at: <https://www.gov.uk/guidance/country-cover-policy-and-indicators#china>.

[Source – DIT/UKEF/gov.uk]

Logistics solutions in **China** and worldwide – DB Schenker **delivers.**

Global presence, local expertise

With our extensive global and local network and 50 years of experience in China, we provide you with the full range of transportation and logistics services from a single source – **worldwide air, ocean and rail freight, land transport, contract logistics and supply chain management.** Our immense portfolio of logistics solutions spans multiple industries. As such, we are experts in delivering solutions tailored to our customers' specific needs.



Visit our website at
www.dbschenker.com/cn
or send an email to
info.cn@dbschenker.com!

An aerial photograph of a coastal city, likely Hong Kong, showing a dense urban area with many skyscrapers, a large green island in the foreground, and a harbor with several ships.

DB Schenker in China – your reliable **logistics partner**

Who we are

DB Schenker is one of the world's leading global logistics providers. We support industry and trade in the global exchange of goods through worldwide air, ocean and rail freight, land transport, contract logistics and supply chain management. Our value-added services ensure the flow of goods continues seamlessly and supply chains stay lean and optimized for success. Our immense portfolio of logistics solutions spans multiple industries. As such, we are experts in delivering solutions tailored to our customers' specific needs.

In China, we employ more than 5,000 logistics specialists operating in 60 main cities across the country ensuring seamless logistics services for your business. With more than 50 years of experience in China we are your reliable logistics partner whatever the size and nature of your business, and however complex your operations.

What we offer

- Global air freight, ocean freight, rail freight
- China domestic transportation
- Multimodal transport (air/ocean/land/rail)
- Warehousing and logistics services
- Cargo consolidation services and distribution
- Industry solutions (incl. automotive, healthcare, retail, e-commerce, consumer & perishable goods)
- Heavy-lift and special project transport
- Customs clearance services
- Fairs, exhibitions & event logistics
- Green logistics solutions

Our network in China



Schenker China Ltd.

Unit 801-808 – Raffles City (Office Tower) – No. 268 Xi Zang Zhong Road – Shanghai 200001 – P.R. China
Tel.: +86 (21) 6170 8888 – info.cn@dbschenker.com – www.dbschenker.com/cn

Visit our website at
www.dbschenker.com/cn
or send an email to
info.cn@dbschenker.com!

Get your business rolling with innovative **rail logistics solutions** between **China and Europe**

DB Schenker is the No. 1 rail freight carrier in Europe. This strong background has enabled DB Schenker in China to become the pioneer of regular rail-based transports **between China and Europe as well as from China to Russia, Central Asia, Mongolia and within China**. Our innovative rail services include door-to-door solutions for block trains, single containers (FCL) or groups of containers as well as less-than-container loads (LCL). By combining rail with other transport modes, DB Schenker further extends cross-border intermodal transportation over the world.

CHINA

China is a large country, where sub-cultures and practices differ from place to place. Mandarin Chinese is the language of business. You should not assume Chinese firms will have English-speaking staff. A translator or interpreter is usually essential.







Smart decisions. Lasting value.

With operations in more than 130 countries, Crowe has a vast global footprint to be able to serve your needs, wherever you choose to do business.

We are the sixth largest global professional services network in Asia Pacific and the eighth largest global professional services network. Trusted by thousands for our specialist, pro-active and timely advice, and our readiness to give our clients added value.

Start the conversation

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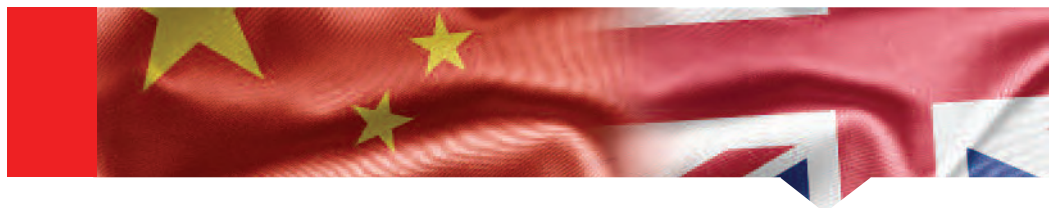
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Audit / Tax / Advisory

www.crowe.com/global

Crowe Global is the brand under which thousands of dedicated professionals throughout the world provide services to clients and refers to one or more of Crowe Global a Swiss Verein, and its network of member firms, each of which is a legally separate and independent entity. Crowe U.K. LLP and Crowe China are the UK and Chinese member firms respectively. Crowe Global does not provide services to clients.





Business etiquette, language & culture

Business behaviour in China

China is a large country, where sub-cultures and practices differ from place to place.

Mandarin Chinese is the language of business. You should not assume Chinese firms will have English-speaking staff. A translator or interpreter is usually essential.

You should:

- be careful with gestures as they can convey different meanings in China
- avoid embarrassing your hosts as the Chinese do not like to say no directly
- not be offended by personal questions relating to age, income or marital status
- build close personal relationships to enable you to develop business partnerships

Chinese national holidays

2018

Date:	Holiday:
15 th -17 th February	Chinese New Year
5 th April	Qing Ming Festival
1 st May	Labour Day
18 th June	Dragon Boat Festival
24 th September	Mid-Autumn Festival
1 st -3 rd October	National Day

> Clear, consistent content is vital to making your business understood overseas. **So don't leave it to chance.**

- > Well-known companies we already work with include: Serco, Experian, Intertek, IKEA and Caterpillar
- > For a structured approach to translation, please read the article that follows



Protecting your Reputation
Worldwide™

If you're reading this guide, the chances are you're either a seasoned exporter, or you're committed to investigating new export opportunities for your business. Whichever category you fall into, you'll have a good idea of the huge investment in time, effort and resources which is required for export success.

Your priority will be to get your product or service to market, and it's a fact of life that procurement of peripheral resources such as translation is often left to the last minute. In this article we'd like to demonstrate to you how building translation into the early planning stages of your export campaigns can pay dividends.

The internet, mobile connectivity and social media mean that now more than ever before customers, be they B2B or B2C, are buying goods and services within the context of a connected world of instant communication.

Buying decisions carried out in isolation of wider and constantly changing sector, economic or social contexts are a thing of the past. This means that increasingly any product or service has to be supported with professional technical, marketing or other contextual content.

As examples of this, exporters need their technical documentation to be easily assimilated, their marketing content to be compelling, and their website to be informative and memorable. Human resources departments on the other hand need sensitive localisation of policies & procedures in line with local legislation, corporate guidelines and house style. After all an international expansion strategy or company restructuring could easily be undermined by insensitive internal communication.

In non English-speaking markets, all of the above can be achieved by working with a reliable and professional translation partner.

So how can really good translation help build your export success:

- clear and accurate foreign-language branding and content will motivate foreign customers to buy from you
- consistent and harmonised messaging helps to convey and reinforce your company's values and ethos
- corporate and operational risk through poor quality communication and misunderstanding is eliminated
- overall brand integrity and reputation are enhanced



language services

Protecting your Reputation
Worldwide™

The following components are key to a successful translation project, and show how AST can make the process of internationalising outward-facing and internal communications simpler, more professional and more cost-effective:

Rigorous selection of translators

AST's ISO9001 certified and ISO17100 compliant processes mean that the company has approved sector-specialist translators whatever the language and deadline requirements, with experienced proofreaders to give the text precision and professionalism to really focus the reader's attention.

Translation memory technology

Client-facing documents produced periodically often contain sections which stay the same and sections which need updating. Similarly company websites and technical data or manuals can contain identical paragraphs and sections. Translation Memory technology is used in this situation to identify duplicate and legacy text. The duplicates are logged and reused – leading to reduced turnaround times and resulting

cost savings – with company wordings for products, processes, titles and descriptions translated consistently.

Terminology management

The key words used to describe your company's products, services and processes support your brand and identity. This is equally true in your foreign language communications. Unfortunately, once translated it is often easy to lose control of key terms, leading to uncertainty as to whether the translations are having the desired impact. AST's terminology management prevents this. Glossaries are maintained in multiple languages and client terminology is checked in each language by industry sector experts. As the glossary grows it can be reused with each new project, so client content is always on-message and brand integrity consistent.

So there's really no need for you to leave the "softer" aspects of your export campaign to chance. Using a professional translation company like AST provides a guarantee that your international content will be clear, consistent and effective. Whatever the language.

> YOU NEED YOUR SALES, TECHNICAL AND WEBSITE CONTENT TO BE **TRANSLATED BY EXPERTS!**

- > We're recognised as a UK leader for translating high profile, client-facing documents
- > All our translators are rigorously selected so your text will be translated by the best people in the business
- > We ensure you get premium quality translations every time, on time and within budget

No matter how urgent your assignment we can translate it.





CHINA

Before entering into a contract in China, companies should take appropriate legal advice, both in the United Kingdom and in China on including dispute resolution clauses and governing law clauses in the contract to plan how, where and under what law, any disputes will be resolved.



WHAT ARE THE CHALLENGES?

What are the challenges?

Challenges when doing business in China

There are some unique challenges when you are doing business in or with China. These include:

- large parts of the economy are still closed to full foreign participation
- strong competition from well-resourced and positioned state-owned enterprises
- finding and retaining the right skills in the local workforce
- complex business culture
- language barriers
- need for patience to build up trust and networks
- significant time difference
- weather extremes across the country and high levels of pollution in certain urban centres
- anti-monopoly legislation in relation to foreign firms

You should ensure you take the necessary steps to comply with the requirements of the UK Bribery Act. See: <https://www.gov.uk/government/publications/bribery-act-2010-guidance>.

Read the Foreign and Commonwealth Office's (FCO's) latest Overseas Business Risk report for China, at: <https://www.gov.uk/government/publications/overseas-business-risk-china>.

Watch the China-Britain Business Council's (CBBC) recorded webinar on avoiding common scams when doing business in China, at: https://www.youtube.com/watch?v=6OuiZDZ-GE0&index=3&list=PLv_tMYysg7ROD-n2hCkPWBaYTRyxzMpFL.

[Source – DIT/FCO/gov.uk]

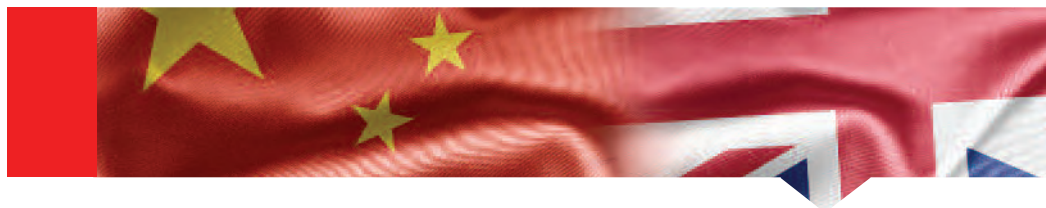
Business risk

Commercial / legal disputes and travel bans

As the number of foreign enterprises investing in China and doing business with Chinese partners has increased, so has the number of commercial disputes.

There are various options available to settle a commercial dispute, principally litigation, arbitration and mediation. The most appropriate option will always depend on the circumstances of the case, and companies should seek the advice of a lawyer who specialises in the laws of the People's Republic of China.

Before entering into a contract in China, companies should take appropriate legal advice, both in the United Kingdom and in China on including dispute resolution clauses and governing law clauses in the contract to plan how, where and under what law, any disputes will be resolved.



Chinese law restricts both the choice of law and the types of resolution mechanisms that can be used in China-related commercial contracts, so the contract needs to be drafted carefully.

Contracts entered into in the United Kingdom are not generally enforceable by Chinese courts.

Many foreign companies seek to resolve disputes by arbitration rather than litigation. Although it is possible for parties to reach agreement on arbitration after a dispute arises, in most cases an arbitration clause is better included from the outset. Joint ventures operating within China are considered to be domestic Chinese entities and disputes involving joint ventures will mostly be considered to be domestic disputes to be arbitrated in China. The UK Government has published advice on how they can help British nationals with commercial disputes, at: <https://www.gov.uk/guidance/commercial-disputes-in-china>.

[Source – FCO Overseas Business Risk/gov.uk]

Intellectual property (IP)

China has increasingly sophisticated IP and legal systems which are used by large numbers of British companies to obtain IP protection and enforcement relief. However, IP problems still cost British businesses in China hundreds of millions of pounds each year. Damage is not restricted to businesses in the Chinese domestic market – IP-infringing Chinese businesses often have global export capacity.

One source of risk is that IP rights are territorial – that is, they only give protection in the countries in which they have been granted or registered. If you are thinking about trading internationally, then you should consider registering your IP rights in overseas markets. If you are a UK company selling to China, sourcing from China, or even attending the same trade fairs as Chinese companies, your IP is already exposed to risk of infringement.

Another source of risk is that the Chinese IP system works differently from that in the UK. The UK Government provides factsheets on the British Embassy Beijing IP webpage at: <https://www.gov.uk/government/case-studies/uk-china-cooperation-on-intellectual-property>, to help British companies navigate the Chinese IP system. They also distribute a monthly newsletter informing companies of IP regulatory updates in China. The Embassy and the China-Britain Business Council (CBBC) support over 250 IP cases per year.

Legal advice may also be obtained from legal services providers based in both the UK and China.

General information on IP is provided on the UK Government's intellectual property page at: <https://www.gov.uk/intellectual-property-an-overview>. More detailed guidance on protecting IP overseas in other territories is available from the UK Intellectual Property Office. See: <https://www.gov.uk/government/organisations/intellectual-property-office>.

The CBBC has guidance on IP in China at: <http://www.cbcc.org/services/resources/getting-started/>, and the UK Intellectual Property Office's (UKIPO) also has detailed guidance at: <https://www.gov.uk/government/publications/intellectual-property-rights-in-china>.

The European Commission's China IP Rights SME Helpdesk also offers help for small and medium enterprises (SMEs). See: <http://www.ipr-hub.eu/>.

In addition, the CBBC has a recorded webinar on registration and enforcement strategies for patents in China and trademarks in China at: https://www.youtube.com/playlist?list=PLv_tMYysg7RNU280zoFB6Ggw6xqs0FyG0.

[Source – FCO Overseas Business Risk/CBBC/gov.uk]

Bribery and corruption

Bribery is illegal. It is an offence for British nationals or someone who is ordinarily resident in the UK, a body incorporated in the UK or a Scottish partnership, to bribe anywhere in the world.

In addition, a commercial organisation carrying on a business in the UK can be liable for the conduct of a person who is neither a UK national or resident in the UK or a body incorporated or formed in the UK. In this case it does not matter whether the acts or omissions which form part of the offence take place in the UK or elsewhere.

The UK Bribery Act

The Bribery Act applies to non-UK companies operating in the United Kingdom and to UK companies working overseas. It created four prime offences:

- two general offences covering the offering, promising or giving of an advantage, and requesting, agreeing to receive or accepting of an advantage
- an offence of bribing a foreign public official
- a new offence of failure by a commercial organisation to prevent a bribe being paid to obtain or retain business or a business advantage (should an offence be committed, it will be a defence that the organisation has adequate procedures in place to prevent bribery)

The Act recognises that no bribery prevention regime will be capable of preventing bribery at all times. A company will have a full defence if it can show that despite a particular case of bribery it nevertheless had adequate procedures in place to prevent persons associated with it from bribing. Companies must therefore make sure that they have strong, up-to-date and effective anti-bribery policies and systems in place to prevent bribery by persons associated with them.

Bribery and corruption in China

Since coming to power in China, President Xi Jinping has launched a wide-ranging anti-corruption drive. While the main focus has been on corruption within the party and government it has also targeted foreign and domestic companies in key

sectors including energy, pharmaceuticals and transportation. It is likely that the anti-corruption drive will continue and there is therefore an increased risk of more British companies being caught up in bribery cases.

China has enacted extensive anti-bribery legislation. For serious cases this allows for up to life imprisonment for offering bribes, receiving bribes can, in some cases, attract the death penalty. The two key laws are the relevant sections of China's Criminal Law and the Law of the PRC against Unfair Competition. In recent years the Supreme People's Court and the Supreme People's Procuratorate (China's public prosecution service) have begun to issue detailed "interpretations" on key aspects of China's legislation. These are designed to help the police and courts in the prosecution of different crimes.

The latest judicial interpretation for the handling of criminal cases of embezzlement and bribery was issued on 18th April 2016, specifying detailed thresholds, as well as what it means in practice by "serious circumstance", "extremely serious circumstances" and "significant loss of national interests" as outlined in the 9th Amendment to the Criminal Law passed in 2015.

Under the 9th Amendment and this new judicial interpretation, companies may be found guilty for providing money or property to former public officials, or close relatives of or any person close to the public officials for former public officials for illegitimate benefits. This act was not previously considered a criminal offence which highlights the increased scrutiny companies and commercial relationships are now placed under.

While the authorities have taken a number of steps to strengthen the independence of Chinese courts, the judiciary is not independent of the party and the rule of law remains weak. There have been

instances of the official use of state media channels to pre-empt the judicial process. The courts can be influenced by ongoing political campaigns.

In view of the continuing anti-corruption drive and the stricter measures imposed by the revised criminal law and this new judicial interpretation, companies doing business in China should review their compliance policies and business practices to avoid any potential violation of China's criminal law.

[Source – FCO Overseas Business Risk/gov.uk]

Organised crime

A number of British companies have been attracted by potentially lucrative business offers in China, which have turned out to be scams. We therefore always recommend conducting basic due diligence before making any financial commitments (e.g. checking that your Chinese counterpart is a properly-registered and licensed business). More information can be found on the Chinese Government State Administration for Industry and Commerce (SAIC) website's database at: <http://www.saic.gov.cn/english/>.

An offer that is 'too good to be true' may be, in fact, just that. Any request to pay a fee to have a contract notarised is liable to be a scam:

- verify the data of your business partner
- make due diligence checks
- increase your vigilance when making deals via e-commerce

When making purchases use secure payment instruments. When selling, secure the payment before delivery of the products.

International business can be difficult

For 50 years we've helped
British companies succeed
in global markets.

Let us help you.

Join us.



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Email mail@britishexpertise.org

Telephone +44 (0) 20 7824 1920

Contrary to what a customer says, it is not always necessary to visit China to finalise a contract. Be wary of a customer who insists otherwise.

[Source – FCO Overseas Business Risk/gov.uk]

Protecting the digital security of your company

British companies, whatever their size, may be subject to cyber-attacks. This can impact on the bottom line thefts of money, customer data or IP – and associated damage to your reputation. As a deterrent the UK Government advises companies to get their cyber security right. This is a board-level issue that all businesses need to deal with, and the ‘Ten Steps to Cyber Security guidance’ provides government advice on how to protect your business, see: <https://www.ncsc.gov.uk/guidance/10-steps-cyber-security>.

Smaller firms starting out with implementing cyber security measures may find the related ‘Cyber Security: what small businesses need to know’ guidance more useful (<https://www.gov.uk/government/publications/cyber-security-what-small-businesses-need-to-know>), as well as visiting the government’s advisory website ‘Cyber Streetwise’ at: <https://www.cyberaware.gov.uk/>.

Businesses wishing to implement the most important technical controls, and demonstrate that they take cyber security seriously can apply to be assessed under the Cyber Essentials Scheme, leading to the Cyber Essentials or Cyber Essentials PLUS badge, see: <https://www.cyberaware.gov.uk/cyberessentials/>.

Protective security advice

Business people should be cautious about what information they bring with them to China, and how they use information whilst they are in China – either using IT or speaking in public places, including hotel rooms and public offices. Further protective security advice can be found on the FCO travel advice at: <https://www.gov.uk/foreign-travel-advice/china/terrorism>.

[Source – FCO Overseas Business Risk/gov.uk]

In June 2017 China’s new Cyber Security Law came into effect. The main objective of this new law is to strengthen central government control over information flows and data security, as well as preventing cyber-attacks, computer viruses and other network security violations (such as unauthorised data leakage or theft). A further objective is to strengthen China’s data privacy regime and protect private citizens.

The new law is expected to have an adverse impact on many foreign technology companies operating in China. See the CBBC Insight at: <http://www.cbcc.org/news/cbbc-insights-china%E2%80%99s-cyber-security-law/?feed=News> for more information and the potential impact on British companies operating in China.

[Source – CBBC Insight]



CHINA

You should carry out as much market research and planning as possible before starting to sell your products and services in China, using both desk research and visits to the market. As the market is so complex you should also consider getting specialist market research help.



INSTITUTE OF EXPORT

& INTERNATIONAL TRADE

What does membership of the Institute of Export & International Trade mean?

To most the Institute of Export & International Trade simply plods away providing much needed qualifications to professionalise the industry however, did you realise that our helpline is one of the busiest and best in the industry? It's all part of membership and, if you need more than a phone call, we can put together a project to fulfil your needs. 2015 saw the launch of our Technical Help for Exporters that recognises the volume of legislation and regulation that covers our industry and gives you the comfort of knowing that if you don't know, you know someone who does!



Innovation is key to the success of the Institute and new ideas include our New Exporter package. This allows a business to enter a new market secure in the knowledge that they have an understanding of how they will operate and comply with any specific regulations and standards. Practical help and assistance is always available from the Institute so any additional training can be tailored to the business and the team that needs the knowledge.

The work of the IOE&IT also extends to representing membership views. Knowledge gained from our members' feedback, those who get involved with

the forums and Special Interest Groups, and those who attend our training courses or study with us, enables us to represent the industry at government levels in both the process and delivery of policy for international trade. These views also help us to ensure that the training programmes are effective and pertinent to the industry needs. Our Diploma in World Customs Compliance and Regulation is testament to the way we listen to our members' needs. This was driven by Nissan, Adidas, John Lewis and many others and will neatly dovetail into any AEO work ensuring that quality standards are met at manager and junior staffing levels.

Starting in 1935, the Institute committed itself to building competence and growing confidence for businesses trading in goods and services, which at the time, was a far reaching remit. Over the years this remit has seen us develop from simply providing training in short course format over a day, or perhaps two, into a fully-fledged Ofqual Awarding Organisation that operates specifically to deliver international trade education.



This status allows our individual members and corporates alike to be sure that they are part of a quality organisation with plans for growth integrated with a sustainable future for the global prosperity of UKPlc.

Part of our work includes mapping existing qualifications to roles and producing training needs analyses to ensure staffing progression and continuity. The need to upskill our workforce to match those of our competitors is a key element vital for growth. Our focus is on recognising that International trade needs specific knowledge, coupled with a strong belief that we must start to talk to

our young people at an earlier stage. We need to engage the next generation in thinking about how world trade works and how it will be great for British businesses. They need to know how items arrive in the shops which, in turn, will begin to spark ideas. As these young people join companies they will bring a fresh outlook that all things are possible especially if you operate globally.



Why not call us and get involved?

It has never been more important that we act as an industry to help – we need experts and commitment to professionalising international trade from businesses large and small – help your institute to stay ahead of the curve.

Institute of Export & International Trade

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Advice and support for companies exporting to China

For UK businesses new to the China market, it can be very hard to know where to start. On the one hand, it is adding an economy the size of Switzerland to itself each year but some argue its economy is on a cliff edge. Innovation in China is increasingly more dynamic and globally impactful and yet China is often still regarded by business as a serious intellectual property (IP) risk.

Eye-watering figures numbering in the billions are regularly thrown about and make it hard to understand what is really happening in China and how UK companies of different sizes and sectors can get involved.

China's Economy is changing

The massive 10%+ GDP growth figures through last 30 years were built on low-cost manufacturing for export and large-scale asset investment.

It is a common path for developing economies but eventually does need to transition, as we have seen in China's near neighbours. Since the spring of 2013, the Chinese Government has talked about a New Normal – slower, more sustainable growth.

As a result of this shift, some traditionally strong sectors will struggle and there will be uncertainty, but new opportunities are blossoming. And now, more than ever before the UK has the kinds of products and services that China wants – in education, healthcare, professional services, creative and innovative design, advanced engineering – all of which suit the lifestyle of a new emerging middle class in China.

Looking beyond the news headlines

Bad news and dramatic headlines sell but business people must be more granular in how they look at the challenges and opportunities. China's macro figures are trying to take into account an enormous and diverse economy.

Doing business successfully in China is about understanding the thirst for your goods and services on the ground. It also means understanding the local challenges. UK-China trade stands at about £60 billion annually; having increased 2.5 times in the last 10 years and opportunities will only increase. What is also important to note is that in many areas China has leapfrogged traditional distribution channels. This is most relevant online. China is many steps ahead of the rest of the world in how the retail experience is integrated with smartphones, for example.



Social media platforms, such as WeChat and Taobao, have become life-partners for hundreds of millions of people, rather than occasional chatting and browsing platforms. For any UK company, it is important to realise that China is different – not impossible. It most certainly has challenges for businesses and like all countries has its own political agenda, which does not always align with the status quo.

So where do I start?

It is important to do your homework. Be clear about what you want to achieve in China. Talk to relevant organisations like the CBBC and the Department for International Trade. They can support with advice and a range of services such as research, trade missions, support to attend trade fairs and more.

Look for other similar companies who already have connections in market. CBBC's 1000+ members often work together to help each other avoid the common pitfalls when entering the market.

Business in China is done very differently to the west and misunderstandings often have as much to do with culture as language. There is a greater importance placed on relationships, showing proper respect, and avoiding conflict. Socialising is a big part of the process and Chinese business people will seek to build trust and rapport before moving forward with contracts. Going to China and spending time with your partners to build these relationships is very important where possible.

Emerging Chinese competition is making it harder in some sectors but British goods and services are seen in a positive light in China and companies have succeeded across numerous sectors. When you have done your homework and are ready to really consider the market, avoid the low cost/high volume market. Domestic competition here is intense and foreign companies cannot compete on price alone.

Instead, differentiate yourself on your unique selling proposition, quality and know-how. It's also important to be flexible and localise your products or services quickly. Businesses who assume their offering has the same appeal as in their home market are more likely to fail.

These are all ways to take the first step. It is not easy but it can be very rewarding when done right. Any company with an eye on international trade needs to consider 'what does China mean for me now?' You might not be ready, but at least think about it today.



China-Britain
Business Council
英中贸易协会



Lesley Batchelor OBE, FIEEx (Grad) –
Director General, Institute of Export & International Trade

Focusing on qualifications.

A focus on qualifications - but why do we need them?

I'd like to tell you about my story, it's ok it won't take too long but I think it's similar to a lot of people that work in international trade.

I left school with no ambition to do anything other than help my mum make ends meet. I wanted to be a seamstress but we couldn't afford the material for the interview so I went into an accounts department at a large pharmaceutical company. Luckily for me they recognised a hard worker and asked me to work in various departments. After a year they asked me which one I like the best and without even thinking I said "international", and that was my career set out for me.

Working in international trade I found that I needed to understand so many different things - from how trade agreements impacted a sale to the legal aspects of trade and how different systems worked in terms of contract and disputes. Getting paid brought about a whole new set of issues and this really made me learn and think about the implications of offering credit and how it can be used to your advantage.

Things I learnt about logistics and the paperwork that was needed to support a trade were empirical and slowly I became sure of my knowledge. The problem was, that when I wanted to move on to the next company, I had nothing to show I had that knowledge. It was frustrating to find that the knowledge that I had accumulated over 11 years wasn't evidenced in any way and that no-one knew exactly what I knew. I was lucky enough to get my next job with a well-known Japanese computer company but it made me realise that if I wanted a career, I needed to get qualified.

So I spent the next two years, two nights a week at night school honing my skills and building a knowledge and understanding of all aspects of the trade I had entered "by the back door". Finally, exhausted but with a full understanding of how planning and control worked, I passed and became a Graduate Member of the Institute of Export & International Trade, suffix MIEEx (Grad) in 1991.

Well, many things have changed since then, as after many years of working in international trade, I took over at the helm, steering the qualifications and the Institute towards a better place. We have now gained Ofqual Awarding Organisation status for the qualifications and have worked hard on ensuring we are ready for the next 80 years of representing the industry and standing as guardian of professional standards in international trade.

OFQUAL* awarding status is hard earned and we are proud to be the only professional body operating in this international trade environment.

IOE&IT Qualifications in brief

www.export.org.uk/page/qualifications

- Level 1 Young International Trader
(Available electronically)
- Level 2 International Trade Logistic Operations **
- Level 3 Certificate of International Trade
Certified International Trade Adviser
- Level 4 Advanced Certificate in International Trade
- Level 5 Diploma in International Trade
Diploma in World Customs Compliance and Regulations
- Level 6 Foundation Degree jointly delivered with *** Anglia Ruskin University
Higher Apprenticeship in International Trade - the first so far.

Our courses at level 3 onwards are delivered online using a blended learning technique which involves the support of an expert tutor for each topic. The IOE&IT online campus offers a range of learning tools, from power-point presentations and videos to online chats and forums for the students. The Institute has a success rate of 95% in helping our students through these academic programmes.

The Advanced Certificate in International Trade - Elective modules have been added to the level 4 Advanced Certificate syllabus. In addition to the three core modules of Business Environment, Market Research & Marketing and Finance of International Trade, students can now choose a fourth elective module from:

- a. International Physical Distribution
- b. Selling Services, Skills and Software Overseas
- c. Or one of:
 - i. Doing business & communicating in Arabic speaking markets
 - ii. Doing business & communicating in Spanish speaking markets
 - iii. Doing business & communicating in German markets
 - iv. Doing business & communicating in Chinese markets
 - v. Doing business & communicating in Russian markets

The series of modules above carry language skills training, the focus being on basic business language needed and business culture

Finally, eBusiness internationally will be launched summer 2016.

The Diploma in International Trade - level 5 is equivalent to the second year of a degree and is accepted as entry level for:-

BSc (Hons) in Management Practice - International Trade with Plymouth University
-Online 24 months

MSc International Trade, Strategy and Operations with Warwick University - 36 months part residential

www.export.org.uk/page/qualifications will give you more detail and a contact who will talk you through your options.

*The OFQUAL Register of Regulated Qualifications contains details of Recognised Awarding Organisations and Regulated Qualifications in England (Ofqual), Wales (Welsh Government) and Northern Ireland (Ofqual for vocational qualifications and CCEA Accreditation for all other qualifications).

** International Trade Logistic Operations is delivered through our approved centres

*** Anglia Ruskin University is Entrepreneurial University of the Year



British Embassy Beijing

The British Embassy Beijing maintains and develops relations between the UK and China.

The British Embassy Beijing provides services to British nationals living in and visiting China. You can access UK Government services while in China. Their work covers a range of issues including bolstering global security, increasing mutual economic prosperity, establishing stronger people-to-people ties and supporting British nationals in China.

Urgent assistance

If you are in China and you need urgent help (for example, you have been attacked, arrested or someone has died), call +86 (0) 10 8529 6600. If you are in the UK and worried about a British national in China, call 020 7008 1500.

Get an emergency travel document

You can apply for an emergency travel document if you are abroad and your passport has been lost or stolen, damaged or expired, and you cannot get a new or replacement passport in time to travel, here: <https://www.gov.uk/emergency-travel-document>.

Before you are able to leave China with an ETD you will need to obtain an Exit Visa from your local Public Security Bureau's (PSB) Entry and Exit Division. This may take up to 10 working days. Consular staff can direct you to the nearest PSB.

Please note that the British Embassy is unable to issue ETDs if requested for the following reasons:

- you wish to renew your Chinese residence permit – ETDs are for travel purposes only
- your normal passport is with the local PSB to renew your Chinese residence permit – the Chinese authorities will not permit you to hold more than one visa at the same time

Apply online for an emergency travel document here: <https://www.gov.uk/emergency-travel-document>.

If the person needing the emergency travel document is under 16, a parent or guardian should apply on their behalf. If you are due to travel in the next 24 hours, contact the British Embassy as soon as possible.

If you are travelling in more than 3 weeks, check if you can get a new or replacement passport in time to travel, here: <https://www.gov.uk/renew-adult-passport>.

If you are not a British citizen or have not had a British passport before

If you are not sure, check if you are a British citizen, here: <https://www.gov.uk/check-british-citizen>.

If you are not a British citizen but think you may be eligible, contact the British Embassy to apply for an emergency travel document. Once you have contacted the British Embassy, you will be advised to make an appointment.

Book an appointment for an emergency travel document in the British Embassy Beijing, here: https://www.consular-appointments.service.gov.uk/fco/#!/british-embassy-beijing/issuing-an-emergency-travel-document/slot_picker.

Book an appointment for an emergency travel document in the British Consulate-General Chongqing, here: https://www.consular-appointments.service.gov.uk/fco/#!/british-consulate-general-chongqing/issuing-an-emergency-travel-document/slot_picker.

Book an appointment for an emergency travel document in the British Consulate-General Guangzhou, here: https://www.consular-appointments.service.gov.uk/fco/#!/british-consulate-general-guangzhou/issuing-an-emergency-travel-document/slot_picker.

Book an appointment for an emergency travel document in the British Consulate-General Shanghai, here: https://www.consular-appointments.service.gov.uk/fco/#!/british-consulate-general-shanghai/issuing-an-emergency-travel-document/slot_picker.

Other consular services

Notarial and documentary services

They may be able to offer notarial services, including administering an oath, affirmation or statutory declaration, making a certified copy of a document, and preparing a document in English or Chinese. See the full list of notarial and documentary services they provide, here: <https://www.gov.uk/guidance/notarial-and-documentary-services-guide-for-china>.

Consular fees

They may charge fees for some of their services. See the full list of consular fees in China, here: <https://www.gov.uk/government/publications/china-consular-fees>.

The British Embassy Beijing also provide services in:

- Chongqing: <https://www.gov.uk/world/organisations/british-consulate-general-chongqing>
- Guangzhou: <https://www.gov.uk/world/organisations/british-consulate-general-guangzhou>
- Hong Kong: <https://www.gov.uk/world/organisations/british-consulate-general-hong-kong>

- Shanghai: <https://www.gov.uk/world/organisations/british-consulate-general-shanghai>
- Wuhan: <https://www.gov.uk/world/organisations/british-consulate-general-wuhan>

Contact us

British Embassy Beijing

11 Guang Hua Lu, Jian Guo Men Wai
100600 Beijing China

Telephone (General enquiries only):

+86 (0) 10 5192 4000

Telephone (Consular assistance for British nationals): +86 (0) 10 8529 6600

Opening hours (local time):

Monday to Friday: 8:30am to 12pm,
1:30pm to 5pm

Counter services of the Consular Section (local time):

Monday, Tuesday, Thursday, Friday:
9am to 12pm, Wednesday: Closed

The Visa Section of the British Embassy Beijing

21st Floor North Tower, Kerry Centre,
No.1 Guanghua Road, Chaoyang District,
Beijing 100020 China

Opening Hours (local time):

Monday to Friday: 8:30am to 12pm,
1:30pm to 4pm

The Consular Section of the British Embassy Beijing

21st Floor North Tower, Kerry Centre,
No.1 Guanghua Road, Chaoyang District,
Beijing 100020 China

Email: consular.beijing@fco.gov.uk

Telephone: +86 (0) 10 8529 6600

Out of Hours: +86 (0) 10 5192 4000

Counter services (local time):

Monday, Tuesday, Thursday, Friday:
9am to 12pm, Wednesday: Closed

British Consulate-General Guangzhou
22/F Guangzhou International Finance
Centre, 5 Zhujiang Road West, Zhujiang
New Town, 510623 Guangzhou China

Email:
britishconsulate.guangzhou@fco.gov.uk
Telephone (General Enquiries only):
+86 (0) 20 8314 3000

Opening hours (local time):
Monday to Friday: 9am to 12.30pm,
1.30pm to 5pm
**Counter services of the Consular
Section (local time):**
Monday to Thursday: 9.30am to 12.30pm

**The Consular Section of the British
Consulate-General Guangzhou**
22/F Guangzhou International Finance
Centre, 5 Zhujiang Road West, Zhujiang
New Town, 510623 Guangzhou China

Email: consular.guangzhou@fco.gov.uk
Telephone: +86 (0) 20 8314 3000
Out of Hours: +86 (0) 20 8314 3000
Counter services (local time):
Monday to Thursday: 9.30am to 12.30pm

British Consulate-General Chongqing
Suite 2801, Metropolitan Oriental Plaza,
68 Zourong Road, Yu Zhong District,
400010 Chongqing China

Email:
britishconsulate.chongqing@fco.gov.uk
Telephone (General enquiries only):
+86 (0) 23 6369 1400/6369 1500

Opening hours (local time): Monday to
Friday, 9am to 12pm, 1pm to 5pm
**Counter services of the Consular Section
(local time):** Monday: 9am to 12pm, 2pm to
4.30pm, Tuesday: Closed, Wednesday: 9am
to 12pm, 2pm to 4.30pm, Thursday: Closed
Friday: 9am to 12pm

**The Consular Section of the British
Consulate-General Chongqing**
Suite 2801, Metropolitan Oriental Plaza,
68 Zourong Road, Yu Zhong District,
Chongqing 400010 China

Email: consular.chongqing@fco.gov.uk
Telephone: +86 (0) 23 6369 1400/
6369 1500

Counter services (local time):
Monday: 9am to 12pm, 2pm to 4.30pm
Tuesday: Closed, Wednesday: 9am to
12pm, 2pm to 4.30pm, Thursday: Closed
Friday: 9am to 12pm

British Consulate-General Shanghai
17F Garden Square, 968 West Beijing Road,
Shanghai, 1702, British Centre, Garden
Square, 968 West Beijing Road, Shanghai
(Consular) 200041 Shanghai China

Telephone (General enquiries only):
+86 (0) 21 3279 2000

Opening hours (local time):
Monday to Friday: 8.30am to 5.30pm
**Counter services of the Consular Section
(local time):** Monday, Wednesday, Thursday:
9am to 12pm, 2pm to 4pm, Tuesday, Friday:
9am to 12pm

**The Consular Section of the British
Consulate-General Shanghai**
1702, British Centre, Garden Square, 968
West Beijing Road, Shanghai 200041 China

Email: consular.shanghai@fco.gov.uk
Telephone: +86 (0) 21 3279 2000
Counter services (local time): Monday,
Wednesday, Thursday: 9am to 12pm, 2pm to
4pm, Tuesday, Friday: 9am to midday

British Consulate-General Wuhan
33/F, Ping An Finance Centre, Wuhan Tiandi,
1628, Zhongshan Avenue, Jiang'an District
430010 Wuhan China

Email: britishconsulate.wuhan@fco.gov.uk
Telephone (General enquiries only):
+86 (0) 27 8270 3600

Opening hours (local time): Monday to
Friday: 9am to 12.30pm, 1.30pm to 5pm

The Institute of Export & International Trade

Export House
Minerva Business Park
Lynch Wood
Peterborough
PE2 6FT, UK

Tel: +44 (0) 1733 404400

Website: www.export.org.uk



UK Export Finance

UK Export Finance is the UK's export credit agency, serving UK companies of all sizes. We help by providing insurance to exporters and guarantees to banks to share the risks of providing export finance. In addition, we can make loans to overseas buyers of goods and services from the UK.

In the past five years, we have provided:

- £14 billion worth of support for UK exports;
- direct support for more than 300 customers supported directly, with many thousands more benefiting through export supply chains;
- nearly 2000 individual guarantees, loans or insurance policies.

UK Export Finance is the operating name of the Export Credits Guarantee Department (ECGD).

For more information and to arrange a free consultation with an Export Finance Adviser, visit: <https://www.gov.uk/government/organisations/uk-export-finance>

New business enquiries:

Telephone: +44 (0)20 7271 8010
Email: customer.service@ukexportfinance.gov.uk



British Expertise

23 Grafton Street, London W1S 4EY

Tel: +44 (0)20 7824 1920
Fax: +44 (0)20 7824 1929

<http://www.britishexpertise.org/bx/pages/bx.php>


Department for International Trade (DIT):

If you have a specific enquiry about the Chinese market which is not addressed by the information in this guide, you may contact:

Email: enquiries@trade.gsi.gov.uk

Tel: +44 (0)20 7215 5000

Website: www.gov.uk/government/organisations/department-for-international-trade

Otherwise contact the DIT team at the British Embassy in Beijing directly, for more information and advice on opportunities for doing business in China:

British Embassy Beijing

11 Guang Hua Lu
Jian Guo Men Wai
100600 Beijing, China

Tel: (General enquiries only)
+86 (0) 10 5192 4000

British Consulate-General Shanghai

17F Garden Square
968 West Beijing Road
200041 Shanghai, China

Tel: (General enquiries only)
+86 (0) 21 3279 2000

British Consulate-General Guangzhou

22/F Guangzhou International Finance Centre
5 Zhujiang Road West
Zhujiang New Town
510623 Guangzhou, China

Tel: (General enquiries only)
+86 (0) 20 8314 3000

British Consulate-General Chongqing

Suite 2801 Metropolitan Oriental Plaza
68 Zourong Road
Yu Zhong District
400010 Chongqing

Tel: (General enquiries only)
+86 (0) 23 6369 1400/6369 1500

British Consulate-General Wuhan

33/F, Ping An Finance Centre
Wuhan Tiandi
1628, Zhongshan Avenue
Jiang'an District
430010 Wuhan, China

Tel: (General enquiries only)
+86 (0) 27 8270 3600



**China-Britain
Business Council**
英中贸易协会

China-Britain Business Council (CBBC)

The CBBC and BritCham have 10 Offices in the UK and 13 strategic locations across China.

See: <http://www.cbbs.org/contact-us/> to find your closest office.

London

3rd Floor, Portland House
Bressenden Place
London SW1E 5BH
Tel: +44 (0)20 7802 2000
Fax: +44 (0)20 7802 2029
Email: enquiries@cbbs.org

Beijing

The British Centre
Room 1001
China Life Tower
16 Chaoyangmenwai Avenue
Beijing 100020

Tel: +86 (0)10 8525 1111
Fax: +86 (0)10 8525 1001
Email: enquiries-beijing@cbbs.org.cn



International Market Advisor

IMA Ltd
2nd Floor
32 Park Green
Macclesfield
SK11 7NA

Email: info@ima.uk.com
General enquiries switchboard
+44 (0) 1298 79562

www.DoingBusinessGuides.com

Media enquiries

Newsdesk & out of hours
+44 (0) 1298 79562

Recruitment / Executive Search



Antal International

Contact details:

Contact person: Jonathan Edwards
+86 21 6103 9988
info@antal.com.cn

Beijing office (China Headquarters):

Suite 1102A, Tower D
DRC Office Building
No.19 Dongfangdonglu
Chaoyang District
Beijing 100600
PR China

Shanghai office

RM 1904-1906, 19F
Chong Hing Finance Center
No.288 West Nanjing Road
Shanghai 200003
PR China

Shenzhen office:

RM C034F
Nanjing University Building
No.6 YueXing 3rd Road
Nanshan District
Shenzhen 518057
PR China

Suzhou office:

10-7F-2, 328 Xinghu Street SIP
Suzhou 215123
PR China

Dalian office:

RM 1607, 16/F Rainbow Building
No.23 Renminlu
Zhongshan District
Dalian 116001
PR China

Wuhan office:

RM 8, 18/F Building 3
Fanhai International SOHO
CBD Hanjiang District
Wuhan 430022
PR China

Hong Kong office:

10/F MassMutual Tower
No.33 Lockhart Rd
Wan Chai
Hong Kong SAR

Singapore office:

#12-05/06 International Building
No.360 Orchard Road
Singapore 238869

Travel Management / Corporate Travel Services



APPLEHOUSE TRAVEL

1st Floor, 32 Dover Street
Mayfair
London
W1S 4NE

Tel: 0207 355 8509

Email: andrew.crossley@applehouse-travel.co.uk

www.applehousetravel.co.uk

Language Services

**AST Language Services Ltd**

Unit 8, Ayr Street,
Nottingham NG7 4FX
United Kingdom

Tel: +44 (0)115 970 5633

Fax: +44 (0)845 051 8780

Email: office@astls.co.uk

www.astlanguage.com

Trade Finance Solutions

**Bolero International Limited**

Hersham Place Technology Park
Molesey Road
Walton-on-Thames
KT12 4RZ
United Kingdom

Tel: +44 20 7759 7000

Fax: +44 20 7759 7001

Email: info@bolero.net

www.bolero.net

Contact: Ian Kerr, CEO,
ian.kerr@bolero.net

Accountancy / Professional Business Services

**Crowe**

Start the conversation:

Robin Stevens

Partner, Corporate Finance
London

Email: robin.stevens@crowe.co.uk

Telephone: +44 (0)20 7842 7282

Olivia Liu

International Liaison Officer
China

Email: olivia.liu@crowe.cn

Telephone: +86 (10) 8821 0177

**DB Schenker**

Contact details

DB Schenker in China
Corporate Offices:

**North/Central China
Schenker China Ltd.**

Mr. Andy Zhou

Director – Sales & Sales Planning

Unit 801-808, Raffles City (Office Tower)
No. 268 Xi Zang Zhong Road
Shanghai 200001, P.R. China

Tel.: +86 (21) 6170 8700
Andy.zhou@dbschenker.com

**Hong Kong/South China
Schenker International (H.K.) Ltd.**

Mr. Antoine Bouin

Director – Sales & Sales Planning

35/F, Skyline Tower
39 Wang Kwong Road
Kowloon Bay, Hong Kong

Tel.: +85 (2) 2585 1060
Antoine.Bouin@dbschenker.com
www.dbschenker.com/cn

DB Schenker in the UK
Corporate Office:

Schenker Limited**Ms. Julie Heard**

Sales Director – UK & IE

Schenker House
Scylla Road, LHR Portal
London Heathrow Airport
Hounslow, TW6 3FE
United Kingdom

Tel.: +44 (0) 208 831 4602
julie.heard@dbschenker.com
www.dbschenker.co.uk

FARRELLS

Farrells

London Office

7 Hatton Street, London NW8 8PL
United Kingdom
enquiries@farrells.com

Hong Kong Office

Suite 1301
625 King's Road, North Point
Hong Kong
enquiries@farrells.com.hk

Banking / Financial Services



HSBC Bank (China) Company Ltd.

Management and contact details

Chairman: Peter Wong

President and Chief Executive Officer:
David Liao

Head office:
37/F, HSBC Building
Shanghai ifc
8 Century Avenue
Pudong, Shanghai
China 200120

Telephone: [86] (21) 3888 3888
Facsimile: [86] (21) 2320 8588
Website: www.Business.hsbc.com.cn
Contact us: www.business.hsbc.com.cn/en-gb/contact-us

Law / Legal Services



No5 Barristers' Chambers

Fountain Court, Steelhouse Lane
Birmingham B4 6DR

Chief Executive & Director of Clerking:
Tony McDaid

Enquiries: +44 (0) 845 210 5555
Fax: +44 (0) 121 606 1501
Email: info@no5.com

Website: www.no5.com



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Useful links

Country information:

BBC Website:

http://news.bbc.co.uk/1/hi/country_profiles/default.stm

FCO Country Profile:

<https://www.gov.uk/foreign-travel-advice/china>

Culture and communications:

ICC – The international language association:

<http://www.icc-languages.eu/>

Customs and regulations:

HM Revenue & Customs:

<https://www.gov.uk/government/organisations/hm-revenue-customs>

Economic information:

The Economist:

<http://www.economist.com/topics>

Trading Economics:

www.tradingeconomics.com

Export control:

Export Control Joint Unit:

<https://www.gov.uk/guidance/beginners-guide-to-export-controls>

Export finance and insurance:

British Insurance Brokers Association (BIBA):

www.biba.org.uk

UK Export Finance (formerly ECGD):

www.gov.uk/government/organisations/uk-export-finance

Intellectual Property:

Intellectual Property Office:

<https://www.gov.uk/government/organisations/intellectual-property-office>

World Intellectual Property Organization (WIPO):

http://www.wipo.int/treaties/en/text.jsp?file_id=288514

Standards and technical regulations:

British Standards Institution (BSI):

<https://www.bsigroup.com/en-GB/>

Export Control Joint Unit (ECJU):

<https://www.gov.uk/government/organisations/export-control-organisation>

Intellectual Property Office:

<https://www.gov.uk/government/organisations/intellectual-property-office>

National Physical Laboratory:

<http://www.npl.co.uk/>

Trade statistics:

HM Revenue and Customs (HMRC):

<https://www.uktradeinfo.com/statistics/buildyourowntables/pages/table.aspx>

National Statistics Information:

<https://www.gov.uk/government/statistics/announcements>

Office for National Statistics:

<http://www.ons.gov.uk/>

Trade shows:

British Expertise Events:

<http://www.britishexpertise.org/bx/pages/bx.php>

EventsEye.com online database:

www.eventseye.com

DIT Events Portal:

<https://www.events.trade.gov.uk/>

Travel advice:**FCO Travel:**

www.gov.uk/browse/abroad

FCO Foreign Travel Insurance:

<https://www.gov.uk/guidance/foreign-travel-insurance>

Healthcare abroad:**Travel health:**

www.travelhealth.co.uk

TravelHealthPro:

<https://travelhealthpro.org.uk/countries>

NHS (Scotland):

<http://www.fitfortravel.nhs.uk/destinations.aspx>

NHS Choices:

<http://www.nhs.uk/NHSEngland/Healthcareabroad/Pages/Healthcareabroad.aspx>

International trade:**British Chambers of Commerce (BCC):**

www.britishchambers.org.uk

British Council:

www.britishcouncil.org

British Expertise:

<http://www.britishexpertise.org/bx/pages/bx.php>

British Franchise Association:

<http://www.thebfa.org/international>

Centre for the Protection of National Infrastructure (CPNI):

<http://www.cpni.gov.uk/>

Confederation of British Industry (CBI):

www.cbi.org.uk

Department for Business, Energy & Industrial Strategy (BEIS):

<https://www.gov.uk/government/organisations/department-for-business-energy-and-industrial-strategy>

Department for International Trade (DIT):

<https://www.gov.uk/government/organisations/department-for-international-trade>

DIT e-exporting programme:

www.gov.uk/guidance/e-exporting

Export Britain:

<http://exportbritain.org.uk/>

Exporting is GREAT:

<https://www.great.gov.uk/>

Foreign & Commonwealth Office (FCO):

www.gov.uk/government/organisations/foreign-commonwealth-office

Institute of Directors (IoD):

www.iod.com

Institute of Export & International Trade (IOE&IT):

www.export.org.uk

International Monetary Fund (IMF):

<http://www.imf.org/external/index.htm>

Market Access database:

<http://madb.europa.eu/madb/indexPubli.htm>

Open to Export:

<http://opentoexport.com/>

Organisation for Economic Co-operation and Development (OECD):
<http://www.oecd.org/>

Overseas business risk:
<https://www.gov.uk/government/collections/overseas-business-risk>

Transparency International:
<http://www.transparency.org/>

UK Trade Tariff:
<https://www.gov.uk/trade-tariff>

UK Visas:
<https://www.gov.uk/government/organisations/uk-visas-and-immigration>

World Bank Group economy rankings:
<http://www.doingbusiness.org/rankings>

World Economic Forum Global Competitiveness Report:
<http://reports.weforum.org/global-competitiveness-index-2017-2018/competitiveness-rankings/>

China websites:

China Banking Regulatory Commission (CBRC):
<http://www.cbrc.gov.cn/english/index.html>

China Council for the Promotion of International Trade:
<http://en.ccpit.org/info/index.html>

China Insurance Regulatory Commission:
<http://csrc.gov.cn/web/site45/tab2727/>

China International Economic and Trade Arbitration Commission (CIETAC):
<http://www.cietac.org/?l=en>

China Meteorological Administration:
<http://www.cma.gov.cn/en/>

China National Certification and Accreditation Administration (CNCA):
<http://www.ccc-mark.com/lists-of-products-subject-to-ccc-mark.html>

China Securities Regulatory Commission (CSRC):
http://www.csrc.gov.cn/pub/csrc_en/

Chinese Embassy (for Visa applications):
<http://www.chinese-embassy.org.uk/eng/visa/>

EUSME Centre:
<http://www.eusmecentre.org.cn/guideline/china-enterprise-income-tax>

General Administrations of Customs People's Republic of China (GACC):
<http://english.customs.gov.cn/>

Ministry of Commerce, People's Republic of China (MOFCOM):
<http://english.mofcom.gov.cn/>

Standardization Administration of the People's Republic of China:
<http://www.sac.gov.cn/sacen/>

State Administration for Industry and Commerce (SAIC):
<http://www.saic.gov.cn/english/>

The People's Bank of China (PBOC):
<http://www.pbc.gov.cn/english/130437/index.html>



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OPPORTUNITIES WITH
ANTAL CHINA**

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AN INTRODUCTION TO RUNNING YOUR OWN
RECRUITMENT BUSINESS IN CHINA**

e. jedwards@antal.com.cn

p. 00 86 21 6103 9988



www.China.DoingBusinessGuide.co.uk



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- Interactive 'Supporting Organisations' and 'Market Experts' profiles
- Essential contact details
- Listings with links to up-and-coming trade shows
- Links to the Department for International Trade (DIT) support services.

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ABOUT US

Launched in 2007, Start Up Overseas has become the definitive online resource for companies who are looking to expand internationally, export products or set up overseas operations.

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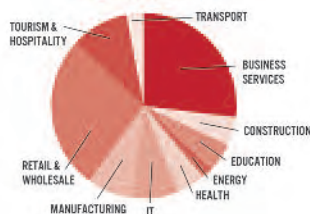
LOOKING FOR HELP DOING BUSINESS IN CHINA?

You are not alone. In January 2017, 29,064 companies used Start Up Overseas to find up to date information – and to find service providers who could help.

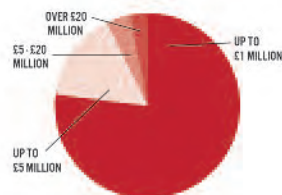
WHY DO COMPANIES USE START UP OVERSEAS?

- **Country Guides** – the essential information you will need to trade on foreign soil.
- **Business Directory** – A helpful directory giving you the tools and contacts to run your business overseas.
- **Ask the Expert** – Experts are waiting to answer your questions
- **Start Up Overseas Forum** – Join our virtual community. Share knowledge & advice with people facing similar issues to you.
- **Editors News** – Subscribe to our free newsletter, and keep completely up to date with all the developments in international trade.

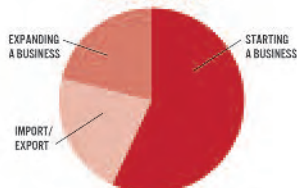
INDUSTRY SECTORS



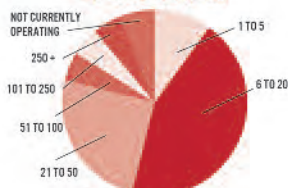
TURNOVER



BUSINESS STATUS



NUMBER OF EMPLOYEES



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Accounting Advantage experience with Startupoverseas has been positive, since we have been able to help people to see Portugal as a potential market, and develop their business.

Startupoverseas provides us with the opportunity we need to reach other markets. Thank you for that.

Claudia de Oliveira
Azevedo Accounting Advantage

The startupoverseas website is a great platform to interact directly with entrepreneurs and SME's and has generated a number of good leads from the UK and Asia for us.

Nadia Rinawi RAK Free Trade Zone



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EUROPE'S LARGEST EVENT FOR
**UNPARALLELED ADVICE ON
HOW TO ENTER OVERSEAS
MARKETS AND SUCCEED**

SEMINARS LED BY INTERNATIONAL BUSINESS EXPERTS

CUTTING EDGE SUPPLIERS TO HELP YOU SET UP OVERSEAS

1-2-1 ADVICE & INTERACTIVE FEATURES

CO-LOCATED WITH **THE BUSINESS SHOW**



Going Global runs annually every May at the ExCeL London. For the dates of the next event, please visit www.goinggloballive.co.uk

Trade shows

A trade show is a method of promoting a business through the exhibition of goods and services, an organised exhibition of products, based on a central theme, where manufacturers meet to show their products to potential buyers.

Taking part in overseas exhibitions is an effective way for you to test markets, attract customers, appoint agents or distributors and make sales. DIT's Tradeshows Access Programme (TAP) provides grant support for eligible SME firms to attend trade shows overseas.

Participation is usually as part of a group, a great advantage for inexperienced businesses, and is usually led by one of DIT's Accredited Trade Associations (ATOs). ATOs work with DIT to raise the profile of UK groups and sectors at key exhibitions. For more information visit: <https://www.gov.uk/tradeshows-access-programme>.

IOE&IT's events:
www.export.org.uk/events/event_list.asp

10 Times (formerly
BizTradeShows.com):
www.10times.com/china

British Expertise Events:
www.britishexpertise.org/bx/pages/bx_events.php

EventsEye.com online database:
www.eventseye.com

DIT online events search facility:
www.events.trade.gov.uk





Simon Chicken – Event Director of Going Global Live: Europe's leading event for expanding your business overseas

Hi Simon, can you tell us about how Going Global Live started?

The Prysm Group had been running The Business Show for 10 years. The Business Show is Europe's largest event helping UK based companies grow domestically. It became apparent that many of our 20,000+ visitors were looking to expand internationally. There was a need, and there was a gap in the market, so we launched Going Global Live at ExCeL in November 2014, and we've done 2 events each year ever since. Going Global Live takes place twice a year, in May and November. For more information including event dates, visit the website at: www.goinggloballive.co.uk

What can people expect to find at Going Global Live?

Think of it as a trade show and conference. Visitors who come to the event will get up to date advice from world leading experts on the most attractive markets and overseas opportunities, and be able to speak to suppliers & service providers who can help with the challenging project of international expansion.



Why is it important for SMEs to attend the event?

Research has shown businesses are 11% more likely to survive if they export their products, Great Britain is currently in a fantastic position where we have good trade deals in place and British products are in high demand. At Going Global Live we put all the suppliers and services companies will need to meet in order for them to achieve international expansion, all under one roof. Trying to meet with all of these people would take years to arrange and do, at the event you can do it in 2 days! If you are serious about taking your business to the next level, the event is a must attend.



If you were to start trading in a new market, which country would that be and why?

Iran. This is a massive market which is just opening up, and I would want to get there before my competitors. More importantly, I need an excuse to put a trip to Shiraz on business expenses. A city that is famous for poetry, roses and wine needs to be visited. I'm guessing the food is unbelievable too.



Finally, what are your aims going forward?

We've reached a point where the event has firmly established itself. Visitors leave our events with advice and knowledge they need to grow their company's further, however we still feel the event can reach a whole new height. So we're expanding the team and increasing the size of the exhibition. The show has the potential to be four times the size it is now, in terms number of exhibitors, seminars, and visitors at the event.





RUSSIA

KAZAKHSTAN

45

Burqin

MON

KYRGYZTAN

Urumqi

Korla

XINJIANG

Kashi

GANSU

PAK.

Golmud

QINGHAI

Xinir

30

XIZANG
(TIBET)

Lhasa

SIC

NEPAL

BHUTAN

INDIA

BANG-
LADESH

BURMA

YUNN

LA



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Doing Business in China Guide **Quick Facts**

Area: approx 9,596,961 km² (3,705,407 mi²) (official UN figure excluding Hong Kong, Macau and Taiwan)

Population: 1,382.7 million

Urban population: 56.8%

Capital city: Beijing

GDP per capita: US \$8,123.3

Languages: Standard Chinese or Mandarin (official; Putonghua, based on the Beijing dialect), Yue (Cantonese), Wu (Shanghaiese), Minbei (Fuzhou), Minnan (Hokkien-Taiwanese), Xiang, Gan, Hakka dialects, minority languages. Zhuang is official in Guangxi Zhuang, Yue is official in Guangdong, Mongolian is official in Nei Mongol, Uighur is official in Xinjiang Uygur, Kyrgyz is official in Xinjiang Uygur, and Tibetan is official in Xizang (Tibet)

Religion: Buddhist 18.2%, Christian 5.1%, Muslim 1.8%, folk religion 21.9%, Hindu < 0.1%, Jewish < 0.1%, other 0.7% (includes Daoist [Taoist]), unaffiliated 52.2%. Officially atheist (2010 est.)

Government: communist state

Legal system: civil law influenced by Soviet and continental European civil law systems; legislature retains power to interpret statutes

Currency: Chinese Yuan Renminbi (CNY)

Climate: extremely diverse; tropical in south to subarctic in north

Natural resources: coal, iron ore, petroleum, natural gas, mercury, tin, tungsten, antimony, manganese, molybdenum, vanadium, magnetite, aluminum, lead, zinc, rare earth elements, uranium, hydropower potential (world's largest), arable land

Time difference: UTC+8

Internet country code: .cn

National holiday: National Day (anniversary of the founding of the People's Republic of China), 1st October (1949)

National symbols: dragon, giant panda; national colours: red, yellow

[Source – FCO Economics Unit, CIA World Factbook, January 2018]

www.cbbsc.org



China-Britain
Business Council
英中贸易协会



China-Britain
Business Council
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The China-Britain Business Council (CBBC) aims to support and assist any UK-based company interested in developing its business in China, whatever the company's size, sector or approach to the market.

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- o business services
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