

2010

Aug 29 - Sept 10

China Business & Trade Mission

Shanghai • Beijing • Hefei • Xiamen



Mission Overview

The Maryland-China Business Council (MCBC), Baltimore-Xiamen Sister City Committee (BXSCC), and Maryland-Anhui Province Sister State Committee are collaborating on a cross-sector business development mission to assist Mid-Atlantic companies explore business opportunities in one of the world's most dynamic markets – China. This high profile mission will be led by **Maryland's Secretary of State, John P. McDonough**, with assistance from federal and state-level trade agencies. Mission participants will receive:

- Pre-departure briefings
- Business matchmaking meetings with potential business partners arranged by the Maryland China Center and other in-country representatives
- In-country commercial briefing by US Embassy officials
- Networking opportunities with government officials and industry groups
- Visit to Shanghai World Expo 2010
- Participate in the China International Fair for Investment & Trade in Xiamen
- Site visits, business receptions, and more!

Participants

Mid-Atlantic organizations and companies (i.e. manufacturers, exporters, importers and companies with an interest in attracting Chinese investment capital) should consider this unique opportunity. The mission is designed for companies with an interest in China across industry sectors, including: environmental and clean energy technologies, machinery and industrial equipment, medical equipment and services, marine technologies/marina and boating, scrap materials, education and training, safety and security, consumer goods, franchising, and travel and tourism.

Proposed Itinerary

August 29	Depart United States
August 30-September 1	Shanghai
September 2-5	Beijing
September 6-7	Hefei, Anhui Province
September 8-10	Xiamen, Fujian Province
September 10	Depart China

Organizers



MARYLAND CENTER
美国马里兰中心

Maryland-Anhui Province
Sister State Committee

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Mission Cities

SHANGHAI

- Per capita income \$10,500
- China's industrial, financial, business center
- Access to largest sea ports, skilled labor, developed infrastructure
- Main entry point & sales market for foreign companies
- Top Sectors: IT, telecom, environmental technologies, construction materials, industrial equipment



BEIJING

- China's political, cultural center – a history dating back more than 3,000 years
- Increasingly recognized for entrepreneurs and innovative start-ups
- Top Sectors: environmental technologies, tourism, electronics, chemicals, automotive, machinery, metallurgy, household appliances

HEFEI, ANHUI

- **30 year anniversary of Maryland-Anhui sister state relationship**
- Beginning to absorb more spillover FDI
- Developing manufacturing base for domestic market
- Top Sectors: heavy industry, automotive, chemicals, raw materials, agriculture, tourism



WHY CHINA?

One of the world's fastest growing economies

An exploding middle class – 700 million by 2020

Demand for US products, technologies and services to fuel growth

Maryland has sister city and sister state relationships in China



XIAMEN, FUJIAN

- **25 year anniversary of Baltimore-Xiamen sister city relationship**
- One of China's four original "Special Economic Zones"
- China International Fair for Investment & Trade – largest event of its type in China
- Top Sectors: machinery, electronics, chemicals, light & medium industry, marina & boating, general trading

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