



China-Britain
Business Council
英中贸易协会

Automotive World Briefing

The Growth of India and China: Harnessing the
Fastest Expanding Automotive Markets in the
World

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China - Expanding Automotive Market

9 million automobiles manufactured per annum

Automobiles and Parts one of the largest UK exports to
China

27% Growth in UK exports in 2007

43% Growth in UK exports in first half 2008

Growing Private Sector Wealth



Role of Government

WTO Membership - lower import tariffs (completed vehicles 28%, spare parts 10-14%) / no quota

Green Technologies - new engineering and design opportunities. Electric, Hybrid, CNG/LNG, Euro III Emission

CCC - China Compulsory Certification, issued by Certification and Accreditation Administration (CNCA)



Intellectual Property Rights (IPR)

Require Chinese Registration – World-wide /
European / UK patents are not enforceable

Choose the Right Business Partner

Supervise you Business Partner

Investigate the Market



Raw Material and Labour Costs

Raw Material -

Dramatic Increases in 2007 and early 2008

Price reductions in late 2008

Labour

10% Year on Year increases 2001-2007

2008 Introduction of Labour Contract Law (LCL)



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British and British based Companies in China

Arup Vehicle Design - JCB - Johnson Matthey - Hamlin - Inchcape - Unipart
Manufacturing - Pilkington - GKN - Ricardo - TWI - Tomkins - Ultraseal
International - VTC - Webtec - Schrader Electronics - Prodrive - ATP
Industries - Antonov PLC - Addison McKee - Trimark - PSM International -
TT Electronics - Volex Group - London Taxi International

Business Sectors

Import and Distribution

Dealership

Design

Engineering

Development

Component Manufacturing



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The China-Britain Business Council (CBBC) aims to support and assist any UK-based company interested in developing its business in China, whatever the company's size, sector or approach to the market.

CBBC is the UK's leading independent source of China business information, advice, consultancy and services for UK industry.

As an independent, business-led organisation, we support British companies of all sizes through providing Business Services, Practical In-Market Assistance and Industry Initiatives.

Our services are designed to allow companies to gain access to the potential of the China market and develop a sound business strategy - in a fast, cost-effective way.

Services via our network of seven UK offices and eleven China offices are available to all UK-based companies. Our membership scheme offer enhanced benefits including discounted prices for services, special member-only events and information.



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China Business Services Include:

Business Advise and Consultancy

Management Briefings, Orientation and Mentoring

Market Research

Information Libraries

Seminars and Workshops

Supply of Services:

OMIS - Overseas Market Introduction Service (UKTI)

Launchpad - Getting started

JV, WFOE

Launchpad Plus - Expansion of existing China operations

Trade Missions and Exhibitions

Manufacturing Forum



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