Technologies That Pay Back

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- Low-consumption engines and gearboxes
- Energy-optimized gas and steam turbines
- Biogas plants
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- Environmental friendly forestry and agriculture

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Gathered World Top 500, such as Continental and Siemens, Hidden Champion, such as Ringmaxer, Easypaper, and Schaeffler.

New Landmark of Smart manufacturing, genetic technology and chip industry.

Complete German dual education system with high level human resource.
YOUR BEST PARTNERSHIP IN CHINA

Tianjin Economic-Technological Development Area ("TEDA") was approved by the State Council in 1984 and is one of China's earliest national development zones. Dong Xiexing, the chief architect of China's reform and opening up, bestowed a calligraphic brieﬂe during his visit to TEDA in 1988, writing: "Development means all of great promise". This encouragement has inspired several generations of TEDA and to strive to achieve that promise, and continues to motivate TEDA's mission to provide a business-friendly, supportive environment that continues industrial and commercial growth.

In over three decades of its own development, TEDA's accomplishments have mirrored China's economic success. TEDA now has ten subzones, including TEDA East, Central Business District of China (Tianjin) Pilot Free Trade Zone, TEDA West, Nengang Industrial Zone, TEDA Middletown Zone, TEDA Intelligent Industries Zone, Yat-Sen Scientiﬁc Industrial Park, Microelectronics Industrial Park, TEDA South Emerging Industries Zone and FAW-Volkswagen Production Base in North China. These subzones are home to high-tech industry clusters including advanced manufacturing, modern services and emerging industries, as well as a demonstration zone for indigenous innovation and a free trade zone. They offer an industrial ecosystem with the advantages of economies of scale and a high degree of diversification. In addition, TEDA has set up a "smart logistics service system" and sophisticated urban facilities, including education and medical services. TEDA offers a comprehensive, eco-friendly premium destination for both investors and residents.

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Website: www.teda.gov.cn
Tel: 022-23231111
TEDA Shanghai
Tel: 021-24627776
mail@teda.com
The German Chamber of Commerce in China looks back to an eventful and prosperous year 2018: Our members elected new boards of directors China-wide, new delegates assumed their roles in Beijing and Guangzhou and 228 new members contributed to a strong and diverse network of 2,302 members in mainland China.

Again, the last year, was one of close Sino-German cooperation in business and politics. We, the German Chamber organization, were able to leave a remarkable footprint in this exchange. During the visit of German Chancellor Angela Merkel in Shenzhen in May, we had set up our first AHK Innovation Hub in China. During the 1st China International Import Expo (CIIE) in Shanghai in November, the Chamber was honored of being appointed by the German Ministry of Economics to coordinate the German “Guest of Honor” participation on state and company level at the fair with 170 German companies participating. When German President Frank-Walter Steinmeier led a high-level delegation to China in December, we were able to organize an entrepreneurial roundtable as well as display our vocational training projects in South China.

As it is our vision to create the best possible business environment for you – our members – in China, we have focused on further strengthening advocacy work. We have intensified our government relations activities with more than 160 meetings on Chinese central, provincial and local government level. Furthermore, we had enhanced our press work with press releases, interviews, and statements in around 120 exchanges with Chinese and foreign media outlets. By conducting our annual Business Confidence Survey, we have supported you to make your voice heard when it comes to improving business sentiments of German companies in China. For the first time, the results of the Business Confidence Survey were presented by all three Chairpersons at a joint press conference in Beijing.

To support our members in this dynamic and complex Chinese business environment, we provided over 400 events all over mainland China. Hereby creating plenty of opportunities to gain up-to-date and exclusive insights on specific China-topics and shape a strong platform for the Sino-German business community.

The German Chamber of Commerce in China, as part of the worldwide AHK network, caters to the needs of more than 2,300 member companies. We represent our members’ interests towards government bodies and the public to make their voice heard and to create the best possible business environment for them. With various events, we provide up-to-date information about specific China-topics and shape a strong platform for the Sino-German business community.

Dear Members and Friends,

The German Chamber of Commerce in China | Shanghai

Delegation of German Industry & Commerce, Shanghai
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

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

Yours truly,

Simon Pohl
Executive Director of the German Chamber of Commerce in China | Shanghai
Delegation of German Industry & Commerce, Shanghai
Delegate & Chief Representative
How would you briefly summarize the year 2018?

It was an eventful year, for some of us challenging, showing us how closely connected global trade is, and that it affects every market player and consumer worldwide. After a very dynamic, almost euphoric growth phase in China in recent years, the development reached a New Normal. This is also reflected in the slowing numbers of the GDP growth. The development of the trade conflict and the corresponding effects on the economy remain a source of uncertainty.

What were the highlights and main achievements your region and the Chamber celebrated last year?

With a newly elected Board and the new Chamber’s Executive Director, Jens Hildebrandt, we started to shape the Chamber’s future. With about 180 events we offered plenty of opportunities for our members to access latest business information as well as to network and mingle. Also, our regional offices in Tianjin and Shenyang contributed to these accomplishments. The German Soccer Tournaments in Beijing and Tianjin, and the 18th German Ball attracted around 2,400 guests.

The 11th edition of our Business Confidence Survey was a success. We redesigned the survey to sharpen the Chamber’s advocacy engagement and for the first time, results were presented by all three Chairpersons at a joint press conference in Beijing.

In November 2018, we were the only foreign chamber to host a tax information event with the National Tax Authorities. Looking ahead, we are aiming to facilitate the exchange between Chinese authorities and our members, sharing relevant information and pooling the needs of German businesses.

Which opportunities and challenges will German companies face in China in 2019?

Much will depend on the development of the trade conflict and how China will deal with the slowdown of its economy. China is not only Germany’s most important trading partner, but also plays a key role for many companies worldwide. The majority of German companies in China are expecting stable growth rates. However, the optimism is no longer as enthusiastic as it has been in recent years. Recent announcements of the government on stipulating measures to support the economic development indicate however, that China is determined to ensure a stable economic environment in 2019.

What are your goals and vision for the Chamber in 2019?

In 2019, the Chamber will boost its member services with new event formats and up-to-date information. We will work on further strengthening the cooperation between the three German Chambers in China as well as with the European Chamber, enhancing our press work, plus focus on further strengthening our advocacy engagement. You may follow our WeChat channel to get the latest updates on recent policy changes, our government meetings, upcoming events or members’ announcements. Additionally, we aim to further facilitate the cooperation of German and Chinese companies. Domestic companies have been getting much stronger over the years, and here lies a lot of potential for exchange and mutual benefit.

Could you share your personal remarks for our Chamber members?

Exponential growth is not a given fact anymore in China, meaning as German industry we should focus more than ever on our competitiveness and strengths. I am a firm believer in strong brands, and fortunately ‘Made in Germany’ and ‘German engineering’ remain amongst the most powerful labels here. 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. By embracing the new challenges and opportunities that China has on offer, we can further leverage this position. Having concluded my first 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. Let us have more of this in the year of the pig, 2019!
How would you briefly summarize the year 2018?

2018 was a mixed bag. The first half saw the positive business trends from 2017 carry over into the next year, while the effects of tightening policies and escalating trade tensions with the US were felt in the second half. In sum, uncertainty and a gloomier business outlook dominated the market sentiment by the end of the year.

What were the highlights and main achievements your region and the Chamber celebrated last year?

2018 saw the Chamber well involved in policy and government relations: Many meetings were held with provincial and local governments. With our monitoring of the business environment and your feedback gathered especially from the “Greater Shanghai Innovation Survey” and the “Business Confidence Survey”, many of the discussions held with government authorities helped in crafting our recommendations. 2018 also saw us strengthen our media work, with press releases and holding more interviews.

Of course, we kept busy with many other activities. The Chamber organized 160 events with over 10,000 participants. Some examples: In February, we launched the German Chamber Shanghai’s official new WeChat account. It had over 2,400 followers by the end of 2018. The “More than a Market” initiative is in full swing and in May the third “More than a Market” awards ceremony was held in Shanghai, with a record 100 projects submitted. In November, a very special event took place for the first time. The “China International Import Exhibition” (CIIE) in Shanghai hosted 170 German companies and high-level delegations. Germany was one of the 12 guests of honor. As always, the “German Ball” in Shanghai was the highlight of the social calendar with over 1,200 guests celebrating a “Galactic Night”. Finally, our members elected a new board of directors in April.

Which opportunities and challenges will German companies face in China in 2019?

China obviously faces a challenging 2019, with the markets fluctuating between uncertainty and hope. Our “Business Confidence Survey”, conducted between August and October 2018, paints a similar picture: German companies in China will face a business climate characterized by subdued growth prospects and a challenging regulatory environment. Many challenges remain, including bureaucracy, administrative hurdles, legal uncertainty coupled with an unclear regulatory framework, as well as slow and limited internet. Nevertheless, China remains an important market with good business opportunities.

On the plus side, China’s policymakers are expected to make even deeper cuts to taxes and fees and intensify efforts to promote market reforms, opening-up, intellectual property rights protection and the private sector. This should help counter headwinds and improve investor confidence.

What are your goals and vision for the Chamber in 2019?

Given the opportunities and challenges German companies are facing in China, it is important to have a sounding board to bundle their interests and make sure their needs are communicated to the right authorities. To ensure an exchange of ideas and access to the latest information, it is essential to offer expert workshops, roundtables and panels that focus on members’ most burning issues, such as market access, internet, cybersecurity and digitalization.

The same applies to HR matters such as talent retention.

Germany and China are the most important trading partners on the Asian and European markets and relations are now closer than ever before. Building links between the German and Chinese economies and the relevant authorities is important in establishing trust, fostering business relationships, and ensuring support for German companies in China. The Chamber needs to be a driving force in this dialogue.

Could you share your personal remarks for our Chamber members?

Our goal is to support your needs and help your business grow in China. We want to add value and create a platform for constant sharing of ideas and information. We cannot do it without your support and your active participation in our workshops, roundtables and surveys. On behalf of the Board of Directors, I would like to thank you for the very productive cooperation, your commitment and your trust. We wish you a successful Year of the Pig and hope the opportunities will outweigh the challenges.

How would you briefly summarize the year 2018?

2018 was an exciting year with lots of changes, challenges and new opportunities. There was the concern of an VPN shutdown and the impact of the new cyber security law in the beginning of the year. In summer, the US tariffs posed questions of the inflations for German business in a US-China trade conflict and the uncertainty of the effects of the new IIT law and social credit system filled many discussions. However, the German business community also explored new opportunities emerging from the proclamation of the Greater Bay Area as well as the draft of the new foreign investment law. All in all, according to our Business Confidence Survey most German companies achieved a positive outcome in China.

What were the highlights and main achievements your region and the Chamber celebrated last year?

We successfully expanded our services and activities in Shenzhen. With the move to a bigger office and the opening of the AHK Innovation Hub, the German Chamber puts a stronger focus on startups, innovation and new technologies. The highlight was the official inauguration by German Chancellor Angela Merkel in May. Several delegations of German industry and politics as well as member companies explored the innovation scene in Shenzhen since. The AHH Innovation Night in December offered a platform for our members and a German delegation to get insights into the innovation ecosystem of Shenzhen and to mingle with local start-ups, our colleagues of AHK Greater China and even our German headquarters.

Following the initiative of the Greater Bay Area, we worked closely with the German Chamber in Hong Kong and organized joint delegation trips and networking dinner for our members. When Dr. Eric Schweitzer, President of the Association of German Chambers of Commerce and Industry, took part in our networking dinner, he also used his visit to agree with Guangdong governor Mr. Ma on a conference for German companies to explore investment opportunities in South China. Following this meeting, the Greater Bay Area Conference was organized and took place in November with 1,000 participants.

Another highlight occurred just at the end of 2018: Next to our refaced website, new CRM and event tool and LinkedIn channel, we finally launched our own WeChat channel making it more convenient for our members to keep informed.

Which opportunities and challenges will German companies face in China in 2019?

The policies of Made in China 2025, Belt and Road initiative and Greater Bay Area will continue to have a lasting effect on Chinese economic policies. There will be more new opportunities especially for German companies in the high-tech sector. However, rising costs for labor and land might force companies to relocate to Tier-3 cities. I also believe there is an opportunity for German businesses to build stronger relations with Chinese authorities and enterprises to fill a void which the trade conflict between the US and China has created.

What are your goals and vision for the Chamber in 2019?

In 2019, we aim to build stronger ties with Chinese companies in our region with the introduction of the new category of “Friend of the Chamber”. Local innovative and industry-leading companies as well as long-term partners and trustworthy suppliers of our German member companies are invited to become part of the German Chamber network to create a beneficial and more diverse business platform at eye level.

Furthermore, we would like to surprise you with new innovative event formats that better cater your needs and interests.

Could you share your personal remarks for our Chamber members?

On behalf of the whole Board of Directors, I would like to thank all members for their continuous support, confidence and trust. Your involvement and engagement in our surveys and activities are highly appreciated. The Chamber team and board are looking forward to making the year 2019 even more successful with and for you.
**CHAMBER BOARDS AND CHAMBER TEAMS**

**North China**

**Beijing Office**
- **Dr. Stephan Wilkening*** Manager, Volkswagen Group China
- **Mr. Feng Xiaoliang** Chairman, MBU DIYSET China/Beijing
- **Mr. Hans Hildebrandt*** Chief Representative, Delegation of German Industry & Commerce Beijing
- **Ms. Alexandra Voss*** Deputy Chief Representative, Delegation of German Industry & Commerce Beijing
- **Mr. Susanne Rahnsdorfer** Vice-Chairperson, RHEIN BÜRGERSTADT Rechtsanwälte mbH/Beijing

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**ANNUAL REPORT 2018**

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- **Ms. Wolfsgruber Kathrin** Executive Director, Membership & Business Development
- **Ms. Heinzmann Johanna** Project Manager, Membership & Business Development
- **Ms. Huang Jessica** Events Manager, Events & Membership
- **Ms. Spee Johanna** Project Manager, Events

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In 2018, the German Chamber of Commerce in China supported its 2,302 member companies by providing exclusive business events on specific topics and a strong networking platform. Furthermore, we have strengthened our advocacy on behalf of our members towards the German and Chinese governments. Through our newly launched official German Chamber WeChat accounts, we are now closer connected to our members. For 2019, we strive to focus on our members’ needs even more and help them create value through their membership with us.
MEMBERSHIP STATISTICS

Membership Development 2017-2018

Regional Membership Distribution 2018

North China

<table>
<thead>
<tr>
<th>Region</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beijing</td>
<td>343</td>
<td>329</td>
</tr>
<tr>
<td>Tianjin</td>
<td>80</td>
<td>75</td>
</tr>
<tr>
<td>Hebei</td>
<td>11</td>
<td>11</td>
</tr>
<tr>
<td>Liaoning</td>
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<td>92</td>
</tr>
<tr>
<td>Jilin</td>
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</tr>
<tr>
<td>Shandong</td>
<td>17</td>
<td>18</td>
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<tr>
<td>Others</td>
<td>24</td>
<td>27</td>
</tr>
<tr>
<td><strong>Total</strong></td>
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<td><strong>568</strong></td>
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Shanghai

<table>
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<th>Region</th>
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<tbody>
<tr>
<td>Shanghai</td>
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<td>1030</td>
</tr>
<tr>
<td>Taicang</td>
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<td>90</td>
</tr>
<tr>
<td>Suzhou</td>
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<td>92</td>
</tr>
<tr>
<td>Kunshan</td>
<td>54</td>
<td>55</td>
</tr>
<tr>
<td>Zhejiang</td>
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<td>64</td>
</tr>
<tr>
<td>Shandong</td>
<td>12</td>
<td>14</td>
</tr>
<tr>
<td>Others</td>
<td>208</td>
<td>178</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>1567</strong></td>
<td><strong>1523</strong></td>
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South & Southwest China

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<tr>
<th>Region</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Guangzhou Region</td>
<td>85</td>
<td>71</td>
</tr>
<tr>
<td>Dongguan</td>
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</tr>
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<td>Shenzhen Region</td>
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<td>72</td>
</tr>
<tr>
<td>Southwest China</td>
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<td>22</td>
</tr>
<tr>
<td>West PRD</td>
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</tr>
<tr>
<td>Others</td>
<td>12</td>
<td>15</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>237</strong></td>
<td><strong>211</strong></td>
</tr>
</tbody>
</table>

* 2018 introduction of new corporate membership category “micro”
**MEMBERSHIP BENEFITS AND SERVICES**

**Preferential Access**
- Reduced member rates for Chamber events, not just in your region, but also when on a business trip in other parts of China
- Access to exclusive members-only events
- Get great deals across China from our selected partners of restaurants, hotels, bars and more (GC Deals)
- Share and develop your Corporate Social Responsibility (CSR) project as best practice of social engagement by German companies in China during the "More than a Market" Awards

**Outreach and Visibility**
- Profile entry in and exclusive access to our Membership Directory
- Brand exposure through high-profile sponsorships of our flagship events
- Free delivery of the business magazine "German Chamber Ticker" and the possibility to publish company news in the magazine free of charge
- Up to 10% discount for advertisement in "German Chamber Ticker" magazine, newsletters and WeChat
- Up to 15% discount for advertisement on the AHK Greater China homepage
- Enjoy discounts of up to 35% for the use of DE Job Market, our efficient source for domestic as well as international talents and the preeminent platform for reaching professionals with a German background
- Make use of the new Chambers’ WeChat channels for your marketing activities

**Business Services**
- Specialized services for SMEs including legal advice, market research and trainings (up to 33% discount for our members)
- Advantages for German Business Visa Applications
- Up-to-date information on China’s economic development
- Preferential access to the results of our annual surveys: Business Confidence Survey, Labor Market & Salary Survey and the Innovation Survey of the Greater Shanghai region

**Advocacy – Representation of your Business Interests**
- Contribute insights and opinions to advise decision makers incl. governmental and public stakeholders
- Make your company’s voice heard in our annual Business Confidence Survey and flash surveys on current topics
- Access to our broad network of governmental bodies and institutions in Germany and China

**Get personally involved**
- Share your expertise as a speaker at one of our events
- Become a Board Member and shape the work of the German Chamber

**FINANCIALS**

**Allocation of Expenses 2018**

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Expenses and Administration</td>
<td>¥ 15,086,611.25</td>
</tr>
<tr>
<td>Publications</td>
<td>¥ 849,952.83</td>
</tr>
<tr>
<td>Events</td>
<td>¥ 6,231,364.23</td>
</tr>
<tr>
<td>Other</td>
<td>¥ 668,545</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>¥ 22,836,473.31</strong></td>
</tr>
</tbody>
</table>

**Revenue Distribution 2018**

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yearly Sponsorships</td>
<td>¥ 2,132,161.75</td>
</tr>
<tr>
<td>Publications</td>
<td>¥ 1,487,374.36</td>
</tr>
<tr>
<td>Membership Fee</td>
<td>¥ 11,253,279.88</td>
</tr>
<tr>
<td>Events</td>
<td>¥ 7,898,475.45</td>
</tr>
<tr>
<td>Other</td>
<td>¥ 300,995.04</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>¥ 23,072,286.48</strong></td>
</tr>
</tbody>
</table>
For decades we have been a leading manufacturer of all kinds of high-quality plastic components with production sites in Europe, Asia and the USA. With 22 companies and 3,650 employees around the world the Wirthwein Group is active in the Automotive, Railway, Electrical Industry, Home Appliances, Medical Technology, and Interior Fittings business units.

We focus on global, customer-oriented manufacturing concepts at strategically valuable production sites. We have our own manufacturing plants in Kunshan and Shenyang, China.

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.
ADVOCACY ENGAGEMENT

In 2018, the Chamber intensified its advocacy engagement. In numerous meetings with central, provincial and local government authorities, Board Members and Chief Representatives introduced the Chamber’s work. They expressed the challenges and concerns on various topics including market access, policy transparency, internet issues and more. Both sides shared perspectives on Sino-German relations, received information and discussed future opportunities for cooperation. Moreover, high-level governmental visits have taken place throughout the year. During frequent trips to Germany, the Delegates have expanded the Chamber’s network in Berlin government circles, with many German federal states as well as BHKs.

160+ meetings
Central, provincial and local government level

300+ hours
Discussing challenges and opportunities for cooperation

150+ pages
Survey results, reports and comments handed over to authorities

Membership
German Chamber of Commerce in China

German Chamber of Commerce in China

ADVOCACY ENGAGEMENT

In 2018, the Chamber intensified its advocacy engagement. In numerous meetings with central, provincial and local government authorities, Board Members and Chief Representatives introduced the Chamber’s work. They expressed the challenges and concerns on various topics including market access, policy transparency, internet issues and more. Both sides shared perspectives on Sino-German relations, received information and discussed future opportunities for cooperation. Moreover, high-level governmental visits have taken place throughout the year. During frequent trips to Germany, the Delegates have expanded the Chamber’s network in Berlin government circles, with many German federal states as well as BHKs.

160+ meetings
Central, provincial and local government level

300+ hours
Discussing challenges and opportunities for cooperation

150+ pages
Survey results, reports and comments handed over to authorities

GCC IN THE PRESS

Extensive press work is one of the German Chamber of Commerce’s methods to advocate the interests of German business in China. We put effort into increasing awareness of Chamber’s activities, support our members in the development of their businesses and to help reveal challenges and concerns of German enterprises in China and further fostering a positive image of German companies in China.

Last year was marked by a number of important events; the second half of the year was marked by the ongoing trade conflict between the world’s largest economies. High-level state-visits from both, German and Chinese politicians showed the sound relationship between the countries. German Chancellor Angela Merkel payed a visit to Beijing and Shenzhen in May and inaugurated the AHK Innovation Hub in China’s Silicon Valley. In November, the first China International Import Expo (CIIE) took place in Shanghai and 170 German companies attended to showcase innovative products and services.

Later that month the German Chamber of Commerce presented the findings of the yearly Business Confidence Survey (BCS) at a joint press conference in Beijing with all three Chairpersons. This year’s survey revealed a subdued business outlook and a challenging regulatory environment for surveyed companies operating in China. The BCS is a key gauge for measuring the business sentiment of German companies operating in China and one of the most relevant tools used for the Chamber’s advocacy engagement.

In 2018, we successfully leveraged local, national and international media in order to increase and strengthen the public voice of German business in China. During the year we generated more than 150 pieces of news about Sino-German business topics. We will continue spreading key messages for maximum impact within the media also in 2019!

6th November: Greater Bay Conference with DIHK President Mr. Eric Schweitzer and Party Secretary of Shenzhen City, Mr. Wang Weizhong
25th May: German Chancellor Merkel Inaugurates AHK Innovation Hub Shenzhen
17th August: Mr. Jens Hildebrandt Meets Henan Province Government led by Mr. SUN Jinglin, Deputy Director General Henan Provincial Commerce Department at AHK Office Beijing
6th December: Visit of German President Steinmeier to Foshan
26th January: Ms. Simone Pohl Attends Roundtable Discussion hosted by Shanghai Foreign Affairs Office

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In 2018, the German Chamber of Commerce in China continued to conduct the annual Business Confidence Survey, Labor Market & Salary Survey and for the second time the Innovation Survey Greater Shanghai Region. The active participation of our members helps us offer an up-to-date assessment of the current business climate for German enterprises in China and to advocate your interests to government bodies and the press. The results were published, widely quoted in the press, distributed to key stakeholders and introduced at a series of events across China.
How do you evaluate the development of the Chinese economy?

Further Investments planned
Around two thirds of the German companies plan to further invest in China within the upcoming two years. Investment in staff development and training are the main beneficiaries. A notable share of respondents plans investment in sales, marketing and business development, new manufacturing facilities, as well as Research and Development.

The main reasons for the one third of respondents who do not plan to invest in China within the next two years are increasing labor costs. Furthermore, the expectation of slower growth in China, the lack of regulatory transparency, predictability and impartiality as well as increased domestic competition were also often stated as reasons.

Stable assessment of the current economic situation, cautious outlook for 2019
China remains a significant market to German companies, but the momentum of recent years has diminished. Merely 40% of German companies rate the current development of the Chinese economy as positive – 14% less than in 2017. And the less optimistic outlook of German companies stretches into 2019. Almost 30% expect a worsening in the development of the Chinese economy.

How do you evaluate the development of the Chinese economy in 2018 and expect its development for 2019?

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How do you evaluate the development of the Chinese economy in 2018 and expect its development for 2019?
INNOVATION SURVEY 2018
The full report is available for download from our website www.china.ahk.de

Following its launch in 2017, the Greater Shanghai Innovation Survey 2018/19 among German manufacturing companies in the Greater Shanghai area was conducted for the second time by the German Chamber of Commerce Shanghai in cooperation with Tongji University and goetzpartners Management Consultants. In 2018, concerns about human resources and lack of talent, headquarter influence and the regulatory environment represented key barriers to innovation as identified by the more than 100 survey respondents from the automotive and machinery/industrial equipment industries.

Talent – A Top Concern for Innovation
Less than 10% of the more than 100 respondents of the Greater Shanghai Innovation Survey 2018/19 are satisfied or very satisfied with the innovation capability of their employees. Looking at the skills relevant for innovation, the survey results show that satisfaction levels are particularly low for three skills: critical thinking, complex problem-solving, and creativity. These skills also head the list of top skills needed by 2020, as analyzed by the World Economic Forum. Employers can use a variety of methods along the line of recruitment, selection, training and development, and retention to increase the innovativeness of their workforce. For example, the survey data indicate a correlation between innovation training and innovation performance.

Finding the balance between know-how protection and agility
Apart from lack of talent, headquarters’ influence is also identified as one of the top barriers to innovation for German manufacturing companies in Greater Shanghai. Only 13% of respondents say that headquarters’ influence is “not at all” a barrier to innovation. The survey shows that headquarters that grant more autonomy have more innovative Chinese subsidiaries. While subsidiaries tend to adopt autonomy-seeking behavior to develop agility, to respond to moves of competitors, and to seize local market opportunities, headquarters usually strive for more centralization to keep control, protect know how, and minimize risks. Finding the balance is a challenging process. Further, while 58% of surveyed manufacturing companies say that headquarters are involved in innovation activities to a large or very large extent, only 44% indicate that headquarters demonstrate efforts to learn about local markets and products to a large or very large extent.

A Need for an Improved Regulatory Landscape
The results of the Greater Shanghai Innovation Survey 2018/19 further suggest that German manufacturing companies see the regulatory environment in China as a barrier to innovation. Data protection, cybersecurity, the protection of intellectual property, and restricted internet access are all issues that put German manufaturing companies in Greater Shanghai at a challenge when it comes to innovation. A major concern is the new Cyber Security Law (CSL) that came into effect in June 2017. 46% of surveyed German manufacturing companies in Greater Shanghai expect the CSL to have a negative impact on their innovation performance, while one third of respondents are unsure. The new CSL also puts constraints on the use of Virtual Private Networks (VPN). This is a worrisome development for German manufacturing companies in Greater Shanghai, with 86% of respondents considering a VPN an essential part of conducting their daily business in China. To deal with challenges posed by the regulatory environment in China, more than half of surveyed manufacturing companies consider support from the German government important or very important for their entity’s ability to innovate in China. German manufacturing companies in Greater Shanghai particularly wish for governmental support to achieve equal opportunities for foreign invested enterprises under Made in China 2025. An improved and innovation conducive regulatory environment could lead to more support from headquarters which in turn facilitates innovation performance. This would not only benefit German companies, but also enhance collaborative innovation with Chinese partners that will eventually benefit China’s economic growth and ongoing transformation towards an innovation-driven economy.

To what extent are the following issues barriers to innovation for your Chinese entity?

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<tr>
<th>Issue</th>
<th>Very large extent</th>
<th>Large extent</th>
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The German Chamber of Commerce | Shanghai offers its members a wide range of business and social events. Be it workshops, seminars, working group meetings or networking events, we take pride in offering tailor-made events to meet and exceed our members’ expectations.
ADVOCACY AND GOVERNMENT AFFAIRS
MEETING HIGHLIGHTS

Ms. Simone Pohl attends Appreciation Dinner hosted by Department Commerce of Zhejiang Province

Ms. Simone Pohl speaks at "Business Environment and German Industry Perspectives" at Sino-German Company Working Group Industrie 4.0 and Intelligent Manufacturing (AGU) hosted by GIZ

Ms. Simone Pohl attends Roundtable Discussion hosted by Shanghai Foreign Affairs Office

Meeting with Vice Minister Zhang Jianguo from Ministry of Human Resource and Social Security in Taicang, Jiangsu Province

Meeting with Member of German Parliament Stephan Thomae

Mr. Jan Jovy, representing the Delegation, speaks in Shanghai Commerce Commission (SCOFCOM) Briefing event

Delegation attends IPR press conference hosted by Shanghai Superior People’s Court

Meeting with Mr. Qin Jun, Head of Department of Commerce of Hubei province

Meeting with Mr. Sun Xinhua, President of Invest Shanghai

Briefing Roundtable with German Bundestags Committee on Economic Affairs and Energy

Meeting with former Federal Minister for the Environment Jürgen Trittin

Delegation Briefing of Parliamentary State Secretary at the Federal Ministry for Economics and Energy, Christian Hirte

German Pavilion at CIIE welcomes the Delegation led by Mr. Wu Zhenglong, Governor of Jiangsu province and Mr. Zhu Congjiu, Vice Governor of Zhejiang province

Delegation Briefing of Prof. Dr. Armin Willingmann Minister of Economy, Science and Digitalization of Saxony-Anhalt

German Chamber Chairwoman Bettina Schoen attends CPPCC Shanghai Committee Briefing 2018

Shanghai and Beijing Delegates meet German President Frank Walter Steinmeier
MAJOR DELEGATION VISITS

MARCH
11th-17th: Minister of Social Affairs & Integration of the State of Hesse, Mr. Stefan Grüttner with 10 company representatives
15th-22nd: Delegation from Schleswig-Holstein, lead by Prime Minister, Daniel Günther, Minister of Economic Affairs, Transport, Employment, Technology and Tourism Frank Peter and the Mayor of the city of Kiel, Dr. Ulf Kämper
26th-30th: Company delegation “Efficient Industrial Waste Water Treatment” supported by the German Ministry of Environment

APRIL
7th-8th: President of the Hamburg Parliament, Carolin Veit
10th-20th: Mayor of Berlin & Senator for Economic Affairs & Energy, Ramona Pop with 50 company representatives

MAY
12th-18th: Minister for Regional Development & Transport of Saxony-Anhalt, Mr. Thomas Weibel with 10 company representatives
16th: Senator of Economic Affairs of Bremen, Mr. Martin Guenther
14th-15th: Delegation “Building the City of Tomorrow” (Research Campaign Urban Development of the German Ministry of Education & Research)
26th-1st: Minister of Economy, Science and the Digital Society of the State of Thuringia, Mr. Wolfgang Tiefensee

JUNE
6th-8th: Company delegation lead by Vice President of IHK Zwickau, Prof. Dr. Frank Baer
12th-14th: VDZ Association of German Magazin Publishers

SEPTEMBER
4th-5th: Committee for Economic Affairs & Energy of the German Bundestag
11th-16th: Mayor of the Thuringian Parliament, Christian Carin
15th-22nd: Delegation from Schleswig-Holstein, lead by Prime Minister, Daniel Günther, Minister of Economic Affairs, Transport, Employment, Technology and Tourism Frank Peter and the Mayor of the city of Kiel, Dr. Ulf Kämper
18th-20th: Company delegation “Efficient Industrial Waste Water Treatment” supported by the German Ministry of Environment

OCTOBER
17th: German Federal Ministry for Economic Affairs and Energy Thorsten Herdan, Director General, Department Energy Policy, Heating and Efficiency and Dr. Toni Glaser, Deputy Head of Division, Department Energy Policy, Heating and Efficiency
21st-24th: Minister of Economy, Innovation, Digitalization & Energy of North Rhine-Westphalia, Prof. Dr. Andreas Pinkwart with 20 company representatives
28th-30th: Rulebreaker Society – Company Delegation

NOVEMBER
5th-6th: State Councilor of Hamburg Dr. Annette Tabbara
17th: Parliamentary State Secretary at the German Federal Ministry for Economics & Energy, Mr. Christian Hirth & President of the Association of German Chambers of Commerce and Industry (DIHK) Dr. Eric Schweitzer with delegation
19th: Minister of Economic Affairs, Employment, Transport and Digitalisation of Lower Saxony, Dr. Bernd Althusmann with 50 company representatives
13th: Mayor of Frankfurt a.M. Mr. Peter Feldmann with delegation
18th-24th: Minister of Economy, Science and Digitalisation of Saxony-Anhalt, Prof. Dr. Armin Willingmann with company delegation

2018 AT A GLANCE

in 2019 we celebrate our 25th Anniversary – a perfect occasion to take a look at where we stand today

- 22 Delegation visits organized
- 6,334 Dual vocational trainees certified to date
- 7,628 Visa applications processed
- 140 Employees
- 105 Press requests
- 500+ Company foundations supported to date
- 1,532 Members
- 15,282 Inquiries answered

CAMS, China
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电话：+86 21 6289 6363
Fax 传真：+86 21 6289 9393
Email 邮箱：info@cmslegal.cn
Website 网站：https://cms.law/en/CHN/


作为全球十大律师事务所之一，CMS 位于 41 个国家的 73 家办事处能够为您提供全方位的法律与税务服务。CMS，中国（上海、北京和香港办事处）携手我们的全球 4,500 名律师为企业客户提供注重商业目的、量身定制的法律服务。
# OVERVIEW OF ALL EVENTS 2018

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<thead>
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<th>Participants</th>
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<td>Special Events 5</td>
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<td>Stammtische and Social Events 8</td>
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<td>Qingdao</td>
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<td>Special Events 2</td>
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<td><strong>Total</strong></td>
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CHAMBER MEETINGS SHANGHAI

January 2018

Deutschland und China 2018 – Ein Bewegtes Internationales Umfeld und Innenpolitische Herausforderungen

At the first chamber meeting of 2018, Dr. Christine Althauser, Consul General of the Federal Republic of Germany in Shanghai, spoke about “Germany and China 2018 – An eventful international environment and challenges for domestic politics”. She elaborated on Germany’s and China’s roles in the international context and what this could mean for domestic politics. Germany’s economic situation is very stable, but there are a lot of challenges in global politics: The EU has to handle issues such as the Brexit, the spread of nationalism, while the US pulling back from the global stage leave space for other players to grow in importance, such as Russia and China. China’s strong economic power also translates into more presence in foreign policy. All this means that Germany needs to develop strategies in order to successfully navigate global developments. In terms of the German-Sino relationship, challenges such as creating a level playing field for foreign companies, the protection of intellectual property rights, legal certainty and a transparent information policy need to be addressed. The German Embassy and Consulates in China are in a constant dialogue with the Chinese government to achieve progress in all these aspects. Dr. Althauser also stressed the importance of European cooperation in the face of growing competition. Further topics Sino-German business topics were addressed in an engaging Q&A session.

About the speaker

In August 2017, Dr. Althauser was appointed Consul General of the Federal Republic of Germany in Shanghai. Prior to her assignment in Shanghai, Dr. Althauser was posted to the German Embassy in Beijing, the Hague, Moscow and Skopje. She has also worked at the Federal Ministry of Defence in Berlin, Germany’s permanent representation to the EU in Brussels and the Council of Europe in Strasbourg. Dr. Althauser studied Slavic Languages and Literature and Sinology at Heidelberg, Taiwan, Moscow and Luxembourg and joined the Federal Foreign Office in 1985.

About the panelists

Mr. Michael Tan has more than 17 years of experience advising multinational companies in their investment and operations in China. Besides his expertise regarding the general corporate, M&A and commercial matters, he specializes in IT regulatory, data protection issues and other new technology driven sectors. Mr. Tan is now heading Taylor Wessing’s TMC practice for China.

Mr. Tobias Steinig joined KUKA in 2016, acting first as the Regional Vice President Digital Operations Asia and Pacific of KUKA Management (Shanghai) Co., LTD and was promoted to be Global Vice President Digital Operations in 2018. In his previous career, he acted as CIO of Stuttgart21 – Deutsche Bahn AG and as Head of Global Project Coordination & Realization at Siemens AG.

Mr. Dietrich Henne completed his diploma in Mathematics at Ludwig-Maximilians-University in Munich, Germany. Since then, he held various positions in Information Technology and Corporate Functions for a consulting company as well as a multinational media corporation in Germany, the USA and China. Mr. Henne came to Shanghai in 2005 and is now responsible for Voith Digital Solutions in China.

Mr. Philip Lazare is among the “Old China Hands” with nearly two decades of legal practice in the city. He is a partner in the Shanghai affiliate of the German firm Luther since 2007. Mr. Lazare is a corporate and tax lawyer by training but continues to be engaged in a number of other areas, including IT and data privacy.

In the February Chamber Meeting, a panel of experts in the field of digital operations and legal practice discussed the topic “Cyber Security, Control and Privacy”. Mr. Philip Lazare, gave an overview of the new rules and guidelines of China’s Cyber Security Law, which came into force in June 2017. He outlined the different approaches to cyber security in Europe and China and pointed at a number of uncertainties in respect to the newly-established regulations. Afterwards, a panel that included Mr. Tobias Steinig, Mr. Dietrich Henne and Mr. Michael Tan voiced their views and gave guidance to expected challenges for international businesses operating in China.

February 2018

Cyber Security, Control and Privacy: A New “Beijing Consensus”? (Held in English)

About the panelists

Mr. Michael Tan is among the “Old China Hands” with nearly two decades of legal practice in the city. He is a partner in the Shanghai affiliate of the German firm Luther since 2007. Mr. Lazare is a corporate and tax lawyer by training but continues to be engaged in a number of other areas, including IT and data privacy.

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At the April Chamber Meeting, Mr. Kai Strittmatter talked about "Neues China – Wie ein Land sich neu erfindet mit Hilfe von Big Data, Künstlicher Intelligenz und dem System der Sozialen Vertrauenswürdigkeit." Analyzing trends such as Big Data and artificial intelligence in China’s industries, Mr. Strittmatter compared the advantages in the US in terms of basic scientific research with China’s advances in the actual application of technologies. Participants showed particular interest in facial-recognition technologies used by the Chinese police and in the enforceability and effectiveness of a national social credit system in China.

About the speaker: From an early age, Mr. Kai Strittmatter has been interested in China. He studied Chinese in Munich, Xi’an and Taipei, and became a correspondent for the newspaper “Süddeutsche Zeitung” in 1997. After a seven-year interim period in Istanbul, he returned to Beijing in 2012. Mr. Strittmatter is the author of “Gebrauchsanweisung für China” and has published various other books about China, Hong Kong and Turkey.

Moderator: Ms. Simone Pohl | Executive Director, German Chamber of Commerce | Shanghai and Delegate and Chief Representative, Delegation of German Industry & Commerce. Location: Intercontinental Pudong, Shanghai
May 2018

More than a Market Forum and Awards Gala

For more information, please refer to our event highlights on pages 78-81

June 2018

Future of Mobility – Behind the Scenes of NIO (Held in English)

For the June Chamber Meeting, the German Chamber welcomed Mr. Jack Cheng to talk about the “Future of Mobility – Behind the Scenes of NIO”. In his speech, NIO Co-founder, Mr. Cheng outlined the success story and vision of NIO and why the company sees the future in smart, electric, and autonomous vehicles. The guiding philosophy is reflected in the company’s Chinese name, Weilai, which means “Blue Sky Coming” and represents the commitment to more environment friendly mobility solutions. In a Q&A session moderated by Board Member Mr. Michael Maeder, the discussion focused on the future of e-mobility and the emerging trend of a shared economy.

About the speaker: Mr. Jack Cheng, Co-founder and Executive Vice President of NIO, gained first leadership experience in the fields of components design engineering and product development at Ford in 1981. He later became China Country Manager of Magneti Marelli and Chairman of Fiat Automobiles, Co. Ltd. Mr. Cheng received his degree in Mechanical Engineering from Taiwan National Cheng Kung University.

Moderators: Ms. Bettina Schoen | Chairwoman of the Board, Mr. Tim Wenniges | Chief Representative at Konrad-Adenauer-Stiftung Shanghai Representative Office.

Location: Shanghai Tower Conference Center

August 2018

Globalization at Stake: Exhaustion, Systemic Competition and Disintegration of the Transatlantic West – Globalization and Challenges of Liberal Democracies (Held in English)

With Prof. Dr. Michael Hüther | Director at the German Economic Institute

Over the course of the past 40 years, living standards have been improving all around the world, yet capital allocation is still mostly concentrated in the Northern hemisphere. Meanwhile, an increasingly negative sentiment has been adopted towards the “globalization dilemma” – concerns about the “diffusion of knowledge and migration [as well as] interference in domestic policies by the outside world.” At the August Chamber Meeting, this hot topic was discussed by Prof. Dr. Michael Hüther. In his speech, he analyzed the German, Chinese and American economic interconnections and trajectories in world trade and called for a renewed “focus on basic rules and values of European integration,” to successfully “create the next phase of globalization.” The Q&A session focused on the importance of liberal values in the current trade system and global perspectives on economic integration.

About the speaker: Prof. Dr. Michael Hüther studied Economics as well as Medieval and Modern History at the Justus-Liebig University in Giessen. Upon completion of his doctorate in Economics, he became a member of the scientific staff at the Council of Experts for the Evaluation of Macroeconomic Development in 1991. He was then appointed Secretary General of the German Council of Economic Advisers. In 1999, he joined DekaBank as chief economist. Since August 2001, Prof. Hüther is Honorary Professor at the European Business School in Oestrich-Winkel. In July 2004, he was appointed Director and Member of the Presidium of the German Economic Institute.

Moderators: Ms. Bettina Schoen | Chairwoman of the Board, Mr. Tim Wenniges | Chief Representative at Konrad-Adenauer-Stiftung Shanghai Representative Office.

Location: Shanghai Tower Conference Center
Future leaders’ qualities and new challenges in talent management were the central themes of the Chamber Meeting in September. The panelists discussed internal and external strategies to identify and attract new talents, for example via social media channels, and how to retain them. Particularly as regards the new generation of “millennials”, German companies should realize their task of educating entrepreneurs, allowing for self-driven work and recognizing their individual contribution to the company. The characteristics of such entrepreneurs and future leaders would include, among others, openness, team-orientation and inclusiveness. In the Q&A session, topics such as motivation and incentives for senior professionals, as well as challenges of digital leadership were discussed.

**About the panelists:**
Ms. Grace Liu is HR Director at SAP China, based in Shanghai. She has nearly 20 years of HR professional experience in leading ICT companies such as China Mobile, IBM, Dall. Ms. Liu holds Bsc. in Finance from Sun Yet-Sun University, China, and MA in Human Resources Management from Business School, University of Warwick, UK.

Ms. Qian Wu is HR Director Asia at Freudenberg Regional Corporate Center Asia. She was educated both in China and Germany with a focus on Human Resources. For most of her 14 years work experience, she has been dealing with HR responsibilities including talent development and HR generalist, in China and other Asian countries.

Dr. Thorsten Bauer serves Russell Reynolds Associates’ clients in the Industrial and Energy and Natural Resources Sectors, with a focus on chemical and process industries, industrial goods and services. Dr. Bauer is also a member of the firm’s Operations and Supply Chain Practice based in Munich. Dr. Bauer helps his clients find the best-suited leadership talent to face their business and culture challenges.

**Moderator:**
Mr. Titus von dem Bongart | Partner | Head of GBN Greater China, ASEAN and Korea at EY.

**Location:**
PRIMUS Hotel Shanghai Hongqiao

The October Chamber Meeting opened with the presentation of the Chamber’s Greater Shanghai Innovation Survey 2018. Key findings indicate that innovation has become even more a top priority among German companies operating in the greater Shanghai area, who also face a challenging regulatory environment.

Questions of innovation and international competition were also taken up by Dr. Wöllenstein in his following speech, who traced the success stories of a few exemplary Chinese car models and pointed out that the technology and innovations of local, often government-related players, are thereby contributing to the build-up of a future infrastructure, in which intelligent connected vehicles become part of a fully connected, highly digitalized environment. After his speech, the audience raised questions about the Chinese impact on global innovation, solutions for more effective German competition and the role of investment and Chinese companies’ strategies on the international markets.

**About the speakers:**
Dr. Stephan Wöllenstein has been CEO of the Volkswagen Passenger Cars Brand China since August 2016. He is also Executive Vice President at Volkswagen Group China. Dr. Wöllenstein has been with Volkswagen since 1995 and has extensive experience across sales, marketing as well as product management. His working life includes total 10 years in China. He has fulfilled leading positions in both Volkswagen’s Chinese joint ventures, SAIC VOLKSWAGEN and FAW-VW. Mr. Wöllenstein holds a degree in economics and business administration and obtained a doctorate in marketing.

Prof. Zheng Han is goetzpartners Chair of Innovation and Entrepreneurship at the Sino-German School for Postgraduate Studies (CDHK) at Tongji University, Shanghai. Before his academic career, he worked with McKinsey & Company in Germany and served as Chief Investment Advisor for the Hanot Group in China, being responsible for strategic investments and expansion strategy of portfolio companies.

**Moderator:**
Ms. Bettina Schoen | Regional Representative at Freudenberg Group.

**Location:**
Intercontinental Pudong

**October 2018**

**Automotive Industry Quo Vadis? The Dawn of the Chinese Era** *(held in English)*

With Dr. Stephan Wöllenstein | CEO of Volkswagen China Passenger Car Brand; Executive Vice President of Volkswagen (China) Investment Co. Ltd.; Chairman of the Board of the German Chamber of Commerce in China | North China, and Prof. Zheng Han | Professor at CDHK, Tongji University.

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**Moderator:**
Ms. Bettina Schoen | Regional Representative at Freudenberg Group.

**Location:**
Intercontinental Pudong
December 2018

Weihnachtskammertreffen 2018: Virtuell oder wahr: Wie viel Mensch braucht das Halleluja?
(Thomas Hofstetter, Burda Media)

Christmas spirit, and was a great start for the holiday season.

Their work with underprivileged adolescents. The event brought the

Christina Mummert was presented with a donation check of RMB 100,000, by Dr. Winkler on

Digitalization. Like every year, the Pfrang foundation was also pre-

More Than a Market lucky draw, participants

children in Shanghai the opportunity to take part in soccer train-

Collaborative Projects, the initiative offers underprivileged migrant

Having won the More Than a Market Award 2017 in the category

Community in Shanghai, was presented by Mr. Stefan Ahrens.

The Chamber’s traditional Christmas Chamber Meeting, held on 13
December welcomed guests with festive decoration, music by the
Shanghai German Christian Association in Shanghai (DCGS) trom- boine choir and a rich menu, which all contributed to the special
Christmas atmosphere. Protestant Pastor Dr. Annette Mehlhorn and
Catholic Priest Dr. Michael Bauer of the DCGS were welcomed to
talk about the impact of the digital age on religious traditions and
beliefs. After a warm welcome of all guests, by Mr. Lothar Grad,
the Chamber’s More than a Market Initiative, held for the third
year in 2018, was introduced by Dr. Sigrid Winkler. As a flagship
project, The Kids Football Project, initiated by the German business
community in Shanghai, was presented by Mr. Stefan Ahrens.

About the speakers:
Dr. Annette Mehlhorn studied religious studies in Germany and Israel and
completed her Ph.D in education- and social sciences. Before coming to
Shanghai, Dr. Mehlhorn was pastor at the Protestant Academy Arnolds-
heim from 1995 to 2013.

Dr. Michael Bauer, born in 1969 in Troisdorf, entered priesthood at the
Cologne Cathedral in 1996. Since 2004, he has been working for the
German Christian Association Shanghai, where he is mostly responsible
for pastoral care.

Moderators: Mr. Lothar Grad | General Manager at Schlatter (Shanghai) Solar Tech-

ological Co Ltd. Location: Grand Hyatt in Hans Tower

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children in Shanghai the opportunity to take part in soccer train-

in the following More Than A Market lucky draw, participants who had already handed in their CSR projects for the 2019 Awards
could win various prices, including tickets for the German Ball
2019. In their engaging speeches, Dr. Mehlhorn and Dr. Bauer then
reflected on new ways of practicing beliefs and rituals in an age of
digitalization. Like every year, the Pfrang foundation was also pre-
presented with a donation check of RMB 100,000, by Dr. Winkler on
behalf of the German Chamber | Shanghai. This donation supports
their work with underprivileged adolescents. The event brought the
Christmas spirit, and was a great start for the holiday season.

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Moderators: Mr. Lothar Grad | General Manager at Schlatter (Shanghai) Solar Tech-

ological Co Ltd. Location: Grand Hyatt in Hans Tower
WORKSHOPS AND EVENTS

Events without mentioned city were held in Shanghai.

January

Taicang Stammtisch
Pam Pam Dungcang South Road

Deutscher Stammtisch
Paulaner @ XINTIANDI

Kunshan GM Roundtable:
The implications of the environmental policy on manufacturing activities such as factory closures and relocations
Pollmann Mechatronik, Kunshan
Ms. Julia Caym | Senior Analyst, Control Risks Global Risk Analysis practice

Workshop Women in Business: „Female Change Makers“—Women and Social Entrepreneurship
German Chamber Office
Ms. Marina Kalnitski | Taicang Inclusion Factory; Ms. Cecile Cavoizy | Shanghai Young Bakers; Ms. Seema Ahluwalia | Mifanmama; Ms. Heather Louis | More than Aware

Alumni Stammtisch
Haxnbauer

Workshop Young Leaders:
Powerful habits from and for Entrepreneurs
DoBe WE@BUND
Mr. Mike Hauge | Founder/Managing Partner at Learning Leaders; Ms. Yael Farjun | CEO and Co-founder at ChinaClickGo.com

Young Professional Stammtisch Shanghai
Paulaner@XinTianDi

Hangzhou German Chamber Corner
WADEs Bar & Grill

Workshop HR: Work Place/Office-Transformation to the Next Level "A Practical Process Example of Engaging People for Change"

Change Management is one of the essential skills great leaders need to demonstrate today. Which is why on 18th January, the German Chamber organized an interesting HR workshop about the workplace and office transformation. The event was held at the InterContinental Pudong hotel. Mr. Norbert Reichert shared a case from ZF in Germany about “Workplace 3.0” and discussed the challenges in realizing it in Europe and China. Through a free dialogue style, audiences applied unique ways to share thoughts and to experience how change affects the workplace. Ms. Noriko Takagi from Steinbach & Partner divided the audience into few groups to play different roles, simulating the process of engaging people, which was very successful. Attendees liked the interactive style of the event.

Speakers: Mr. Norbert Reichert | Vice President Corporate Human Resources, Region Asia Pacific, ZF Group; Ms. Noriko Takagi | Managing Partner, Steinbach & Partner
Location: InterContinental Pudong

Workshop IT: The IoT Decision Framework – A Guide to Developing & Deploying IoT Solutions

German Chamber Office
Mr. Walenza Erik | CEO of IoT ONE; Mr. Ramkumar Prabhu | Vice President and Global Head of Digital Services at TÜV SÜD

Speakers: Mr. Walenza Erik | CEO of IoT ONE; Mr. Ramkumar Prabhu | Vice President and Global Head of Digital Services at TÜV SÜD
Location: German Chamber Office

Speakers: Dr. Ioana Kraft | General Manager | European Union Chamber of Commerce in China, Shanghai Chapter; Mr. Marcus Wissmann | UniCredit S.p.A.; Shanghai Branch; Mr. Andreas Ochsen | Deutsche Bank (China) Co., Ltd.; Shanghai Branch; Ms. Yael Farjun | CEO and Co-founder at ChinaClickGo.com
Location: German Chamber Office
February

Workshop Legal & HR Taicang: “Retention Management – How to keep your employees from leaving after Chinese New Year”

German Center Taicang

Ms. Miriam Wickertsheim | Director at Direct HR Group; Mr. Ralph Koppitz | Chief representative of the Taylor Wessing Shanghai Office

Workshop Legal & HR Suzhou: “Retention Management – How to keep your employees from leaving after Chinese New Year”

Suzhou Xinghai Building (East Wing)

Ms. Miriam Wickertsheim | Director at Direct HR Group; Mr. Ralph Koppitz | Chief representative of the Taylor Wessing Shanghai Office

Workshop Legal & Tax: Understanding the New Anti-Unfair Competition Law – A New Era in Fighting Commercial Bribery?

On 1st February 2018, the German Chamber Shanghai hosted a Legal & Tax workshop about the New Anti-Unfair Competition Law which has become effective on 1st January 2018. Mr. Mike Goldammer started with an introduction, which gave the audience a general overview on AUCL changes. He made comparisons between the 1993 and 2018 version in civil liability, administrative fines and the IP perspective. Furthermore, he differentiated between administrative liability and criminal liability. He continued with mentioning major changes of the anti-bribery clauses. The core question: “Do the benefits offered by the counterparties (such as various sales incentives and promotions) no longer count as commercial bribery?” was answered with: “It is still on observation period, the rules relating to discount, tokens are still effective and also new considerations came up, such as whether it restricts the consumers choice or involves false advertising.” Ms. Cara Meng continued with a presentation and description of enforcement cases. The key focus industries for anti-bribery in 2018 which are typically mentioned by authorities are Automotive, Construction, Education, Funeral, Insurance, etc. A key takeaway from the workshop was that old risky patterns are still risky due to improper accounting and direct treatment to the retailer bypassing middlemen distributors. The need of setting up effective and updated compliance management systems is strong and companies shall revisit internal policies in regards to engagement of intermediaries.

Moderator: Mr. Roger Haynaly | Partner, Rödl & Partner.
Speakers: Mr. Mike Goldammer | Partner at Taylor Wessing, Munich Office; Ms. Cara Meng | Senior Associate at Taylor Wessing, Shanghai Office.
 Location: InterContinental Pudong
March

Taicang Stammtisch
Pam Pam Dongcang South Road

Special Event: Executive Women’s Breakfast
German Chamber Office
Ms. Jerry Xiang | President China at Brose
China Co., Ltd.

Deutscher Stammtisch
Paulaner @ XINTIANDI

Workshop Qingdao: “Impact of the New PRC Cyber Security Regime”
Black Forest Music Restaurant
Mr. Michael Tan | Partner at Taylor Wessing

Breakfast Event – Workshop Finance & Controlling Suzhou: “Customs update and challenges on outbound payment from Customs valuation perspective”
Hyatt Regency Suzhou
Mr. Roger Chen, Ms. Kelly Guan | Deloitte China

Workshop Controlling & Finance: Risk Management & Controlling – Challenges and Opportunities in China

During the event, Mr. Bernd Pichler mentioned new risks and challenges facing risk management & controlling in China. He gave examples in marketing & sales and in procurement in the automotive industry to introduce practices of risk management & controlling in business. Mr. Philipp Senff mentioned risk management & controlling from a legal & compliance point of view. Furthermore, he talked about protection against Personal CEO and CFO Liability Risks in China. He also provided an overview about practical tools for the prevention and crisis management in conjunction with compliance cases in China and several real-life case studies with a focus on procurement and sales, which show typical hidden compliance risks and realistic strategies for responding to these risks. Moreover, he gave advice how to deal with whistleblower allegations and how to protect senior executives against personal liability risks in China.

Moderators: Mr. Alexander Prautzsch | Tax Director at China Tax & Business Advisory Services, PwC. Speakers: Mr. Bernd Pichler | CMO at ICONIQ Motors; Mr. Philipp Senff | Partner at CMS China; Location: German Chamber of Commerce in China | Shanghai Office

PwC has been conducting an annual survey with global and China CEOs for the past 20 years. At this event, Mr. SiuFung Chan, shared key survey findings and insights from the PwC CEO Survey.

According to the survey, the results that were dependent on three aspects. Mr. Chan stated that there is a significant jump in CEO optimism regarding global growth in the next 12 months. Also, executives in China are optimistic about their revenue growth in the short term. Moreover, business optimism is also being reflected in the upward PMI trends.

Mr. Chan asked attendees what key challenges and concerns they have. More importantly, he shared some valid data and the efficient key takeaways to show how they are pursuing growth and overcoming challenges.

Moderators: Mr. Daniel Tweer | General Manager at ROSLER Surface-Tech (Beijing) Co., Ltd. Speaker: Mr. SiuFung Chan | Partner and the Consulting Leader at Industrial Products & Services at PwC China and Hong Kong. Location: The Kunlun Jing An Hotel

ANNUAL REPORT 2018  Chamber Activities
During the event, Mr. Will Shen, attorney at River Delta Law Firm mentioned that more enterprises are facing increasing labor disputes with the Chinese government’s continuous improvement and adjustment on the regulations between labor and management and that the controversial clauses in internal rules and regulations can put enterprises in an unfavorable situation. Therefore, it is important for enterprises to establish feasible and legally enforceable enterprise’s rules and regulations to protect the interests of employers. Mr. Shen analyzed and discussed the controversial rules and regulations of enterprises combining problems in actual cases, which make the problems easy to understand. Furthermore, Mr. Shen elaborated that the enterprises should also revisit the common issues arising in employment in a timely manner and take precautionary measures, for example, how to treat attendance records as proof in labor disputes; how to regulate sick leave, maternity leave for second child and leave for preventing miscarriage etc.; as well as how to prove the necessity of overtime to deal with claims for overtime pay; and whether confidentiality and noncompetition rules will have an impact in the demission case, etc.

**Workshop Legal & HR Kunshan:** “Performance Prediction – How to Assess Performance Aspects under HR and Legal Point of View?”

Swissotel Kunshan
Ms. Vivian Yau | Partner at Roell & Partner China
Mr. Ralph Koppitz | Partner, Chief Representative at Taylor Wessing Shanghai


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**Special Event (in Chinese): Shanghai Master Plan 2017–2035**

Ms. Yu Song who works at Shanghai Municipal Bureau of Planning, which is one of the functional departments of the Shanghai municipal government, spoke at this event. She gave deep insights about the Shanghai Master Plan and examples and indicators about how foreign companies can actively get involved in Shanghai’s future development. In general, the Shanghai Master Plan 2017-2035 (hereinafter referred to as “Shanghai 2035” or the Master Plan), is organized and prepared by Shanghai Municipal People’s Government and is the first megacity plan approved by the State Council after the 19th National Congress of the CPC. It comprehensively implements the spirit of the 19th National Congress, takes President Xi Jinping’s thought on socialism with Chinese characteristics for a new era for guiding ideas with a clear stand. It also serves as the basis and official document for city planning, construction and management within the jurisdiction of Shanghai. It is also an important document to guide the future development of Shanghai, and a development blueprint to realize “Better City, Better Life”. According to Ms. Song, Shanghai will become more dynamic, attractive and sustainable. Innovation, a more convenient life and the construct of an eco-city are the three pillars to this end.

**Special Event: Nanjing International Women’s Leadership Forum – Women In Innovation**

Vision Restaurant & Bar, Nanjing

**Moderator:** Dr. Sigrid Winkler | Executive Chamber Manager at German Chamber of Commerce Shanghai

**Location:** German Chamber Office
May

**Taicang Stammtisch**
Pam Pam Dongcang South Road

**Deutscher Stammtisch**
Paulaner @ XINTIANDI

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**Special Event: Factory Tour at Stihl Qingdao & The 16th German Business Community – Get Together in Qingdao**
BEBA of Hyatt Regency

**Hangzhou German Chamber Corner**
WADEs Bar & Grill

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**Workshop HR: “Leading through Resistance”**

On 22nd May 2018, the German Chamber of Commerce held a HR Workshop entitled “Leading through Resistance” at the JingAn Kunlun Hotel, with Ms. Debbie Nicol as the speaker. With the business world now an interconnected, multi-cultural village, showing signs of shift and change at every corner, all team members seek evidence of positive intention and accountability from their leaders. Credibility and believability are no longer earned through words or title but rather actions and behaviour that contribute and serve. Ms. Nicol contextualized the impact of the presence or absence of these defined leadership behaviors and showcased how to work with a model to help one find hidden treasures within resistance when it strikes. In this interactive event, Ms. Nicol gave the participants a clearer understanding of the concepts by using different examples and deepened the topic with a video at the end of the event.

**Speaker:** Ms. Debbie Nicol | Founder and Managing Director of Business en motion

**Location:** Jing An Kunlun Hotel

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**InterChamber Mixer**
Spring/Summer
Paulaner @ Raffles City Changning

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**Workshop Marketing & Sales: Creating Loyalty by Successful CRM**

German Chamber Office
Mr. Gerrit Silla | Head of CRM Volkswagen at SAIC Volkswagen, Shanghai

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**Special Event: Nanjing International Women’s Leadership Forum: Education across Cultures – Encouraging Children to Appreciate Other Cultures and Languages**
Visions Restaurant & Bar
Ms. Sue Northcott | Nanjing International School; Mr. Matthew Shean | English Language Services at East China at British Council

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**More than a Market Forum & Awards Gala 2018**
Grand Hyatt Shanghai
For more information, please refer to our event highlights on page 79

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**Special Event: Factory Tour at Stihl Qingdao & The 16th German Business Community – Get Together in Qingdao**
BEBA of Hyatt Regency

**Nanjing Stammtisch**
Secco Restaurant & Bar
Workshop: Automotive: Automotive Transformation – E-Mobility

The automotive industry is going through a period of tremendous change. The rise of Chinese OEM’s, autonomous driving, E-mobility and connectivity are major disruptive forces. They influence each other, but each has its own characteristics. New technologies give companies new opportunities to new companies, at the same time it forces current leaders to change and transform. Nowhere is this more evident than in China. Mr. Russin gave an overview on the current state of the E-mobility transformation globally and in China. He noted that the Chinese government and Chinese companies are embracing this change and are trying to build leading global companies. Many departments from the Chamber and GIC, including the last part on-site consulting to our new members. Representatives of different companies were also given to opportunity to network. The last part of the New Members’ Day was an office tour. Members were shown the different departments and office structure in the Chamber.

Speakers: Mr. Peter Bornschein | General Manager at IFS China. Mr. Marko Walde | Chief Delegate at Delegation of German Industry and Commerce in Vietnam (AHK Vietnam). Dr. Jörg-Michael Scheil | Partner at SCHULZ HOCAS Sathyamurthy & Rechnungswidmung Parnell. Mr. Roman Köbler | Managing Director of B. Braun Vietnam Co., Ltd.

Location: Hyatt Regency Shanghai Global Harbor

Workshop Legal & Tax (in Chinese): Focus of Tax Investigation in 2018 & Tax Investigation Risk Alert following the implementation of the 3rd Golden Tax System

InterContinenta Pu Dong

Mr. Michael Li | Tax Partner at KPMG China

Speakers: Mr. Michael Li | Tax Partner at KPMG China, Mr. Andy Zou | Greater China at Aptar Group, Mr. Tom Ward | PIM CHINA Ltd., Mr. Qing Wei | Microsoft (China) Co., Ltd., Mr. Russell Hubbard | Tekni-Plex Trading (SHANGHAI) Co., Ltd.; Ms. Helen Chen | L.E.K. China of Lek.

Location: Hyatt Regency Shanghai Global Harbor

Special Event: “New Members’ Day”

On 7th June 2018, the German Chamber of Commerce held a “New Members’ Day” in their office. Newly joined members were warmly welcomed by Ms. Simone Pohl and Mr. Jan Jovy, who gave speeches introducing the Chamber network and the services offered by the GCC, the Chamber network in China. Afterwards, Dr. Sigrid Winkler introduced the Chamber in Shanghai. Members were given insights about the German Chamber membership benefits, learning more about the services provided by the GCC, and got to meet the team. Many departments from the Chamber and GCC, including the Membership team, Events team, Communications team, Legal & Invest Department, and Media department, joined the event and gave on-site consulting to our new members. Representatives of different companies were also given to opportunity to network. The last part of the New Members’ Day was an office tour. Members were shown the different departments and office structure in the Chamber.

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Location: Hyatt Regency Shanghai Global Harbor

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Location: Hyatt Regency Shanghai Global Harbor
On 10th July 2018, the German Chamber of Commerce conducted a special event: "Excursion to Songjiang G60 Sci-Tech Innovation Valley & Company visit to Weben Smart Manufacturing System". Songjiang is one of the most important advanced manufacturing bases in Shanghai. Focusing on Shanghai Manufacturing” brand construction, Songjiang created a G60 Sci-Tech Innovation Valley facing the Yangtze River Delta along the Songjiang section of the G60 expressway. Its industry is precisely positioned at “6+X” strategic emerging industries including intelligent manufacturing, integrated circuits, new energy, bio-medicine, intelligent security and new materials and productive services. During the excursion, the blueprint for the development of Songjiang G60 Sci-Tech Innovation Valley was introduced. Leading companies and enterprises were also introduced.

The business lunch was followed by the official conference where Mr. Jiangbing Wang from KUKA and Mr. Jiong Wu from Haier held their speech. Mr. Wang gave insights on the robotics market and industry revolution development, robotics-based automation, and KUKA’s smart manufacturing solutions in the automotive industry. Mr. Wu introduced the COSMOPlat, which is related to Industry 4.0. After the conference, participants visited the Weben Smart Manufacturing System in Songjiang. WEBEN SMART’s main business is system integration of flexible equipment with industrial robots, and robot’s refurbishment. WEBEN SMART provides one-stop, flexible factory automation solutions and turnkey projects to customers. All participants were satisfied with this event and expressed big interest towards the speeches of KUKA’s and Haier’s guest speakers.

Speakers:
Mr. Jiangbing Wang | CEO of KUKA System (Shanghai); Mr. Jiong Wu | Vice President of Business & General Manager at Haier Digital Technology Co., Ltd & Haier Digital Technology Shanghai Branch.

Location:
G60 Sci-Tech Innovation Valley Exhibition Hall
**August**

- **Taicang Stammtisch**
  - Pam Pam Dongcang South Road

- **Deutscher Stammtisch**
  - Paulaner @ XINTIANDI

- **Young Professional Stammtisch**
  - Paulaner @ XINTIANDI

- **Joint Chamber Estival Mixer**
  - Binrut @ People’s Square

- **Special Event (in Chinese): German Visa Application Support for Chinese Business Travelers**
  - German Chamber Office
  - Ms. Ling Yu, Head of Visa Services Department, GIC Shanghai

- **Valentine’s Special: DIY Your Life & Find Your Love Coffee**
  - Jiuhui Wellness Center

- **Hangzhou German Chamber Corner**
  - WADEs Bar & Grill

- **2018 Taicang Oktoberfest: AHK Night on August 29**
  - Taicang Software Park

- **Deutscher Stammtisch**
  - Pam Pam Dongcang South Road

- **DUSA Social Gathering/German Chamber Deutscher Stammtisch**
  - BlueMarlin Xinghai Branch

**September**

- **Taicang Stammtisch**
  - Pam Pam Dongcang South Road

- **Welcome Back Party**
  - Eurocampus German and French School Shanghai

- **14th Sino-German Controlling Forum – Controlling for Sustainability**
  - Suzhou, Pan Pacific Hotel
  - For more information, please refer to our event highlights on page 70

  - German Chamber Office
  - **Speakers:** Mr. Oliver Lorenz, CEO of Montfort Shanghai; Mr. Daniel Tweer, General Manager of Rosler Surface-Tech (Beijing) Co., Ltd Shanghai Branch
The Production and Logistics Workshop at Gustav Wolf in Suzhou was one of the most well received workshops in the neighboring provinces. Over 40 participants exchanged their experiences and challenges with the environmental regulatory framework in China. Next to the plant visit of Gustav Wolf, participants gained practical insight on how Gustav Wolf deals with the environmental protection law and its implementation from Mr. Thomas Scholz. In addition, Mr. Jan-Michael Hähnel introduced the current state of environmental regulations in China. Ending with an open experience exchange with all attendees, the participants could experience how other companies deal with their environmental challenges and derive their individual solutions.

**Speakers:**
- Mr. Jan-Michael Hähnel | Foreign Legal Consultant at Burkardt & Partner
- Mr. Thomas W. Scholz | General Manager at Gustav Wolf Wire Rope (Suzhou) Co., Ltd.
- Mr. Robin Zhang | Operations Director at PETERBACKE Shanghai Ltd.

**Moderator:**
- Mr. Xiaolong Hu | Partner, Managing Director at UNITY Business Consulting (Shanghai) Co., Ltd.

**Location:**
Gustav Wolf Suzhou

On 11th September 2018, a joint Workshop Marketing & Sales/IT entitled “WeChat for B2B” took place at the German Chamber Office, which attracted around 30 people attending. During Mr. Ahmet Tombul’s speech, he explained how B2B companies can create additional value to their users by designing and developing solutions and mini programs on the WeChat platform. He also showed participants what type of information is available using the WeChat API and WeChat payment API. After that, he let the audience on a journey through WeChat’s security, an aspect in which companies should care about. Finally, Mr. Tombul used real life cases of B2B companies to show not only why these solutions create an additional value for users but also the barriers that companies must conquer while using this platform.

**Speaker:**
- Mr. Ahmet Tombul | Managing Director of Vauman Information Technology Consulting (Shanghai) Ltd.

**Moderators:**
- Ms. Brigitte Wolff | President at EIM Executive Interim Management Ltd. European Union Chamber of Commerce in China, Shanghai Chapter
- Dr. Johannes Hofberger | Senior Consultant at BearingPoint Consulting.

**Location:**
German Chamber Office
October

Workshop II: "Blockchain – Deliver Boundless Collaboration for Intelligent Enterprise"

On October 11th, German Chamber of Commerce in China – Shanghai organized a workshop called "Blockchain – Deliver Boundless Collaboration for Intelligent Enterprise" at the Chamber’s office. Mr. Philipp Xue got straight into the main topic: "What is blockchain?" He introduced three emerges of blockchain technology, cryptocurrency, architectural concept and distributed ledger. To eliminate the confusion, Mr. Xue interpreted the distinct steps of the blockchain applications clearly and divided them into three patterns. He also mentioned what should be considered when applying blockchain, including technical applicability, business value and integration. The participants participated actively during the Q&A. Mr. Xue and Mr. Gary Sheng, a colleague of Mr. Xue at SAP; gave them some suggestions for their company regarding to the application of blockchain, including technical applicability, business value and integration. The participants participated actively during the Q&A. Mr. Xue and Mr. Gary Sheng, a colleague of Mr. Xue at SAP; gave them some suggestions for their company regarding to the application of blockchain.

Speaker: Mr. Philipp Xue | Director of Strategic Innovation & Government Relation at SAP
Moderator: Mr. Ahmad Sardar | VAUMAN Information Technology Consulting (Shanghai) Ltd.
Location: German Chamber Office


On 18th October, a workshop Legal & Tax (in Chinese) entitled “Analysis on Policy Changes of the New Individual Income Tax Law” was organized by German Chamber of Commerce in China – Shanghai. Mr. Peter Law, who has over 20 years’ experience in providing tax and advisory services at first pointed out eight salient points of the amendments, for example the new definition for tax residency, the new tax system and rates, monthly standard deductions, etc. He also mentioned three uncertainty items to be clarified and gave some observations from his company points of view. He used a table to explain the new categories of individual income tax, the comprehensive income and the business income. At the end of the presentation, participants asked actively questions and exchanged their personal experiences with the speaker. Every participant was satisfied with the content, the presentation, and the discussion.

Speaker: Mr. Peter Law | Tax Advisory Services at Mazars China
Moderator: Ms. Vivian Yao | Partner | Rödl & Partner China; Ms. Bethany Jeanfreau | Co-founder of Paradigm Fitness Consulting; Ms. Ioana Kraft | General Manager at EIM Executive Interim Management Ltd.; Mr. Andreas Zöllner | Director of Deutsche Bank (China) Co., Ltd., Shanghai Branch
Location: German Chamber Office

Special Event: “PRC Labor and Social Insurance Law – An In-Depth Introduction”

Modern Media Plaza
Mr. Ralph Koppitz | Partner, Chief Representative at Taylor Wessing Shanghai
November

Taicang Stammtisch
Pam Pam Dongcang South Road

DUSA Social Gathering/German Chamber Deutscher Stammtisch
BlueMarlin Xinghai Branch

Deutscher Stammtisch
Paulaner @ XINTIANDI

Hangzhou German Chamber Corner
WADEs Bar & Grill

Special Event: Jinshan – A New Era of Smart Factory: Excursion to Jinshan & Company Visit to Siemens & Riello
Jinshan District
Mr. Tao Huai | DGM at Shanghai New Jinshan Industrial Investment & Development Co., Ltd; Mr. Yavor Nikolov | General Manager at Siemens Circuit Protection Systems; Mr. Fausto Dalle Mese | General Manager & Board Member at Riello Heating Equipment (Shanghai) Co., Ltd; Ms. Hui Miao | Project Manager at Shanghai New Jinshan Industrial Investment & Development Co., Ltd.

Workshop Qingdao: “Interpretation of the 7th amendment IIT for employees of non-Chinese nationality at the Black Forest Music Restaurant in Qingdao”
Black Forest Music Restaurant

Special Event: CSR Panel Discussion at the CIIE German Pavilion
CIE 2018 - China International Import Expo
Panelists: Mr. Yao Li | VP Strategy, Marketing and Business Development at TÜV Rheinland Greater China; Ms. Grace Li | Head of Communications at Evonik Specialty Chemicals (Shanghai) Co., Ltd.; Mr. Ulf Dressler | VP, Corporate Communications APAC at LANXESS Chemical (China) Co., Ltd.; Ms. Celina Chew | President at Bayer (China) Ltd.
Moderation: Mr. Sigfrid Wether, Executive Chamber Manager, German Chamber of Commerce in China | Shanghai

Meet the Delegation: Networking-Dinner with the Delegation of Lower Saxony
Sheraton Grand Hangzhou Binjiang Hotel

Young Professional Stammtisch
Paulaner @ XINTIANDI

German Ball
Grand Hyatt Shanghai
For more information, please refer to our event highlights on page 78.

Workshop Women in Business: Mindfulness at Work for Leaders
German Chamber Office
Mr. Brandon Mohr | Senior Trainer and Facilitator at Potential Project China

Nanjing Stammtisch
Secco Restaurant & Bar

Workshop Legal & Tax: Royalties – Navigation needed under China taxation climate
German Chamber Office
Mr. Martin Ng | Managing Partner of Greater China at WTS China Co., Ltd.; Ms. Connie Li | Associate Partner of China at WTS China Co., Ltd.

Workshop Women in Business: Mindfulness at Work for Leaders
German Chamber Office
Mr. Brandon Mohr | Senior Trainer and Facilitator at Potential Project China

Nanjing International Women’s Leadership Forum – How to work in the multi-cultural team?
British Council Nanjing
Ms. Catherine Bouquet | Teacher

Special Event: German Chamber Members’ Day
On 15th November 2018, the German Chamber of Commerce in Shanghai hosted their second Members’ Day event in 2018, which attracted more than 40 new members. Ms. Simone Pohl first gave the attendees an introduction of the three pillars of the organization: The Delegation Office, German Industry & Commerce (GIC) and German Chamber of Commerce (GCC). Then it was Mr. Jan Jovy’s turn to introduce the GIC, the service provider that supports companies with their business development in China and Germany. The last speaker was Ms. Daisy Zhu representing the GCC, the membership organization for German companies in China, which provides up-to-date market intelligence, and organizes up to 160 events per year in Shanghai and the neighboring provinces. After the speeches, all guests were invited to have an office tour led by Ms. Zhu and network with other attendees.

Speaker:
Ms. Simone Pohl | Delegate and Chief Representative, Delegation of German Industry and Commerce Shanghai & Executive Director, German Chamber of Commerce in China – Shanghai;
Mr. Jan Jovy | General Manager, German Industry and Commerce Shanghai;
Ms. Daisy Zhu | Regional Manager Shanghai, German Chamber of Commerce in China – Shanghai.

Location: German Chamber Office
December

InterChamber Christmas Mixer
Paulaner @ Raffles City Changning

Deutscher Stammtisch
Paulaner @ XINTIANDI

Joint Event: Innovation, Investment, and Start-Up Companies in China
Hangzhou Kerry Centre
Mr. Joe Buehler | Linde Engineering China; Mr. Lucas Roder | Hangzhou Young Entrepreneurs Association

Workshop Legal & Tax (in Chinese): Interpretations and Analysis on the E-Commerce Law
On 6th December 2018, the German Chamber of Commerce in China | Shanghai organized a Legal & Tax Workshop entitled, “Interpretations and Analysis on the E-Commerce Law”. The speaker Mr. Yang Zhou, first gave a briefing about the current situation in E-Commerce and then introduced the main contents of the forthcoming new E-commerce Law and interpreted its potential impact, especially for enterprises and individuals engaged in international trade. He also analyzed topics such as telecommunication supervision, cyber security and data protection. He also mentioned the great impact that the E-Commerce Law has on intellectual property rights, as well as personal privacy in e-commerce business.

Speaker: Mr. Yang Zhou | Partner at Zhong Lun Law Firm.
Location: German Chamber Office

Sino-German Industrial Development and Cooperation Seminar
Ocean Hotel
Mr. Juding Li | Deputy General Manager, Sales Director of Wuhan Troowin Power System Technology Co Ltd; Ms. Christine Mueller | Deputy General Manager at German Industry & Commerce Greater China | Shanghai; Ms. Qi Wang | General Representative at Yangtze River Delta of Sino-Germany Industry 4.0 Alliance; Mr. Boxing Zhang | Executive Director and General Manager of China Association of Remote Sensing Application; Mr. Weimin Zhang | Chair Professor – Endowment Chair of Bosch Rexroth Automation & Electrification Solutions, Sino-German School for Postgraduate Studies (CDHK), Tongji-University Director, Institute of Advanced Manufacturing Technology, School of Mechanical Engineering, at Tongji University

Alumni Stammtisch
Paulaner @ Raffles City Changning

Hangzhou German Chamber Corner
WADE’s Bar & Grill

Young Professional Stammtisch
Paulaner @ XINTIANDI

DUSA Social Gathering/German Chamber Deutscher Stammtisch
BlueMarlin Xinghai Branch

Workshop Young Leaders: PROTO: a gamified workshop for entrepreneurs and business leaders
On 12th December 2018, a Young Leaders Workshop “PROTO: a gamified workshop for entrepreneurs and business leaders” took place at German Chamber Office, which attracted around 40 people. At the beginning of the workshop, Mr. Tam introduced his start-up team and the card game “PROTO”. To get the participants more involved, Mr. Tam asked everyone the question, “What is innovation?” and let the attendees share their opinions. After the introduction of the function and rules of “PROTO”, all the guests were divided into groups and experienced virtual challenges as start-up owners.

Speaker: Mr. Brian Tam | CEO of Creativity Consultant, Let’s Make Great!
Moderator: Mr. Jean-Luc Duong | Radeberger Gruppe Representative Office Shanghai
Location: German Chamber Office

Interchamber Event: Women in Business Christmas CONNECTORS
The Sukhothai Shanghai
FORUMS AND EVENT HIGHLIGHTS

6th Sino-German Controlling Forum in Suzhou: “Controlling for Sustainability”

Under the theme “Controlling for Sustainability”, the 6th Sino-German Controlling Forum provided a good platform for both controllers and non-controllers on how to keep an economic, ecological, and social bottom line for their business in China. More than 80 finance & controlling managers and professionals as well as non-financial executives attended the event. The event was moderated by Dr. Zhen Huang | Managing Partner at Shanghai De Chen Enterprise Management Consulting Co. Ltd, Mr. Alexander Frautsch | Director of Tax Services – China Tax & Business Advisory Services, PwC and Ms. Sarah Oemmelen | Tax Manager at China Tax & Business Advisory Services, PwC. The two key note speeches were held by Mr. Carsten Arntz, Head of Finance of SAIC Volkswagen, and Mr. Alexander Tobert, CFO of Kern Liebers China. Six separate workshops on both traditional topics, such as plant/project/cost controlling, as well as specific issues including environmental compliance, provided participants with the opportunity to discuss business sustainability and controlling.

In the afternoon hours, Mr. Francesco Ingarsia, CFO of Schaeffler Greater China and Leader of ICV Work Group East China, showed results of ICV Studies on Green Controlling in German speaking countries and shared his ideas with the audience for enhancing controlling for sustainability in China. The event ended with an insight panel discussion on controlling for sustainability. The 6th installment of the Sino-German Controlling Forum was jointly organized by the German Chamber of Commerce in China | Shanghai and Shanghai De Chen Enterprise Management Consulting Co. Ltd. The forum was supported by the International Association of Controllers (ICV) and CA Controller Akademie from Germany as well as, among others, by the Taicang Round Table TRT, DUSA European Association Suzhou, Changzhou International Manager Forum. Schaeffler Greater China, KERN LIEBERS-China Group, and Dorsey & Whitney LLP were official sponsorship partners for the event.

8th China HR Tomorrow – The Summit: “New World, New Work – How to Attract New Talents”

On 13th September, around 100 HR practitioners and seasoned business leaders attended the 8th “China HR Tomorrow – The Summit” held at Qube Hotel Hongqiao. This year’s topic “New World, New Work – How to Attract New Talents”, provided insights into key elements of how to cope with a changing work and talent environment. After an inspiring keynote speech by Christian Kuhna | Artgym Head of APAC, one of the main focal points in the morning session were millennials, their motivation, integration and retention at the workplace. A panel that included four millennials and one HR Manager, moderated by Prof. Han Zheng, was among the most well received elements of the summit. An array of various workshops focused on topics ranging from current legal updates to the influence of AI on recruitment. Participants took advantage of several networking opportunities and got introduced to the wide range of services of the sponsors on site, among them main sponsor DirectHR, who have been loyaly supporting the HR Summit for the third year in a row.

The German Chamber of Commerce Shanghai had the pleasure of hosting the 9th Sino-German Communication Forum at the German Center in Pudong. The event, partnered with Unity, the German Center, Unicepta, and Storymaker, focused on innovation communication. Speeches from Martina Suter | Head of Marketing APAC & Business Development Manager at Swisslog, Reiner Becker | Senior Director Mobility Services of BYTON, and Rosanna Terminio | General Manager at Asecorp China, engaged the guests to reconsider the way we traditionally think about communication and look at the ways that digitalization in China and the development of new technologies such as AI, are being implemented through communication. We thank our event partners and participants for attending and look forward to next year’s Communication Forum.

16th October

Sino-German Job Fairs

The Sino-German Job Fairs continue to serve as a valued recruitment channel for German companies in the Greater Shanghai area. The availability of around 300 open positions during the last Sino-German Job Fairs in Shanghai reflects the continuous high demand of German companies for qualified local staff. Each Sino-German Job Fair attracted at least 1,800 students and young professionals looking for career opportunities at German companies in China. Main sponsors in 2018 included Bosch China, Continental and, Hilti.

The Sino-German Job Fair connects students and young professionals from various backgrounds with German employers from different industries that seek to recruit qualified candidates. Through face-to-face interactions with job seekers, employers can arrange on-site interviews with multiple candidates at an established platform commonly known among Chinese and foreign professionals from the Sino-German business community.
2018 was a busy year for trade fairs. AHK Greater China – Shanghai organized a variety of joint company participations to support German companies in the Chinese market. The year started off with the International Machine Vision Pavilion on VISION CHINA, a sub-show of Laser World of Photonics China, held from 14th to 16th March 2018. Nine exhibitors joined on 180m².

The next highlight was the German Pavilion on China Wind Power 2018, which was held in Beijing from 17th to 19th October 2018. 16 exhibitors showcased their products on 288m².

The China International Import Expo (CIIE) was held from 5th to 10th November 2018 in Shanghai, China. Germany joined as one of the 12 guests of honor, on both the state and company level. Next to 170 German companies, Germany’s National Pavilion ran under the theme of “Meet Germany”, displaying a selection of Germany’s most innovative and high-quality products as well as several other aspects of Germany, such as food and soccer.

At the opening ceremony, the ribbon was formally cut (from left to right) by Dr. Juergen Friedrich, CEO of German Trade and Invest (GTAI), Sandra Weeser, Member of German Parliament, Simone Pohl, Delegate and Chief Representative of the Delegation of German Industry & Commerce Shanghai, Christian Hirte, Parliamentary State Secretary at the Federal Ministry for Economics and Energy, Dr. Eric Schweitzer, President of the Association of German Chambers of Industry and Commerce (DIHK), and Dr. Clemens von Goetze, German Ambassador to China. On 8th November 2018, Jan Joye, General Manager of the German Industry and Commerce Shanghai and Deputy of the Delegate, spoke on behalf of the Delegation of German Industry & Commerce at the “Shenzhen Sourcing Matchmaking Meeting”, which connected over 100 purchasers from Shenzhen with international suppliers. At the event, 20 agreements were signed; among them were the German companies Trumpf China Co. Ltd., Siemens AG and Toennies Food China Ltd.

During the CIIE, Germany’s National Pavilion also offered a platform for a series of events: The Sino-German Start-up day on 8th November 2018 demonstrated how cooperation between accelerators and corporations in the start-up realm can create win-win situations for all. On 9th November, representatives from the leading German companies Bayer, Lanxess, Evonik, and TÜV Rheinland came together for a panel discussion at the German Pavilion to share their experience and best practices from their companies’ CSR projects in China.
HIGHLIGHTS IN RECRUITMENT AND TRAINING & DUAL VOCATIONAL TRAINING

AHK Vocational Education Annual Meeting 2017 & Unveiling Ceremony of AHK Sino-German Chemical Vocational Training Base

Cooperation for Mutual Benefit, Development with Innovation – AHK Forum on the Research of the Modern Training System in the Sino-German Cooperation

Participation in the Open Day of German Embassy
“Craftsmanship and High Technology – Quality made in Germany” to present the German Dual Vocational Education

Forum on Innovation and Development of Dual System Localization and Annual Meeting of AHK German Dual Vocational Education Union

Signing Ceremony of the Strategic Cooperation between AHK Shanghai and Ministry of Industry and Information Technology (MIIT) of the People’s Republic of China

Signing Ceremony of the Strategic Cooperation between AHK Shanghai and Ningbo Education Bureau

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SOCIAL RESPONSIBILITY

The More than a Market Initiative

About the Initiative

German companies benefit from an excellent reputation in China. They are perceived as reliable, responsible business partners and stand for high quality products, as well as innovation capability. Next to being good business partners, they often cherish a culture of care and have exemplary working facilities.

These values are important factors for future success of German companies in China. To grow stronger roots in Chinese society, many businesses engage in Corporate Social Responsibility projects, responding to employees’ needs as well as environmental and social challenges in their communities and society at large.

In 2015, the German Chamber of Commerce in China | Shanghai, Bertelsmann Stiftung and the German Consulate General in Shanghai had launched an initiative in the Shanghai business community to strengthen this new perception of the business environment here, namely that China is considered as more than just a market opportunity. Due to a very positive response, in 2016, the chambers and German business communities in Northern China and South and Southwest China joined, expanding the initiative into a nationwide initiative for all German companies in China.

What are the goals of the More than a Market Initiative?

- Create stronger relationships and partnerships between German and Chinese organizations and people
- Bundle the existing social engagement efforts of the German business community and make them more visible
- Catalyze further joint action among the German Chamber members
- Award a prize to recognize and honor companies, which set a positive example with their social engagement
- Promote business and NGO interaction by once again inviting NGOs to the Chamber’s social marketplace at the More than a Market Forum
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- Catalyze further joint action among the German Chamber members
- Promote business and NGO interaction by once again inviting NGOs to the Chamber’s social marketplace at the More than a Market Forum

Overview of the Initiative in 2018

During its fourth year, the initiative gained further impetus. For the third time, the More than a Market awards were held China wide with German companies from the North, East and South & Southwest of China. The successful development of the initiative and fruitful cooperation led to 100 submitted projects in 2018, from companies which account for some 500,000 jobs in China. The Awards Gala was preceded by a CSR Forum comprising an inspiring series of breakout sessions and idea labs open to anybody interested in developing ideas and sharing experiences with CSR projects in China. Bertelsmann Stiftung compiled a publication to share the variety of projects that entered the competition, once again in English and Chinese. To provide more opportunities to think about ways to increase social responsibility in business, the German Chamber offered Business and Society Workshops and established cross-topical workshops that integrate CSR topics into the usual workshop series. The More than a Market initiative also promoted business and NGO interaction by once again inviting NGOs to the Chamber’s social marketplace at the More than a Market Forum.

More than a Market Awards 2018

In its third year, 100 CSR projects were submitted for awards in five categories: small, medium and large companies as well as “Outstanding Supply Chain Management” and “Social Inclusion”. All these projects were showcased in the international, bilingual More than a Market publication. Based on criteria such as relevance, creativity, transferability and sustainability, 31 projects stood out and joined the short list. On 31st May, after a careful evaluation by a jury including experts and business celebrities from both Germany and China, one project in each of the four categories received the More than a Market award for outstanding social engagement.

This year’s winners of the More than a Market Awards were, in the category “Small Enterprises” NingboSilk Trend Garments with its “PMX Summer Kindergarten”, in the category “Medium Enterprises” Festo China by supporting the “WorldSkills” competition, in the category “Large Enterprises”, BASF China for their “BASF Kids Lab”, in the category for “Outstanding Supply Chain Management” METRO Jinjiang Cash & Carry and their “Star Farm” project, and finally, in the category “Social Inclusion”, Changsha Bach’s Bakery was awarded the prize for its “Bach’s Bakery Program”.

Just like in previous years, Ms. Liz Mohn, Vice-Chair of the Executive Board of Bertelsmann Stiftung, welcomed participants with an introduction speech. The event was honored to welcome Ms. Rosaline May Lee, Dean of Entrepreneurship and Management at Shanghai Tech University as keynote-speaker at the Awards Gala.

Also, one of the co-initiators of More than a Market, Mr. Rolf Koehler took his leave from an active role in the initiative. To honor his exceptional engagement and personal dedication to More than a Market, he was presented with the "Award of Honor".
More than a Market Forum 2018

In order to give participants room for sharing their CSR experience as well as catalyzing new CSR project ideas, the Awards Gala was preceded by an afternoon of vibrant workshop sessions and panel discussions: The More than a Market Forum. Dr. Fang Jin, Senior Research Fellow at the Development Research Center of the State Council and Deputy Secretary General of China Development Research Foundation, honored the guests with a keynote speech at this year's forum opening. The Forum's workshop sessions offered participants plenty of room to share and discuss different aspects of their CSR strategies - capturing topics such as how to embed CSR into the supply chain and into their whole value chain, how to communicate CSR projects or how to prepare companies for the inclusion of people with disabilities. Participants of the first panel discussions shared their experience of cooperating with social organizations for CSR projects or how to prepare companies for the inclusion of people with disabilities. Participants of the first panel discussions shared their experience of cooperating with social organizations for CSR activities and the second discussed what China expects from international enterprises. Also, an Idea Lab was offered to inspire participants to sketch and develop collaborative projects. An NGO marketplace enriched the Forum, providing business and society partners with opportunities of match-making.

Growing stronger roots in Chinese society
"Female Change Makers" – Women and Social Entrepreneurship

In this workshop, female leaders from social enterprises and organizations shared their personal stories of social and corporate engagement for change in China. The topic mainly focused on the personal side of interesting women who are socially engaged in Shanghai, how they become a "change maker" and what kind of challenges they have taken in their career development. We were honored to welcome Marina Kalnitski, Job Coach at Taicang Insulation Factory, and Cecile Cavasoy, Executive Director, Finance & Strategy of Shanghai Young Bakers as speakers of the event.

The Chamber joint FU Berlin and Fudan University Summer School

The German Chamber was invited to co-host a one-day CSR workshop and support the students' CSR awards at the Sino-German Summer School on Global Politics organized by Freie Universität Berlin at Fudan University. After a discussion about China's new implemented environmental protection law and its impacts on foreign companies and their supply chain management, the students entered a small competition where they developed their own CSR project ideas.

Forum on Corporate Social Responsibility and Decent Work

The German Chamber of Commerce | Shanghai was invited to organize a panel discussion among German company representatives in a forum on Corporate Social Responsibility (CSR) and Decent Work in Shenzhen. The forum was jointly organized by the Embassy of Sweden and Beijing Caring Little Bird Cultural Communication Center. The panel discussion featured Ms. Eva Wu, Assistant Project Manager Corporate Development at Evonik North Asia Pacific, and Mr. Tao Li, VP Strategy, Marketing, Business Development at TÜV Rheinland Greater China, which was moderated by Dr. Sigrid Winkler, Executive Chamber Marketing, Business Development at TÜV Rheinland Greater China. The distinguished panelists were Ms. Celina Chew, President of Bayer Greater China Group, Mr. Ulf Dressler, VP Corporate Communications APAC at Lanxess Chemical China, Ms. Grace Li, Head of Communications at Evonik North Asia Pacific, and Mr. Tao Li, VP Strategy, Marketing, Business Development at TÜV Rheinland Greater China.

Panel Discussion on Social Engagement at the CIIE German Pavilion

Representatives from leading German companies came together for a panel discussion at the German Pavilion to share their experience and best practices from their companies’ CSR projects in China. The distinguished panelists were Ms. Celina Chew, President of Bayer Greater China Group, Mr. Ulf Dressler, VP Corporate Communications APAC at Lanxess Chemical China, Ms. Grace Li, Head of Communications at Evonik North Asia Pacific, and Mr. Tao Li, VP Strategy, Marketing, Business Development at TÜV Rheinland Greater China, which was moderated by Dr. Sigrid Winkler, Executive Chamber Manager, German Chamber of Commerce in China | Shanghai. The audience learned about the panelists’ CSR strategies and the roles that different stakeholders such as employees play in CSR projects.
This year’s 21st German Ball took guests on their own space odyssey. Embarking on an interstellar exploration at the Jin Mao Tower in Shanghai’s Pudong district, more than 1,200 guests experienced “A Galactic Night.”

To begin on this galactic journey, the guests made their way through the entrance, where they encountered hues of violet, blue, black, and metallics, giving a futuristic feel. In the foyer, guests patiently awaited the start of the ball and were welcomed with refreshments and delicious canapés, while photographers captured their pictures in their futuristic space garments. The ball was officially opened with a spectacular performance by Kiters dance studio. Guests then excitedly entered the ball rooms and promptly joined the opening waltz for the festivities to begin!

This year’s buffet was – as always – plentiful and offered guests an opportunity to eat many “out of this world’s” delicacies, including copious amounts of seafood on display, as well as live cooking stations, where food was made to order at the guests’ request. Guests at the Dinner & Dance on the 56th floor enjoyed a perfectly selected gourmet menu. After the meal, all guests joined together to enjoy lavish desserts of all kinds.

It isn’t a German Ball without the driving sounds of great bands! In the two ballrooms, Lounge Society, Pearls, and Ten Ahead got the guests up on their feet, with Lounge Society gracing both ballrooms with popular music from today and the past. At midnight, like in previous years, the lucky draw brought guests together to see if they had won some amazing prizes, such as a Junghans Automatic Wrist Watch. Photos of course were available for sale on sight, but guests could also access their photos on the German Ball website.

The Chamber Team would like to express their thanks to Mr. Felix Heimberg, the fantastic moderator of the evening and all the bands who made the night interstellar. Thank you to the hardworking staff at the Grand Hyatt, the generous sponsors, and of course, the enthusiasm and excitement of the guests. Without all of you, this Galactic Night would not have been possible.
SOCIAL EVENTS

Spargelzeit- White Asparagus Dinner  
Paulaner Bräuhaus @ Raffles City Changning  
11th May

14th Welcome Back Party at the Eurocampus  
Eurocampus German and French School Shanghai  
1st September

Every year, the German Chamber of Commerce in China Shanghai hosts a large “Welcome Back Party” after the summer vacation, in cooperation with the German-French school. This year’s “Welcome Back Party” was held on 1st September and welcomed around 650 guests from German and French families.

Despite the heavy rain, numerous visitors joined the party and enjoyed a wide selection of German and international food and drinks. Families caught up with old friends after the long summer break and an entertaining program offered activities for all ages, ranging from face painting, a lucky draw and cartoon drawings to VR car driving. Performing at the venue, the student band harvested great applause from families and the DJ’s music rounded off a relaxing and enjoyable late afternoon.

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It looks so easy – a target, an arrow – and shot directly into the bullseye. But it is not that easy. It also applies to the conquest of a new, foreign market. Besides a calm hand, patience, strength and nerves of steel, a good preparation is needed. For permanent success, the whole process has to be studied in order to aim at the target at the decisive moment and send the arrow on its journey.

We cannot take over everything, but we can show you how to be best prepared, what the business environment impacts are, and what challenges and opportunities you will find in the People’s Republic of China.

For over 20 years, we have been accompanying German and European companies on their way to the Middle Kingdom. With lifeblood and passion, we always keep your success in mind – so the arrow never misses the goal.
The German Chamber of Commerce in China | Shanghai would like to thank their Yearly Sponsors of the Year 2018