



旧金山市驻华办公室

BUSINESS TRIP TO CHINA:  
BEIJING, SHANGHAI, WUXI

MAY/JUNE 2011



# Business Trip to China – May/June 2011

SATURDAY, MAY 28<sup>TH</sup> TO SATURDAY, JUNE 4<sup>TH</sup>

## BUSINESS TRIP SUMMARY

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**Description:** ChinaSF leads regular business trips to advance active business leads and forge new partnerships between China and San Francisco/San Francisco Bay Area. On these trips, ChinaSF brings the San Francisco Mayor's Office to China. By leveraging ChinaSF's government collaboration with the City of San Francisco Mayor's Office of Economic and Workforce Development, ChinaSF is able to open doors to business development opportunities that would otherwise be difficult to access.

**Mission:** The focused mission of this trip is business and economic development. Most meetings are held with Chinese businesses with which ChinaSF has already forged and developed relationships. They are "hot" leads for the City of San Francisco and ChinaSF partners. Government-to-government meetings are held only if they are related to ChinaSF business objectives.

**Participation:** The ChinaSF Business Trip to China is a combination of private business meetings and invitation-only meetings/events. Participation is open to ChinaSF Advisory Board members and Strategic Advisers. For others that would like to participate, please contact Susan Xing, [SXING@SFCED.ORG](mailto: SXING@SFCED.ORG)

There will be some special events that are public and open to broader invitations. These will be noted in the descriptions below.

*Meeting participation:* As there are times when our meeting hosts request a government-only meeting, these will be designated as private meetings. For meetings that have not yet been confirmed as open to ChinaSF partners, these are noted with a "\*". Subject to change pending meeting hosts.

*Participation Fees:* In order to help cover costs of the trip and trip events, ChinaSF asks trip participants to contribute through a participation fee.

The participation fee will cover participation in a specific set of meetings/events. **The participation fee does not cover travel and lodging arrangements/costs - this must be handled by all individuals.**

The participation fee will also be tiered to reflect prior contributions to ChinaSF.

- Advisory Board members (Platinum sponsors): Complimentary participation for two individuals in ChinaSF invitation-only meetings/events.
- Advisory Board members (Gold sponsors): Complimentary participation of one individual in ChinaSF invitation-only meetings/events.
- Strategic Advisers (Sponsors)- \$1000 per person for participation in ChinaSF invitation-only meetings/events.
- Others - \$4000 per person for participation in the ChinaSF trip.

If interested in attending this trip, please contact Susan Xing, [SXING@SFCED.ORG](mailto: SXING@SFCED.ORG).

**TRIP HIGHLIGHTS:**

- Business meetings with PICC (Finance), Founder Group (IT), Hanhai (Real Estate), Bank of Communications (Finance), Zhong Lian Ya (Real Estate)
- Government meetings for business platform development: Ministry of Housing, Urban-Rural Development; Ministry of Science and Technology
- ChinaSF Board/Client events in Beijing and Shanghai
- City of Wuxi – Wuxi Outbound (China to SF) Business Roundtable; Wuxi Binhu District Development

## TRIP AGENDA

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(The dates and city location of the trip are firm. However, exact meeting times and exact meeting locations are subject to change.)

### SATURDAY, MAY 28, 2011

Depart from San Francisco – San Francisco International Airport (SFO)

### SUNDAY, MAY 29, 2011

Arrive in Beijing – Beijing Capital International Airport (PEK)

Hotel Lodging:

Check in at the Beijing City Wall Marriott

### MONDAY, MAY 30, 2011 (BEIJING)

Time	Event	Location
AM	PICC	Headquarter Office
PM	Founder Group	Beijing Office
	MoHURD	See Below
Dinner	ChinaSF	Hou Hai

### **PICC (People’s Insurance Company of China; (中国人保控股公司)**

ChinaSF is working to establish the City of San Francisco as North America’s West Coast Chinese Finance capital. As such, ChinaSF has developed relationships with China’s major banks and finance institutions. Some of these include China Construction Bank, Industrial and Commercial Bank of China, Agricultural Bank of China, Bank of China, Bank of Communication, China Union Pay and others.

**PICC** is the largest insurance company in China. The holding company promotes its subsidiaries: PICC Asset Management Company Limited and PICC Property and Casualty Company Limited (PICC P&C) (中国人民财产保险股份有限公司).

ChinaSF has begun to work with PICC’s investment arm. This meeting will further the relationship and promotion of San Francisco-based investment opportunities.

### **Founder Group\***

The Founder Group is amongst the top three IT companies in China. ChinaSF recently initiated this relationship as they are interested in seeking US partnerships and opportunities.

**Ministry of Housing, Urban-Rural Development (MoHURD)**

MOHURD is responsible for drafting policies, laws, and development plans related to city, village, and town planning and construction, the building industry, and municipal works throughout China. In March 2011, ChinaSF was invited to present on a MoHURD & US Department of Energy (DOE) “Eco-City” panel at MoHURD’s annual Greenbuilding Conference in Beijing. Ginny Fang, Executive Director of ChinaSF, and Kofi Bonner, Regional Executive Vice President of Lennar Urban, presented San Francisco as a model Eco-City, highlighting the innovative sustainable strategies of the SF’s redevelopment projects at Hunters Point Shipyards and Treasure Island.

ChinaSF is in discussion with MoHURD to formalize MoHURD’s support for ChinaSF’s Greenbuilding Initiative (expected launch: Fall 2011).

Other meeting participants invited: US Department of Energy, US Department of Commerce

TUESDAY, MAY 31, 2011 (BEIJING)

Time	Event	Location
AM	Breakfast Media Interview Han Hai MOFCOM	Beijing City Wall Marriott Han Hai HQ CIPA offices
Lunch	MOFCOM	
PM	BJ-based Board meeting Zhong Lian Ya Ministry of Science and Technology	TBD Zhong Lian Ya HQ TBD
Dinner	Zhong Lian Ya	Zhong Lian Ya HQ

### **Hanhai**

Hanhai is a Beijing-based real estate investment company. They are seeking potential opportunities in the US. ChinaSF is currently in discussions with Hanhai to locate their investment into San Francisco. This meeting will forward discussions with their executive team.

Board member firms and official trip participants are invited to attend.

### **Ministry of Commerce (MOFCOM)**

Since its inception, ChinaSF has fostered a close relationship with the Ministry of Commerce, specifically with their foreign trade promotion department. In June, MOFCOM will be leading a large biotech/life science delegation to the BIO conference in Washington, D.C. Due to the close relationship ChinaSF has established with MOFCOM, they will make a stopover in San Francisco, en route to D.C.

ChinaSF will visit this important cross-border trade partner to further develop this relationship and present new opportunities for collaboration.

Board member firms and official trip participants are invited to attend.

### **Beijing-based ChinaSF Board Member Meeting**

ChinaSF will host a Board member meeting for its Beijing-based members with the Mayor's Office. Ginny Fang, ChinaSF Executive Director, will provide a summary of major business development leads. Jennifer Matz, SF Mayor's Office, will discuss important economic/industry developments in San Francisco.

Board member firms and official trip participants are invited to attend. Close partners will be invited as special guests.

**Zhong Lian Ya (ZLY)**

Zhong Lian Ya is a Beijing-based real estate development company. They have several projects in Beijing and throughout China. ChinaSF has built a close relationship between ZLY and the City of San Francisco. This meeting will move forward discussions regarding investment interest in San Francisco and Hunters Point Shipyards.

In addition, the CEO of ZLY will be helping to connect a meeting between ChinaSF and the Ministry of Science and Technology (MOST). Because Hunters Point Shipyards is a cleantech development, this meeting will also help build investment support into Hunters Point Shipyard from the technology platform perspective.

Board member firms and official trip participants are invited to attend.

WEDNESDAY, JUNE 1, 2011 (BEIJING/SHANGHAI)

<b>Time</b>	<b>Event</b>	<b>Location</b>
AM	Transit to Shanghai	PEK to SHA
PM	Shanghai Board Meeting	Shanghai
Evening		

### **Transit to Shanghai**

Leave Hotel: 7am

Depart PEK at 9am

Arrive SHA at 10:55am

China Eastern Airlines MU5104

Check in at the Portman Ritz-Carlton.

### **Shanghai-based ChinaSF Board Member Meeting**

ChinaSF will host a Board member meeting for its Shanghai-based members with the Mayor's Office. Ginny Fang, ChinaSF Executive Director, will provide a summary of major business development leads. Jennifer Matz, SF Mayor's Office, will discuss important economic/industry developments in San Francisco.

Board member firms and official trip participants are invited to attend. Close partners will be invited as special guests.

### **Reception for Board members and Clients**

Location: TBD

Board member firms and official trip participants are invited to attend. Other partners, and ChinaSF clients will also be invited as guests.

**THURSDAY, JUNE 2, 2011 (WUXI)**

<b>Time</b>	<b>Event</b>	<b>Location</b>
AM	Transit to Wuxi	High-speed Rail
	Meeting with Wuxi City Officials	Wuxi
	Wuxi Binhu District	TBD
Lunch	Wuxi City Officials	
PM	Wuxi Outbound Business Roundtable	Wuxi
Dinner	Welcome Ceremony	Wuxi
Overnight stay		

**City of Wuxi**

The City of Wuxi has been ranked one of the top cities in Chinese cities in which to do business. It is the hometown to some of the top cleantech companies in China (e.g. Suntech), has a vibrant industrial base, benefits from its proximity to Shanghai, and provides an effective business infrastructure and climate for potential US partners.

Over the past months, ChinaSF has built a strong relationship with the City of Wuxi, and will bring the Mayor’s office to visit Wuxi during this trip to China.

The day in Wuxi will include meetings with the City’s leadership, a visit to the Binhu design park, a business roundtable event with Wuxi-based companies that are seeking US expansion opportunities, and a ceremonial welcome dinner with City officials. The City of Wuxi has also indicated interested in seeking assistance in sustainable development, and the development of Wuxi’s professional service industry.

Board member firms and official trip participants are invited to attend.

FRIDAY, JUNE 3 (SHANGHAI)

Time	Event	Location
AM	Transit to Shanghai Bank of Communications	High speed rail BoComm HQ
Lunch		
PM	Shanghai Pudong Development Bank Zhangjiang Hi-tech Development Park	Pudong Zhangjiang

**Bank of Communications\***

The Bank of Communications, based in Shanghai, is one of the top 5 largest banks in China. ChinaSF has worked with this bank for the past two years, and will be meeting with its leadership at its headquarters office.

**Shanghai Pudong Development Bank**

A joint-stock commercial bank founded on August 28, 1992, Shanghai Pudong Development Bank (known as SPDBank for short) went listed in Shanghai Stock Exchange in 1999 (stock code: 600000). At present, SPDBank’s registered capital stands at RMB 14.348 billion yuan. SPD Bank has earned respect and good fame in the domestic stock market on account of its outstanding performance and trustworthiness.

Holding on to the motto of “sticking to integrity and striving for excellence”, the bank has continuously developed its various businesses and enhanced its overall competence. By December 31, 2010, its total assets stood at RMB2.1621 trillion yuan, outstanding balance of loans being RMB1.1465 trillion yuan and outstanding balance of deposits being RMB 1.6387 trillion yuan, making an after-tax profit of RMB 19.076 billion yuan. A national network was in place with 34 branches and direct sub-branches and 655 outlets plus a representative office in Hong Kong and a total of 24674 employees.

This is another bank that has expressed overseas interests to ChinaSF. This meeting will help foster relationships with the City of San Francisco.

**Zhangjiang Hi-tech Development Zone**

The Zhangjiang Hi-tech Development Zone is one of the most successful technology development zones in China. Leading multinational technology companies have a significant presence in this development park.



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As part of its goal to develop platform relationships to keep San Francisco as the premiere gateway city between the US and China, ChinaSF is seeks to establish a formal relationship with Zhangjiang.

**SATURDAY, JUNE 4, 2011 (SHANGHAI TO SFO)**

**Travel**

Depart from Shanghai –Pudong International Airport (PVG)

Arrive in San Francisco – San Francisco International Airport (SFO)