



2011 APEC Opportunity Series

Focus on China

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U.S. Consulate General in Shanghai

Presentation Outline

1.

- The Commercial Service: Your Multi-National Business Development Division

2.

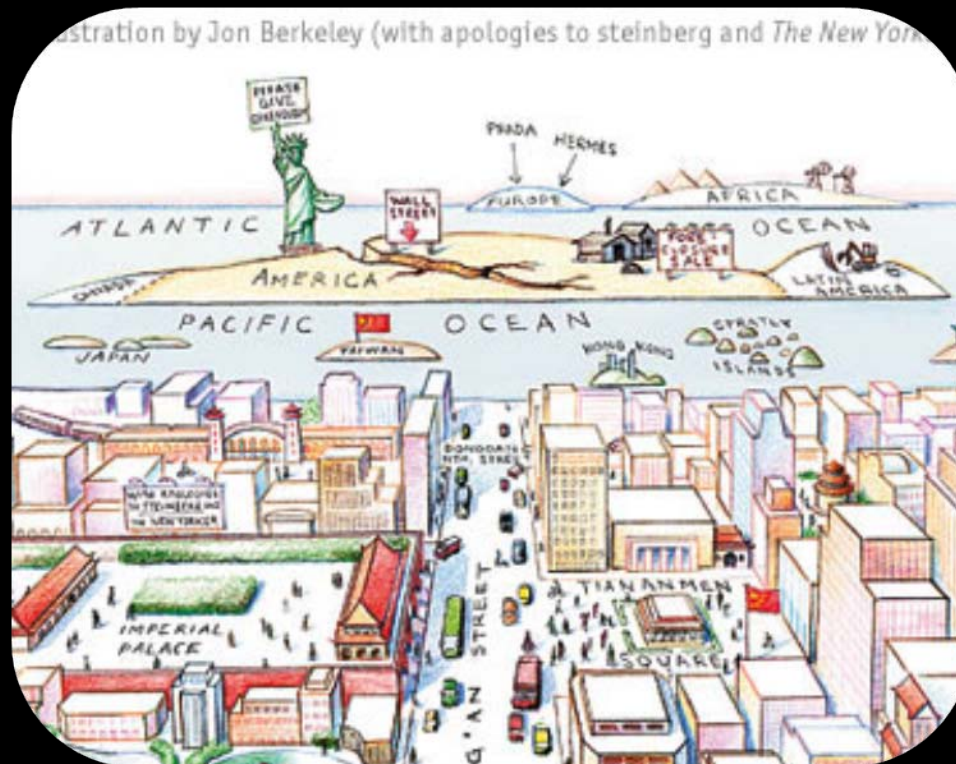
- Big Picture on China

3.

- Industry Focus and Your Resources



Your Business Development Offices Overseas





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108 U.S. Offices

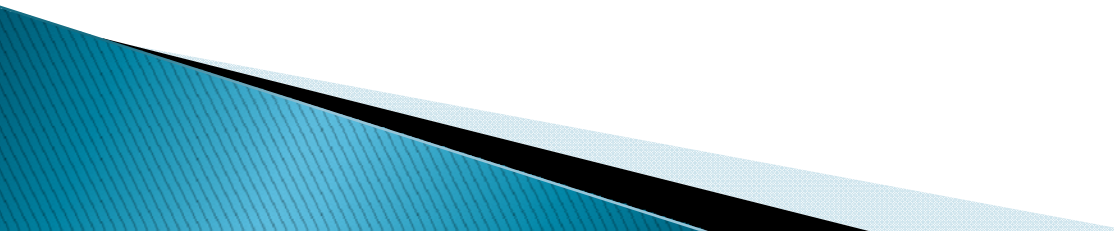
78 International Offices

Algeria Argentina Australia Austria Belgium Brazil
Bulgaria Canada Chile China Colombia Costa Rica
Croatia Czech Republic Denmark Dominican Republic
Ecuador Egypt El Salvador European Union Finland
France Germany Ghana Greece Guatemala Honduras
Hong Kong Hungary India Indonesia Iraq Ireland Israel
Italy Japan Jordan Kazakhstan Kenya South Korea
Kuwait Lebanon Libya Malaysia Mexico Morocco
Netherlands New Zealand Nigeria Norway Pakistan
Palestinian Territory Panama Peru Philippines Poland
Portugal Qatar Romania Russia Saudi Arabia Senegal
Serbia Singapore Slovakia South Africa Spain Sweden
Switzerland Taiwan Thailand Turkey Ukraine United Arab
Emirates United Kingdom Uruguay Venezuela Vietnam



45 Partnership Posts

Angola Bahamas Bahrain Barbados Benin
Bosnia and Herzegovina Botswana Brunei
Burkina Faso Cameroon Congo - Kinshasa Cote
d'Ivoire Cyprus Estonia Ethiopia Fiji Gabon
Gambia Guinea Iceland Jamaica Latvia Lesotho
Liberia Lithuania Macedonia Madagascar
Malawi Mali Mauritius Mongolia Montenegro
Mozambique Namibia Nicaragua Oman Rwanda
Slovenia Sri Lanka Swaziland Tanzania Trinidad
and Tobago Tunisia Uganda Zambia



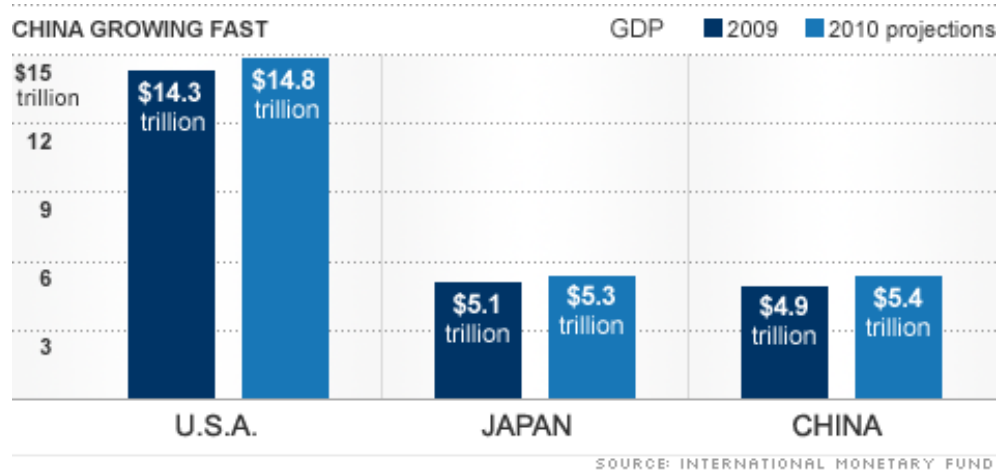


The Big Picture on China





Rising Dragon: China's Reputation

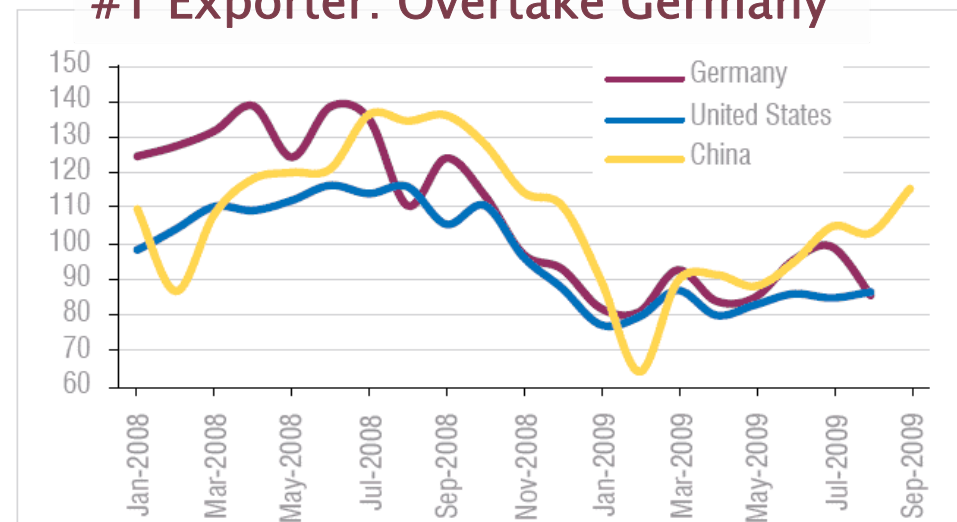


Amazing Economic Story:
Since 1980, 235 million
Chinese lifted out of poverty

- Increasing Confidence on World Stage

(In billions of U.S. dollars)

#1 Exporter: Overtake Germany





A More Realistic Picture...

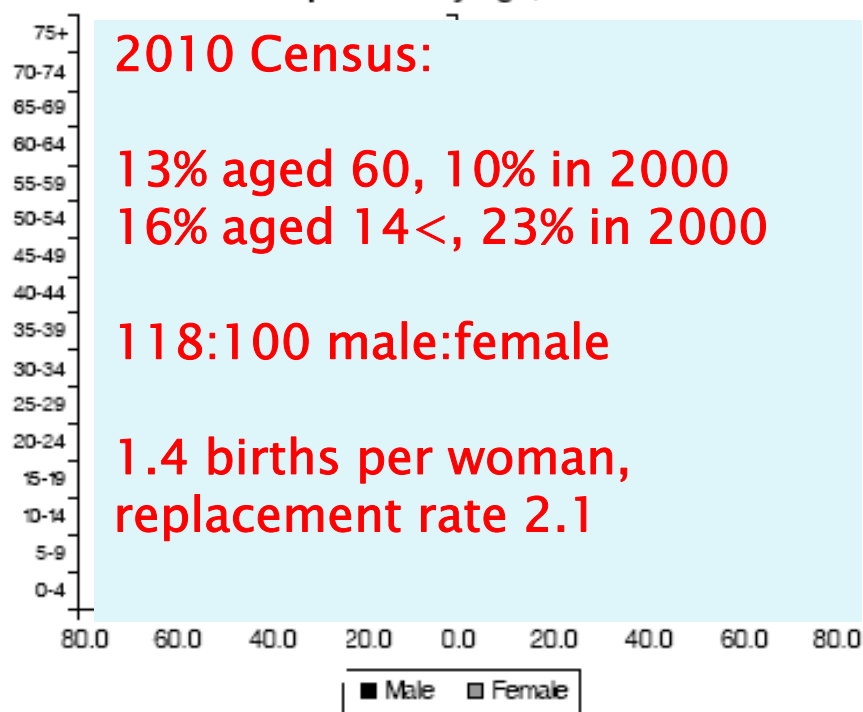
Pollution

- 70% Electricity from coal
- #1 Emitter of fossil fuels

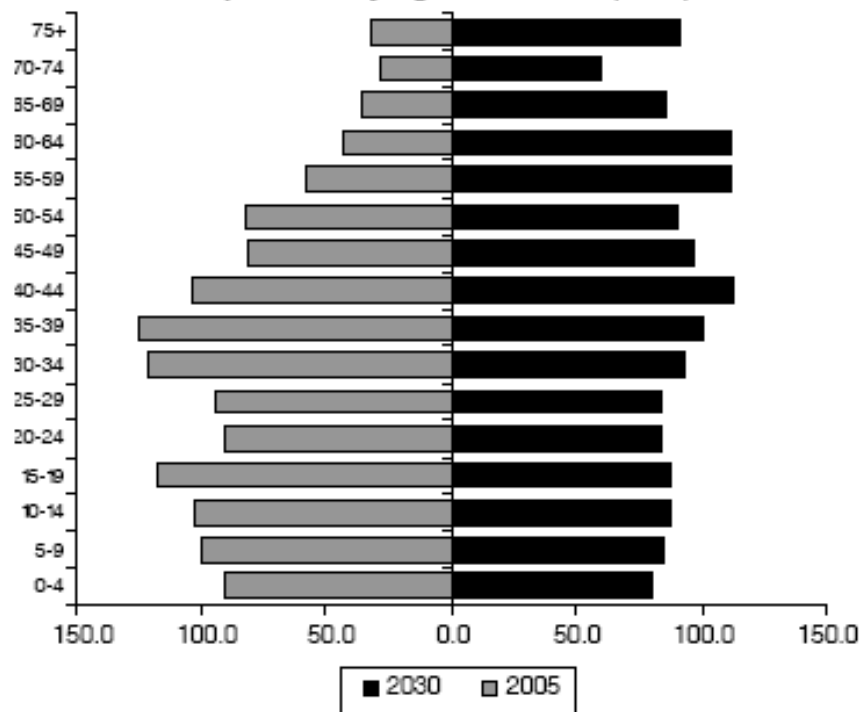
Unemployment

- Official 4.3%
- Unofficial 9%

Population by age, 2005



Population by age, 2005:2030 (total)



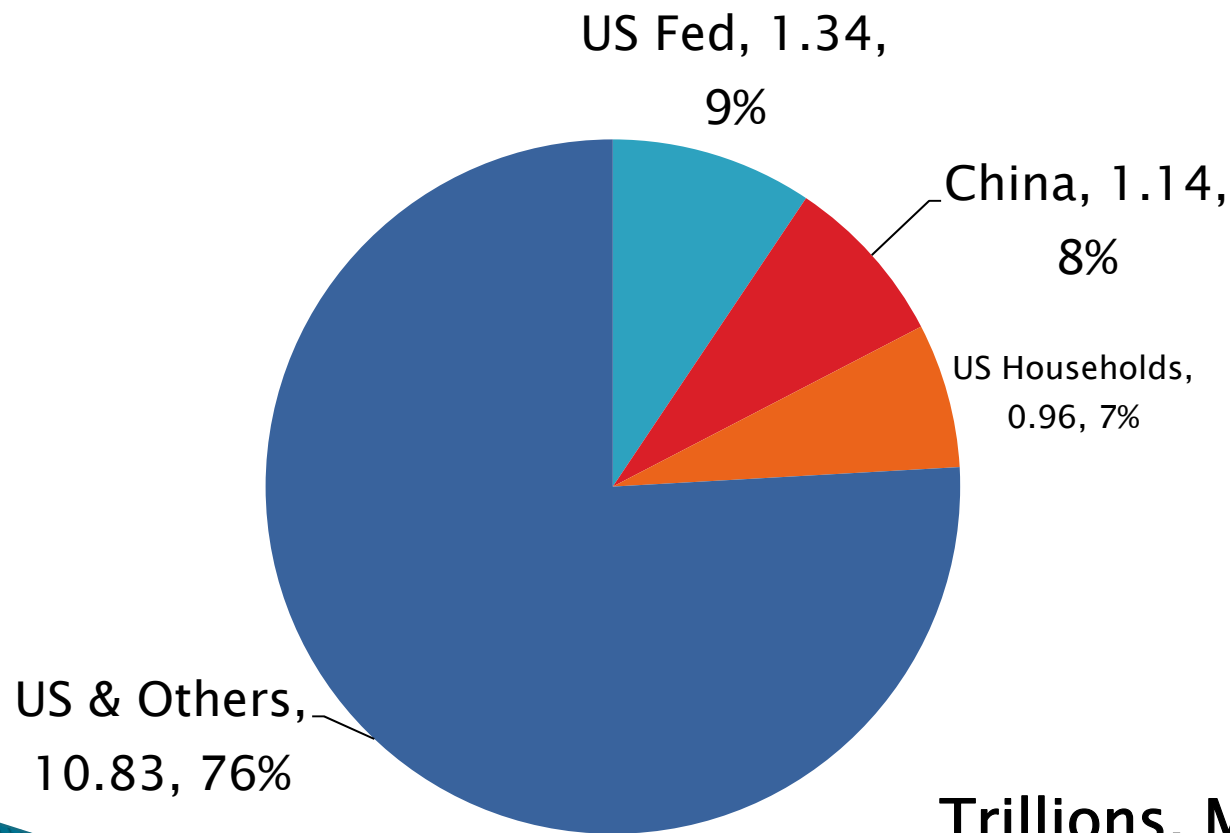
Leading Public Health Issues in China

- ▶ HIV/AIDS (officially 295,000 to 850,000)
- ▶ Lung cancer (65 million deaths 2003 – 2033; 700,000 annually related to pollution)
- ▶ Stomach cancer (400,000 annual cases; 42% of world's cases)
- ▶ Heart disease (to rise 73% by 2030)
- ▶ Over 92.4 million diabetics (NEJM)
- ▶ Second fastest growing number of obese adults
- ▶ Osteoporosis (69 million)
- ▶ Parkinson's (2 million)
- ▶ 1,000% increase in syphilis cases (2000 – 2010)





Dispelling the Myth: China as America's Banker



- US Fed
- China
- US Households
- US & Others

Trillions, March 2011

China's Macroeconomic Forecast

TABLE: ECONOMIC ACTIVITY

USA

	2006	2007	2008	2009	2010f	2011f	2012f	2013f	2014f
Nominal GDP, USDbn [1]	13,398.9	14,077.6	14,441.4	14,256.3	14,957.5	15,498.0	16,164.1	16,898.7	17,690.5
Real GDP growth, % change y-o-y [1]	2.7	2.1	0.4	-2.4	2.8	1.8	2.2	2.3	2.3
GDP per capita, US\$ [2]	44,908	46,724	47,495	46,455	48,295	49,604	51,286	53,154	55,166
Population, mn [3]	298.4	301.3	304.1	306.9	309.7	312.4	315.2	317.9	320.7
Industrial production index, % y-o-y, ave [4]	2.3	1.5	-2.2	-9.7	4.2	4.0	4.3	4.0	3.6

Notes: e BMI estimates. f BMI forecasts. Sources: 1 BEA; 2 BMI; 3 World Bank/BMI calculation/BMI; 4 Federal Reserve/BMI.

TABLE: ECONOMIC ACTIVITY

China

	2006	2007	2008	2009e	2010f	2011f	2012f	2013f	2014f
Nominal GDP, CNYbn [1]	21,192.4	25,730.6	30,067.0	33,399.4	37,732.5	41,660.1	46,225.2	50,674.4	55,323.8
Nominal GDP, US\$bn [1]	2,658.9	3,384.6	4,328.8	4,890.5	5,527.0	6,102.3	6,839.7	7,670.6	8,589.1
Real GDP growth, % change y-o-y [1]	11.6	13.0	9.0	11.9	8.8	7.5	8.6	7.8	7.1
GDP per capita, US\$ [1]	2,028	2,568	3,268	3,721	4,239	4,654	5,187	5,785	6,443
Population, mn [2]	1,311.0	1,317.9	1,324.7	1,331.4	1,338.2	1,345.9	1,353.4	1,361.0	1,368.5
Industrial production index, % y-o-y, ave [1]	16.4	18.0	12.9	9.4	9.5	8.0	9.0	9.5	8.5
Unemployment, % of labour force, eop [3]	4.1	4.0	4.2	4.8	4.4	4.4	4.3	4.2	4.2

Notes: e BMI estimates. f BMI forecasts. Sources: 1 National Bureau of Statistics, BMI; 2 World Bank/BMI calculation/BMI; 3 National Bureau of Statistics.



Re-Balancing Act

Dilemma:

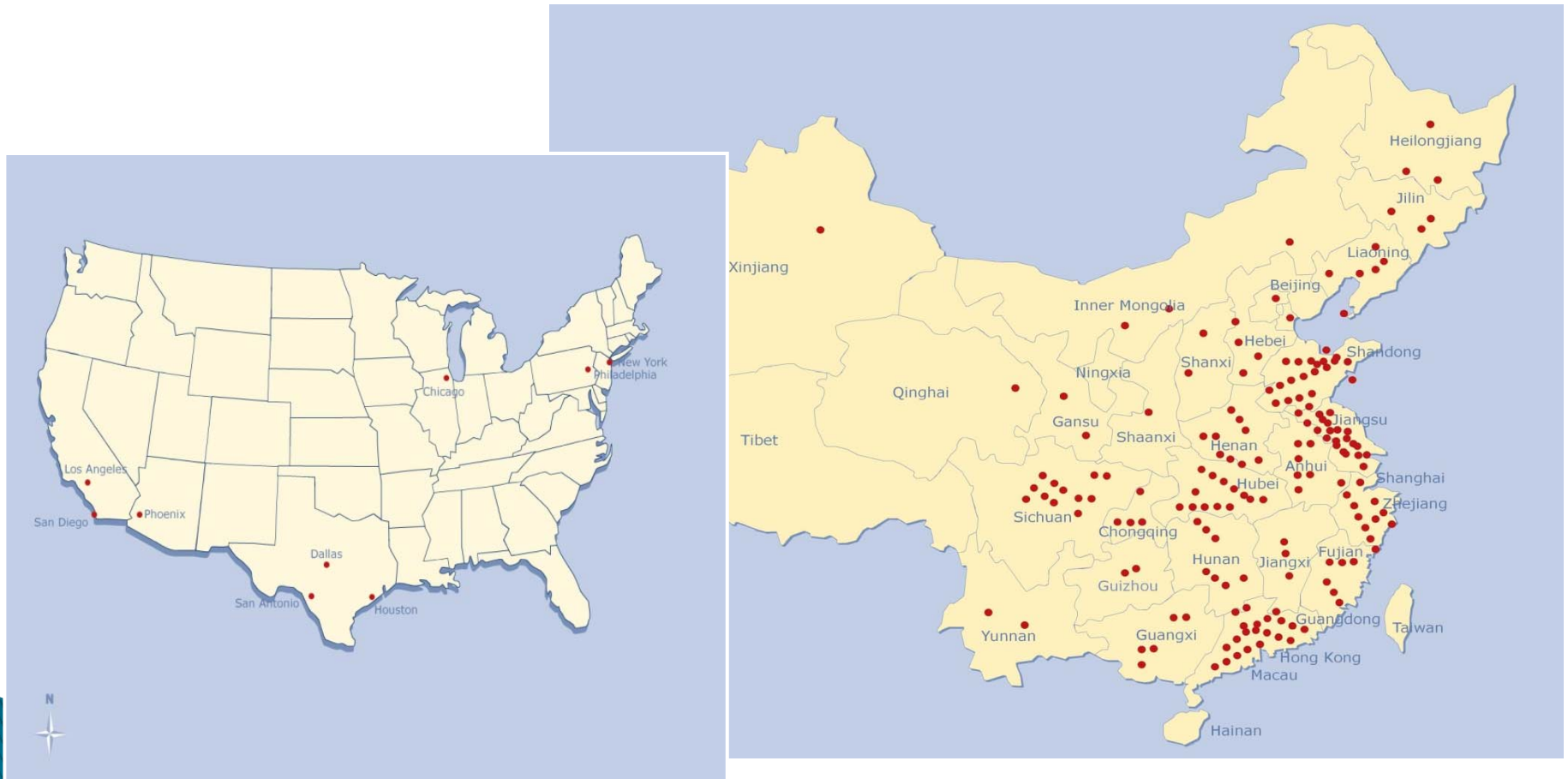
- ▶ Export heavy economy
- ▶ Low consumption

Re-Structuring Needed:

- ▶ Consumer-centric economy
 - Encourage spending
 - Social safety net
 - Increase income



Cities with Populations more than 1 Million



Yangtze River Delta (YRD)



Anhui

	2009	2010	2011	2012	2013	2014
GDP						
Nominal GDP (Rmb bn)	1,005.3	1,164.2	1,322.6	1,511.2	1,725.9	1,957.3
Real GDP growth (%)	12.9	14.0	11.9	12.4	12.4	12.1
Expenditure on GDP (Rmb bn)						
Private consumption	453.3	530.8	610.9	714.8	830.1	956.0
Government consumption	107.8	120.6	139.6	156.2	180.1	207.9
Gross fixed investment	482.4	542.1	600.6	667.3	742.7	822.5
Stockbuilding	-16.5	-1.3	2.1	5.5	8.3	10.0
Foreign balance	-21.7	-28.0	-30.5	-32.4	-35.3	-39.0
Population and income						
Population (m)	62.9	63.4	63.8	64.2	64.6	64.9
GDP per head (Rmb)	15,974	18,373	20,734	23,541	26,724	30,140
Real wages (% change, year on year)	11.2	9.7	11.5	8.5	9.7	9.8
Prices						
Consumer prices (av; % change)	-0.9	2.4	0.0	4.3	3.3	3.0
Producer prices (av; % change)	-7.2	4.0	-1.4	3.3	1.5	0.9
Foreign investment (US\$ bn)						
FDI utilised	3.8	4.4	4.8	5.3	5.8	6.1
External trade (US\$ bn)						
Exports (by location of producer)	8.4	10.1	11.0	12.4	14.2	15.8
Imports (by location of consumer)	7.2	8.6	9.4	10.8	12.8	14.7

Jiangsu

	2009	2010	2011	2012	2013	2014
GDP						
Nominal GDP (Rmb bn)	3,406.1	3,913.7	4,437.3	5,097.0	5,811.4	6,554.8
Real GDP growth (%)	12.4	13.2	11.6	12.1	11.2	10.9
Expenditure on GDP (Rmb bn)						
Private consumption	946.7	1,075.8	1,225.3	1,407.0	1,615.7	1,821.7
Government consumption	507.5	568.3	670.3	795.8	926.2	1,065.1
Gross fixed investment	1,627.8	1,886.1	2,151.2	2,487.8	2,850.2	3,246.5
Stockbuilding	78.7	118.5	135.2	158.1	179.1	196.6
Foreign balance	249.2	265.1	255.3	248.4	240.1	224.9
Population and income						
Population (m)	76.0	76.2	76.5	76.7	76.8	77.0
GDP per head (Rmb)	44,817	51,340	58,035	66,489	75,641	85,162
Real wages (% change, year on year)	14.4	11.2	10.7	8.1	8.1	6.3
Prices						
Consumer prices (av, % change)	-0.4	3.5	0.8	3.8	3.0	3.0
Producer prices (av, % change)	-4.8	2.0	0.1	2.7	2.2	2.0
Foreign investment (US\$ bn)						
FDI utilised	24.1	32.4	37.5	44.8	51.9	57.8
External trade (US\$ bn)						
Exports (by location of producer)	207.5	224.6	257.6	305.3	354.0	401.2
Imports (by location of consumer)	158.5	164.5	191.1	230.4	275.6	323.8

Source: Economist Intelligence Unit.

Shanghai

	2009	2010	2011	2012	2013	2014
GDP						
Nominal GDP (Rmb bn)	1,490.1	1,653.1	1,793.3	1,980.6	2,189.7	2,407.9
Real GDP growth (%)	8.2	10.2	9.3	9.8	9.4	9.2
Expenditure on GDP (Rmb bn)						
Private consumption	578.3	657.5	734.7	832.9	951.6	1,071.6
Government consumption	208.6	238.5	265.0	302.1	334.0	376.0
Gross fixed investment	558.3	678.5	714.2	764.1	825.7	882.9
Stockbuilding	31.8	35.6	35.1	40.6	43.7	46.2
Foreign balance	41.2	43.0	44.4	40.9	34.6	31.2
Population and income						
Population (m)	18.9	19.2	19.5	19.8	20.0	20.3
GDP per head (Rmb)	78,841	86,140	92,096	100,260	109,280	118,497
Real wages (% change, year on year)	10.2	8.1	8.6	9.2	7.7	8.5
Prices						
Consumer prices (av; % change)	-0.4	3.9	3.6	3.7	5.2	4.5
Producer prices (av; % change)	-6.2	2.6	-0.6	2.9	2.6	1.7
Foreign investment (US\$ bn)						
FDI utilised	10.5	11.9	12.9	15.1	17.2	18.0
External trade (US\$ bn)						
Exports (by location of producer)	141.9	160.2	188.8	227.5	270.2	352.7
Imports (by location of consumer)	137.2	163.2	196.0	239.0	300.4	364.6

Source: Economist Intelligence Unit.

Zhejiang

	2009	2010	2011	2012	2013	2014
GDP						
Nominal GDP (Rmb bn)	2,283.2	2,487.4	2,750.7	3,094.8	3,459.4	3,859.8
Real GDP growth (%)	8.9	10.1	9.2	9.5	9.4	9.5
Expenditure on GDP (Rmb bn)						
Private consumption	783.4	839.3	924.7	1,052.3	1,200.1	1,366.4
Government consumption	269.1	294.5	330.1	380.3	425.4	474.2
Gross fixed investment	1,019.4	1,101.5	1,198.3	1,308.7	1,433.4	1,566.3
Stockbuilding	-1.4	16.6	28.1	31.5	36.0	40.4
Foreign balance	212.7	235.5	269.6	321.9	364.5	412.5
Population and income						
Population (m)	51.4	51.9	52.5	53.1	53.7	54.2
GDP per head (Rmb)	44,420	47,889	52,373	58,287	64,465	71,183
Real wages (% change, year on year)	3.8	5.2	7.0	7.4	6.8	6.6
Prices						
Consumer prices (av; % change)	-1.5	2.2	1.3	2.8	2.4	2.1
Producer prices (av; % change)	-5.1	2.1	3.7	1.2	0.8	-0.5
Foreign investment (US\$ bn)						
FDI utilised	9.1	9.8	11.2	13.3	15.8	17.5
External trade (US\$ bn)						
Exports (by location of producer)	147.6	159.1	175.4	197.6	220.7	245.7
Imports (by location of consumer)	62.9	69.8	77.7	88.7	101.8	115.4

Source: Economist Intelligence Unit.

U.S. Exports to China Rebounds

	Commodity	Description	United States Dollars			% Share			% Change
			2008	2009	2010	2008	2009	2010	2010/2009
	_Total	All Commodity Chapters	69,732,837,543	69,496,678,611	91,878,263,856	100	100	100	32.21
1	85	Electrical Machinery, Etc.	11,366,211,375	9,477,890,011	11,548,691,314	16.30	13.64	12.57	21.85
2	84	Machinery; Reactors, Boilers	9,384,858,350	8,397,218,261	11,222,229,629	13.46	12.08	12.21	33.64
3	12	Misc. Grain, Seed	7,322,256,203	9,294,690,031	10,993,940,697	10.50	13.37	11.97	18.28
4	88	Aircraft, Spacecraft	3,909,805,080	5,336,732,166	5,764,620,906	5.61	7.68	6.27	8.02
5	90	Optical, Medical Instruments	3,714,773,536	3,960,400,736	5,205,011,019	5.33	5.70	5.67	31.43
6	39	Plastic	3,836,183,349	4,364,359,842	4,837,246,727	5.50	6.28	5.26	10.84
7	87	Vehicles, Not Railway	1,877,383,013	1,921,802,128	4,503,545,115	2.69	2.77	4.90	134.34
8	47	Woodpulp, Etc.	2,233,849,223	2,491,509,913	3,047,181,883	3.20	3.59	3.32	22.30
9	29	Organic Chemicals	2,083,412,729	2,392,104,687	3,023,240,220	2.99	3.44	3.29	26.38
10	74	Copper and Articles Thereof	2,058,658,851	1,777,164,176	2,850,865,678	2.95	2.56	3.10	60.42

Source: Tariff & trade data from U.S. Dept. of Commerce and U.S. International Trade Commission

Top 10 U.S. States Who Export to China

Rank	State	United States Dollars			% Share			%Δ 10/09
		2008	2009	2010	2008	2009	2010	
	All States	69,732,837,543	69,496,678,611	91,878,263,856	100.00	100.00	100.00	32.21
1	California	10,981,739,113	9,744,452,187	12,468,134,257	15.75	14.02	13.57	27.95
2	Washington	8,309,842,343	9,113,475,809	10,300,279,098	11.92	13.11	11.21	13.02
3	Texas	8,421,576,434	8,906,958,887	10,254,205,131	12.08	12.82	11.16	15.13
4	Louisiana	3,480,214,089	5,395,014,975	6,457,418,061	4.99	7.76	7.03	19.69
5	Oregon	2,468,784,349	2,969,546,938	4,046,199,585	3.54	4.27	4.40	36.26
6	New York	2,815,127,627	2,440,783,550	3,365,649,054	4.04	3.51	3.66	37.89
7	Illinois	2,512,807,774	2,470,309,137	3,179,793,836	3.60	3.55	3.46	28.72
8	Pennsylvania	1,630,498,524	1,540,207,933	2,673,049,058	2.34	2.22	2.91	73.55
9	Georgia	2,002,011,318	1,768,755,084	2,393,007,626	2.87	2.55	2.60	35.29
10	Ohio	1,818,908,552	1,886,249,748	2,295,100,944	2.61	2.71	2.50	21.68

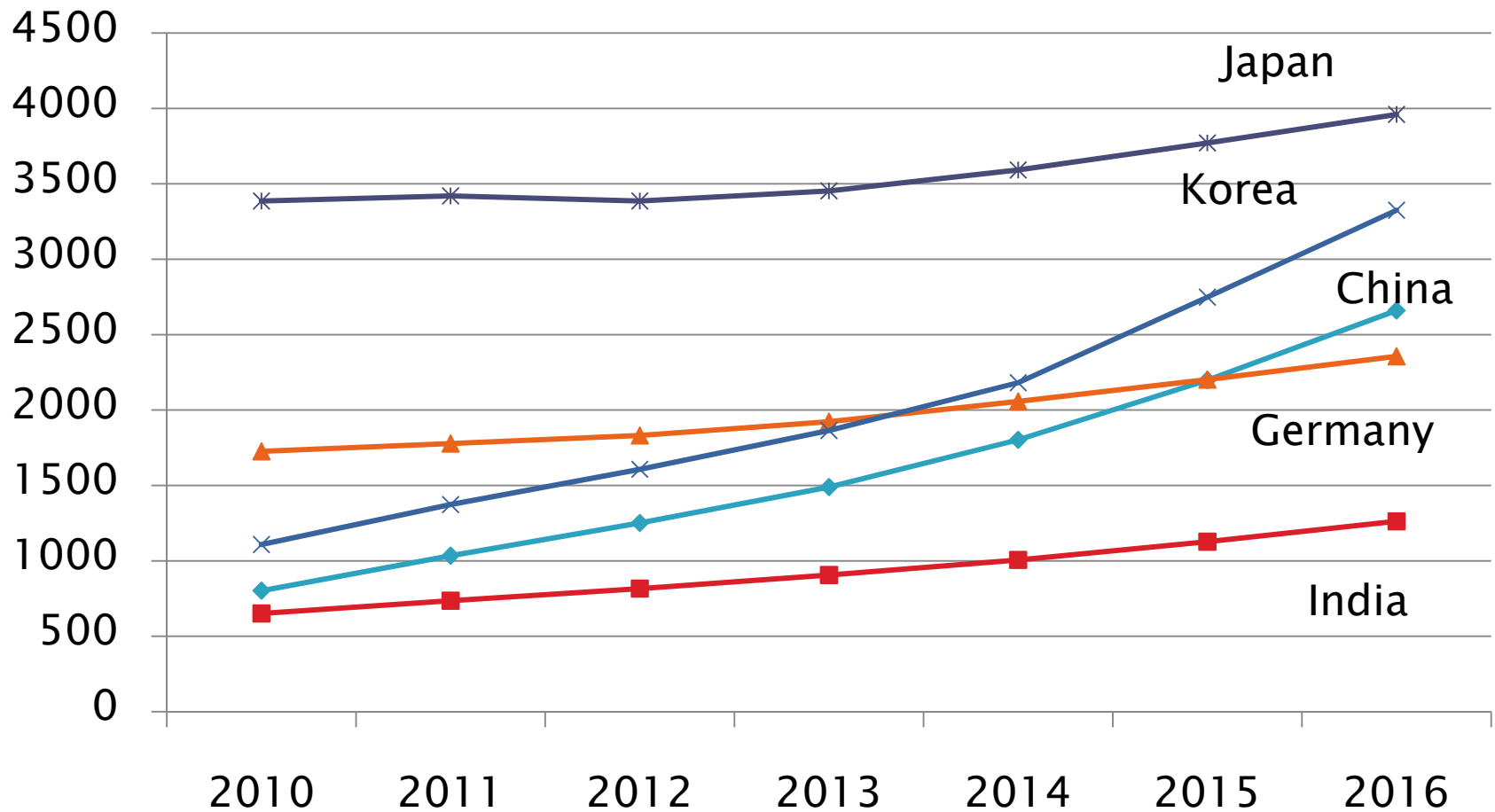
Focus on Five



The Hawaii Five

- ▶ Tourism
 - ▶ Education & Training Services
 - ▶ Consumer Goods
 - ▶ Agricultural Products
 - ▶ Green Technologies
- 

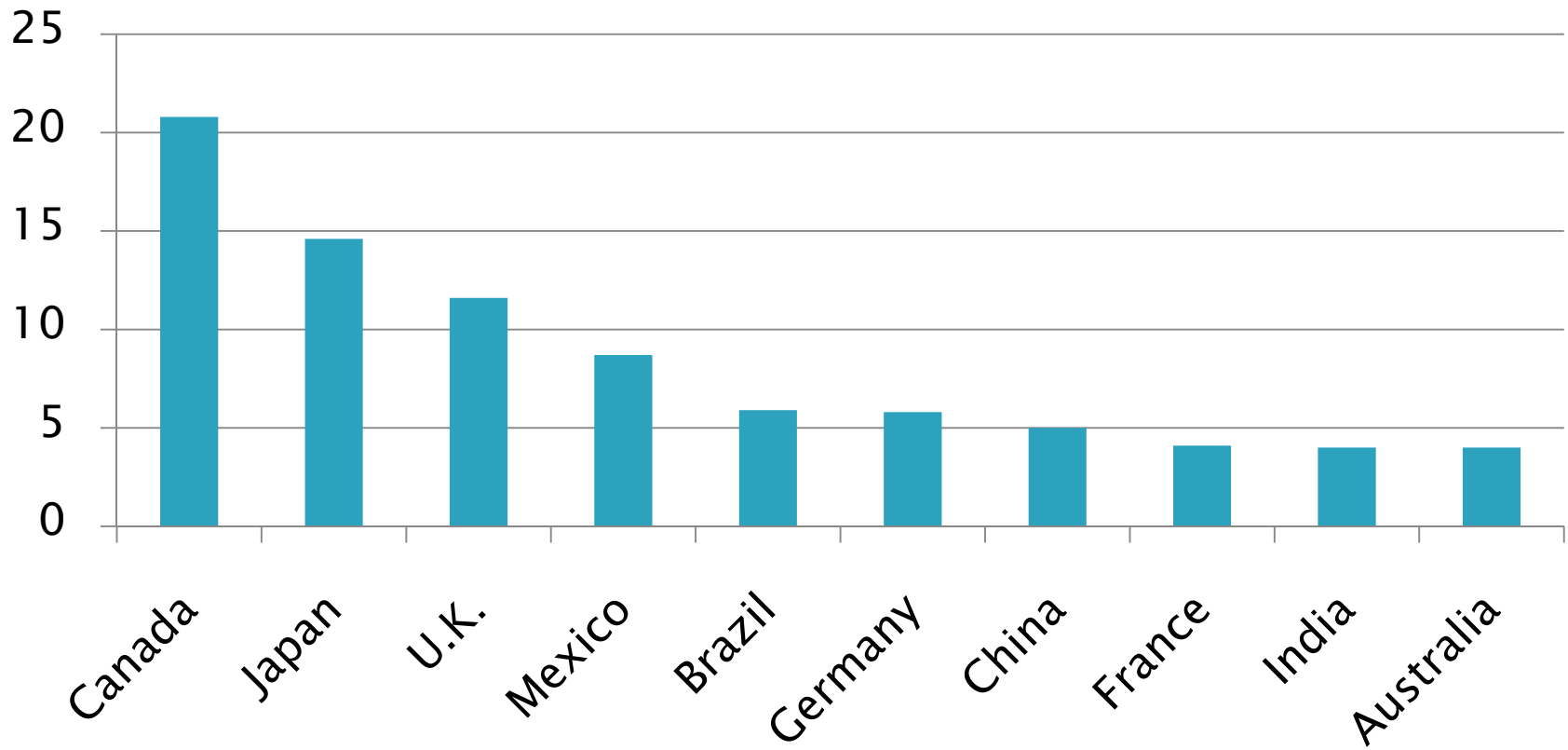
Forecast of International Travelers to the U.S. by Origin (in thousands)



Source: U.S. Department of Commerce, May 2011

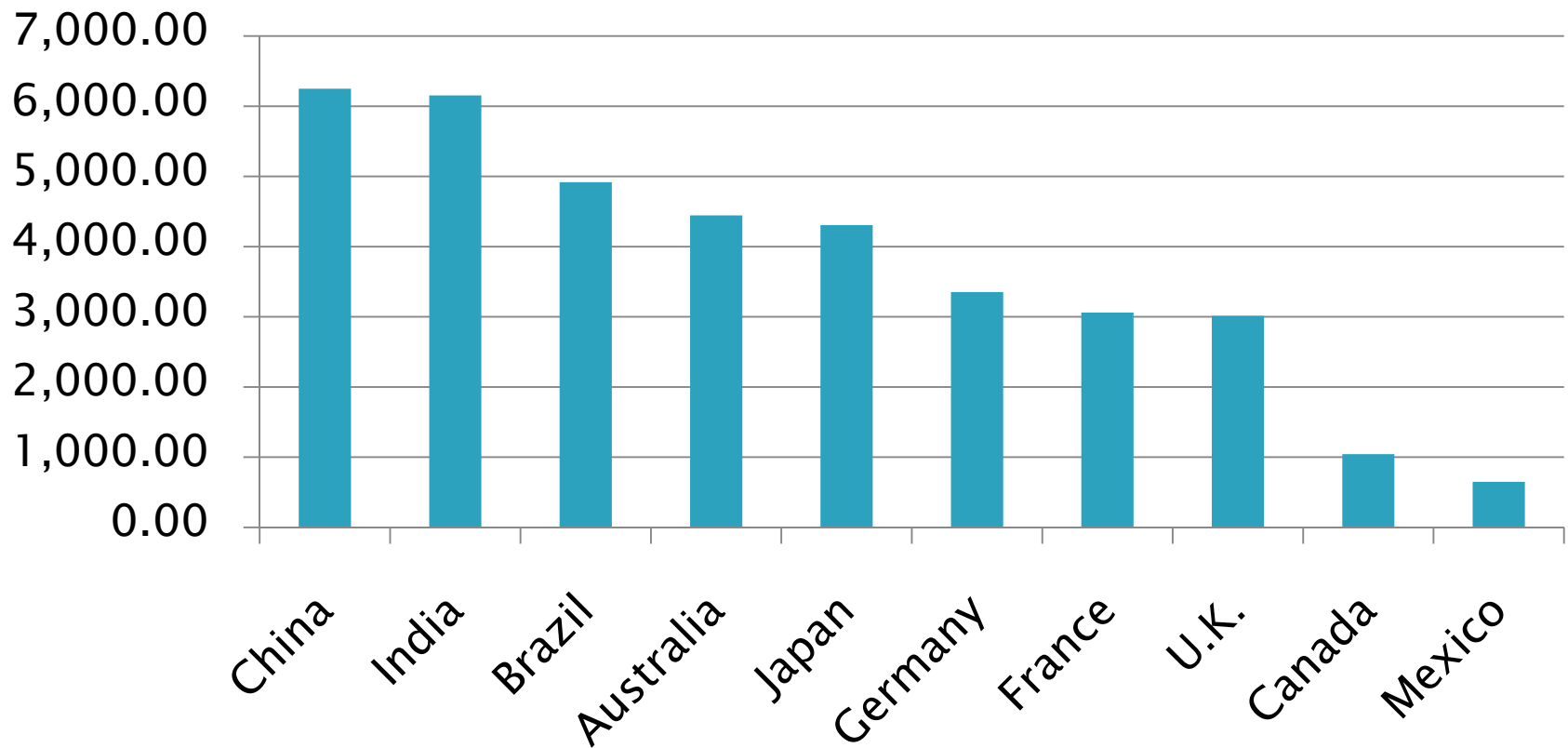
2010 Visitor Spending

Billions



2010 Spending per Visitor (in US\$ thousands)

\$/Visitor




On Visas

- ▶ As of 08/08/2011, 800,000+ (all of China)
- ▶ NIV Shanghai is one of top-two most efficient posts in the world in terms of applications adjudicated per officer
- ▶ 65+ days for interview wait-times*
- ▶ 46% growth over last 12 mos
- ▶ 48% for student visas (260,000 by 2013)

* Except for applicants in GLT/EDU Programs



GLT/EDU Programs

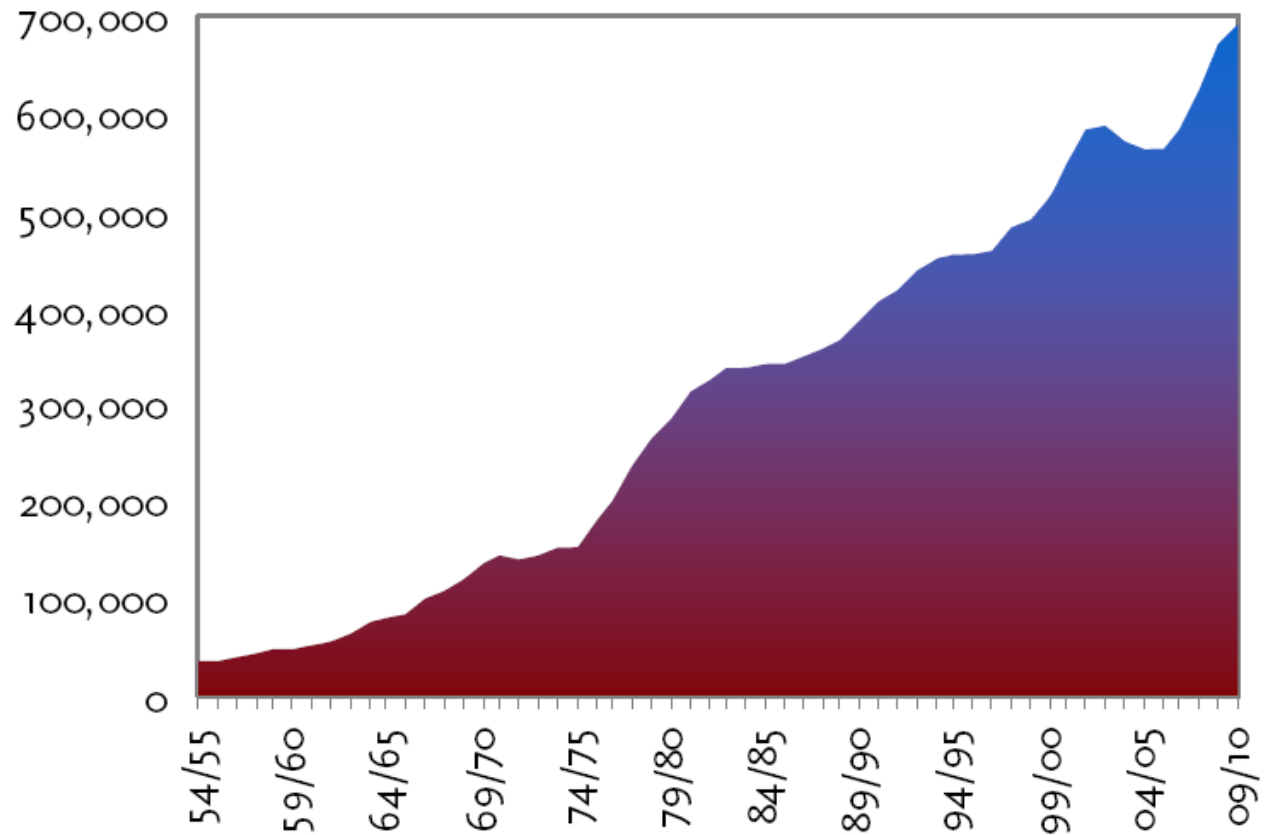
- ▶ Group Leisure Travel and Education Group Booking Programs
 - ▶ Inter-agency cooperation between CS Shanghai and NIV Shanghai
 - ▶ Allows tour operators to book interview times in advance (previously prohibited)
 - ▶ 11,638 Chinese travelers in 222 groups since Jan 2011
 - ▶ 6,549 Chinese students since Mar 2011
 - ▶ Efficiency gains: from 10/day to 250/day
- 

International Student Trends

In 2009/10, the number of international students in the U.S. increased 2.9% over the previous year to 690,923 students.

Top Places of Origin (2010)

1. China: 127,628
2. India: 104,897
3. S. Korea: 72,153
4. Canada: 28,145
5. Taiwan: 26,685
6. Japan: 24,842
7. Saudi Arabia: 15,810
8. Mexico: 13,450
9. Vietnam: 13,112
10. Turkey: 12,397



Retail Channels in China

Type			Characteristics/Coverage	Relevance	No. of outlets	Approx. % of goods sales
Mainstream		<ul style="list-style-type: none"> Hyper/super markets Convenience stores 	<ul style="list-style-type: none"> Nationwide network Concentrated in 300 prefectures Central managed, chained, structured 	<ul style="list-style-type: none"> All consumer goods Mass market 	<ul style="list-style-type: none"> Up to 0.1 mil 	45%
		<ul style="list-style-type: none"> SIM M&P, Kiosks 	<ul style="list-style-type: none"> Nationwide reach Across all city tiers, 300 prefectures, 2,700 counties, 10,000 towns Individually owned, highly fragmented 	<ul style="list-style-type: none"> Selected small value daily essential, F&B Mass market 	<ul style="list-style-type: none"> > 3.7 mil 	35%
Supplementary	Physical	<ul style="list-style-type: none"> Pharmacies 	<ul style="list-style-type: none"> Nationwide reach Across all city tiers, 300 prefectures, 2,700 counties, except towns 	<ul style="list-style-type: none"> OTC drugs/Health food RTD, Confectionary 	<ul style="list-style-type: none"> 0.4 mil with around 80% selling non-drug products 	10%
		<ul style="list-style-type: none"> Gas stations 	<ul style="list-style-type: none"> 60% owned by chains, fragmented 	<ul style="list-style-type: none"> Instant F&B, HPC Other daily essentials Mass market 	<ul style="list-style-type: none"> 0.1 mil, with around 15%, selling non-fuel products 	0.5%
		<ul style="list-style-type: none"> HoReCa Entertainment Travel Retailers 	<ul style="list-style-type: none"> Nationwide reach Across all city tiers, 300 prefectures, 2,700 counties, except towns Mainly individual, highly fragmented 	<ul style="list-style-type: none"> RTD beverage Alcohol Instant F&B Mass market 	<ul style="list-style-type: none"> Est. over 1 mil 	4%
	Virtual	<ul style="list-style-type: none"> E-commerce TV shopping Catalogue 	<ul style="list-style-type: none"> Nationwide reach Across all city tiers E-commerce is relatively concentrated TV & catalogue shopping is highly fragmented 	<ul style="list-style-type: none"> Consumer electronics Apparel and accessory HPC/Cosmetics Selected F&B Books/DVD Online shopper (age 18-45) 	<ul style="list-style-type: none"> Data on e-commerce player unavailable Around 100 TV shopping sites 	5%

Source: InterChina Interviews and Analysis.

China Retail Sales Indicators

	2008	2009	2010e	2011f	2012f	2013f	2014f	2015f
Retail sales (CNYbn)	10,849	12,534	13,924	16,152	18,764	21,567	24,674	28,162
Retail sales (US\$bn, fixed 2009 FX rate)	1,562	1,835	2,039	2,365	2,747	3,158	3,613	4,124
Retail sales (US\$bn, forecast FX rates)	1,561.9	1,835.3	2,057.2	2,436.2	2,880.6	3,387.1	3,974.4	4,652.7
Retail sales as % GDP	36.1	38.6	37.6	39.0	40.4	41.9	43.5	45.0
Retail sales per capita (CNY)	8,189.9	9,414.4	10,405.2	12,001.2	13,863.8	15,846.3	18,030.2	20,468.8
Retail sales per capita (US\$)	1,179.1	1,378.5	1,523.6	1,757.3	2,030.0	2,320.3	2,640.1	2,997.1
Total retail sales growth (CNY)	33.1	17.5	11.1	16.0	16.2	14.9	14.4	14.1
Per capita retail sales growth (CNY)	21.0	15.0	10.5	15.3	15.5	14.3	13.8	13.5
Private final consumption (CNYbn)	10,825	11,598	13,008	14,788	16,714	18,850	21,235	23,912
Private final consumption (US\$bn)	1,558	1,698	1,922	2,231	2,566	2,961	3,420	3,950
Private final consumption (CNY, real growth % y-o-y)	16	7	12	14	13	13	13	13

U.S. Agricultural Exports to China

Top 10 in 2010

Product Category	millions USD			Change
	2008	2009	2010	
Dairy Products	179.4	137.1	236.7	73%
Processed Fruit & Vegetables	114.2	130.6	166.3	27%
Tree Nuts	86.5	142.5	144.8	1%
Red Meats, FR/CH/FR	263.7	41	137.7	232%
Poultry Meat	441.6	401.8	102.5	-74%
Fresh Fruit	45.5	53.6	79.7	44%
Red Meats, Prep/Pres	25	25.4	57.7	126%
Snack Foods	19.7	23.9	35.2	48%
Wine and Beer	20.1	25	35	40%
Fruit & Vegetable Juices	10.9	16.7	15.5	-6%

Partners of the Shanghai Agricultural Trade Office (ATO)

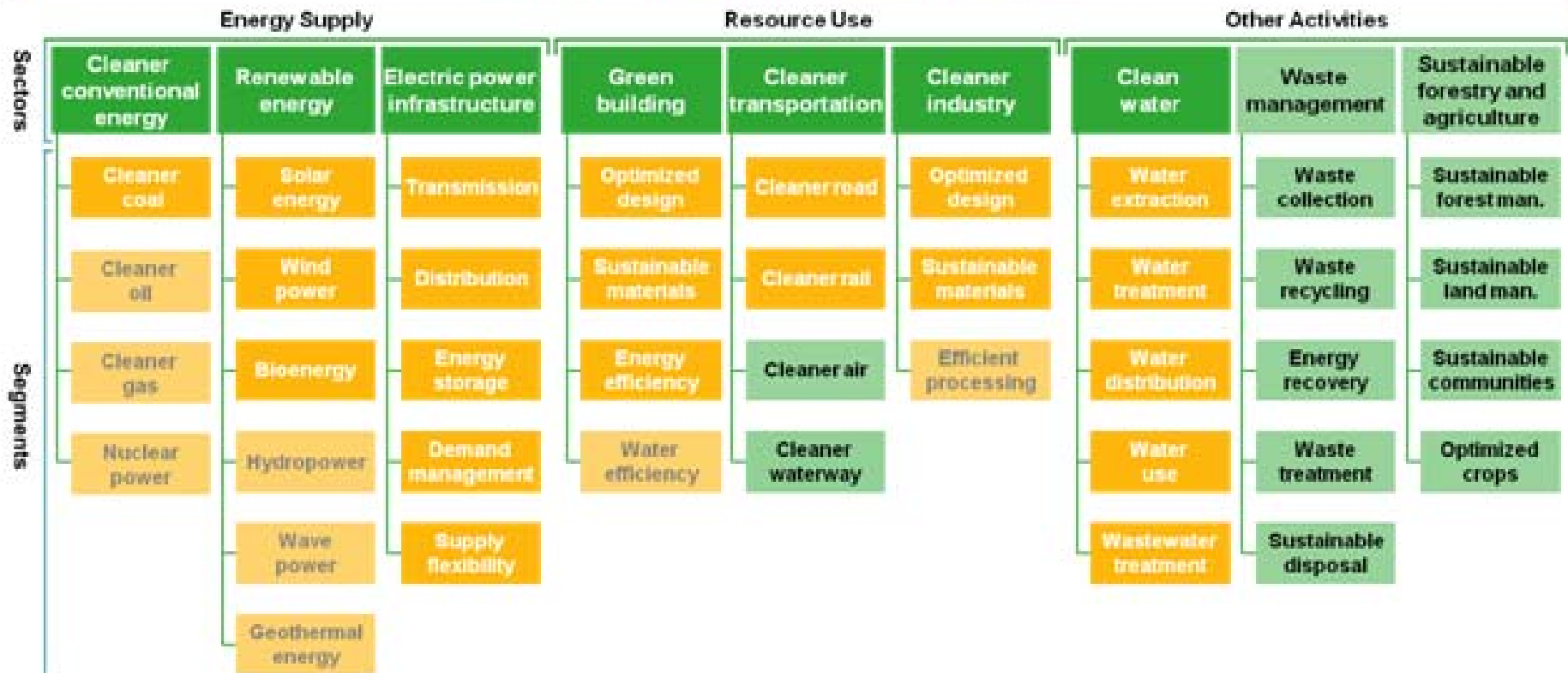
Online Resources

Chinese: www.meiguomeishi.org

English: www.usdachina.org

Clean Technology Resource: www.china-greentech.com

The China Greentech Market Map



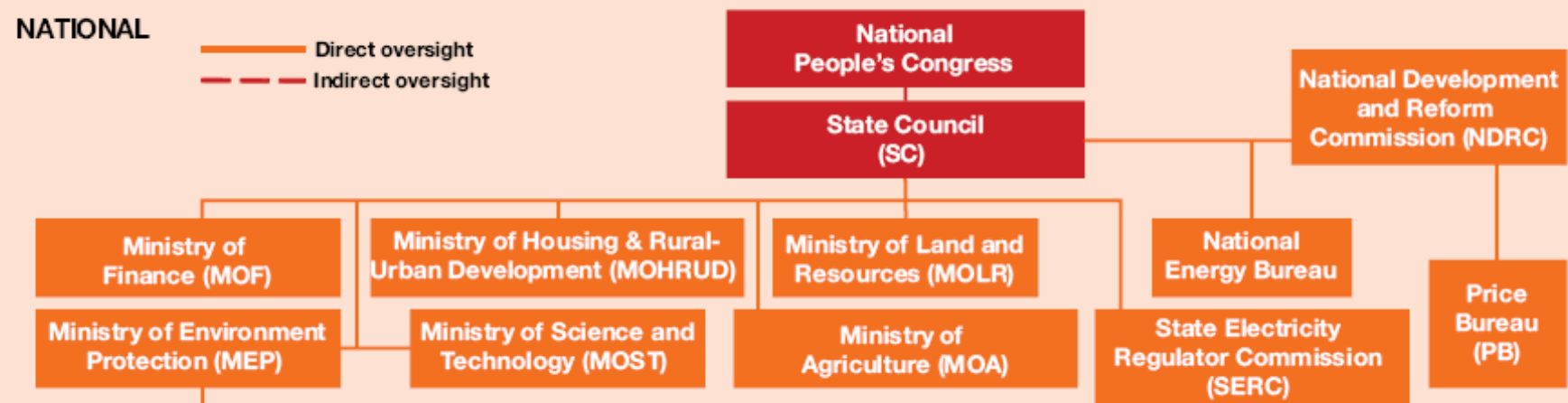
Legend: 2010 Scope and Focus

 Sectors covered
 Primary focus
 Secondary focus
 Limited or no focus

Preparing Your GR Operations for Renewable Energy

NATIONAL

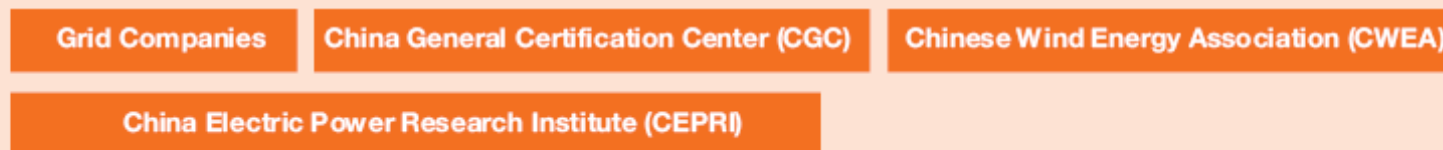
— Direct oversight
- - Indirect oversight



SUB-NATIONAL



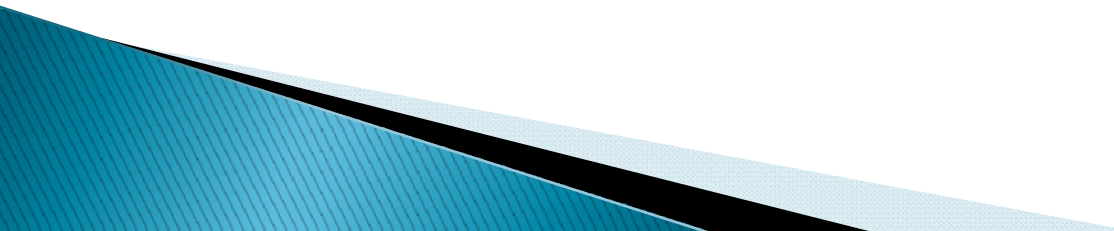
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Your Resources



What We Can Do for You

- ▶ Cost-effective matchmaking with potential Chinese partners (GKS)
 - ▶ Screen unsolicited offers from Chinese companies (ICP)
 - ▶ Company promotions to select audiences (SCP)
 - ▶ Multi-city road shows; USG-led trade missions
 - ▶ Trade show support (TFC)
 - ▶ Better strategic decisions through market research (CMR)
 - ▶ Organize buying delegations to the U.S. (IBP)
- 



Your Global Business Development Team



- 20 Cities
 - 6 CS Offices
 - 14 Secondary Markets



- 144 CS Officers & Trade Specialists



The Platinum Key Service Plan

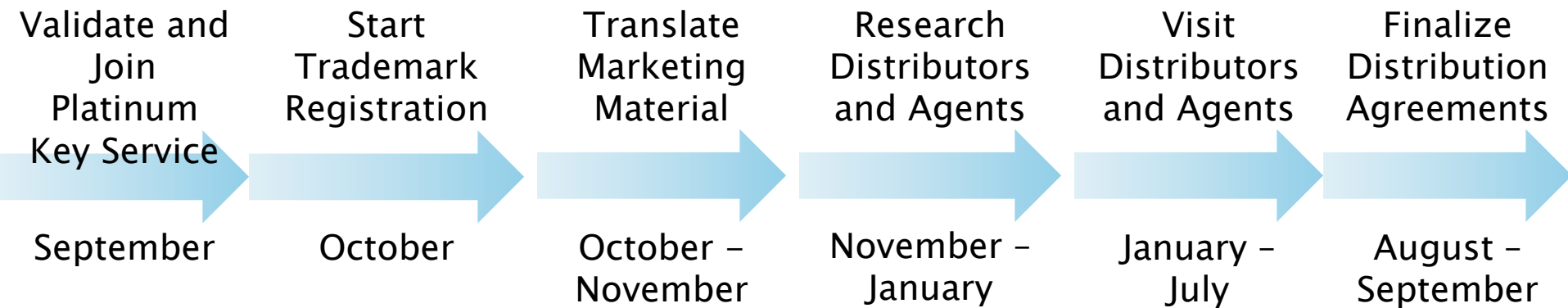
(An Example of What We Can Do)

- ▶ 10–12 participants (New-to-Market or New-to-Export)
- ▶ Distributor search in nine cities
 - Nanjing, Hangzhou, Hefei, Chengdu, Tianjin, Qingdao, Chongqing, Wuhan, and Dalian
- ▶ Introductions to pre-selected distributors and agents
- ▶ Introductions to importers and customs brokers
- ▶ Organization of promotional events and trade shows
- ▶ Access to all 5 Commercial Service China posts
- ▶ Your Experienced and Trusted Advocate

Benefits of the Furniture Platinum Key

- ▶ Your personal U.S. Government advocate to bring you into China's market
 - ▶ Trade Analysis and Consulting with a Commercial Specialist in the Furniture Industry
 - ▶ Access to specialists in Shanghai, Beijing, Guangzhou, Shenyang and Chengdu
 - ▶ Search for distributors in 9 Chinese cities with high growth prospects
 - ▶ Translation and local printing of marketing material in Chinese
 - ▶ Advertisement in Chinese furniture publications
 - ▶ Improve your search engine optimization
 - ▶ Research and due diligence of potential distributors and agents in each of the 9 cities
 - ▶ Management of the RFQ process for trademark agents
 - ▶ Counseling to finalize your Distribution Agreements
- 

Furniture Platinum Key Timeline



Participation Fee
US\$3,800 to \$4,100 annually
(Final cost depends on total number of participants)

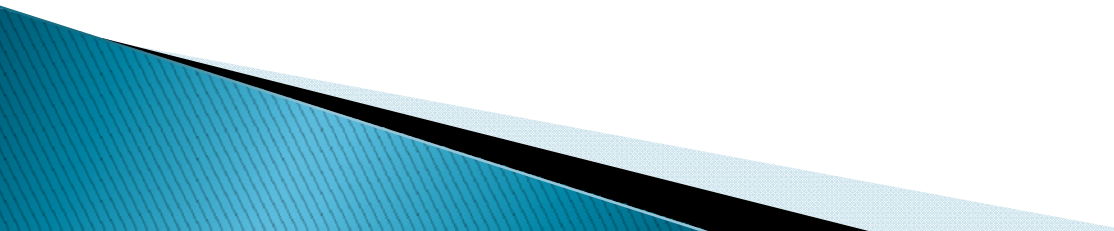
Export Financing

- ▶ Small Business Administration
 - “Export Express” program (flexible use of proceeds)
 - Export Working Capital Loan
 - Visit www.sba.gov or talk to your local USEAC International Trade Specialist
- ▶ U.S. Export–Import Bank
 - Working Capital Loans
 - Accounts receivable insurance (short-term)
 - Medium-term financing (5 years; 85/15; <\$10m)
 - Long-term financing (5 years; 85/15; >\$10m)
 - Visit www.exim.gov or talk to your local USEAC

What Motivates Us?

- ▶ Export Success Stories
 - ▶ Value of Exported Goods/Services
 - ▶ Number of U.S. Jobs Created
- 

Market Development Cooperator Program

- ▶ Up to \$500,000 in matching funds
 - ▶ To support projects that enhance the global competitiveness of U.S. industries
 - ▶ Limited to U.S. non-profit industry groups
 - ▶ Visit www.ita.doc.gov/td/mdcp or talk to your local USEAC International Trade Specialist
- 

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China Biotech Trade Mission

Join us for a Trade Mission to China October 14-18, led by Under Secretary for International Trade Francisco Sanchez.

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Q&A

