

China Europe Business Meeting

15 November 2005, Geneva, Switzerland

a Horasis-leadership event

co-hosts: Geneva Economic Promotion Office China Federation of Industrial Economics



Horasis is a global visions community committed to enact visions for a sustainable future (http:/www.horasis.org)

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Co-hosts:

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Co-chairs:

Fu Chengyu	President, China National Offshore Oil Company, China
Guo Wei	Chief Executive Officer, Digital China, China
Armin Meyer	Chairman, Ciba Speciality Chemicals, Switzerland
Vincent H.S. Lo	Chairman, Shui On Group, Hong Kong SAR
Zhang Yue	Chairman, Broad Air Conditioning, China
Zhao Xizheng	Chairman, China Electricity Council, China

Knowledge Partners:

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Meeting Partners:

ABB Fédération des Entreprises Romandes Geneva Chamber of Commerce Geneva Financial Center Geneva International Airport Geneva Tourism Office for the Promotion of Industries UBS

Welcome

I warmly welcome you to the China Europe Business Meeting and sincerely hope that you will enjoy the discussions.

China's rise to global eminence is providing formidable opportunities for European firms. Investors across all industries are increasingly engaging on the Chinese market profiting from attractive investment conditions. Chinese firms, on the other hand, endeavour to go global – in partnership with their European counterparts.

Against this backdrop, this meeting shall provide a platform for potential cooperation between Chinese and European firms. The deliberately small, off-the-record event of interactive roundtables brings together senior executives from China and Europe. The roundtables are conducted in a highly interactive manner aimed at promoting business opportunities among participants.

The programme of the meeting is focused around the following sub-themes:

- The current state of the Chinese economy
- Chinese firms establishing regional headquarters in Europe
- European firms increasing their presence in China
- Growth strategies within the Sino-European framework

I am convinced that consensus and dialogue are the best foundations for any successful partnership. The partnership between Chinese and European firms shall be based on these pillars.

I wish you an interesting and rewarding meeting.

Dr. Frank-Jürgen Richter President Horasis: The Global Visions Community



Welcome

I warmly welcome you to the China Europe Business Meeting.

For the entire Lake Geneva Region, China represents much more than a high-level commercial and economic partner. Indeed, more than 50 years ago, Switzerland was one of the first countries to recognize the young Popular Republic of China. This was a visionary attitude, contributing even today to our mutual relations.

It is in this visionary spirit that I would like to see the organization of the China Europe Business Meeting. I firmly believe that this initiative should allow for the development of a strong cooperation and exchange platform for Chinese and European companies. It will certainly also reinforce the effect of programs launched by the State of Geneva and its partners, such as the "Geneva China Business Hub" that was recently inaugurated at the World Trade Center Geneva and will allow Chinese firms to develop their activities in Europe from a central business location.

The China Europe Business Meeting should also serve as a catalyst for exchanges between Chinese and European companies. It should definitely allow for a better understanding between our business cultures and for further development of commercial partnerships of all kinds.

In this regard Geneva is as an ideal location for this event. Indeed, it is one of the most vibrant and cosmopolitan business locations worldwide, with more than 140 global companies represented with their global, EMEA or European headquarters and numerous high-added value competence clusters. With its foreigners representing 43% of the total population, our city is also an outstanding melting pot open to all cultures with the dynamism that it implies. Geneva's know-how in welcoming people from all continents will certainly enable them to return home after having enjoyed the peace and the security of this beautiful region.

I wish you great success in your meeting!

Mr. Carlo Lamprecht State Councilor Minister of Economy, Labor and Foreign Affairs State of Geneva



Welcome

I am very happy to be invited to this first China Europe Business Meeting in Geneva and have the opportunity to meet international friends and entrepreneurs. I would like to extend my warm congratulations to the successful opening of the meeting and sincere greetings to friends from China and abroad.

The present period of the trade and economic cooperative relationship between China and Europe is the most active and fruitful period in history. Currently, EU has surpassed Japan and USA and become the biggest trading partner of China, while China, since the year of 2003, has also been the second trading partner of EU. Switzerland is one of the first western countries that recognized China and established diplomatic relationship with China. Over 50 years since the establishment of the diplomatic relationship, the relation between the two countries has developed steadily. Switzerland is becoming one of the most important trade, economic and technological partners of China in Europe.

Since China's reform and opening-up to the outside world, EU has always been one of the most important sources of foreign capital and the biggest provider of technology and equipment for China. China and Europe have conducted extensive cooperation in the fields of science and technology, training and development assistance, etc.. China and Europe have deepened mutual understanding and cooperation through a series of dialogue mechanism in trading policy, industrial policy, competition policy, intelligence property and textile trade, etc.

China is the largest developing nation and EU is the largest group of developed countries in the world. The trade and economic relationship between China and Europe has extensive complementation and large potential. I hope the current meeting will further promote the development of Sino-European relationship, make new contributions and provide business opportunities and information for more entrepreneurs.

I wish the meeting a great success!

Xu Kuangdi Vice Chairman of Chinese People's Political Consultative Conference Chairman of the China Federation of Industrial Economics





Co-hosts of the China Europe Business Meeting

Geneva serves as Europe's host to many international organizations, including the United Nations, the World Trade Organization, The International Telecommunications Union and the largest particle physics lab - CERN. Hundreds of famous multinational corporations have chosen Geneva as the place for their world, EMEA or European headquarters. Indeed, they find in this region an ideal combination for business: central location, efficient transport and infrastructure, all services within easy rich and a multicultural and very productive workforce. The State of Geneva inaugurated the 'China Business Hub' in 2005. This new entity assists Chinese companies in establishing their offices in Geneva and facilitates their functioning. With the intent of strengthening commercial ties between China and Geneva, the hub should also encourage the future development of new companies and business activities in the area.



Department of Economy, Labour and Foreign Affairs

> The China Federation of Industrial Economics (CFIE) is the largest and most important national industrial federation in China. H.E. Xu Kuangdi, the Vice Chairman of Chinese People's Political Consultative Conference (CPPCC) and President of the Chinese Academy of Engineering, was elected as the President of CFIE in November 2003. CFIE's membership includes 150 national industrial and commercial associations and nearly 400 major stateowned companies and joint ventures, covering steel, textile, light industry, machinery, electronics, petroleum chemistry, coal, non-ferrous industry, electricity, building material, construction, aviation, mining, communication, automobile, energy, transport, foreign and domestic trade, environmental protection, and other major industries in China.



www.cfie.org.cn

www.geneva.ch

Programme



November 14, 2005

from 17.30 Registration,

Arrival at the Hotel Intercontinental, 7-9 Chemin du Petit-Saconnex

19.00-21.00 Welcome Reception (hosted by UBS, Foyer D&E)

November 15, 2005. Summit Day

from 08.00 Registration

9.00-10.30 Rethinking Scenarios for China's Future – Assessing Europe's strategic options (Ballroom A)

China looms as the world's manufacturing hub as well as its biggest growth market. How does China's future look like? What is the unique role of European business as a source of sustainable economic growth?

Welcome by

• Zhu Bangzao, Ambassador of the People's Republic of China to Switzerland, China

Message by

• Xu Kuangdi, Vice Chairman, Chinese People's Political Consultative Conference (CPPCC), China; presented by Fu Chengyu, President, China National Offshore Oil Company (CNOOC), China

with

- Fu Chengyu, President, China National Offshore Oil Company (CNOOC), China
- Guo Wei, Chief Executive Officer, Digital China, China
- Armin Meyer, Chairman, Ciba Speciality Chemicals, Switzerland
- Vincent H.S. Lo, Chairman, Shui On Group, Hong Kong SAR
- Zhang Yue, Chairman, Broad Air Conditioning, China
- Zhao Xizheng, Chairman, China Electricity Council, China

Moderated by

• Frank-Jürgen Richter, President, Horasis, Switzerland

10.30-11.00 Contact Break

11.00-12.30 Roundtables in Parallel - Industries

A series of roundtables highlighting the dynamics of Sino-Euro cooperation in selected industries. Which industries will outperform? What models of cooperation will generate future growth? How to overcome barriers in cooperation?

Energy (Ballroom B)

- Fu Chengyu, President, China National Offshore Oil Company (CNOOC), China
- Nick Butler, GVP Strategy & Policy Development, BP, United Kingdom
- Silvano Coletti, Chief Executive Officer, Ecosquare, Italy
- Armin Meyer, Chairman, Ciba Speciality Chemicals, Switzerland
- Dave Roberts, Executive Vice President, British Gas Group, United Kingdom
- Zhong Yaping, President, Kailuan Group, China

Moderated by

• Barbara Thomas Judge, Chairman, United Kingdom Atomic Energy Authority, United Kingdom

Information Technology (Ballroom C)

- Philippe Doubre, Secretary General, World Trade Center Geneva, Switzerland
- Frank Blithe, Managing Director, Comparative Advantage, Germany
- Cyrill Eltschinger, Chief Executive Officer, I.T. United, China
- Travis Kalanick, Founder and Chief Executive Officer, Redswoosh, USA
- Guo Wei, Chief Executive Officer, Digital China, China
- Jack Zhang, Chief Executive Officer, eYou, China

Moderated by

• Yat Siu, Chief Executive Officer, Outblaze, Hong Kong SAR

Consumer Goods (Foyer D)

- Philip Comberg, Managing Partner, Alcosa Capital, Germany
- Michael W.O. Garrett, Executive Vice President (retired), Nestlé, Switzerland
- Paul Judge, Chairman, Royal Society of Arts, and Chairman, Oxbridge Capital Ltd, United Kingdom
- Göran Lindahl, Chairman Europe, Sony, Japan
- Zhang Guangming, Vice President, Tasly Group, China

Moderated by

• Jere Sullivan, Vice Chairman, Edelman, United States

Capital Goods (Berlin)

- Sach Chandaria, President, Comcraft, Singapore
- Chen Xianglin, Chairman, Shanghai Automotive Industry Corporation, China
- Liu Qizhong, Vice President, Shanghai Zhenhua Port Machinery, China
- Jürgen Oberg, Vice President, Siemens, Germany
- Xiao Hongfa, Vice President, Taixing Reducer Corporation, China

Moderated by

• Norbert Wittemann, Vice President, A.T. Kearney, Germany

Financial Services (Vienne)

- Peter Bürger, Board Member, Commerzbank, Germany
- Heinz Dollberg, Executive Vice-President, Allianz AG, Germany
- Miguel Frasquilho, Member of the Board, Espírito Santo Research, Portugal
- Marc van Weede, Senior Vice President, Aegon, The Netherlands
- Zhang Yue, Chairman, Broad Air Conditioning, China

Moderated by

• Bruce von Cannon, Executive Director, UBS, Switzerland

12.30-14.30 Lunch - China's role in Global Trade (Ballroom A)

China's rise and its rapid increase in cross-border trade has affected the global economic balance. What is China's role in the next round of global trade talks? What should the future trading system and its institutions look like?

- Michael Johnson, Member of Parliament, Australia
- Zhao Xizheng, Chairman, China Electricity Council, China

Moderated by

• Vincent H.S. Lo, Chairman, Shui On Group, Hong Kong SAR

14.30-16.00 Roundtables in Parallel – The Internationalization of Chinese Firms

Chinese firms currently expand overseas at unprecedented pace. What does the Chinese Firms' Global Future look like? What can they learn from their European peers? How to create win-win-situations with European partners?

Merger & Acquisitions – Chinese Firms go Global (Ballroom B)

- Chen Xianglin, Chairman, Shanghai Automotive Industry Corporation, China
- M.E. Clare Cowan, Chief Executive Officer, Cahill International Inc, Canada
- Frank Günther, Managing Partner, Günther & Partner, Germany
- Stanley Jia, Managing Partner, Baker & McKenzie, China
- Zhang Min, Chairman, Beiheng Copper, China

Moderated by

• Thomas Gilles, Partner, Baker & McKenzie, Germany

Financing Chinese firms' Overseas Expansion (Ballroom C)

- Fu Chengyu, President, China National Offshore Oil Company (CNOOC), China
- Michael Kershaw, Global Head, China International Business Development, HSBC Group, United Kingdom
- Li Lu, Founding General Partner, Himalaya Capital, USA
- Sonia Li, Deputy Secretary-General, China Foundation for International & Strategic Studies (CFISS), China
- Wang Jianli, Chairman, Shenyang Construction Machinery, China

Moderated by

• Max Burger-Calderon, Managing Director, APAX, Hong Kong SAR



The Challenge of Human Resources (Foyer D)

- Marjan Bolmeijer, Chief Executive Officer, Change-Leaders, USA
- Cao Zhenjia, Governor, Shenyang German International Industrial Park, China
- J.P. Huang, Chairman, JPI Group, China
- Armin Meyer, Chairman, Ciba Speciality Chemicals, Switzerland
- Michael Nobel, President, Nobel Family Foundation, Sweden
- Zhang Ye, President, Industrial General Company, Shenyang, China

Moderated by

• Steve Mullinjer, Managing Partner, Heidrick & Struggles, China

Building Chinese Brands (Berlin)

- Johan Eliasch, Chairman, Head NV, United Kingdom
- Guo Wei, Chief Executive Officer, Digital China, China
- Wang Zhaowen, Secretary General, Shenzhen Federation of Industrial Economics, China
- Xiang Bing, Dean, Cheung Kong Graduate School of Business, China
- Xing Jun, Chairman, Shenyang Hope Industry, China

Moderated by

• Stefan Fillip, Senior Partner, Lippincott Mercer, Hong Kong SAR

Establishing headquarters in Europe (Vienne)

- Michel Barde, Director General, FER, Switzerland
- Michael Meyer, Director General, Seco, Switzerland
- Joachim Erwin, Lord Mayor, City of Düsseldorf, Germany
- Wang Fang, Managing Director, China Hub Geneva, Switzerland
- Wang Zetian, Secretary General, Beijing Council for the Promotion of Industrial Foreign Trade and Economy, China

Moderated by

• Daniel Gremaud, Partner, PriceWaterhouseCoopers, Switzerland

16.00-16.30 Contact Break

16.30-18.00 Rountables in Parallel –

Managing the Intangibles of Global Business

As Chinese firms play an increasingly important role in global business they are challenged by the 'right' interaction with global stakeholders. Should Chinese firms follow the European experience? What are the recipes for success?

The Chinese Approach towards Corporate Citizenship (Ballroom B)

- Serge Berthier, President, Asian Affairs, Hong Kong
- Eva Biaudet, Member of Parliament, Finland
- Brunson McKinley, Director General, International Organization for Migration, Switzerland
- Tom Spencer, Executive Director, European Centre for Public Affairs, United Kingdom
- Zhang Yue, Chairman, Broad Air Conditioning, China
- Zhao Min, President, Sinotrust, China

Moderated by

• John Elkington, Chairman, SustainAbility, United Kingdom

Chinese Companies Interacting with the World (Ballroom C)

- Mukesh Aghi, Chief Executive Officer, U21, Singapore
- Bohdan Hawrylyshyn, Chairman, International Centre for Policy Studies, Ukraine
- Michael Johnson, Member of Parliament, Australia
- Roman E. Kainz, Chairman, Euro China Group, Switzerland
- Zhao Xiting, Deputy Secretary General, China Security & Protection Industry Association, China

Moderated by

• Timothy Beardson, Chairman, Albert Place Holdings, Hong Kong SAR

Protecting Intellectual Property Rights (Foyer D)

- Robert Miller, Chief Executive Officer, Phynova, United Kingdom
- Chen Wei, Deputy Secretary General, China Federation of Industrial Economics, China
- Hossein Ghanbari, Chief Executive Officer, Panacea Pharmaceuticals, USA
- Winston Mok, Founder and Chief Executive Officer, Invenite Capital, Singapore
- Wang Zhixuan, Director General, China Electricity Council, China

Moderated by

• Harinder Kohli, President and CEO, Centennial Group, USA

Recasting Corporate Governance within the Chinese context (Berlin)

- Chen Dawei, Deputy Governor, Dadong, China
- Nan Cunhui, Chairman, Chint Group Corporation, China
- Albert Ng, Chief Executive, PriceWaterhouseCoopers China, China
- Hong Nguyen, President, GC Millenium Group, Hong Kong SAR
- Ma Zhizhong, Vice President, State Grid Corporation, China
- Oltmann Siemens, Chief Representative Europe, International Finance Corporation (IFC), Germany

Moderated by

• Stephen Perry, Chairman, 48 Group Club, United Kingdom

Innovating Globally (Vienne)

- Erkko Autio, Professor, HEC University of Lausanne, Switzerland
- Eric Baden, Chairman, Degussa (China), China
- Mark Minevich, Chief Strategy Officer, Enamics, USA
- Joachim Reidiess, President, Dr. Wirth Group, Germany
- Wang Lantian, Chairman, New Beijian Engineering Machinery Company, China

Moderated by

• Jerry Zhang, Chief Executive Officer, Neocomm Broadband, China

18.15-18.45 Meeting the business delegation from Shenyang (Foyer E)

Moderated by

• Li Yingji, Director General, China Federation of Industrial Economics, China

19.00-22.00 Dinner (Ballroom A)

Welcome by

• Carlo Lamprecht, Minister of Economy, State of Geneva, Switzerland

With

- Guo Wei, Chief Executive Officer, Digital China, China
- Vincent H.S. Lo, Chairman, Shui On Group, Hong Kong SAR
- Zhang Yue, Chairman, Broad Air Conditioning, China
- Zhao Xizheng, Chairman, China Electricity Council, China

Report by

• Werner Kreuz, Vice President, A.T. Kearney, Germany

Moderated by

• Frank-Jürgen Richter, President, Horasis, Switzerland



Participants:



Name

Position

Organization

Country

Tim Addison	Managing Director	Shui On	Hong Kong SAR
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Daniel Gremaud	Partner	PriceWaterhouseCoopers	Switzerland
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Name	Position	Organization	Country
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Paul Judge	Chairman	Royal Society of Arts	United Kingdom
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Vincent H.S. Lo	Chairman	Shui On Group	Hong Kong
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Patrick Mayer	President	OPI	Switzerland
Armin Meyer	Chairman	Ciba Speciality Chemicals	Switzerland
Michael Meyer	Director General	Seco	Switzerland

Philippe Meyer	Director	Geneva Economic Development Office	Switzerland
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Winston Mok	Managing Partner	Invenite	Singapore
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Jere Sullivan	Vice Chairman	Edelman	USA
Sun Jian	Vice President	A.T. Kearney	China

Name	Position	Organization	Country
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Wang Zetian	Secretary General	Council for the Promotion ofIndustrial Foreign Trade	China
Wang Zhaowen	Secretary General	Shenzhen Federation of Industrial Economics	China
Wang Zhixuan	Director General	China Electricity Council	China
Norbert Wittemann	Vice President	A.T. Kearney	Germany
Xiang Bing	Dean	Cheung Kong Graduate School of Business	China
Xiao Hongfa	Vice President	Taixing Reducer	China
Xing Jun	Chairman	Shenyang Hope Industry	China
Jack Zhang	Chief Executive Officer	eYou	China
Zhang Guangming	Vice President	Tasly Group	China
Jerry Zhang	Chief Executive Officer	Neoteny Broadband	China
Zhang Min	Chairman	Shenyang Beiheng Copper	China
Zhang Ye	President	Industrial	China
		General Company	
Zhang Yue	Chairman	Broad Air Conditioning Co	China
Zhao Xiting	Deputy Secretary General	Deputy Secretary General	China
Zhao Xizheng	Chairman	China Electricity Council	China
Zhu Bangzao	Ambassador	Chinese Embassy in Switzerland	Switzerland
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Zhao Min	President	Chinatrust	China
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Acknowledgements:

Horasis wishes to recognize the support of the following knowledge partners:

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ATKEARNEY

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HEIDRICK & STRUGGLES

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The "Fédération des Entreprises Romandes" is the Employer's federation for the French speaking part of Switzerland, based in Geneva. This institution is mainly concerned with the support given to professional associations and individual enterprises and with the management of social insurances.



Fédération des Entreprises Romandes Genève

www.fer-ge.ch

The Geneva Financial Center is the trade association of the Geneva financial community, of which it defends and promotes the interests. Geneva is widely recognized as the benchmark in private banking, and a world actor in trade finance. Thanks to its 145 banks (including 93 foreign-owned), 860 financial companies, 360 independent portfolio managers, 350 law firms, 1,000 accounting firms, 29,000 employees, it provides the full suite of financial services and a unique blend of expertise and skills: multilingual staff, a tradition of openness to a multicultural clientele, at ease with foreign exchange matters; constant up-training of front and back-office employees; customized software solutions; excellent payment and transfer systems, etc.

Geneva Financial Center

www.geneva-finance.ch

The Geneva Chamber of Commerce is a private association bringing together more than 1.400 businesses, of all sizes and from all industry sectors, along with their managers and trade associations. Promoting and supporting Geneva's economy is the chamber's main target along with representing and defending the interests of its members. It also gives financial and legal advice as well as information on Customs tariff and formalities.

www.ccig.ch

Geneva International Airport is the gateway to the world's most "international" city. With many international organizations, multinational corporations and luxury goods manufacturers, the region is also the centre of the world's private banking industry. A high proportion of traffic is Business and First Class passengers making it an extremely profitable destination.

www.gva.ch

Geneva Tourism is in charge of promoting, throughout de world, business and leisure tourism for the city and state of Geneva. It also operates various visitors' centres in the state in order to welcome our guests and organises popular events all year round.

www.geneve-tourisme.ch

The Office for the Promotion of Industries and Technologies (OPI) is an instrument for the economic development of the Swiss cantons of Geneva and Vaud. OPI is also a platform for the creation and support in the development of industrial and technological projects. In 2006 OPI is celebrating its 30 years of existence, 30 years at the service of the companies and all other parties interested in the industry and technology field. Some of the main activities of OPI are: Promotion of the companies, their products and their know-how; Research of subcontractors and partners; Participation in exhibitions and trade fairs; Organisation and creation of proper events; Facilitation to access markets, in particular public markets and analysis of opportunities.

www.opi.ch









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