

German Business in China

# Business Confidence Survey 2017/18

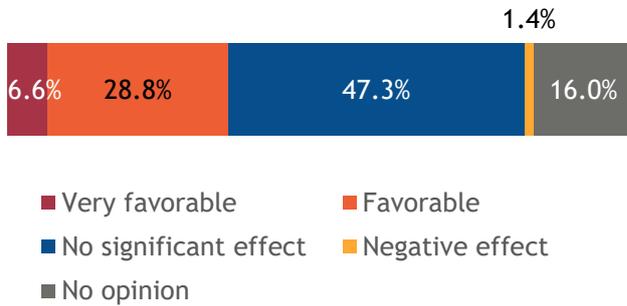
Extra Part:

## Belt and Road Initiative (BRI)



**GERMAN CHAMBER**  
of Commerce in China  
中国德国商会

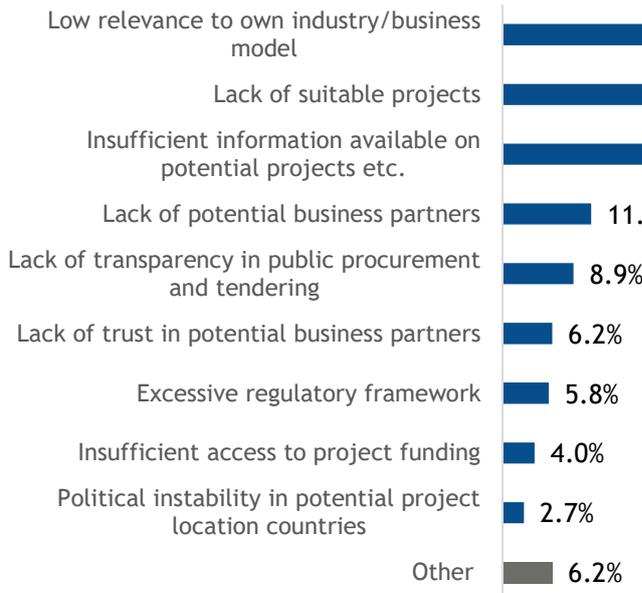
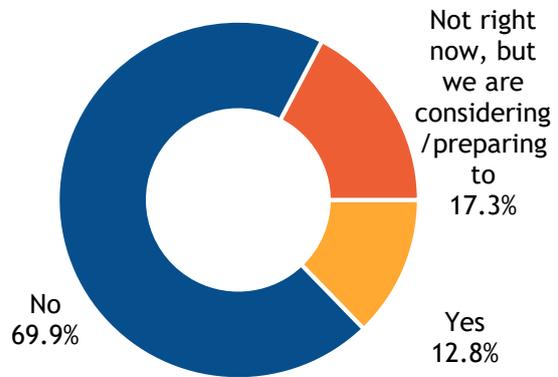
**How do you assess the effect of the Belt and Road Initiative (BRI) on your company's future business?**



More than one third of German companies in China see a positive effect of the Belt and Road Initiative (BRI) on their future business, while more than half of respondents report no significant effect or no opinion.

**Does your company partner with Chinese business partners within BRI affiliated projects or is it in any other way engaged in BRI?**

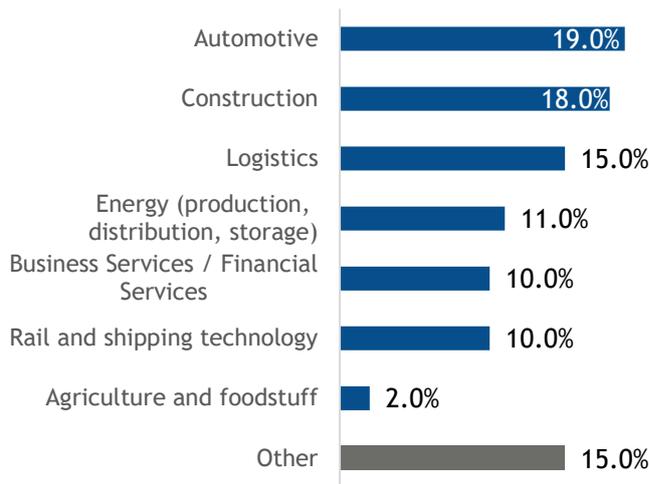
30% of respondents are active in or considering to engage in BRI projects.



**What are the main reasons for your company not to engage in any BRI affiliated project?**

*(Only respondents who are not engaged in BRI or considering to)*

Of those who are not engaging in BRI, just over half state a low relevance to their own industry or business model, but a lack of suitable projects and insufficient information are among the top 3 reasons not to engage.



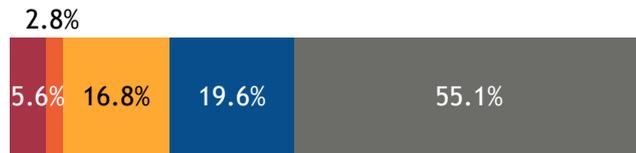
**What is your company's area of involvement in BRI?**

*(Only respondents who are engaged in BRI or are considering to)*

German companies' involvement in BRI covers a broad range of areas, with automotive, construction and logistics together accounting for more than 50%.

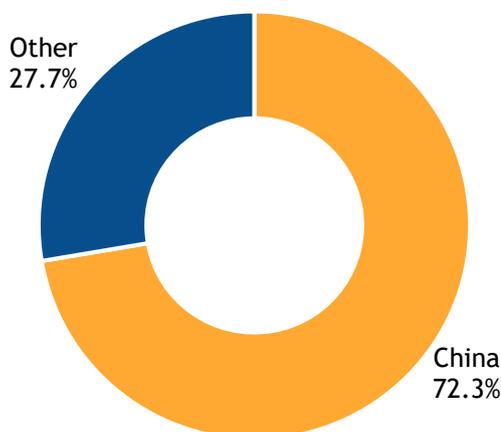
**What is the current stage of the project?**

*(Only respondents who are engaged in BRI or are considering to)*



Of those who are engaged in BRI or are considering to do so, nearly half are already involved in concrete projects while 55% do not have a specific project idea yet.

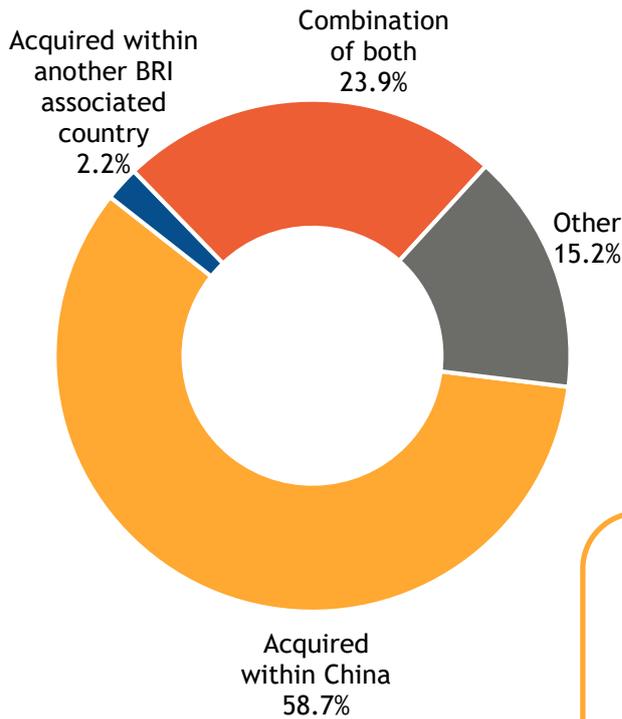
- Completed
- Implementation (advanced stages/second half)
- Implementation (early stages/first half)
- Planning
- No specific project idea yet



**Where is the project located?**

*(This and all following questions: only respondents with specific projects)*

China is the main location for BRI related projects. However, a quarter of respondents engage in BRI projects outside of China, especially in Southeast and Central Asia, but also in Europe and Africa.



**How did your company acquire this project?**



Over 80% of projects were fully or partially acquired in China.

***“Team up with Chinese partners and have direct contact with other BRI countries”***  
 (Machinery/Industrial Equipment, Beijing)

**Is your company engaging as a subcontractor/supplier to another company and is that company of Chinese origin?**



Nearly half of German companies engaging in BRI do so as subcontractors or suppliers to Chinese companies.

No, we are not engaging as a subcontractor/supplier. 44.7%

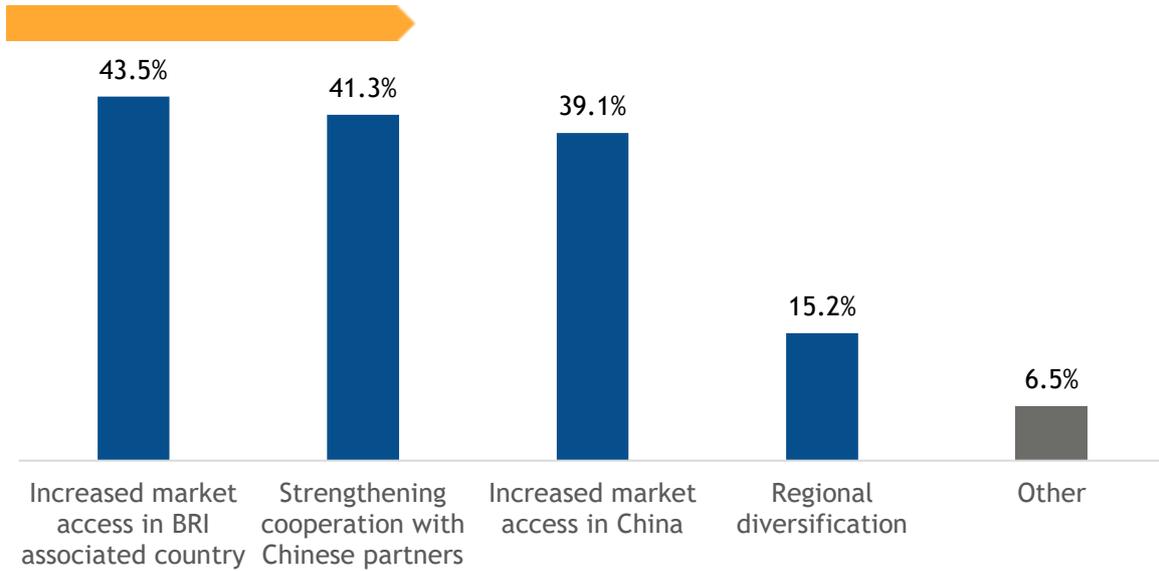
Yes, we are engaging as a subcontractor/supplier to a Chinese company. 46.8%



***“Find a suitable partner”***  
 (Machinery/Industrial Equipment, Shanghai)

Yes, we are engaging as a subcontractor/supplier to a non-Chinese company. 8.5%

**In what respect is the project beneficial for your company?**



The majority of respondents find their BRI involvement beneficial as a way to increase market access in China, other BRI associated countries or both. Apart from that it is also perceived as an opportunity to strengthen cooperation with Chinese partners.

*“Be more proactive with relevant Chinese stakeholders”*  
 (Machinery/Industrial Equipment, Beijing)



**What risks and challenges do you perceive about the project?**

More than a third find cooperation with partners at the project location as well as financing to be a challenge and risk.