



中国国际商会

CHINA CHAMBER OF INTERNATIONAL COMMERCE



Serve the Internationalization of Chinese Companies

- An Introduction to China Chamber of International Commerce

By LIN Shunjie

Deputy Secretary General

China Chamber of International Commerce

October 28, 2009 Beijing, China



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Who are we?

- A nationwide business organization in China

- Members companies from all provinces and major commercial center cities
- Working with local public and private organizations in over 30 provinces.
- Host or support international business events in over 20 provinces
- A business network of 300 local Chambers of International Commerce

- Represent the most dynamic and internationalized Chinese companies

- No matter big or small, all dynamic players of int' l business
- We fight for internationalized Chinese companies globally

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Who are we?

- Member companies of all sizes, sectors, and regions

- 14 of Fortune Top 500

- 85% SMEs

- Foreign companies in China e.g. DSM China's case.



- Governed by a board of directors composed of over 100 distinguished corporate leaders

- Member driven instead of government driven

- Background info on the Chamber system in China

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Who are we?

- Chaired by Mr. Wan Jifei, Chairman of China Council for the Promotion of International Trade (CCPIT)

- 1988, CCPIT organized CCOIC and entered into International Chamber of Commerce (ICC) in 1994
- Background info on China's entry into ICC
- Strong backup from CCPIT



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CCOIC Missions

Expand the international business relationship to the benefit of its membership and, more broadly, the Chinese economy, by:

- Constructive engagement with foreign countries to eliminate trade and investment barriers and develop a rules-based commercial environment
- Improvement of business self-regulation in China and representation of China in the setting of international business rules and standards
- Advocacy for members whenever the Chinese or foreign government makes decisions that crucially affect corporate interests
- Spreading of business expertise to the development of Chinese economy, international business cooperation and the growth and prosperity of less developed countries.

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CCOIC Structure

Headquartered in Beijing, CCOIC is run by:

- A Secretariat with 5 business divisions

- Expert Commissions by topics

e.g. ICC Banking Technology and Practices Commission

- Sub-Chambers by industries

e.g. Real Estate, Muslim Products, Recycling Resources

- Task Forces by projects

e.g. Short term: Clean Energy, Overseas Social Responsibility,

Long term: Fair Trade Overseas Debt Collection



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What we do?

- International Cooperation

- Principle: involvement of member companies and value recognized by member companies
- Organize trade missions
 - > Industry concentration
 - e.g. mining mission to Brazil,
 - banking mission to EU
 - > Promote members' projects
 - e.g. Oregon port project mission



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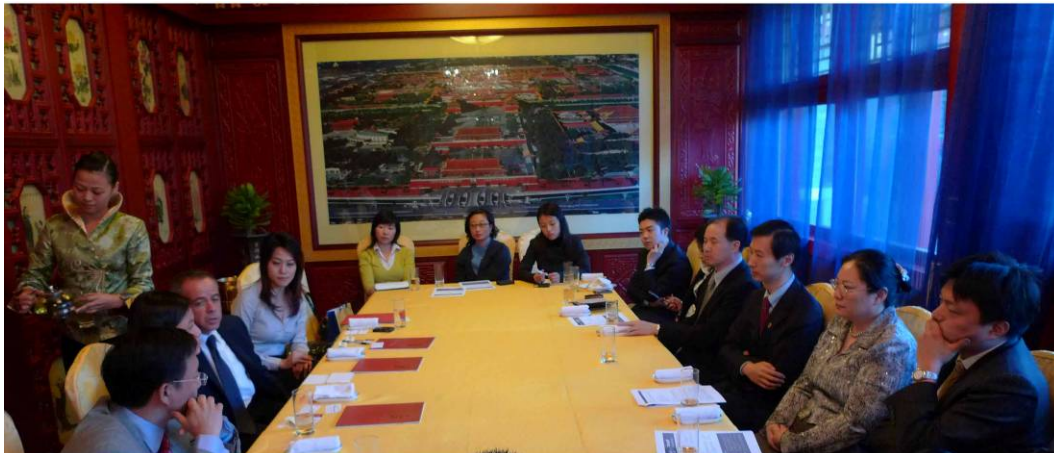
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What we do?

- International Cooperation

- Receiving trade missions
 - > Based on members' motivation
 - > Require close, high-level and small group meetings



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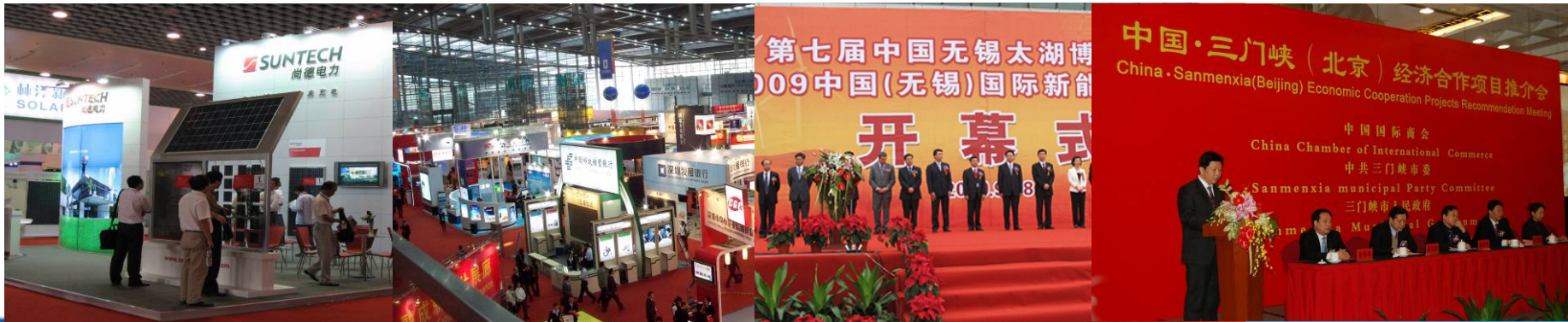


What we do?

- International Cooperation

● Host and Support Business Events

- > About 20 international or nationwide business events every year
- > In most cases, implemented by member companies
- > Support internationalization of local companies and cities by improving the quality of events
- > Customize marketing strategy for local provinces and cities



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What we do?

- International Cooperation

- CCOIC representations around the globe
 - > Share CCPIT rep office in 17 countries / regions
 - > Plan the first CCOIC Commerce Center in Poland staffed by a member company
- Strong support to foreign governments and trade associations in China
 - > e.g. US State of Oregon
 - CCOIC - SF Agreement
 - CCOIC - Minnesota Project
 - Columbia Coffee Association



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What we do?

- International Cooperation

- Keep trade balance

- > Trade conflicts: high export volume jeopardizes trade relationships
hard to import what we need

- > Three long-term import promotion projects in Shanghai,
implemented by member companies

- A. China International Commodities Center

 - Wine, machine tools & medical devices*

- B. Shanghai Pentagonal Mart

 - Comprehensive, agriculture
related products*

- C. China-USA SME Center

 - New energy technology*



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What we do?

- Fair Trade Initiative

- Trade dispute will be a long term challenge China has to face
The implication of recent tire case and steel pipe case
- Major risks to Chinese exporters
Anti-dumping, protection, product safety (call back)
- A task force of trade experts, lobbyists, lawyers and consultants from
High Risk Countries
- Overseas warning system
- Domestic evaluation system
- 2010 projects: Global Fair Trade Index & Investment Climate Ranking
System of Major Economies

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What we do?

- Voice of Business to Government and Legislature

- Present Chinese businesses' views to Chinese and foreign governments, congress and courts
- Dialogue mechanism between CCOIC and China's Supreme Court
The acceptance of ICC rules and practices in the court judgment
- Dialogue between CCOIC and Chinese Central Bank
Companies' views about foreign exchange administration and banking supervising
- Recent cases
Not to appreciate RMB exchange rate
Push the lawmaking on debt collection



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What we do?

- Self Regulation and Involvement in the Int' l Rule Making

- Work with industrial associations to promote the self regulation
- Strong at banking regulation with ICC backup
- Organize Chinese experts to participate in the int' l biz rule making, e.g. task force of Incoterms 3000
- Recommend Chinese business leaders to take posts in int' l business organizations



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What we do?

- Training

- Certificate training
 - > Certified Documentary Credit Specialists (CDCS) Test & Training
 - > Certificate in International Trade and Finance (CITF)
- Industrial training
 - > Intellectual Property Training
 - > Int' l business rules & practices training
- Outbound training missions
- Organize training courses for foreign training delegations with the support of member companies
- Facilities and property



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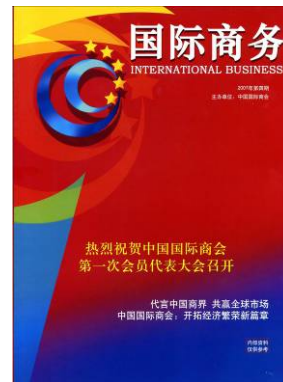
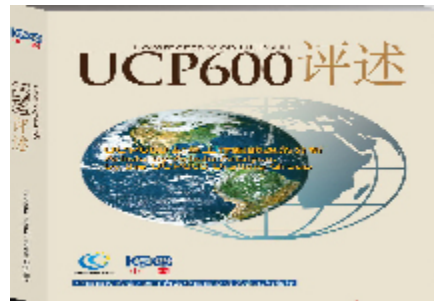
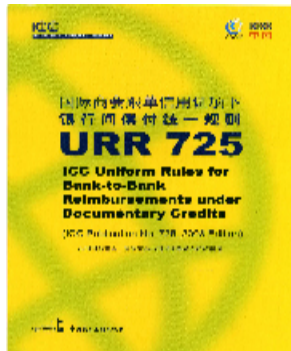
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What we do?

- Publications

- Member magazine
- Books of int' l rules and practices
- Specific subjects, e.g. *Chinese Companies' Overseas Social Responsibility Practices*



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Our Challenges

- Budget headache
 - The gap between dreams and realities
 - The crisis greatly reduced the corporate contribution
- Chinese companies' awareness
 - Rely on Government Complex
 - Face issue



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Contact Info:

Tel: +86 10 8221 7878

Fax: +86 10 6801 5737

8/F, CCOIC Building, 2 Huapichanghutong,
Xicheng District, Beijing, China