

Day: Friday	Date: 22 November 2013	Time: 9.00 – 11.00 hrs	Site: Office EUCCC Nanjing
From-to: GM EUCCC Nanjing to foreign offices and EUCCC Nanjing Board Members		Minutes by: Roeland Schuurman (NBSO Nanjing)	
Participants: Baden Wurttemberg International: Mr. Li Hang CBBC Nanjing: Ms. Jenny Jiang EUCCC Nanjing: Ms. Mirella Savegnago, Ms. Sherry Yu NBSO Nanjing: Mr. Roeland Schuurman NRW.INVEST Nanjing: Ms. Xu Jun, Ms. Huang Wenbin Share House: Ms. Julia Guesten US Consulate Shanghai: Mr. Mark Wuebbels Victorian Government Nanjing Office: Ms. Sandy Gu		Absent: Australian Trade Commission Baden Wurttemberg Co. Ltd Canadian Trade Office Nanjing Essex Trade and Investment UK Consulate General	

	Topics	Action by
1	<p>General</p> <p>As the organizers of the meeting, Mirella and Roeland give a short introduction of the background and goal of this kick-off meeting: as the foreign offices in Nanjing are to a large extent working on the same issues and the Chinese market is very large and growing rapidly, we have strong interests to work together on a number of issues. This kick-off meeting is meant to explore the most beneficial fields for cooperation and to discuss the way of cooperation.</p>	
2	<p>Market access</p> <ul style="list-style-type: none"> - Mark suggests we <u>combine forces</u> to improve the market access, for example on the field of business licenses and sharing of government contacts. - Mirella emphasises the value of the <u>EUCCC Position Paper</u> in addressing market access issues with the Chinese government and calls upon all to provide content for the 2014 Position Paper. The Nanjing chapter (1 page) of this Paper is attached. - <u>Share House</u> supports western companies to start up, facilitating in the field of legal, finance, HR, warehousing and logistics. The total area is 1400 m2, existing of ca 30 rooms and several meeting rooms. The opening is expected beginning 2014. Julia will keep the foreign offices posted on the progress and will invite them to visit when ready. - Mark will visit the <u>Nanjing Youth Olympics</u>, especially to check possible exchange in the field of culture and education. He will inform us on the outcome of the visit. - We can share information on <u>trade fairs and conferences</u> in Jiangsu Province. 	<p><i>All</i></p> <p><i>EUCCC</i></p> <p><i>Julia</i></p> <p><i>Mark</i></p>
3	<p>Information sharing</p> <ul style="list-style-type: none"> - Certain information is specifically <u>interesting for governmental offices</u> (and not so much for companies already established in Nanjing), such as info on investment climate and development zones. We could visit zones together, for example the new bonded zone in Nanjing. - Roeland has set up a list of all national and provincial level <u>development zones in Jiangsu Province</u> and will provide this to the other offices. - Julia knows about a <u>black list of fraud companies</u> in China and will check if she can find 	<p><i>Sherry</i></p> <p><i>Roeland</i></p> <p><i>Julia</i></p>

	<p>this list.</p> <ul style="list-style-type: none"> - Mirella will check if it is possible to arrange a restricted part of the <u>EUCCC website</u> for information sharing. 	<i>Mirella</i>
4	<p>Outbound investment</p> <ul style="list-style-type: none"> - Most present foreign offices have a <u>task to attract Chinese companies</u> to invest in their country/province. - The general opinion is that the most useful government contacts for outbound investment are the local <u>Bureaus of Commerce and CCPIT's</u>. Regarding the methods of approaching companies, 1 to 1 meetings and small scale meetings work best. - Sandy suggests to <u>visit some large Chinese companies</u> as a group of foreign offices, in order to have a meeting with a top manager. - Besides, it might be useful to organise an <u>event in which each country/region can present themselves</u>, so that Chinese companies can make a good decision where to establish. Xu Jun suggests to organise this per continent (i.e. Europe), since Chinese companies think in terms of continents. - Mirella refers to the <u>EU report on outbound investment</u>, which can be found on the EUCCC website. - The <u>websites of provincial and local governments</u> should refer to our offices as sources of information for investment in our countries and provinces. - Julia mentioned that the <u>Provincial Development and Reform Commission (PDRC)</u> is paying more and more attention to outbound investment. A meeting with the PDRC on this topic might be useful. 	<p><i>To be decided</i></p> <p><i>To be decided</i></p> <p><i>EUCCC</i></p> <p><i>To be decided</i></p> <p><i>To be decided</i></p>
5	<p>Next Meeting</p> <p>On Tuesday <u>January 21</u>, walk in at 9.00 AM, start meeting at 9.30 AM.</p> <p>Venue: office NBSO Nanjing, No 1 Hunan Road, Building B, room 2316. <i>Facing the Starbucks, go right around the building. On the right side of the building you see the entrance, take elevator to the 23th floor.</i></p>	<i>Roeland</i>

Nanjing, 25 November 2013.