



Membership 2018



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Scan the WeChat QR code below to stay up to date with our latest events, news, promotions and more.



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We are a membership organisation helping over 1000 member companies succeed in the China market



The British Chamber of Commerce in China is a membership organisation for British business focused on boosting UK-China trade and investment. **We operate as an independent, not-for-profit organisation with a strong and diverse membership.**

With over two decades' worth of business experience in China our aim is to help member companies thrive in one of the world's largest and fastest growing markets.



Our membership network is comprised of companies operating in a **wide range of sectors and industries** across China.

- Financial & Legal services
- Professional Services (PR, Consulting, HR)
- Engineering (Electrical, Mechanical and Process)
- Education & Training
- Energy, Power Projects & Services
- Building & Construction

From multi-national corporations to start-ups, **BritCham seeks to provide value to members through Advocacy, Advice, Information Sharing, Networking Opportunities and Promotion.** Whether it is British businesses with interests in China or Chinese businesses with interests in the UK, the Chamber strives to tackle the potential problems facing foreign companies by providing important and unbiased commercial support.



In 2009, the **British Chamber of Commerce in China** partnered with the **China-Britain Business Council (CBBC)**. CBBC has 60 years' experience of facilitating UK-China commercial links and operate a total of 13 offices in China and 10 in the UK. This strategic partnership means **that members of the Chamber receive reciprocal membership of CBBC**, giving them an even stronger network and increased business support.



The strategic partnership between the British Chamber of Commerce in China and China-Britain Business Council is one of our key assets. This partnership gives you reciprocal membership of both organisations and access to all services including:



A greater and growing support network offering tailored, localised information



The right connections and knowledge from 50 years operating in the China market



A Relationship Manager to give you all the support you need and make sure you're taken care of

Working Together to Support British Business

As well as our partnership with CBBC, we work closely with a range of other partners to expand your business in the Chinese market, the list is below:



Department for
International Trade

The UK Department for International Trade

The Department of International Trade (DIT) secures UK and global prosperity by promoting and financing international trade and investment, and championing free trade.



UK Visas and
Immigration

UK Visa and Immigration

UK Visa and Immigration is responsible for making millions of decisions every year about who has the right to visit or stay in the country, with a firm emphasis on national security and a culture of customer satisfaction for people who come to the UK legally.



The Confederations of British Industry

CBI provides members with the influence, insight and access they need to plan ahead with confidence and grow. CBI represents member views when working with policymakers to deliver a healthy environment for businesses to succeed, create jobs and ultimately, drive economic growth and prosperity.



The EU SME Centre

The EU SME Centre is a European Union initiative that provides a comprehensive range of hands-on support services to European small and medium-sized enterprises (SMEs), getting them ready to do business in China. Our team of experts provides advice and support in four areas – business development, law, standards and conformity and human resources.



The British Council

The British Council is the UK's international organisation for cultural relations and educational opportunities. The British Council creates friendly knowledge and understanding between the people of the UK and other countries. The aims to change lives by creating opportunities, building connections and engendering trust.



The British Chamber
of Commerce Shanghai
— ESTABLISHED 1915 —

The British Chamber of Commerce Shanghai

The primary objective of The British Chamber of Commerce Shanghai is to support member companies and individuals working in Shanghai and the East China region, as well as British commerce in general. The Chamber provides a forum where members and guests can widen their contacts and tackle the many issues facing foreign companies operating in China.



The British Chamber of Commerce Southwest

The British Chamber of Commerce has been operating in Southwest China since 1997 with offices in both Chengdu and Chongqing. The British Chamber Southwest is a membership-based, non-for-profit organisation that is sustained solely by membership fees and sponsorship.



The British Chamber of Commerce Guangdong

The British Chamber of Commerce Guangdong is an independent international organisation in China, helping members with business development. Established in 1996, BritCham is one of the most active and influential chambers in Guangdong.

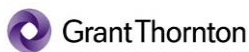
Corporate Premium Members:



DIAGEO



RioTinto



Linklaters



ARUP



Membership Benefits

Connectivity and Networking

Reciprocal Membership of CBBC	Through membership of BritCham, you will also receive a reciprocal membership with the China Britain Business Council (CBBC). This gives you the opportunity to take part in flagship work programmes like China outbound and China consumer. On top of this the CBBC can help companies access high level meetings and closed-door sessions
Access to Sector Forums	BritCham offers 11 different forums in a variety of different sectors (see page 13). Forums are a great way to make your voice heard and to listen to insights from industry experts
Reduced Price and Preferential Treatment at Events	BritCham offers a vast array of different events (see events pack). Your membership with BritCham will give you with members prices for these events
Member to member introductions	BritCham has a network of nearly 1000 members in China and the UK. One of the main features of the Chamber is to connect members together for mutual benefit.
Reciprocal membership of other Chambers	Membership with the Chamber in Beijing also gives you access to the BritCham offices in Chengdu, Chongqing and Guangdong free of charge
Access to BritCham's Partners	BritCham has good relationships with partners like the DIT, BritCham Shanghai and Hong Kong, the British Council, the EU SME Centre, CBI and UK Visa and Immigration and would be happy to refer member companies
Listing in Online directory	BritCham has an online directory on our website which member companies can search to make introductions
Opportunity to Chair Sector Forums	As well as attending sector forums, members can also choose to actively participate and foster further engagement by chairing the forum.

Advocacy

Market Access Report (BEMA)	BEMA is a new report released by the BritCham to represent British business in lobbying Chinese governments in order to better represent British business in China. Your membership makes your voice heard for British business in the market??
BritCham Advocates on your Behalf	Bring concerns you have regarding issues in China or the UK and have BritCham raise the issues with relevant government representatives

Marketing and PR

Event Support	BritCham can use its network to help your company promote and sell tickets for their event
Event Organisation	BritCham's events department can help you organize and promote your event

Sponsorship Opportunities for BritCham Events	Event sponsorship can be an effective way to promote your business (see sponsorship pack for more details)
Priority Speaking Opportunities at Events	Many of BritCham's events require speakers from different industries. The selection of relevant speakers for the various events will directed first to our membership base as a priority
Information Sharing via the BritCham Network	BritCham has an email network of over 5000 contacts and over 1000 contacts on our official WeChat account. Members can share material that we can promote over that network

Advise and Consultancy

Relationship Manager	This consist of a relationship manager as a key contact point in your sector who you can rely on to access information and advice
1-2-1 Consultation	1-2-1 Consultancy when you first join as a member and whenever you feel like you need any additional support

Content and Information

Weekly Newsletter	Every week we share important information regarding news, events and developments via our email network.
Daily WeChat Updates	From events to news to promotions, we can help you keep up with events in Beijing, China and the UK
Email Alerts for Sector Related Business News	As a reciprocal member of CBBC, you are also eligible for sector related news distributed via email
Full Access to BritCham/CBBC Reports and Content	With your membership, you have access to the CBBC's wide range of reports as well at the BritCham BEMA Report
Focus Magazine	Access to the CBBC's quarterly magazine both in print and digitally

Services and Support

Access to CBBC Service	These services consist of: Free tickets for CBBC Culture Training Session, Launchpad and Hot Desk schemes, free place on CEO visits and UK China Business Visa invitations. For more details see the CBBC website
Free Posting of Job Opportunities on Website	Member companies can enjoy free job postings on the BritCham website. Non-member companies will need to pay a RMB1,000 fee for each job posting
UK Visa Support	BritCham will help your member company with support both UK to China and China to UK

Privileges Club

Access	Access to all Exclusive BritCham Privileges Club member's deals (see page 12)
Promotion	Potential to promote via this scheme by providing an exclusive deal for BritCham members

Membership Tiers

Membership Tier (based on millions £ annual revenue)	Small Tier 1 (<£2 m)	Small Tier 2 (£2-£7m)	Medium (£7 - £40 mil)	Large Corporate (£40-500 mil)	Premium Corporate (+£500 mil+)
Annual Membership Fee (in RMB)	5, 250	10, 700	18, 600	36, 000	61, 500

How to join the Chamber

When a company is considering to join the British Chamber of Commerce in China, we always think that it's a good idea for prospective companies to join us in the British Centre for a face-to-face meeting or at the very least a phone call, so that we can explain personally to you on how BritCham can support your business. Equally, if we feel that your business would not benefit from our services, then it's important to realise this too. Once a company has decided to sign up, they must then contact our membership team who will identify which membership category your company will fit in to and send you an invoice. Once payment has been received, you will receive a welcome email and your membership will be activated!

Membership starts from the date the payment is received and will last for 365 days. Membership fees must be received within 30 days of payment's due. In the event that fees are not paid within that time, your membership will be suspended. If the account remains unpaid for a period of six months, you will be required to re-apply for membership again.

Application steps

Step 1 – Please register account here

Step 2 – Arrange a meeting at the British Centre or over the phone to find out more about BritCham's services

Step 3 – Express your interest in membership and be categorised into a membership tier

Step 4 – Pay the invoice sent by the BritCham membership team

Advocacy and Market Access (BEMA)



As a respected and authoritative voice to governmental bodies in China and the UK, the British Chamber of Commerce in China provides advocacy on behalf of our members to both the British and Chinese governments for the purpose of better directing trade relations.

Communication with the British government is currently undertaken through the Business Environment and Market Access (BEMA) initiative. After extensive consultation with a broad range of members to elicit what the business challenges faced in China are, these insights are directed to the UK's Department for International Trade in Beijing. The purpose of this is to better inform UK trade policy in the post-Brexit relationship with China.

The British Chamber of Commerce in China also fosters dialogue with the Chinese government by raising the issues and concerns of our members, further supporting China's development as an efficient place to do business.

Background

Following the referendum to leave the European Union, discussions around future trade relations between the UK and China have entered a new phase. With this in mind, The Department of International Trade (DIT) has been seeking engagement to understand the business environment and market access issues faced by British business in China. Consequently, a group of British business membership organisations have convened to launch a process whereby feedback can be produced for the benefit of the Government and other stakeholders.

The wider context

UK-China bilateral trade totalled nearly US\$ 77.7 billion in 2016, with UK exports to China increasing by 290% over the last 10 years to hit US\$ 18.7 billion in the same year. China is currently the 6th largest export market for the UK, with established sectors such as automotive and pharmaceuticals growing strongly over the last five years. Other leading UK sectors such as finance, professional services healthcare and education have also expanded significantly in recent years.

Aims of the process

The aims of the process are the following:

- To provide a channel to represent the views and experiences of members into the UK and Chinese policy-makers and regulators.
- To help identify and prioritise policy and regulatory issues or developments with the greatest potential to benefit UK business seeking to invest into, enter or grow their business in and with China, and vice-versa.
- To provide a mechanism to advise the DIT on impact and risks related to changes to the business landscape in China.
- To communicate and provide feedback to members.

Stakeholders and partners

Six British business membership organisations will be involved in the process:

- The British Chambers of Commerce in China: China, Shanghai, Southwest and Guangdong
- The China Britain Business Council (CBBC)
- The Confederation of British Industry (CBI)

A working group steering committee has been established which includes Nicholas Holt (BCCC/Knight Frank), Jeff Astle (CBBC), Julian MaCormac (BCCC/Rolls Royce), Guy Dru Drury (CBI), Steven Lynch (BCCC) and Dominic Feroze (BCCC). The steering committee are responsible for the overall process, including managing stakeholder relations, methodology and quality control.

The Department of International Trade (DIT) while working closely with the groups is not a formal stakeholder in the process. The project is therefore not an internal DIT entity such as those set out in Cabinet Office guidelines on the Classification of Public Bodies.

Wider stakeholders could include trade associations, non-member British businesses involved in China, Chinese businesses and regulators and the Chinese government

The key initial objectives of the working groups are to identify:

- The current state of the sector for British business in China;
- The working group's collective view on the priority issues that limit the ability of UK firms to conduct business in China;
- The working group's collective view on wider dependencies that limit the ability of UK firms to conduct business in China;
- The working group's collective recommendations on what needs to change to improve the ability of UK firms to conduct business in China.

In order to meet these objectives, the sub-committees will meet and carry out secondary research to produce a consistent "state of the sector" output that will identify the parameters of the sector in relation to British business in China. Following the secondary research, key questions will be identified which will then be applied to working group members, in a structured focus group discussion. Group discussions with the wider membership will initially be carried out in Beijing, but for certain sectors could alternate with the other cities going forward.

In terms of frequency, working groups will meet on a quarterly basis but can choose to meet in any extraordinary session.

Sector Forums

BritCham runs 11 different sector forums designed to give each member company a voice. The aim of these forums is to establish a business platform whereby we can hear your views and advocate on your behalf. On top of this forums are also a great way to hear relevant information about your industry as well as lots of opportunities to network and attend events.

CSR

In today's world, companies must consider the wider impact they have on the world. Our CSR Forum looks at a wide range of issues including climate change, energy, development and sustainability. The forum uses events, roundtables and seminars.



Education

The Education Forum aims to advance China-UK education by sharing knowledge, assisting in the development of institutions to empowering connections. They do this by creating a network of education organisations; sharing information and providing a space to discuss opportunities and challenges.



Finance

The Finance Forum represents various aspects of the industry from banking through to asset management and insurance. The significance of the finance sector can be expected to grow in significance as Britain contributes an increasingly vital role in supporting the One Belt One Road initiative.



Retail and Food & Beverage







The UK has a wealth of experience in the Retails and F & Bs industry and so the market for UK products is going from strength to strength. This forum aims to bring together British business in these sector for touch points, information sharing and networking opportunities.



Healthcare

The healthcare forum seeks to provide a platform for information sharing on China's healthcare sector including provision, aged health, digital health, training and other related fields for members through online library access, newsletters, roundtable discussions and seminars.



<u>HR and Training</u>	<p>The HR and Training Forum seeks to provide an opportunity to discuss HR-related concerns and information. From best practice when managing a workforce in China to compensation and benefits practices, the forum shares content and information acts as a platform for members to share sector related insights and experiences.</p>	
<u>Property and Infrastructure</u>	<p>The Infrastructure and Property Forum provides a platform ensuring that the sector has a coordinated voice with the British business community. The forum meets quarterly to discuss issues of note and is also planning a number of industry specific events.</p>	
<u>Legal</u>	<p>The Legal Interest forum aims to encourage the sharing of knowledge in all areas of China-related legal developments. With expertise from FDI to anti-monopoly law, the forum seeks to foster a network of legal professionals in Beijing to provide a platform for the exchange of business and sharing news and experience.</p>	
<u>Marketing and Communications</u>	<p>The Media & Communication Forum aims to promote the interests of UK Marketing and Communications companies in China providing a vehicle for members to share views on the industry as they extend contacts and explore business opportunities in China.</p>	
<u>SMEs and Entrepreneurs</u>	<p>The SME and Entrepreneur Forum is designed to support smaller member companies wishing to expand their organisation's professional skill set. Members are encouraged to learn from each other as well as from larger companies. The forum provides a platform to share experience, news and information.</p>	
<u>Young Professionals</u>	<p>The aim of the YP Forum is to act as an access route and a means to integrate young professionals in the British business community in China. This is done by developing general understanding and professional knowledge of China by providing a platform for members to network, share advice and information.</p>	

The above descriptions are just brief details of each forum. For more details, please visit our website: www.britishchamber.cn

Privilege Club

Privilege Club provides members of BritCham and CBBC with greatly reduced prices on goods and services around China.

To find out more about the Privilege Club offers or to join as a provider to advertise your special offers to our members, please contact us or visit our website.