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EuroEyes was founded in 1993. It has 23 ophthalmic laser surgery centers and ophthalmic clinics in Germany and northern Europe. Providing SMILE laser correction for myopia, ICL lens implantation for high myopia, and trifocal lens replacement for presbyopia. EuroEyes has four clinics in China Beijing, Shanghai, guangzhou and shenzhen at present.

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German Chamber of Commerce in China

Foreword

About us

Interviews with the Chairpersons

Chamber Boards and Chamber Teams

Membership

Membership Statistics

Membership Benefits and Services

Financials

Friends of the Chamber

Advocacy Engagement

GCC in the Press

Publications

GCC Surveys

Business Confidence Survey 2018/19

Labor Market & Salary Report 2018/19

Innovation Survey 2018

Chamber Activities

At a Glance

Business Event Highlights

Special Events

Social Event Highlights

Imprint
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 by top leaders and industry experts. Next to many practical workshops and seminars, we hosted an array of high-level events, such as the Kammerdinner to welcome the new German Ambassador to China, Dr. Clemens von Goetze, the March Chamber Meeting in Shanghai, with Mr. Joerg Wuttke, Vice President and Chief Representative BASF and former President of the European Union Chamber of Commerce in China as keynote speaker, or the Greater Bay Area Conference in Shenzhen with DIHK-President Dr. Eric Schweitzer. We also followed ambitiously our goal, to get German companies connected with the Chinese start-up scene and to foster the environment to bring together innovative entrepreneurs and ideas of both sides. For this purpose, we had implemented new event formats China-wide, such as Start-Up Days in Shenzhen, Shanghai and Beijing. Social highlights for the German communities all over China were once again our flagship events: the German Balls, the German Soccer Championships as well as the Discover Germany festivals.

Since we are proud of the responsible and sustainable corporate management of German companies here in China, we have further developed our Corporate Social Responsibility (CSR) initiative “More than a Market”. Like in the past three years, we have organized the initiative’s Awards Gala in Shanghai under the patronage of Mrs. Liz Mohn, Chairwoman of the Bertelsmann Stiftung. A record of 100 CSR projects was submitted by German companies. We will continue to strongly support our members’ commitment to grow roots in Chinese society.

Furthermore, the network Wirtschaftsjunioren, a platform for young and innovative entrepreneurs, business leaders and visionaries, had been founded in Beijing last year. Finally, driving forward digitalization in our organization resulted in the launch of official German Chamber WeChat accounts, a new website with a fully responsive web design, and a new CRM and event planning tool.

For 2019, we strive to focus even more on your needs and help you create value through your membership with us. We will look at new types of event formats, new communication content, new ways of advancing with our advocacy. We invite you to utilize our network to keep your business in China growing. Our success would be impossible without your commitment and involvement.

Yours truly,

FOREWORD

Dear Members and Friends,

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

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

S. Pohl

4
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.
ABOUT US

AHK Greater China is part of the German Chambers of Commerce Worldwide Network (AHK) which includes 140 offices in 92 countries. The AHK’s history in Greater China stretches back to 1981, when the first office was opened in Taipei. With our five main offices and seven supporting offices in Greater China and Germany, we focus on trade and investment between these two regions. We also support our nearly 2,800 members’ business interests through the comprehensive services provided by our business and investment, and membership platforms.

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

Member Organization
The German Chamber of Commerce in China is the official member organization, which represents German companies doing business in China. The German Chamber helps its members succeed by providing up-to-date market information and practical advice. It offers a platform for the Sino-German business community and represents its members’ interests towards stakeholders, including governmental and public stakeholders. The Chamber was founded in 1999 and currently has more than 2,300 members in mainland China.

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

Membership Development of the German Chamber of Commerce in China (2006-2018)

![Membership Development Graph]

- 2006: 1300
- 2008: 2000
- 2010: 2800
- 2012: 3600
- 2014: 4400
- 2016: 5200
- 2018: 6000
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.

China is a unique market, looking at how much time people spend online. This clearly represents business opportunities. The dynamic development in the areas of NEVs, learning algorithms, AI, Smart Cities and Smart Manufacturing are the future trends and strategic topics for businesses.

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 drafting our recommendations. 2018 also saw us strengthen our media work, with press releases and holding more interviews. Of course, we kept busy with another year filled with many events and 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 a 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 inflictions 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 AHK 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 closer 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 to 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
per December 2018

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Chairperson
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Volkswagen Passenger Cars
CEO Passenger Cars Brand
Executive Vice President Volkswagen (China) Investment Co., Ltd.

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Delegate & Chief Representative

Ms. Alexandra Voss
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Delegate & Chief Representative

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BEITEN BURKHARDT
Rechtsanwaltsgehilfiges mbH Beijing
Representative Office
Partner and Chief Representative

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Senior Vice President, Head of SAP Global Labs Network

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

Mr. Clas Neumann
SAP China Co., Ltd.
Senior Vice President, Head of SAP Global Labs Network

*GCC All-China Board Member
South & Southwest China

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Foshan ARC Industrial Equipment Manufacturing Co. Ltd.
Chairman and General Manager

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Delegate and Chief Representative

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Delegate & Chief Representative

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General Manager

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Trolli Guangzhou Confectionery Co., Ltd.
General Manager

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*GCC All-China Board Member
MEMBERSHIP

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

**North China**

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**Shanghai**

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<tr>
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**South & Southwest China**

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<tr>
<td>Special Member</td>
<td>14</td>
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* 2018 introduction of new corporate membership category "micro"
Regional Membership Distribution 2018

North China 2017 2018
Beijing 343 329
Tianjin 80 75
Hebei 11 11
Liaoning 79 92
Jilin 13 16
Shandong 17 18
Others 24 27
Total 567 568

North China 2017 2018
Beijing 343 329
Tianjin 80 75
Hebei 11 11
Liaoning 79 92
Jilin 13 16
Shandong 17 18
Others 24 27
Total 567 568

Shanghai 2017 2018
Shanghai 1061 1030
Taicang 87 90
Suzhou 84 92
Kunshan 54 55
Zhejiang 61 64
Shandong 12 14
Others 208 178
Total 1567 1523

Shanghai 2017 2018
Shanghai 1061 1030
Taicang 87 90
Suzhou 84 92
Kunshan 54 55
Zhejiang 61 64
Shandong 12 14
Others 208 178
Total 1567 1523

South & Southwest China 2017 2018
Guangzhou Region (Guangzhou, Foshan etc.) 85 71
Dongguan 18 14
Shenzhen Region (Shenzhen, Hong Kong etc.) 74 72
Southwest China (Chengdu, Chongqing) 26 22
West-PRD 22 17
Others 12 15
Total 237 211

South & Southwest China 2017 2018
Guangzhou Region (Guangzhou, Foshan etc.) 85 71
Dongguan 18 14
Shenzhen Region (Shenzhen, Hong Kong etc.) 74 72
Southwest China (Chengdu, Chongqing) 26 22
West-PRD 22 17
Others 12 15
Total 237 211
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 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

General Expenses and Administration ￥15,086,611.25
Publications ￥849,952.83
Events ￥6,231,364.23
Other ￥668,545
Total ￥22,836,473.31

Revenue Distribution 2018

Yearly Sponsorships ￥2,132,161.75
Publications ￥1,487,374.36
Membership Fee ￥11,253,279.88
Events ￥7,898,475.45
Other ￥300,995.04
Total ￥23,072,286.48
Become a Friend of the German Chamber in China

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

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

What are the benefits?

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

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

North China:
Kathrin Wolfsgruber
E-mail wolfsgruber.kathrin@bj.china.ahk.de
Tel +86 (0)10 - 6539 6661

East China:
Daisy ZHU
E-mail zhu.jingjing@sh.china.ahk.de
Tel +86(0)21 - 3858 5030

South and Southwest China:
Lydia Schulz
E-mail schulz.lydia@gz.china.ahk.de
Tel +86 (0)755 - 8635 0487
Kaiser delivers high-quality industrial facilities in China & Thailand. A multitude of international clients have chosen Kaiser as their EPC Design & Construction partner.

Schedule a meeting or have call with one of our multi-lingual (English, German, French, Japanese, Chinese) representatives:

contact@kaiserchinese.com / +86 411 876 223 55

www.kaiserchinese.com

Dalian - Shenyang - Qingdao - Tianjin - Wuxi - Bangkok - Osaka

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**PROCUREMENT**
**CONSTRUCTION**

Kaiser
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 IHKs.

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

6th November: German Pavilion at CIIE Welcomes the Delegation led by Mr. Wu Zhenglong, Governor of Jiangsu province

6th December: Visit of German President Steinmeier to Foshan

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: German Chamber Chairwoman Bettina Schoen Attends CPPCC Shanghai Committee Briefing 2018

6th January: Mrs. Simone Pohl Attends Roundtable Discussion hosted by Shanghai Foreign Affairs Office
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 paid 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!
German Chamber Ticker

German Chamber Ticker is the free quarterly business magazine published by the German Chamber of Commerce in mainland China. Its cover stories and business articles explore current economic and social topics and trends and provide a deeper look into German key industries in China. German Chamber Ticker features articles, papers and interviews with high-ranking business professionals and reveals the latest news about the German and international business community in mainland China. Regular legal and economic updates inform about market developments and trends in the region. The magazine is distributed to all members and partners of the German Chamber of Commerce in China and is available for download from our website www.china.ahk.de and on the Chambers’ WeChat channels.

Distribution
Our main distribution channel is direct mailing to about 6,300 senior executives and decision makers across China. Around 4,000 copies are additionally displayed at Chamber event venues and key locations throughout North China, Shanghai & Neighboring Provinces and South & Southwest China on a regular basis. Furthermore, around 6,000 of each German Chamber Ticker issue can be found on Lufthansa flights from China to Germany.

Readership
With a total circulation of its printed version of around 16,500 copies as well as the frequent monthly downloads of its online version, each issue reaches over 26,000 readers.
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.
The German Chamber of Commerce in China’s annual Business Confidence Survey is a key gauge for measuring the business sentiment of German companies operating in China. The survey focused on business outlook and performance, investment climate, China’s reform efforts and deficits, as well as the trade conflict and its consequences.

Subdued business prospects and a challenging regulatory environment shape the business climate of German companies operating in the Chinese market. Challenges such as bureaucracy and administrative hurdles, legal uncertainty and unclear regulatory framework conditions, as well as slow and limited internet persist. Nevertheless, China remains an important market with good business opportunities for the majority of German companies.

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?

On the industry level, around half of German companies in China are still satisfied with the growth potential in its primary market segment. Nevertheless, the three largest German industries in China are less optimistic about the year 2018 and see their last year’s expectations about their industry development not fulfilled. For 2019, no significant improvements are forecasted. However, China still ranks among the top three markets for most companies.

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 the 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.

Reform Efforts, Deficits and Business Challenges

40 years ago, China’s economic opening-up and reforms began, leading to an unprecedented and successful economic development for the benefit of foreign and Chinese companies alike. Around 50% of the surveyed companies believe in the Chinese government’s commitment to further open the market.

However, the market opening rhetoric in previous months has fallen short of the expectations of German companies in China. Around one in two respondents rates the Chinese government’s efforts in the areas of economic reforms, the creation of a level playing field for foreign companies, the reform of state-owned enterprises and the liberalization of the financial sector as insufficient.

In the field of tension between enormous market opportunities, uncertain regulatory conditions and growing competition, German companies still face various challenges on the Chinese market: Bureaucracy/administrative hurdles, legal uncertainty and an unclear regulatory framework are evaluated as regulatory business challenges. Internet-related challenges such as slow cross-border internet speed and internet access restrictions hamper German businesses in China. HR-related issues remain unchanged among the most severe operational challenges.

Trade Conflict, Reactions and Consequences

In 2018, the bilateral relations between China and the US were characterized by the ongoing trade dispute, resulting in the mutual implementation of punitive tariffs. In general, relatively few German companies in China are dependent on exports. The majority of German companies in China produce for the local market. Only a few companies have larger exports to the USA. The effects of the trade conflict have nevertheless become noticeable for surveyed companies.
China National Wages Rebounding to Double Digit Growth

According to the data from the National Bureau of Statistics (NBS), in 2017 wages returned to double-digit growth, with a nominal increase of 10.0% year-on-year. The average wage was RMB 74,318 in 2017, versus RMB 67,569 in the previous year. From 2015 onward, salary growth rates have been swinging between double-digit growth rates (10.1% and 10.0%, in 2015 and 2017 respectively) and single-digit growth (2016, 8.9%). With the country’s transition to a more value-added production-based model, talent for specific industries remain scarce. As a result, China’s wage levels are accelerating and in certain provinces are nearing those of some European regions. China’s labor force, after years of catching up, is finally “getting paid”. This results in upward pressure on productivity and opens the door to the relocation of lower-end activities to countries with lower labor costs.

Average Wage and Wage Growth 2008-2018

Looking at regional distributions, central regions in China (Anhui, Henan, Hubei, Jiangxi, Shanxi, etc.) present the highest wage increase in 2017 (10.7% growth, for an average annual salary of RMB 61,193), followed by the most developed coastal provinces in the East with a 10.1% year-on-year increase in 2017 with an average annual salary of RMB 84,809. The most moderate wage increase in 2017 occurred in Northeast China (8.5%), which also holds the lowest annual holds the lowest annual average salary among the four regions, with RMB 59,514.

Expected Wage Growth at German Companies Picking Up

For the first time since the German Chamber of Commerce in China started measuring salary data among its member companies on a China level, the expected salary growth for the upcoming year has picked up. The forecasted salary increase of 5.99% for 2019 is 0.09 percentage points above last year’s forecast. Although only a very mild increase, this year’s mark represents an end to the downward trend of salary growth rates reported during the last seven years.

The upward trend of wage developments at German companies in China is reflecting the evolution from 2017 to 2018 of effective national wage increases, minimum wages and regional wage guidelines (issued by provincial governments). Growth of national wages picked up some momentum and is moving from 10.0% in 2017 to 10.1% in 2018, according to the Chamber’s estimates; growth for minimum wages has gone up (from 10.7% to 11.1%); while wage guidelines have remained stable, growing at 7.8% on average during both years. It remains to be seen whether 2019 will represent a tipping point in the overall downward trend the survey has been recording so far or whether salary growth will stabilize around the 6.0% – in the vicinity of China’s annual GDP growth.

Wage Growth Indicators (%)

The mild upturn in the evolution of the overall results for China, with wages at German companies expected to grow 5.99% next year versus 5.90% in 2018, does not reflect a China-wide phenomenon. A major part of the acceleration in wage increases is expected in the Yangtze River Delta areas and Guangzhou, with an expected wage increase 6.16% in 2019 (+0.23 p.p. in comparison with last year’s mark). In North and South China, except for Guangzhou, a slowdown in wage growth is expected for 2019: 5.54% (-0.17 p.p.) in Northern provinces and 5.90% in the South.
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 manu-
The German Chamber of Commerce in China | South & Southwest offers a wide range of business and social events to help its members stay informed and expand their network. Be it seminars, workshops or networking events, we take pride in offering unique events to meet and exceed our members’ expectations.

In 2018, the Chamber carried out almost 80 events in total throughout the nine provinces of South and Southwest China, including Guangdong, Sichuan and Chongqing. The activities consisted of workshops, roundtables, seminars, company visits and social events.

Workshops and seminars covered a large variety of topics, especially tax and HR issues, while excursions to companies gave an insight into on-site operations. Following the Greater Bay Initiative, the German Chamber in South & Southwest China started a fruitful cooperation with the German Chamber in Hong Kong. Joined delegation trips to Zhuhai, Shenzhen and Hong Kong gave insights into the business clusters of the Greater Bay Area as well as networking opportunities for our members.

The inauguration of our new office in Shenzhen by German Chancellor Ms. Angela Merkel was one of the highlights of 2018 as well as the visit of the German President Mr. Frank-Walter Steinmeier to Guangzhou and Foshan, proofing that the outstanding position of the Pearl River Delta as one of the largest trading partners of Germany and focus of the Chinese innovation landscape is recognized.

Thanks to Our Yearly Sponsors South & Southwest China 2018
2018 AT A GLANCE

78 events
3,535 participants
10 cities

6th February, Guangzhou, Spring Reception
29th March, Guangzhou, Annual General Meeting + Board Election
12th & 13th April, Guangzhou & Shenzhen, Empowerment and Social Engagement

25th May, Shenzhen, Inauguration AHK Innovation Hub

11th June, Shenzhen, Networking Dinner

2nd August, Guangzhou, Manufacturing Roundtable

29th September, Guangzhou, Discover Germany

2nd November, Shenzhen, 2nd HR Summit South China

30th November, Chengdu, Discover Germany

12th December, Shenzhen, AHK Innovation Night
On 2nd November, German Chamber of Commerce in China | South & Southwest held the 2nd HR Summit. More than 60 participants joined the event to learn, share, and network with other HR professionals in South China.

The event started with the opening speech by Mr. Ralf Mazet, board member of German Chamber of Commerce South & Southwest China, and was followed by four keynote speeches, one case study and three workshops. High-level speakers from industry practitioners and service providers presented their knowledge and shared their experiences on the heated human resource issues such as corporate culture, employee motivation & retention with the audience.

We are looking forward to welcoming you to next year’s summit.

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

Mr. Dong Duong, General Manager at Trolli Guangzhou Confectionery Co., Ltd.
Ms. Emia Hui, HR Manager at Testo Instruments (Shenzhen) Co., Ltd.
Ms. Stella Zhang, Senior Consultant – Total Rewards Solution at Mars China
Mr. Trevor Ding, General Manager at EIRAD Electronics Co., Ltd.
Mr. Geoff Kershler, Business Trainer, Speaking Coach
Ms. Bolivia Cheung, Consultant at CW CPA
Mr. Ralph Koppitz, Chief Representative, Partner at Taylor Wessing
Ms. Mette Pausgaard, Founder and CEO of Mimir Consulting
# Seminars and Workshops

The German Chamber offers unique industry insights from the Sino-German business community with its workshops and seminars into a vast variety of topics from “Cyber Security” to “Relocation in China”. One of the highlights were the workshops on “Social Innovation in China – Empowerment and Social Engagement” in Guangzhou and Shenzhen with speakers from different companies, CSR consultancies and NGOs.

<table>
<thead>
<tr>
<th>Seminar/Workshop</th>
<th>Date</th>
<th>Location</th>
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<tbody>
<tr>
<td><strong>Cyber Security Seminar</strong></td>
<td>17.01</td>
<td>Chongqing</td>
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<td>Speaker: Expert of de Bedin &amp; Lee</td>
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<tr>
<td><strong>Sino-German Business Talks: New Investment Landscape in the Greater Bay Area</strong></td>
<td>06.02</td>
<td>Guangzhou</td>
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<tr>
<td>Speaker: Ms. Valeria Manunza, Dezan Shira</td>
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<tr>
<td><strong>Smart Manufacturing in Germany</strong></td>
<td>02.03</td>
<td>Chongqing</td>
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<td>Speakers: Dr. Klaus Schmidt, German Consul General in Chengdu; Mr. Jonathan School, Germany Trade &amp; Invest; Mr. Shen Jun, Siemens; Mr. Christian Engels, GIC Guangzhou</td>
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<tr>
<td><strong>Insurance Seminar: Optimum Insurance Packages for German Expatriates Working Abroad</strong></td>
<td>08.03</td>
<td>Guangzhou</td>
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<tr>
<td>Speaker: Mr. Sven Janssen, Hofmann Versicherungsvermittlungs GmbH</td>
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<tr>
<td><strong>Social Innovation in China: Empowerment and Social Engagement</strong></td>
<td>12.04</td>
<td>Guangzhou</td>
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<tr>
<td>Speakers: Ms. Sun Haiyan, Chief Editor of Business Ecology Magazine; Ms. Marina Kalnitski, SIA Program Director at Taicang Inclusion Factory; Mr. Liang Haiguang, Initiator and Co-Founder of Stars Youth Development Center; Ms. Sarah Albert, CSER Senior Manager at Flex Zhuhai</td>
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<tr>
<td><strong>Social Innovation in China: Empowerment and Social Engagement</strong></td>
<td>13.04</td>
<td>Shenzhen</td>
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<tr>
<td>Speakers: Ms. Sun Haiyan, Chief Editor of Business Ecology Magazine; Ms. Marina Kalnitski, SIA Program Director at Taicang Inclusion Factory; Ms. Zeng Yalin, Director at Shenzhen Innovation Corporate Social Responsibility Center; Ms. Eva Wu, Assistant Project Manager TÜV Rheinland; Ms. Yang Jing, Independent Consultant for sustainable supply chain and CSR</td>
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<td><strong>Business Visa Seminar: German Chamber Fast-Track Visa Benefit</strong></td>
<td>03.05</td>
<td>Chengdu</td>
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<tr>
<td>Speaker: Mr. Ihrig Werner, Vice Consul Consulate General of the Federal Republic of Germany Chengdu</td>
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<tr>
<td><strong>Fit for Application – Student of German Studies at AHK Guangzhou</strong></td>
<td>10.05</td>
<td>Guangzhou</td>
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<tr>
<td>Speakers: Mr. Marc Piesberger, Executive Chamber Manager GCC SSW; Ms. Katja Schlaug, Key Account Manager GIC Guangzhou; Ms. Frances Gui, Head of Recruitment and Training GIC Guangzhou; Dr. Anja Blücher, Lecturer DAAD</td>
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<td><strong>Shenzhen Technology University – Your Partner</strong></td>
<td>01.06</td>
<td>Shenzhen</td>
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<td>Speaker: Prof. Dr. Holger Haldenwang, Distinguished Professor, International Consultant of Shenzhen Technology University</td>
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<td><strong>Relocation in China – Site Selection, Legal, HR &amp; Tax Considerations</strong></td>
<td>27.06</td>
<td>Guangzhou</td>
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<tr>
<td>Speakers: Mr. Juan Rojas, Associate International Business Advisory; Mr. Sean Huang, Manager of Business Advisory; Ms. Daisy Huang, Head of Audit and Compliance at Dezan Shira &amp; Associates</td>
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<tr>
<td><strong>Relocation in China – Site Selection, Legal, HR &amp; Tax Considerations</strong></td>
<td>28.06</td>
<td>Shenzhen</td>
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<tr>
<td>Mr. Juan Rojas, Associate International Business Advisory; Ms. Lucy Liu, Assistant Manager; Ms. Amber Liu, Senior Manager and Head of Accounting and Tax Services at Dezan Shira &amp; Associates</td>
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<tr>
<td><strong>Environmental Seminar</strong></td>
<td>13.09</td>
<td>Chengdu</td>
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<td>Dr. Gerd Leipold, Program Director Climate Transparency Initiative; Alexander Mr. Malcolm Fowles, Deputy Consul German Consulate General Chengdu</td>
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<td><strong>Presentation of the 11th Labor Market and Salary Report</strong></td>
<td>20.09</td>
<td>Guangzhou</td>
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<td>Mr. Juanjo Cardona, Marketing and Information Solutions Manager at Direct HR</td>
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<td><strong>Future-Proofing Your China Strategy and Business Operation</strong></td>
<td>29.11</td>
<td>Guangzhou</td>
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<td>Mr. Neal Beatty, General Manager Hong Kong and South China, Control Risks</td>
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Delegation Trips, Roundtables and Factory Visits

Following the dynamics of the newly proclaimed Greater Bay Area, we intensified the cooperation with our counterpart in Hong Kong. Delegation Trips for German Chamber members in South & Southwest China as well as Hong Kong took place throughout the Greater Bay Area, namely Zhuhai, Shenzhen and Hong Kong.

Furthermore, we continued to organize factory visits and regular roundtable events for the manufacturing community as well as for General Managers and HR experts. The Manufacturing Roundtable is designed to provide a platform for exchanging information and ideas. These events take place at the manufacturing facility of our member companies and usually include a brief introduction of the host company, a guided factory tour, a presentation of a current topic like Lean Leadership or Staff Recruitment, followed by a roundtable discussion and finally a relaxed get-together.

The General Manager Roundtable is a platform for high-level exchange on current topics. In 2018, the topics included the Individual Income Tax, regulations for construction sites and waste disposal as well as rising labor costs.

Roundtables

<table>
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<tr>
<th>Date</th>
<th>Location</th>
<th>Title</th>
<th>Organizer</th>
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<tbody>
<tr>
<td>08.02.</td>
<td>Shenzhen</td>
<td>GM Roundtable: New Investment</td>
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<tr>
<td>11.09.</td>
<td>Shenzhen</td>
<td>General Manager Roundtable</td>
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<td>09.10.</td>
<td>Shenzhen</td>
<td>General Manager Roundtable</td>
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<td>13.11.</td>
<td>Shenzhen</td>
<td>General Manager Roundtable</td>
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<tr>
<td>20.11.</td>
<td>Shenzhen</td>
<td>Manufacturing &amp; HR Roundtable: Lean Leadership @ Testo Instruments</td>
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<td>(Shenzhen) Co., Ltd.</td>
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<tr>
<td>05.02.</td>
<td>Shenzhen</td>
<td>Manufacturing Roundtable at Herrenknecht</td>
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<td></td>
<td></td>
<td>Guangzhou Tunneling Equipment Co., Ltd.: Accounts Receivable Issues</td>
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<td>&amp; Staff Recruitment in the Manufacturing Industry</td>
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<td></td>
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<td>Mr. Bernd Leuthner, Managing Director of HTE; Mr. Kai Fleischmann,</td>
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<td>Deputy Managing Director</td>
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<tr>
<td>11.09.</td>
<td>Shenzhen</td>
<td>General Manager Roundtable</td>
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<tr>
<td>20.11.</td>
<td>Shenzhen</td>
<td>Manufacturing &amp; HR Roundtable: Lean Leadership @ Testo Instruments</td>
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<td></td>
<td></td>
<td>(Shenzhen) Co., Ltd.</td>
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<tr>
<td></td>
<td></td>
<td>Mr. Axel Strittmatter, Managing Director and team</td>
<td></td>
</tr>
</tbody>
</table>

Delegation Trips

Business Delegation to Greater Bay Area: Zhuhai / Hengqin New Area
Gree Electric Appliances, Inc.
MTU Maintenance Zhuhai Co., Ltd.
16.03. | Zhuhai

GCC Business Delegation to Greater Bay Area: Shenzhen
Royole, AHK Innovation Hub, TianAn Cyber Park with Nanoleaf and KLOOK
11.06. | Shenzhen

Facility Tour to ALBA WEEE Park and Post Delegation Networking in Hong Kong ALBA WEEE Park
15.11. | Hong Kong

Factory Visits

GCC Insight: FAW-Volkswagen Factory Visit
15.03. | Foshan

Wolf Lingerie Factory Tour
22.03. | Dongguan

GCC Insight: Zhongshan Kalori Air Conditioning Industry Co., Ltd. & Vatti Co. Ltd.
21.06. | Zhongshan

The General Manager Roundtable is a platform for high-level exchange on current topics. In 2018, the topics included the Individual Income Tax, regulations for construction sites and waste disposal as well as rising labor costs.
The automotive industry is in a time full of changes. New energy vehicles (NEV), connected driving and Industry 4.0 will have strong impacts. These challenges can only be managed with constantly updated quality information, qualified staff and an effective quality management system, which is the reason VDA Quality Management Center (QMC) China held the regional conference in Guangzhou with the support of the German Chamber and German Industry & Commerce on 25th January 2018. The program was rounded off with a Huadu E-Mobility Cluster Information Tour including factory visits to Valeo and Nissan as well as a meeting with Huadu District Government.

The members of the German Chamber of Commerce in China | South & Southwest elected the new Board of Directors either online or on-site at the Annual General Meeting on 29th March. Not only was it a chance to choose the members who represent as the board of directors, but it was also an exceptional networking opportunity. Thanks to all nominated candidates for serving as members of the board for many years.
Chamber Activities

ANNUAL REPORT 2018

AHK Innovation Night

On 12th December, the German Chamber and the German Industry and Commerce Shenzhen hosted the first ever AHK Innovation Night. The new event format “AHK Innovation Night” is designed to bring the German community in South China and the local startup community together.

The AHK Innovation Night was the perfect ending of an exciting year and a chance to invite our members, partners and local startups to a networking evening in the creative work space of Bee+. We were honored to have the Deputy Chief Executive of DIHK, Dr. Achim Dercks and Managing Director AHK, Mr. Benjamin Leipold, flying in for this event from our headquarters in Germany as well as colleagues from AHK Greater China.

Greater Bay Area Conference

The opening of the Hong Kong – Macau – Zhuhai bridge marked a new chapter of the Greater Bay Area Plan to create one of three city clusters in China. Ready to support the take-off, AHK Greater China cooperated with Guangdong Provincial People’s Government and the European Union Chamber of Commerce in China and held the “2018 China (Guangdong) – European Investment Cooperation (Greater Bay Area Conference)” at Shenzhen Wuzhou Guest House from 6th to 7th November.

The President of the DIHK (Association of German Chambers of Commerce and Industry), Dr. Eric Schweitzer, and the Party Secretary of Shenzhen City, Mr. Wang Weizhong gave unique insights into the latest projects. Development opportunities were highlighted and connections between high-level stakeholders from politics and businesses established. More than 900 participants attended, including representatives from about 100 German companies, such as Siemens, Lufthansa, TÜV, KfW Development Bank, and Linde, as well as hidden champions like Herrenknecht, Rehm, Alba and Viessmann, which gained practical insights while visiting renowned companies located in the Greater Bay Area.
To help Germans and friends of the German community in South and Southwest China to meet and mingle with long-time friends and new people, the German Chamber organized a variety of social events. From formal networking dinners to the viewing of German soccer games in bars and the celebration of the traditional Oktoberfest, our members continued to strengthen the ties within the local community.

The Spring Reception in both Guangzhou and Chongqing offered the opportunity to meet in a formal surrounding. The Spring Reception in Guangzhou took place in ART23 Contemporary Gallery. Mr. Hildebrandt, Executive Director of GCC introduced the Chamber activities of 2018 and the development throughout the past year. Then, all new members had the chance to introduce themselves and their companies. The Sino-German contemporary art exhibition “Intuition” was explained in a guided tour. The New Year’s Reception in Chongqing was organized in cooperation with the German Consulate General and underlined the importance of Chongqing as an industrial and commercial location with a freight train connection to Duisburg and an active sister city relationship with Düsseldorf.

SOCIAL EVENT HIGHLIGHTS

<table>
<thead>
<tr>
<th>Event Description</th>
<th>Date</th>
<th>Location</th>
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</thead>
<tbody>
<tr>
<td>Visit of OOCL Germany and Yantian International Container Terminal</td>
<td>01.02.</td>
<td>Shenzhen</td>
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<tr>
<td>German Chamber Spring Reception</td>
<td>26.02.</td>
<td>Guangzhou</td>
</tr>
<tr>
<td>New Year’s Reception</td>
<td>01.03.</td>
<td>Chongqing</td>
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<tr>
<td>R&amp;F Stadium Tour and Networking Opportunities with RFFC Staff</td>
<td>15.03.</td>
<td>Guangzhou</td>
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<tr>
<td>German Soccer Viewing: FC Bayern Munich vs. Eintracht Frankfurt</td>
<td>19.05.</td>
<td>Guangzhou</td>
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<tr>
<td>“Home” of German Diplomats Farewell Party &amp; Photographic Exhibition</td>
<td>08.05.</td>
<td>Chengdu</td>
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<tr>
<td>Networking Dinner</td>
<td>11.06.</td>
<td>Shenzhen</td>
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<tr>
<td>Public Viewing of German Games of FIFA World Cup</td>
<td>17.-27.06.</td>
<td>Guangzhou, Shenzhen, Chengdu</td>
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<tr>
<td>Oktoberfest</td>
<td>14.09.; 16.-20.10.</td>
<td>Chengdu, Guangzhou</td>
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<tr>
<td>German &amp; French Christmas Dinner</td>
<td>06.12.</td>
<td>Guangzhou</td>
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<tr>
<td>Christmas Dinner</td>
<td>11.12.</td>
<td>Chengdu</td>
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<tr>
<td>AHK Innovation Night</td>
<td>12.12.</td>
<td>Shenzhen</td>
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Regular Social Events

<table>
<thead>
<tr>
<th>Event Description</th>
<th>Frequency</th>
<th>Location</th>
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</thead>
<tbody>
<tr>
<td>Stammtisch</td>
<td>Every 2nd month</td>
<td>Shenzhen</td>
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<tr>
<td>Stammtisch</td>
<td>Quarterly</td>
<td>Guangzhou</td>
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<tr>
<td>Intern Meet Up</td>
<td>Monthly</td>
<td>Chengdu</td>
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<tr>
<td>InterChamber</td>
<td>2-3 times per location</td>
<td></td>
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<tr>
<td>Networking Drinks</td>
<td>Guangzhou, Shenzhen, Chengdu, Chongqing</td>
<td></td>
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<tr>
<td>German Wine Tasting</td>
<td>Irregular</td>
<td>Guangzhou</td>
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</tbody>
</table>

On a regular basis, the informal Stammtisch events took place in Guangzhou, Shenzhen and Chengdu as well as the InterChamber Networking Drinks that we organize together with other Chambers of Commerce.
After the successful launch of the 1st Discover Germany last year, the German Chamber proudly presented the 2nd Discover Germany with the support of the General Consulate of Germany in Guangzhou on 29th September 2018 and in Chengdu from 30th November to 2nd December 2018. Discover Germany is a festival aiming to provide a platform for German products, brands, companies, as well as culture, education, travel destinations and F&B.

In Guangzhou, the festival located in front of the Grandview Mall attracted over 15,000 visitors. A wide range of interactive experiences was provided by the exhibitors; from advanced technologies, user-friendly home products, international education and healthcare to refreshing German beer, traditional ham, jam, bread and sweets. Both children and grown-ups had fun with the mascots of R&F, VfB Stuttgart and Trolli who handed out sweets and souvenirs as well as trying on traditional Bavarian dirndl dresses. In the evening, light installations provided the perfect background for selfies and created a pleasant atmosphere for conversations until late at night.

In Chengdu, the cumulative audience in Fusen Nobel No.1 Shop reached more than 2,000 people, who got in direct contact with German companies to find business opportunities and to get to know brands and products better. Everything from food to wine, from home decorations to electrical appliances, from motorcycles to skin care, from travel to investment – high quality and cost-effective German products could be found throughout the festival. Discover Germany also brought the classic German Christmas custom of “Adventskalendar” to Chengdu. 24 doors were opened and the gifts given to visitors in a lucky draw.

The German Chamber is thankful for the support by the Consulate General of the Federal Republic of Germany in Guangzhou and Chengdu as well as Chengdu Municipal Foreign and Overseas Chinese Affairs Office and the event partners and sponsors of both events.
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Layout & Design
Wibke Schäfer – wbksdsgn.de
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Guangzhou Office

Shenzhen Office

Chengdu Office