Foshan Sino-German Industrial Services Zone, established in 2012, is one of the major international cooperation platforms in Guangdong. It acts as a national platform for Sino-German cooperation in South China, the lighthouse project for linking German industrial service and the mega market of “Made in China”. The secretariat of Sino-German Industrial City Alliance launched by Foshan government is located here. With the newly-branded title: Sanlongwan High-end Innovation Cluster in 2019, the Services Zone strives to become a competitive platform in the Guangdong - Hong Kong - Macau Greater Bay Area (GBD), with intelligent manufacturing, bio-technology, education, research and exhibition as its core industries and development orientations.
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FOREWORD

Dear Members and Friends,

It is with great pleasure that we present you with the 2019 Annual Report, looking back to a year of manifold challenges as well as significant milestones and considerable success. In 2019, the German Chamber of Commerce in China continued to work hand in hand with our network of 2,285 member companies. We started the year with celebrating the 25th year anniversary of our Chamber office in Shanghai and put the focus on the follow four areas:

Our first emphasis in 2019 was on strengthening our China-wide and regional advocacy work by commenting on nation-wide call-for-comments on laws or regulations or compiling statements on topics such as the impact of environmental protection measures or corporate social scoring plans on German companies. In 2019 we participated in numerous meetings with central, provincial, and local government authorities, conveying our members’ challenges and concerns to government officials. We let German enterprises’ voices be heard through various publications and rigorous research, such as our annual Business Confidence Survey, collaborating with KPMG. The results of the survey were later presented in a joint press conference in Beijing by all three GCC Chairpersons.

Second focus was on improving the quality and meaningfulness of our events for our members. The Chamber organized over 350 business and social events in mainland China in 2019, piloting new event formats and themes. Such was the first Xi’an Sino-German Technical Cooperation Summit, which was held in March to strengthen Sino-German business relations in Midwest China. In October, the first GCC International Communication and Marketing Forum, maXcomm, was launched in Shanghai and later adopted in Beijing, bringing together over 100 industry experts to share their insights on brand marketing and communication.

One of the milestones of the past year was the first Greater China Xceleration Days, taking place in Shenzhen during December. The event attracted over 800 attendees, ranging from high-profile politicians to entrepreneurs, and aimed to foster cooperation between German corporates and local start-ups. As part of the occasion, the GCC launched the first China-wide AHK Innovation Nights across Beijing, Shanghai, and Shenzhen, with additional inventive start-up events such as AHK Soapbox and Talk@AHK.

Our third mission in 2019 was to strengthen the German Chamber’s cooperation and exchange with Chinese companies. As Sino-German business relations are no one-way street and Chinese companies are both investors in Germany and strong customers, suppliers and business partners of German companies in China, we were proud to welcome 30 Chinese companies as our “Friends of the Chamber”.

Last but not least, 2019 was yet another year of strong Sino-German cooperation in business and politics. In March, the German Chamber of Commerce in China | Shanghai celebrated its 25th anniversary. The event brought together high-profile political figures from China and Germany, such as Mr. Thomas Bareiß, Parliamentary Secretary of State to the Minister of Economics and Energy of the Federal Republic of Germany; and Mr. Xu Kunlin, Vice Mayor of Shanghai Municipal People’s Government. The German Chamber of Commerce in China facilitated German Chancellor Angela Merkel’s visit to Beijing and Wuhan in September. We also had the honor of welcoming Mr. Peter Altmaier, Minister for Economic Affairs and Energy of the Federal Republic of Germany, as we joined his delegation while visiting Beijing and as he delivered a keynote at the Chamber Meeting in Shanghai in June.

While signs of economic stabilization in later 2019 raised hope for better prospects in 2020, the coronavirus outbreak and the following lockdowns of all mainland China’s provinces and municipalities only crashed the slim hope felt by companies. Since business operations of companies are significantly affected by the situation, both in the short and long term, the top priority of the German Chamber in China in 2020 remains to navigate our members successfully through these difficult times. Thus, we have implemented several measures to assure that any crucial question you and your business might face will not go unanswered.

In 2020, we will also continue to advocate for a robust Sino-German business bond, further focusing in on your company’s needs in the Chinese market. The German Chamber of Commerce in China would like to thank you, our honorable members and partners, for all your support and contribution. Our success would be impossible without your commitment and involvement.

Yours truly,

Maximilian Butek
Executive Director of the German Chamber of Commerce in China | South & Southwest
Delegation of German Industry & Commerce, Guangzhou Delegate & Chief Representative

Jens Hildebrandt
Executive Director of the German Chamber of Commerce in China | North China
Delegation of German Industry & Commerce, Beijing Delegate & Chief Representative

Simone Pohl
Executive Director of the German Chamber of Commerce in China | Shanghai
Delegation of German Industry & Commerce, Shanghai Delegate & Chief Representative
GERMAN CHAMBER OF COMMERCE IN CHINA

As part of the worldwide AHK network, the German Chamber of Commerce in China is dedicated to providing tailor-made services, advocacy support, and real-time market information to its members’ companies. We organize numerous events year-round covering China-related topics, and keep the Sino-German business community informed through industry surveys and business reports.
AHK Greater China is part of the German Chambers of Commerce Worldwide Network (AHK) which includes 140 offices in 92 countries. The AHK’s history in Greater China stretches back to 1981, when the first office was opened in Taipei. With our five main offices and seven supporting offices in Greater China and Germany, we focus on trade and investment between these two regions. We also support our nearly 2,700 members’ business interests through the comprehensive services provided by our business and investment, and membership platforms.

**Official Representation**
The Delegations of German Industry & Commerce in Beijing, Shanghai, and Guangzhou, German Industry & Commerce Ltd. in Hong Kong, and German Trade Office Taipei officially represent the Association of German Chambers of Industry & Commerce in Greater China. On behalf of the Federal Republic of Germany, they represent the overall economic interests of Germany and focus on the promotion of bilateral trade and investment between Germany and Greater China. Additionally, through the Delegation, the German Chamber Network in Greater China is in close contact with the Chinese government and supports political delegations on their visits to China.

**Member Organization**
The German Chamber of Commerce in China is the official member organization with 2,285 members in mainland China, which represents German companies doing business in China. The German Chamber helps its members succeed by providing up-to-date market information and practical advice. It offers a platform for the Sino-German business community and represents its members’ interests toward stakeholders, including governmental and public stakeholders.

**Service Provider**
German Industry & Commerce (Taicang) Ltd. for Mainland China, German Industry & Commerce Ltd. for Hong Kong and DEinternational Taiwan Ltd. are the service branches of the German Chamber Network in Greater China. Under the umbrella of German Industry and Commerce Greater China and via the global brand DEinternational, the GIC branches offer companies uniformly consistent and extensive services throughout the Greater China region – with the high level of quality guaranteed by the German Chamber Network. For SMEs in particular, this translates to customer focus, market expertise and transparency.

### Membership Development of the German Chamber of Commerce in mainland China (2009-2019)

<table>
<thead>
<tr>
<th>Year</th>
<th>Membership</th>
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How would you summarize the year 2019?

2019 was a challenging year, marked by China’s economic slowdown paired with uncertainty due to the ongoing US-China trade dispute which is reflected in the lowest level of business expectations in years based on the results of our Business Confidence Survey 2019. China remains a significant market to German companies, but the momentum of recent years has diminished. On a positive side, China remains a significant market to German companies, but the years based on the results of our Business Confidence Survey 2019. Which is reflected in the lowest level of business expectations in years paired with uncertainty due to the ongoing US-China trade dispute. Global growth projections are downgraded to the lowest levels since the 2008 global financial crisis. On the business side, exponential growth is not given any longer in China. This doesn’t sound optimistic. But looking at China, I am confident that the country will find answers to these challenges. For most of the German companies, China is more than a market, they are even calling it their second home. So, all of us have to play our part getting the economy back on track. Domestic companies have been getting much stronger over the years, and here lies a lot of potential for exchange and mutual benefit. My clear task is to further enhance the foundations, prerequisites and networks supporting the German business case. Together with your - our members’ – relentless focus on the quality and innovativeness of products and services, I am convinced we will continue to have a powerful tool in China’s economic environment. Having concluded my second year as Chairman, my thanks go out to you - our members-, the Board, and our fantastic team. I am grateful for your trust, support, advice and dedicated work. Coming together is the only way to solve challenges. I sincerely hope that all of us together in China will master this critical stage.

Looking back at the years you have been in Beijing, how have you experienced the progress for German companies in China?

Part and Parcel of China’s business community, 5,200 German companies employ more than one million people in China. A substantial part of German companies’ business is linked to China and the country remains a key market for our members with significant business opportunities. In 2019, bilateral trade increased to more than EUR 205 billion. Those numbers are remarkable and show how well German-Chinese economic relations have grown and developed over time. Nevertheless, the regulatory and complex business environment presents considerable challenges for companies. Two in three respondents in our Business Confidence Survey intend to further invest in China in the next two years and one in two of them would even increase their investments in China if greater market access was granted. This is a clear sign: The conclusion of a high-quality EU-China Comprehensive Agreement on Investment (CAI) – with a scope beyond the usual investment protection dimension, covering also fair market access – would create new momentum and bring Sino-German economic relations into a new era.

Your personal remarks for our Chamber members:

In 2020, much will depend on how China will respond to the challenges that stem from the coronavirus outbreak and the development of the trade dispute. Global growth projections are downgraded to the lowest levels since the 2008 global financial crisis. On the business side, exponential growth is not given any longer in China. This doesn’t sound optimistic. But looking at China, I am confident that the country will find answers to these challenges. For most of the German companies, China is more than a market, they are even calling it their second home. So, all of us have to play our part getting the economy back on track. Domestic companies have been getting much stronger over the years, and here lies a lot of potential for exchange and mutual benefit. My clear task is to further enhance the foundations, prerequisites and networks supporting the German business case. Together with your - our members’ – relentless focus on the quality and innovativeness of products and services, I am convinced we will continue to have a powerful tool in China’s economic environment. Having concluded my second year as Chairman, my thanks go out to you - our members-, the Board, and our fantastic team. I am grateful for your trust, support, advice and dedicated work. Coming together is the only way to solve challenges. I sincerely hope that all of us together in China will master this critical stage.

What are your priorities for the Chamber in 2020?

While signs of economic stabilization in later 2019 raised hope for better prospects in 2020, the impacts of the coronavirus outbreak crashed the slim hope felt by companies. Deeply integrated with Chinese economy and society alike, German-invested firms are also profoundly affected. So, supporting our members return to economic normalcy will keep us busy throughout the year. We work hard on keeping the membership highly relevant and providing real benefits. We will closely follow socio-economic and policy developments in China, develop new formats to keep our members informed and will also remain open to cooperation with Chinese companies to build a platform for meaningful exchange across communities. With our popular events, we support our members in the Chinese market and continue to build a sense of community among German businesses here. The calendar is already packed with important dates on the German-Chinese and European-Chinese political stage and we will keep a close eye on all developments for our members.

What were the most significant accomplishments and challenges of the Chamber in your region last year?

Our goal is to keep membership as meaningful and valuable as possible, so companies can get what they need. We further continue to strengthen our advocacy engagement and making our member companies voices heard. In 2019, the Chamber commented on relevant Chinese draft laws, such as the Foreign Investment Law and its subsequent implementation regulations or the NDRC’s Regulations on Optimizing Business Environment. With our Business Confidence Survey and additional flash surveys we can rely on extensive data to create valuable messages and communicate business and regulatory challenges to the Chinese government – with a substantial outreach in the media. More than ever before, we tested and implemented new local and China wide formats and herewith also intensified the cooperation between regional offices in North China, Shanghai and South and Southwest China. New community-building networks, such as “Friends of the Chamber” aim to further promote business relations between members and Chinese companies. Also, innovative event formats, such as the first AHK Greater China Xceleration Days and Innovation Nights are part of our new strategy. Our goal is to cater to the everchanging demands of members, to connect them to the vibrant entrepreneur scene and to support them to expand their business footprint in China. The third pillar of our work at the Chamber is to constantly enlarge our regional outreach in North China. And we have been very successful: Fruitful meetings with local authorities and business roundtables with entrepreneurs and high-level government representatives provided opportunities for our companies’ future development in localities like Tianjin, Shenyang and Xi’an.

How were your priorities in 2019?

2019 was a challenging year, marked by China’s economic slowdown paired with uncertainty due to the ongoing US-China trade dispute which is reflected in the lowest level of business expectations in years based on the results of our Business Confidence Survey 2019. China remains a significant market to German companies, but the momentum of recent years has diminished. On a positive side, China remains a significant market to German companies, but the years based on the results of our Business Confidence Survey 2019. Which is reflected in the lowest level of business expectations in years paired with uncertainty due to the ongoing US-China trade dispute. Global growth projections are downgraded to the lowest levels since the 2008 global financial crisis. On the business side, exponential growth is not given any longer in China. This doesn’t sound optimistic. But looking at China, I am confident that the country will find answers to these challenges. For most of the German companies, China is more than a market, they are even calling it their second home. So, all of us have to play our part getting the economy back on track. Domestic companies have been getting much stronger over the years, and here lies a lot of potential for exchange and mutual benefit. My clear task is to further enhance the foundations, prerequisites and networks supporting the German business case. Together with your - our members’ – relentless focus on the quality and innovativeness of products and services, I am convinced we will continue to have a powerful tool in China’s economic environment. Having concluded my second year as Chairman, my thanks go out to you - our members-, the Board, and our fantastic team. I am grateful for your trust, support, advice and dedicated work. Coming together is the only way to solve challenges. I sincerely hope that all of us together in China will master this critical stage.
How would you summarize the year 2019?

2019 was a remarkable year offering a mixture of challenges and opportunities. With a growth rate of about 6%, many businesses saw opportunities flourishing, whereas others experienced slower growth and lower profits. Companies had to face a growing unpredictable business environment driven by slowing growth, the US-China trade conflict, or intrusive regulations, to name a few. The transition into 2020 was marked by the outbreak of COVID-19, affecting people's lives and putting a further strain on the Chinese and world economy.

What were the most significant accomplishments and challenges of the Chamber in your region last year?

Last year was very eventful in terms of government relations and high-profile visits. It started with the AHK Greater China - Shanghai celebrating its 25th anniversary in March. In light of this milestone, we brought together senior officials from China and Germany along with numerous representatives from the Sino-German business community for an anniversary gala. We were also very honored having Chancellor Angela Merkel visiting Wuhan last September and to host Peter Altmaier, Minister for Economic Affairs and Energy, for a special Chamber meeting in June. We continued our strong focus on government relations, with many meetings with provincial and local governments. Last year we also released an increased number of policy recommendations and press releases regarding government-related topics.

The first International Communication and Marketing Forum, maXcomm Shanghai, was held in October under the theme of “Engagement. Finding Fans and Followers – How Brands Survive in a Competitive Market”. In our efforts to push forward digitalization, the GCC Shanghai’s official WeChat account reached over 6000 followers by the end of 2019, delivering policy and regulatory updates to our members and followers.

What are your priorities for the Chamber in 2020?

Our Business Confidence Survey at the end of 2019 confirmed once again that even though the Chinese business environment has become increasingly challenging in the past years, China remains a key market for German companies. But the outbreak of COVID-19 has been severely impacting businesses. In this crisis and this more and more complex and challenging environment calls for reliable partners, and here the German Chamber of Commerce in China | Shanghai will continue to excel by supporting German businesses and promoting Sino-German business relations in East China. In 2020 it will be even more crucial for our members to receive up-to-date information regarding new laws and regulations at an early stage. Therefore, we will continue to act as the liaison between the German community and the local authorities and at the same time foster the exchange of experiences and professional ‘know-hows’ during our various events, such as webinars, workshops and roundtable discussions. One of the highlights in the second half of 2020 will be Germany chairing the EU-Presidency, where we hope to see the closing of the EU-China Comprehensive Agreement on Investment, which would be crucial for our work at the German Chamber and a major milestone in the China-EU economic dialogue and for global trade.

Looking back at your years living in Shanghai, how have you experienced the progress of German companies in China?

I have been living in China for over 20 years, during which the Chinese market has continuously grown and gained importance for German companies. This is not only reflected by the increase in numbers of German companies in China – growing from 4,300 in 2012 to 5,200 strong in 2019 – but also in the immense rise in foreign direct investment from Germany to China. According to the MOFCOM, Germany invested USD 530 million in China between January and May of 2018 alone, making Germany one of the top ten countries to invest in China. However, we should not forget that German companies are navigating an increasingly challenging business environment in China. Barriers such as limited market access, a challenging regulatory environment, and legal uncertainty present considerable obstacles to foreign companies’ further growth.

Your personal remarks for our Chamber members:

On behalf of the entire Board of Directors, I would like to thank our members for their strong support and cooperation. Our mission is to support your business and create a platform for networking and exchange. This is why your involvement and active participation in our community is highly important to us. We wish you a healthy, prosperous, and successful Year of the Rat.
How would you summarize the year 2019?

2019 was a year full of accomplishments for the German Chamber of Commerce in China | South & Southwest. To name just one, our newly established office in Shenzhen has undergone profound development during 2019. However, it was also a year riddled with challenges. The outbreak of the novel coronavirus cast a shadow over the end of 2019 and opened 2020 with even more uncertainties.

What were the most significant accomplishments and challenges of the Chamber in your region last year?

I believe the words “innovative” and “creative” best describe the year of 2019. We introduced new industry-specific conferences and networking events that allowed our members to network with like-minded professionals and develop new business opportunities in China. The Greater China Xceleration Days is a shining example of our accomplishments in the past year.

China has undergone a profound transformation in the past year, owing to the need for industrial reforms. Our member companies faced increased challenges ranging from bureaucracy and administrative hurdles to legal uncertainty and unclear regulatory framework. Therefore, it has been a great challenge for the Chamber to help our current members receive up-to-date information about the latest policy changes. New members, such as start-ups, face growing difficulties in establishing and developing their business in a market of increasing instability.

What are your priorities for the Chamber in 2020?

Due to the epidemic outbreak, the entire Sino-German business community has been experiencing an unexpected crisis. Realizing the challenges, innovation will be my main priority for the Chamber. It played a major role in 2019, and I believe it will continue to be a driving force behind the Chamber’s development in China.

Additionally, I hope to further develop our new events’ formats in 2020, to better adapt to the changing circumstances and serve the Sino-German business community in South and Southwest China.

Looking back at your years living in Guangzhou, how have you experienced the progress of German companies in China?

2019 was profoundly affected by the US-China trade dispute, along with a rising global tendency for protectionist economic policies and a decelerating global economy. The economic slowdown and policy uncertainty created mixed feelings among German company leaders in China, and business expectations reached a new low in the past year. German companies are eager to see more signals from the Chinese government showing its commitment to implementing necessary economic reforms and opening-up policies.

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# CHAMBER BOARDS AND CHAMBER TEAMS

**As of December 2019**

## North China

<table>
<thead>
<tr>
<th>Name</th>
<th>Title and Contact Information</th>
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<tbody>
<tr>
<td><strong>Dr. Stephan Wöllenstein</strong></td>
<td>Chair, CEO of Volkswagen Group China, Member of the Board of Management, Volkswagen Passenger Cars Brand, CEO of Volkswagen China Passenger Cars Brand</td>
</tr>
<tr>
<td><strong>Mr. Jens Hildebrandt</strong></td>
<td>Executive Director, Delegation of German Industry &amp; Commerce Beijing, Delegate and Chief Representative</td>
</tr>
<tr>
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</tr>
<tr>
<td><strong>Mr. FENG Xingliang</strong></td>
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<tr>
<td><strong>Dr. Matthias Göbel</strong></td>
<td>Chief Representative, Deutsche Lufthansa AG</td>
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<tr>
<td><strong>Mr. Jochen Goller</strong></td>
<td>CEO and President, BMW Group Region China, BMW China Automotive Ltd.</td>
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*GCC All-China Board Member

## Beijing Office

<table>
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<td>Chief Representative, Deutsche Lufthansa AG</td>
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<tr>
<td><strong>Mr. Jochen Goller</strong></td>
<td>CEO and President, BMW Group Region China, BMW China Automotive Ltd.</td>
</tr>
<tr>
<td><strong>Mr. Christoph Kaiser</strong></td>
<td>Managing Director, Turck (Tianjin) Technology Co. Ltd.</td>
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</tr>
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## Tianjin Office

<table>
<thead>
<tr>
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<tbody>
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<tbody>
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Senior Vice President, Head of SAP Global Labs Network

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Delegate and Chief Representative

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Chairman and General Manager

Mr. Maximilian Butek*
Executive Director
Delegation of German Industry & Commerce Guangzhou
Delegate and Chief Representative

Mr. Dong Duong
Trolli Guangzhou Confectionery Co., Ltd.
General Manager

Mr. Bernd Leuthner
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Treasurer
Bock China Ltd.
General Manager

Mr. Jan Grigor Schubert
ZAMA Group
President

Mr. Ralf Mazet
Devolo Asia Consulting (Shenzhen) Co., Ltd.
Manager Manufacturing Services Asia

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Executive Director
Delegation of German Industry & Commerce Guangzhou
Delegate and Chief Representative

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*GCC All-China Board Member
MEMBERSHIP

Over the past year, the German Chamber of Commerce went to great lengths to create exemplary events and powerful networking platforms for its 2285 members. In 2020, we look forward to having more of our members and Friends of the Chamber join our community and partake in our professional activities.
MEMBERSHIP STATISTICS

Membership Development 2018-2019

North China

Members

<table>
<thead>
<tr>
<th>Category</th>
<th>2018</th>
<th>2019</th>
</tr>
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<tbody>
<tr>
<td>Total</td>
<td>568</td>
<td>565</td>
</tr>
<tr>
<td>Corporate Micro*</td>
<td>64</td>
<td>79</td>
</tr>
<tr>
<td>Corporate Small</td>
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<td>295</td>
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<tr>
<td>Corporate Medium</td>
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<td>102</td>
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<tr>
<td>Corporate Large</td>
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<td>26</td>
</tr>
<tr>
<td>Private Member</td>
<td>46</td>
<td>42</td>
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<tr>
<td>Special Member</td>
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Shanghai and Neighboring Provinces

Members

<table>
<thead>
<tr>
<th>Category</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
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</tr>
<tr>
<td>Corporate Micro*</td>
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<td>246</td>
</tr>
<tr>
<td>Corporate Small</td>
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<td>846</td>
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<tr>
<td>Corporate Medium</td>
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<td>234</td>
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<tr>
<td>Corporate Large</td>
<td>58</td>
<td>58</td>
</tr>
<tr>
<td>Private Member</td>
<td>96</td>
<td>95</td>
</tr>
<tr>
<td>Special Member</td>
<td>30</td>
<td>29</td>
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</table>

South & Southwest China

Members

<table>
<thead>
<tr>
<th>Category</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>211</td>
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</tr>
<tr>
<td>Corporate Micro*</td>
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<td>30</td>
</tr>
<tr>
<td>Corporate Small</td>
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<td>114</td>
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<tr>
<td>Corporate Medium</td>
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<td>40</td>
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<tr>
<td>Corporate Large</td>
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<td>7</td>
</tr>
<tr>
<td>Private Member</td>
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<td>11</td>
</tr>
<tr>
<td>Special Member</td>
<td>14</td>
<td>10</td>
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</tbody>
</table>
Regional Membership Distribution 2019

**North China**

<table>
<thead>
<tr>
<th>Region</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beijing</td>
<td>329</td>
<td>316</td>
</tr>
<tr>
<td>Tianjin</td>
<td>75</td>
<td>72</td>
</tr>
<tr>
<td>Hebei</td>
<td>11</td>
<td>12</td>
</tr>
<tr>
<td>Liaoning</td>
<td>92</td>
<td>96</td>
</tr>
<tr>
<td>Jilin</td>
<td>16</td>
<td>20</td>
</tr>
<tr>
<td>Shandong</td>
<td>18</td>
<td>18</td>
</tr>
<tr>
<td>Others</td>
<td>27</td>
<td>31</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>568</td>
<td>565</td>
</tr>
</tbody>
</table>

**Shanghai**

<table>
<thead>
<tr>
<th>Region</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shanghai</td>
<td>1030</td>
<td>1009</td>
</tr>
<tr>
<td>Taicang</td>
<td>90</td>
<td>87</td>
</tr>
<tr>
<td>Suzhou</td>
<td>92</td>
<td>94</td>
</tr>
<tr>
<td>Kunshan</td>
<td>55</td>
<td>55</td>
</tr>
<tr>
<td>Zhejiang</td>
<td>64</td>
<td>63</td>
</tr>
<tr>
<td>Shandong</td>
<td>14</td>
<td>15</td>
</tr>
<tr>
<td>Others</td>
<td>178</td>
<td>185</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>1523</td>
<td>1508</td>
</tr>
</tbody>
</table>

**South & Southwest China**

<table>
<thead>
<tr>
<th>Region</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Guangzhou Region (Guangzhou, Foshan etc.)</td>
<td>71</td>
<td>68</td>
</tr>
<tr>
<td>Dongguan</td>
<td>14</td>
<td>15</td>
</tr>
<tr>
<td>Shenzhen Region (Shenzhen, Hong Kong etc.)</td>
<td>72</td>
<td>71</td>
</tr>
<tr>
<td>Southwest China (Chengdu, Chongqing)</td>
<td>22</td>
<td>26</td>
</tr>
<tr>
<td>West-PRD</td>
<td>17</td>
<td>17</td>
</tr>
<tr>
<td>Others</td>
<td>15</td>
<td>15</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>211</td>
<td>212</td>
</tr>
</tbody>
</table>
MEMBERSHIP BENEFITS AND SERVICES

Networking & Advocacy

- Networking opportunities with governmental institutions and public stakeholders in Germany and China
- A chance to shape advocacy involving member’s interests in our annual surveys (e.g. Business Confidence Survey)
- Reduced rates for Chamber events all over China
- Exclusive members-only events
- Access the Wirtschaftsjunioren (Young Leaders) network for young leaders from your company

Business Services

- Insider information on China’s economic development
- Access to our annual survey results
- Free delivery of the German Chamber Magazine “GC Ticker” (readership of over 26,000)
- Great business deals all over China (GC Deals)
- Advantages for German business visa applications
- Specialized and discounted services for SMEs

Outreach & Visibility

- Exclusive access to Membership Directory
- Opportunity to publish company news in the GC Ticker free of charge and to use our WeChat for marketing activities
- Discounted advertisements on both online and offline publications
- Special discounts when using DE Job Market to source talents

Impacting the Community

- Opportunity to become a speaker or workshop leader at one of our events
- Option to become a Board Member and shape the work of the German Chamber
- Outreach and development of CSR projects during “More Than a Market” Initiative
## FINANCIALS

### Allocation of Expenses 2019

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Expenses and Administration</td>
<td>¥ 14,098,700</td>
<td>57%</td>
</tr>
<tr>
<td>Publications</td>
<td>¥ 759,749</td>
<td>3%</td>
</tr>
<tr>
<td>Events</td>
<td>¥ 9,373,822</td>
<td>38%</td>
</tr>
<tr>
<td>Other</td>
<td>¥ 387,515</td>
<td>2%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>¥ 24,619,786</td>
<td><strong>57%</strong></td>
</tr>
</tbody>
</table>

### Revenue Distribution 2019

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yearly Sponsorships</td>
<td>¥ 2,331,562</td>
<td>9%</td>
</tr>
<tr>
<td>Publications</td>
<td>¥ 1,369,515</td>
<td>5%</td>
</tr>
<tr>
<td>Membership Fee</td>
<td>¥ 11,182,405</td>
<td>42.5%</td>
</tr>
<tr>
<td>Events</td>
<td>¥ 10,853,541</td>
<td>41%</td>
</tr>
<tr>
<td>Other</td>
<td>¥ 639,787</td>
<td>2.5%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>¥ 26,376,810</td>
<td><strong>41%</strong></td>
</tr>
</tbody>
</table>
In December, the German Chamber of Commerce in China hosted its first Greater China Xceleration Days (GCXD2019), a three-day professional matchmaking event that took place in Shenzhen. The event was designed to promote cooperation between German and Chinese companies and featured a variety of networking opportunities at the exhibition hall, keynote speeches, panels, project sessions, the German Wine Festival, Polit-Talk, Talk@AHK and many more program points and networking opportunities.

The Xceleration days attracted over 800 participants, ranging from Chinese and German entrepreneurs to senior executives and high-ranking officials. Among the honorary guests were Dr. Stephan Wollenstein, Chairperson of the GCC Board of Directors and CEO of Volkswagen Group China; Dr. Jianhua HU, President of China Merchants Group; Dr. Clemens von Goetze, German Ambassador to China; Dr. Till Backhaus, Minister for Agriculture & Environment of Mecklenburg-Vorpommern; and Dr. Volker Treier, Member of the Board of DIHK; Mr. Werner Steinmueller, Vice Chair of APA & Member of the Management Board of Deutsche Bank; Mr. Lixin WANG, Vice Mayor of Shenzhen.

The Greater China Xceleration Days were launched with the Greater China Innovation Night Finale, gathering the regional winning start-ups on one stage to introduce their projects. The event continued with several panel discussions and keynote speeches, opening the stage for prominent leaders in their fields to discuss the current trends and share their forecast for the Sino-German business relations. The panels were followed by parallel project sessions, where attendees got the chance to engage with 25 exciting projects from five key industries: mobility; manufacturing, robotics, and digitalization; artificial intelligence; healthcare and pharmaceuticals; and environmental technology. A project session consisted of an enterprise presenting a current project for which it sought cooperation or partnership.

Along with the project sessions, a variety of social activities were incorporated into the event, such as sports training, German Wine and Beer Festival, and networking lunches, allowing attendees to network with like-minded professionals. Participants were also able to meet their peers through “B2Match” - a digital matchmaking platform.

The German Chamber sincerely thanks our partners, sponsors, and participants, for making the GCXD2019 a great success. We would also like to extend our gratitude to the German Consulate in Guangzhou for their outstanding support during the preparation of the event.
THE GERMAN CHAMBER OF COMMERCE’S RESPONSE TO THE COVID-19 OUTBREAK

The outbreak of the novel coronavirus (COVID-19) in late 2019 is continuing to rattle the local and global markets. During these times, the German Chamber of Commerce in China continues to act as the liaison between the German community and the local authorities, providing valuable information and business contacts for the Sino-German community in China.

To actively support China’s fight against COVID-19, the German Chamber connected Sino-German companies with hospitals and health organizations to assist with the passage of medical supplies and funds to Hubei province and its capital Wuhan. More than 50 companies answered the GCC’s call for donations, with contributions amounting to RMB 274 million in cash and supplies by March 4.

The Chamber continues to maintain close contact with the Chinese authorities to ensure real-time updates and verified information reaches our community. These take the form of WeChat posts, website updates, webinars, press releases, mailing, and more. On the other end, the Chamber collects and analyzes data from hundreds of Sino-German companies operating in China, to better understanding their current challenges.

By the middle of March 2020, the German Chamber of Commerce in China issued:

- 57 WeChat posts containing updates and government policies on the COVID-19 outbreak, collectively surpassing 33,400 views.
- A flash survey in cooperation with the EUCCC, examining the impact of the coronavirus outbreak on European companies in China, with 577 companies contributing.
- An “How We Do” Digital Series, a unique series of WeChat posts with company representatives sharing their challenges and creative solutions amid the outbreak.
- A regularly-updated FAQ section on the AHK webpage, dealing with topics such as operations, production & supply chain, SMEs, HR & social security, finance & tax, etc.
- Four China-wide webinars, attracting nearly 1,300 participants combined.
- Around 90 press releases and comments for media worldwide.

The German Chamber of Commerce in China is making continuous efforts to provide quality services and support to its members amid the coronavirus pandemic.
ADVOCACY ENGAGEMENT

In 2019, the German Chamber continued to advocate for German companies operating in China. The Chamber conducted numerous meetings with central, provincial, and local government authorities, mirroring the challenges German companies face in China. The Chamber communicated growing difficulties in market access, policy transparency, environmental regulations, and more, and both sides shared perspectives on Sino-German relations. Furthermore, high-profile political visits have taken place throughout the year in China and Germany, expanding the Chamber’s network in Europe and Asia.

17 May – Ms. Simone Pohl speaks at a roundtable discussion with the Shanghai Municipal People’s Government.

13 August – Jens Hildebrandt meets Zhai Qian, Director General of MOFCOM European Affairs Department, handing over member’s comments on recent draft regulations.

24 September – DIHK President Dr. Eric Schweitzer meets with the Governor of Guangdong Province, Mr. Xingrui Ma.

26 September – Visit of the governor of Hainan province, Mr. Xiaoming Shen to DIHK headquarters in Germany.

4 November – French President Macron, German Federal Minister for Education and Research Anja Karliczek, and EU Commissioner Mr. Phil Hogan, together with a large French delegation and around 20 German companies, pledge to fight for a level playing field for EU companies in China.

21 November – Chair of the German Chamber of Commerce in China | Shanghai, Ms. Bettina Schoen briefs the CPPCC Shanghai Committee on the situation of German businesses for the second time.
Extensive press work is one of the German Chamber of Commerce’s methods to advocate the interests of German business in China. We work relentlessly to bring awareness to the Chamber’s activities, support our members in the development of their businesses and help foster a positive image of German companies in China. Last year was marked by the ongoing trade conflict between the world’s largest economies. The new Foreign Investment Law, the planned implementation of a Corporate Social Credit System, China’s decelerating economy as well as the country’s reform and opening-up agenda were the trending topics in 2019 for the German business community.

In 2019, we successfully leveraged local, national and international media in order to increase and strengthen the public voice of German business in China. We will continue spreading key messages for maximum impact within the media in 2020!
PUBLICATIONS

German Chamber Ticker

The German Chamber Ticker is the business journal of the German Chamber of Commerce in mainland China. This free, English language quarterly magazine features articles on current topics, German chamber news, and interviews with high-ranking business professionals, as well as articles on legal and policy updates, environment, finance, and other relevant topics. A print edition of the GC Ticker is distributed to all GCC members and partners throughout China, and a digital version is available for download on our website: www.china.ahk.de, and on our WeChat channels.

Follow our WeChat for upcoming Chamber events, membership news and up-to-date information on Sino-German economic relations in your region:

North China

Shanghai

South & Southwest China

26,000 copies distributed across China each issue

Direct mailing to senior executives

Displayed on Lufthansa flights

To be found at all Chamber events

6,000 copies can be read at key locations such as restaurants, hotels, spas and hospitals
GCC SURVEYS

Slowing economic growth, trade disputes, and swift changes in regulations are just some of the characteristics that dominated the Chinese market in 2019. As part of our strenuous efforts to support our members with up-to-date assessments of the business climate in China, the GCC published its 12th edition of the Labor Market and Salary Report and its 13th edition of the Business Confidence Survey. The results were distributed to key stakeholders, members of the press, and high-profile officials, validating the GCC’s advocacy work for the benefit of German companies.
The German Chamber of Commerce in China’s annual business confidence survey is a key indicator reflecting the business sentiment of German companies operating in China. The survey focuses on business outlook and performance, market access and investment, reform efforts and business challenges, as well as US-China trade dispute and current topics such as Corporate Social Credit System, innovation and digitalization, competitive situation, and BRI.

2019 was significantly affected by the US-China trade dispute and a rising global tendency for rather protectionist economic policy developments paired with a decelerating global economy. The economic slowdown and political uncertainty point to a mixed year for German companies in China. For Germany, as an export-oriented economy for the most part, open markets and a rules-based trade system are cornerstones of its companies’ success worldwide.

A record number of 526 member companies participated in this year’s Business Confidence Survey. For the first time this year, the report was conducted in partnership with KPMG in Germany.

**Business Outlook: Gloomy, with Small Signs of Hope**

The slowdown of the Chinese economy, paired with uncertainty due to the ongoing US-China trade dispute, has left its marks. The Business Confidence Survey shows that business expectations are at their lowest rate in years, with only one-third of German companies surveyed expecting to reach or exceed their business targets in 2019. Industry forecasts for 2019, in particular for Germany’s traditionally strong automotive and machinery/industrial equipment sectors, have significantly decreased. For the year ahead, surveyed enterprises report cautious signs of recovery with a slightly improved industry development.

**Will Your Company Generate Growth of At Least 5% in Regards to Investment, Employment, Profit, and Net Sales?**

Like overall economic development in China, the growth of the surveyed companies is also expected to slow down in 2019. Roughly one-third of the surveyed companies expect net sales growth of more than 5% for 2019 – down from two-thirds in 2018 – and to grow profits of more than 5% (29%) – down from 50% in 2018. However, when compared to 2019, expectations for 2020 are more promising.

**Investment Growth Needs Improved Market Access and a Sound Regulatory Framework**

China has taken a number of steps towards implementing reforms aimed at greater market openness and equal treatment of foreign entities in the Chinese market. Almost half of the surveyed companies positively acknowledge this commitment. According to the survey, two out of three respondents report facing market access restrictions. Implicit market access barriers, such as obtaining licenses, disproportionate tendering processes, and insufficient lead time when implementing new regulations, challenge German companies the most. For around every second respondent, legal uncertainty and unclear regulatory frameworks, as well as technology transfer requirements, are the top pressing hurdles.

**German Companies See Opportunity**

Despite these market access barriers, companies surveyed see various significant opportunities emerging in the Chinese market. Top 3 opportunities are the growing domestic consumption, an increasing demand for foreign brands, and quality as well as participation in innovation and digital technologies. Two out of three respondents intend to further invest in China in the next two years, and one in two of all surveyed companies would even likely or very likely increase their investments in China if greater market access was granted. That’s a clear sign that the conclusion of a high-quality EU-China Comprehensive Agreement on Investment (CAI) next year – with a scope beyond the usual investment protection dimension, covering also fair market access – would create a new momentum bringing also Sino-German economic relations to a new stage.
China Reveals Continued Significant Wage Increases

Continuing the average wage growth developments of previous years, findings published in the German Chamber of Commerce in China’s 12th Labor Market and Salary Report reveal double-digit wage increases yet again for 2019. According to the National Bureau of Statistics in China (NBS), the average annual wage in 2018 amounted to RMB 82,461, an increase of eleven percent compared to the previous year. The most significant wage increase took place in Central China, with an average growth of 12.7 percent. Northeast China registered the lowest wage increase, amounting to 8.9 percent in 2018. At RMB 65,411, Northeast China also remained the region with the lowest annual salary, whereas East China, the highest paying region, had an annual salary of RMB 93,253 in 2018.

Expected Wage Growth at German Companies Resumes its Slowdown

With German companies generally exceeding average wage levels in China (with a median total cost per employee amounting to RMB 15,000 per month in 2019), wage growth at German companies has traditionally been below the major national indicators for wage developments. With a total of 483 responses, the results of 2019’s poll continue to follow this trend and show an expected average wage rise of 5.53 percent for 2020, a slowdown of 0.46 percentage points (p.p.) compared to expectations in 2018, and 5.47 p.p. below the actual Chinese average wage increase of eleven percent in 2018. Under further analysis, the slight uptick in expected wage growth in 2018 was a temporary deviation of the overall downward trend.

Expected Wage Growth Development at German Companies in China (%)

The overall expected wage growth of 5.53 percent for 2020 in China varies significantly across regions, with East and South China standing out. Suzhou (4.90 percent), Taicang, and Kunshan (4.91 percent) expect wage growth below China’s average, whereas Shenzhen (6.74 percent) and Guangzhou (6.63 percent) predict a wage increase above average. The development of the region’s wage increases, both in terms of direction and intensity, remain consistent across different levels of seniority as well as production workers.

Expected and Effective Wage Growth Align

The reported effective wage growth for 2019 amounted to 5.87 percent, showing a slight deviation of 0.12 p.p. from the initial estimate of 5.99 percent. Only the automotive and consumer goods industries expected a wage increase above the effective wage growth for 2019. Consulting and legal services, as well as the chemical industries, were the most notable cases of effective wage growth to increase above the initial expectation. Another notable finding is that expected wage growth for small (less than 50 employees) and medium-sized (between 50 and 250 employees) enterprises came up short of the effective rate for 2019, in contrast to large (more than 250 employees) enterprises that forecasted a wage growth higher than the effective rate.

Total Cost per Employee Slightly Increases

The total cost per employee at the German Chamber in China member companies in 2019 yielded a median value of RMB 15,000 per month, RMB 680 above 2018’s median and 2.2 times higher than the latest official average compensation across China according to the NBS. At the regional level, compensation in Guangzhou, Taicang, and Kunshan, and Tianjin reached values close to China’s median total cost per employee. The highest paying locations, Beijing and Shanghai, however, remained at a much higher level.

The German Chamber of Commerce in China conducted the survey among its member companies in partnership with Direct HR Group between 11 June and 19 July 2019. With 483 contributions, the Labor Market and Salary Report 2019| 2020, 12th Edition, was released for members on 11 September 2019.
Become a Friend of the German Chamber in China

The German Chamber of Commerce in China is the official member organization representing German business in China. To help connect German companies in China with Chinese companies, we open our business network for Chinese companies to join us as “Friends of German Chamber”.

Who can join?
Chinese companies interested in connecting with and increasing business cooperation with German companies

What are the benefits?
• Connect with German Chamber member companies in China
• Access our network of valuable connections in Germany and China and network with the German, Chinese & international business community
• Take part in high-level business and matchmaking events and share your expertise
• Gain unique visibility and exposure in our publications and on social media
• Get information on investing and developing successfully in the German market

How to join?
Contact us for more information and let us know your key motivation for becoming a Friend of the German Chamber.

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The German Chamber of Commerce in China | South & Southwest is committed to organize abundant business and social events to uncover the business opportunities for its members. Over the year, with a focus on breakthrough innovation, we have created a lot of new formats and value-added events.

In 2019, there were in total 54 events, including workshops, roundtables, seminars, company visits and social events, were organized across 10 cities in the South and Southwest China, which attracted over 20000 enthusiastic participants.

Fueled by innovation, the German Chamber hosted the first ever Greater China Xceleration Days, which engaged over 800 participants from all walks of life and facilitated the communication across the Sino-German business community. In Shenzhen, the so-call Asia’s Silicon Valley, we worked closely with the start-ups by holding tailor-made events such as AHK Innovation Nights and AHK Soapbox where young professionals from all fields got together and shared their exciting points of views, on-going projects and found business partners. Apart from that, TALK@AHK and AHK Fireside Chat were built as stages for fresh voices and exchange of ideas. In addition, for the first time, the German Chamber in South & Southwest China ran German Gala Dinner and Oktoberfest independently, which further demonstrated its capacities. Not only that, in Chengdu, a German Breathing House with German products integrated was built for Discover Germany event as our innovation on exhibition format.

As for the business events, we brought together the industry experts to have instance discussions and seek for industry insights in our regular workshops, roundtables and seminars. Furthermore, the business delegation trips went through 6 cities to visit the cutting-edge technologies in factories and companies.
2019 AT A GLANCE

54 events

14,357 participants

9 cities

24th January, Shenzhen,
Business Delegation and Company Visit at GBA

27th February, Guangzhou,
Spring Reception

28th March, Shenzhen,
AHK Innovation Night

25th April, Shenzhen,
InterChamber Business Networking

17th May, Shenzhen,
German Gala Dinner

8th August, Chengdu,
AHK Fireside Chat

12th September, Foshan,
New City Visit

12th October, Shenzhen,
Oktoberfest

14th October, Shenzhen,
The 1st AHK Soapbox

3rd-5th December, Shenzhen,
Greater China Xceleration Days
2019 BUSINESS EVENT HIGHLIGHTS

3rd HR Summit South China

On 20th September, the German Chamber of Commerce in China | South & Southwest held the 3rd HR Summit in Shenzhen. Human resources management is one of the key roles within any companies these days. How to implement effective human resources management has been a continuous hot topic in industry for many years.

This year, more than 60 guests joined the event. Participants built the network, and enjoyed the knowledge-sharing and ideas-exchanging platform. The event started with the opening speech by Mr. Maximilian Butek, the Executive Director of the German Chamber of Commerce in China | South & Southwest, and was followed by one case study, two workshops and the Wage and Salary Report Presentation and Panel Discussions. High level speakers from industry practitioners and service providers presented their knowledge and shared their experiences on the heated human resource issues.

We are looking forward to welcoming you next year!

Thanks to our speakers for their contribution to the success of the event:

Mr. Guido Maune | General Manager at Shenzhen Melitta Household Products Co., Ltd.
Mr. Victor Herrera | Accountant at CW Consulting Services (Shenzhen) Co., Ltd.
Ms. Zheng Zhang | Partner at Luther
Mr. Juanjo Cardona | Marketing and Information Solutions Manager at Direct HR
Mr. Valentino Lucini | Italian & Spanish Lawyer of Counsel at Wang Jing & Co. Law Firm
Ms. Betty Zhang | HR Expert at CW Consulting Services (Shenzhen) Co., Ltd.
Mr. Sherman Chui | Business Trainer; Director at Advanced Jewelry Co. Ltd
Ms. Anqi Qin | Lawyer

Special thanks to our sponsors and partner:

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Seminars and Workshops

The German Chamber of Commerce in China | South & South-west continued to keep in step with the trends in 2019. There were in total 10 seminars and workshops were organized across 3 cities and more than 20 industry professionals shared their in-depth insights, covering a wide range of topics, from “New IIT Law” to “Foreign Investment in China Reshaped”.

Speaker: Ms. Bolivia Cheung, Partner at KPMG

Mitigation of Credit & Compliance Risk 16.01.2019 | Shenzhen
Speakers: Ms. Fion Fok, General Manager of CRIF HK Limited; Mr. David Haynes, Senior Director, Head of AML, EKYC, Cyber-Fraud and Financial Crime Solutions Sales at LexisNexis Risk Solutions, Asia Pacific; Mr. Douglas Wolfson, Director, Financial Crime Compliance of LexisNexis Risk Solutions in Asia

Mitigation of Credit & Compliance Risk 17.01.2019 | Guangzhou
Speakers: Ms. Fion Fok, General Manager of CRIF HK Limited; Mr. David Haynes, Senior Director, Head of AML, EKYC, Cyber-Fraud and Financial Crime Solutions Sales at LexisNexis Risk Solutions, Asia Pacific; Mr. Douglas Wolfson, Director, Financial Crime Compliance of LexisNexis Risk Solutions in Asia

Seminar on New Visa Application 23.03.2019 | Chongqing
Procedure for Business Traveler
Speakers: Ms. Melanie Freund, the Consulate General of Germany Chengdu; Mr. Xiaofei Wen, Regional Director of the German Chamber of Commerce

Seminar on New Visa Application 26.04.2019 | Chengdu
Procedure for Business Traveler
Speakers: Ms. Vera Schaposchnikow, the Consulate General of Germany Chengdu; Mr. Xiaofei Wen, Regional Director of the German Chamber of Commerce

Visa Seminar 30.04.2019 | Shenzhen
Speakers: Mr. Philip Xia, Zonal Manager of VFS Global; Ms. Chiling Qin, the German Industry and Commerce

Foreign Investment in China Reshaped 10.05.2019 | Guangzhou
Speakers: Mr. Pierre Gargatte, Clients Services Manager at Fiducia Management Consultants; Mr. Hudson Ha, Accounting Manager at Fiducia Management Consultants; Mr. Valentino Lucini, Italian & Spanish Lawyer of Counsel at Wang Jing & Co. Law Firm; Ms. Eloisa Hu, Associate – Corporate Law Team at Wang Jing & Co. Law Firm

Legal Seminar: Environmental Tax Law and Manufacture 12.07.2019 | Guangzhou
Speakers: Mr. Guo Hui Chen, CEO of Yuekang Environmental Engineering Co Ltd; Mr. James Peng, Executive Partner of PW & Partners; Mr. Richard Zhang, Lawyer

Salary and Labor Market Developments 19.09.2019 | Guangzhou
Speaker: Mr. Juanjo Cardona, Marketing and Information Solutions Manager at Direct HR Group
Delegation Trips, Roundtables and Factory Visits

The German Chamber of Commerce in China | South & Southwest organized delegation trips and factory visits for members to take a close look at the advanced technologies in diverse industries. Over the year, the delegations had visited more than 20 companies and factories across 5 cities in the Greater Bay Area, namely Shenzhen, Guangzhou, Huizhou, Zhongshan and Foshan. The on-site visits enabled a deeper understanding of the cutting-edge technologies at the application level.

Delegation Trips

GCC Delegation & Company Visit to
Great Bay Area: Shenzhen
Robosense, UBTECH, Ping An Cloud Accelerator
24.01.2019 | Shenzhen

GCC Business Delegation to
Greater Bay Area: Foshan
FAW-Volkswagen Nanhai
Foshan Investment Promotion Agency
Roboration Academy Foshan
HSQ Laser
09.04.2019 | Foshan

Company Visit to ZAMA
ZAMA Group
14.05.2019 | Huizhou

Business Delegation to
Greater Bay Area: Zhongshan
ThyssenKrupp Escalator Co., (China) Ltd.
18.06.2019 | Zhongshan

Foshan New City Visit and
Mid-Autumn Festival BBQ
Roboration Academy Foshan
Midea-KUKA Smart Manufacturing Industry Park
Foshan City Exhibition Hall
12.09.2019 | Foshan

Roundtables

Human Resource Management
29.03.2019 | Guangzhou
Speaker: Ms. Cherry Wu, Manager at HR & Payroll at Dezan Shira & Associates

Human Resource Management
17.06.2019 | Chengdu
Speaker: Mr. Youmans Zhang, HR Director at Kempinski Hotel Chengdu

Human Resource Management
25.07.2019 | Chongqing
Speaker: Mr. Jing Jia, HR Manager at Brose Chongqing Automotive Systems Co., Ltd.

Human Resource Management
12.08.2019 | Shenzhen
Speaker: Mr. James Peng, Executive Partner at PW & Partners Law Firm

GCC Roundtable – Opportunities & Challenges in Myanmar, Cambodia & Laos
17.09.2019 | Guangzhou
Speaker: Mr. Martin Klose, Delegate of German Industry and Commerce in Myanmar

Factory Visits

Metro Factory Visit
28.02.2019 | Chengdu

Siemens Smart Manufacturing Innovation Center Visit
17.06.2019 | Chengdu

Bosch Rexroth Industry 4.0 Innovation Center Visit
12.12.2019 | Chengdu
AHK Innovation Night

The welcome-back event AHK Innovation Night set off for the second time on 28th March in Shenzhen, followed up by the 3rd AHK Innovation Nights on 29th August, both of which carried out a vivid reverse pitching across the regions.

Each event had five selected China-based start-ups competed against each other by presenting their innovative technologies, products and services in front of potential cooperation partners and investors. It was a stage for a total number of 140 members, partners and local start-ups to speak up their unique insights and build up business connections.

As the final edition of the event, the “AHK Innovation Night Finale” was held on 3rd December in Shenzhen, where the regional winners pitched their solutions to the corporate partners who are facing a pressing challenge or obstacle. After many discussions, the jury, composed of Mr. Marc Bauer, Senior Vice President of HSBC, Mr. Jia Wei, General Manager of China Merchants Industry, and Mr. Gerry Quan, General Manager of Ping An Cloud Accelerator, elected Galixir as the Final, whilst Beijing Geek+ Inc. as the Most Popular.

Long-term competitiveness depends on innovation capacity. AHK Innovation Night is an ideal opportunity for participants to work on their business relationships and to get forward-looking visions.

Talk@AHK

In 2019, the German Chamber of Commerce in China | South & Southwest launched a new event format – Talk@AHK. It is an evening event full of new ideas, different perspectives and multiple new points of view.

The president of the German Basketball Federation Mr. Ingo Weiss and German basketball legend Mr. Henning Harnisch kicked-off this new event series on 2nd September in Shenzhen. In the speech, Mr. Henning Harnisch shared his experiences in China, the purpose of his trip, how important communication is for a team, and the connection between China and Germany not only about business but also about sports, education and culture.
AHK Fireside Chat

The German Chamber of Commerce presented the first “AHK Fireside Chat” on 8th August in Chengdu. The “AHK Fireside Chat” series consists of a range of events, where both Chinese and German government officials and business representatives are invited to talk about news, political and economic topics as well as current and upcoming challenges.

At the first “AHK Fireside Chat”, it was with great honored to have Mr. Robert von Rimscha, Consul General of Germany in Chengdu, to share interesting stories in his daily work of a Consul General and talk about the future between Chinese and German trade, and opportunities for German companies. In the talk, he highlighted the great creativity industry in Chengdu and appreciated the close cooperation during the past years between the German Consulate General and the German Chamber of Commerce.

AHK Soapbox

The German Chamber and the German Industry and Commerce introduced a brand-new startup event, AHK Soapbox, on the 14th October in Shenzhen. With the aim of providing an interactive sharing platform for entrepreneurs from different fields to connect with the local start-up community and look for potential cooperation, the first AHK Soapbox attracted 120 enterprises, tech companies and start-ups from all over the world to share their innovative ideas and on-going projects.

Opened by Dr. Martin Wansleben, CEO of DIHK, Mr. Peter Adrian, Head of the Financial Committee of DIHK and Board Member of TRIWO AG, and Mr. Dirk Lechelt, German deputy Consul-General in Guangzhou, there were around 20 start-ups went on the “AHK Soapbox” to present their innovative ideas and projects. The audiences actively interacted with the speakers on the stage by giving support, challenging and asking questions. It was a night full of inspiration.
The German Chamber of Commerce in China | South and Southwest is dedicated to build up a highly integrated and interactive community for its members. In 2019, with the pioneering spirit, the chamber kept innovating the forms of activities to enrich members' experience and maximize the value of the events. From the cultural exchange events to formal business networking events, the attendees were able to expand and strengthen their networks in a dynamic and inspiring atmosphere.

<table>
<thead>
<tr>
<th>Event Name</th>
<th>Date</th>
<th>Location</th>
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<tbody>
<tr>
<td>German Chamber Spring Reception 2019</td>
<td>27.02.2019</td>
<td>Guangzhou</td>
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<td>German Chamber Spring Reception 2019</td>
<td>28.02.2019</td>
<td>Shenzhen</td>
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<tr>
<td>Pitching for the Dragon – The 2nd AHK Innovation Night</td>
<td>28.03.2019</td>
<td>Shenzhen</td>
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<tr>
<td>German Gala Dinner</td>
<td>17.05.2019</td>
<td>Shenzhen</td>
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<tr>
<td>Discover German Bread</td>
<td>10.08.2019</td>
<td>Chengdu</td>
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<tr>
<td>The 3rd AHK Innovation Night</td>
<td>27.08.2019</td>
<td>Shenzhen</td>
</tr>
<tr>
<td>2019 German Chamber Oktoberfest – German Companies Gala Night</td>
<td>06.09.2019</td>
<td>Chengdu</td>
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<tr>
<td>Sommerfest</td>
<td>21.09.2019</td>
<td>Dongguan</td>
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<tr>
<td>2019 German Chamber Oktoberfest – German Companies Gala Night</td>
<td>11.10.2019</td>
<td>Chongqing</td>
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<tr>
<td>Oktoberfest 2019</td>
<td>12.10.2019</td>
<td>Shenzhen</td>
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<tr>
<td>AHK Innovation Night Finale</td>
<td>03.12.2019</td>
<td>Shenzhen</td>
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Regular Social Events

<table>
<thead>
<tr>
<th>Event Name</th>
<th>Frequency</th>
<th>Location</th>
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<tbody>
<tr>
<td>Stammtisch</td>
<td>Every 2nd month</td>
<td>Shenzhen</td>
</tr>
<tr>
<td>Stammtisch</td>
<td>Quarterly</td>
<td>Guangzhou</td>
</tr>
<tr>
<td>Intern Meet Up</td>
<td>Monthly</td>
<td>Chengdu</td>
</tr>
<tr>
<td>InterChamber Networking Drinks</td>
<td>2-3 times per location</td>
<td>Guangzhou, Shenzhen, Chengdu, Chongqing</td>
</tr>
<tr>
<td>German Wine Tasting</td>
<td>Irregular</td>
<td>Guangzhou</td>
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On a regular basis, the informal Stammtisch events took place in Guangzhou, Shenzhen and Chengdu as well as the InterChamber Networking Drinks that we organize together with other Chambers of Commerce.
Discover Germany Festival Scored Another Success in Chengdu

Based on the outstanding results of the last two years, the German Chamber held the 3rd Discover Germany festival on Chunxi Road from 18th to 22nd October. This year, “Discover Germany” provided a special highlight and achieved even greater success. With more than 100 VIP guests and 10,000 visitors of all ages, the festival reached a much wider audience than the past two Discover Germany events.

As a platform for economic, trade and cultural exchange in order to support German companies to take root in Southwestern China, enhance brand awareness and expand market influence, Discover Germany is an annual gathering event for German brands. 2019 Discover Germany chose the German living space as the topic and the special highlight was the debut of the German “Breathing House”. A sustainable, prefabricated and movable house that was conceptualized in Germany and fully furnished with German brands. It adapts to nowadays flexibility and therefore contributes to finding a solution in terms of future living. Discover Germany was a complete success and further strengthened its position as an important platform in Sino-German cooperation, as it combined not only big brands that are already strongly represented in the Chinese market but also new brands entering the Chinese market for the first time.

The German Chamber of Commerce in China | South & Southwest would like to thank all spectators of “Discover Germany”. A special thank you goes to the co-organizers: The General Consulate of Germany in Chengdu, the Chengdu Municipal Bureau of Commerce, the Architectural Research Institute of Sichuan Renmin Building Industry Technology and the architecture firm Prespace. Furthermore, the German Chamber would like to thank all sponsors of “Discover Germany” who provided great support and contributed significantly in the success of the event.

Let us stay tuned for the upcoming 2020 Discover Germany.

2019 Discover Germany sponsors including: Hager Electric, Feldschlösschen, Frosch, Hörmann, Schöner Wohnen Farbe, Sebamed, Viessmann and Sonett.
2020
GENERAL MEETING
BOARD ELECTION

Save the Date: May of 15th

Scan here for more updates on 2020 General Meeting and Board Election
The German Chamber of Commerce in China | South & Southwest would like to thank their Yearly Sponsors of the Year 2019

Guangzhou Office

Shenzhen Office

Chengdu Office