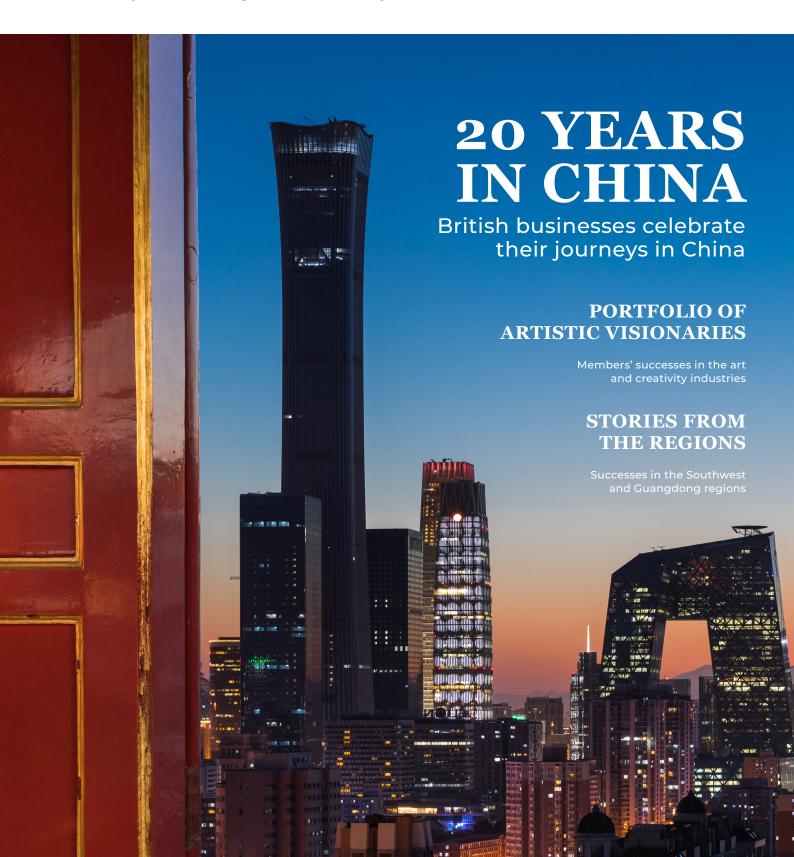


The Chamber

Advocacy, Knowledge, Community



ADVERTISE WITH US

REACH YOUR AUDIENCE THROUGH THE CHAMBER NETWORK



Spotlight Article

- Custom-written post featured on our Social Media/Website page.
- Promote business upcoming events, achievements, and thought leadership in your industry.



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Post your job vacancy on our Website, WeChat and LinkedIn channels for one month duration with extra 4 posts on Wechat and I highlight on LinkedIn to stand out at the competitive job market.



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- Position your brand in front of a highlyengaged audience, providing significant exposure to UK-China business community.



Bespoke Media Campaigns

 Tailor a unique media strategy that aligns with your specific business goals and initiatives.



Contact us to express your interest

enquiries@britishchamber.cn

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FOREWORD

The Chamber

EDITING TEAM

Jack Allen Meiru Chen Shirui Deng Wei Han Rachel Tsang Charlie Williams

BritCham China Sustaining Members

















































A Message from the Managing Director

BritCham Members and Friends,

Welcome to the very first issue of The Chamber magazine! I'm beyond excited to share this moment with you and immensely proud of the team that made it possible.

Working on this magazine has been an eye-opening experience. Through interviews, I've learned so much about our members and their inspiring stories in China. It's truly a reminder of how remarkable our business community is.

In this inaugural edition, you'll find stories of resilience and innovation from member companies celebrating their 20th anniversaries in the China market. We also highlight the unique stories and opportunities in Southwest China and Guangdong through our regional chambers.

We recapture the energy and collaboration in recent events that define our Community pillar. We also shine a spotlight on the creative industries, showcasing the incredible talent and contributions of smaller companies. And for a bit of fun, don't miss our special tip on where to find British pubs across China – bringing a touch of the UK no matter where you are.

This magazine is a celebration of you, our members. Read on and dive into the stories, insights, and features, and let's continue to achieve great things together!

Cheers,

Rachel Tsang Managing Director, BCCC

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A TASTE OF BRITAIN

Introducing authentic British pubs across China.





The CRU China team at their 20th anniversary ceremony in Shanghai



past 50 years CRU has advised global clients in the metals, mining and fertiliser industries, providing unrivalled market intelligence, data, price subscription services and consultancy services. Fast forward to March 2024, the CRU China team became the second biggest of CRU's offices worldwide and celebrated its 20-year anniversary in Shanghai on the Huangpu River.

CRU China's story began in 2004, when the office was established under a "launchpad" incubator scheme of the CBBC and a year later, the representative office was registered. CRU Beijing legally inaugurated as a Wholly Foreign Owned Enterprise (WFOE) in 2017, solidifying its official foothold in China. Now the team has 50 experts in the Beijing and Shanghai offices and more than 100 clients in the country, signifying its rapid expansion and growing credibility in the Chinese market.

When asked about the significance of the Chinese market to CRU, John Johnson said that "China is at a stage where it accounts for close to 50% of demand or supply in many commodity markets. That's why it's important to be here". This staggering global market share was even accelerated by COVID-19, when a commodity boom followed the supply chain shortages and bottlenecks, which became "an interesting time for CRU," added Johnson.

"Our independence and objectivity are crucial for our clients"

- John Johnson CEO, CRU China

Bridging the Gap: CRU's Unique and Purpose-Driven Solutions

CRU's dedication to comprehensive market analysis and tailored advisory services has made it a go-to partner for many Chinese companies. Renowned for its objective and independent insights, CRU helps clients navigate the complexities of the metals, mining, and fertiliser industries.



Celebrating 20 Years of Excellence

"Our independence and objectivity are crucial for our clients," said Johnson. "we provide honest objective advice, sometimes not to proceed with certain projects, which helps us maintain our credibility and trust with clients". One project that stood out the most, involved CRU providing a lender's report for a downstream metals project in the Middle East, facilitating negotiations between Chinese investors and a Middle Eastern bank to secure financing. This example highlights CRU's ability to bridge international gaps and support Chinese companies in their global ventures.

Leading the Charge: Sustainability at the Forefront

CRU is at the forefront of sustainability, with a strong focus on decarbonisation. Their Emission Analysis Tool measures CO2 footprints for thousands of global assets, helping Chinese steel mills and other clients track and reduce emissions. CRU also advises on sustainable business practices, assisting companies in sourcing low-carbon materials and developing decarbonisation strategies.

"Metals are a large contributor to carbon emissions, and it's vital to have accurate measurements," noted Johnson. "Our tool helps clients benchmark their progress and compare it with industry standards." CRU's work in promoting 'green premiums' in metals further underscores its commitment to helping industries transition to cleaner energy and more sustainable practices. In one notable case, CRU supported Chinese metals producers entering the Indonesian market for battery metals, providing crucial analysis during volatile market conditions.

CRU China has faced its share of challenges over the past two decades, including navigating the aftermath of the Sichuan earthquake and adapting to the COVID-19 pandemic. Following the Wenchuan earthquake in 2008, CRU's chairman Robert Perlman generously donated to build a Hope Classroom for students affected by the disaster, showcasing the company's commitment to social responsibility.



CRU China's 20th Anniversary reception at the Huangpu River, on 20th March

CRU's Next 20 Years

As CRU China celebrates its 20th anniversary, the focus shifts to the future. Under the leadership of Chaosheng Tang, the company plans to expand its footprint in China and strengthen its global presence. Talent development remains a priority, with robust internship programs and flexible work arrangements ensuring a steady influx of new talent. "We have the best people in the metals industry working with us," Johnson remarked. "Our goal is to keep nurturing this talent and expanding our expertise.

CRU will continue to support critical minerals cooperation and guide Chinese companies through international investments, aligning with initiatives like the Belt and Road. In sustainability, CRU aims to expand its consulting services in new energy sectors, including electric vehicles and renewable energy.

CRU's journey in China over the past two decades has been marked by significant achievements and commitment to excellence. As it looks to the future, CRU is poised to continue its legacy of innovation, sustainability, and talent development, ensuring ongoing success in the dynamic Chinese market.

"Talent is our biggest asset."

- Chaosheng Tang China Country Manager and VP of Sales, CRU China





Students at the UNNC Opening Day

In 2004, the University of Nottingham Ningbo China (UNNC) embarked on a transformative journey, establishing itself as the first Sino-foreign university in China. Situated in Ningbo, Zhejiang Province, UNNC represents a robust partnership between the University of Nottingham and Zhejiang Wanli University Group. Over the past two decades, UNNC has evolved into a leading institution, known for its academic rigor, innovative research, and strong cultural ties between the UK and China.

UNNC's journey is marked by numerous significant milestones. From its humble beginnings with a modest student population, the university now boasts over 9,000 students from more than 60 countries. This diverse environment enriches the educational experience, promoting global understanding and collaboration.

One of UNNC's most notable achievements is its pioneering role in research and innovation. The university has established several research institutes and centres, addressing key global challenges in sustainable energy, advanced manufacturing, and environmental sciences.

UNNC's commitment to academic excellence is reflected in its comprehensive range of undergraduate, postgraduate, and doctoral programs. Aligning with international standards while integrating local relevance, these programs prepare students to navigate and contribute to a globalised world. The university's employment reports highlight a 95.7% employment rate for undergraduate graduates in 2023, with many securing positions in Fortune Global 500 companies and prestigious institutions.

"UNNC has been one of the most significant institutions delivering high-level British-style higher education and innovation internationally. It has created international science and technology innovation platforms and shaped cross-border industry to university cooperation chains"

 Professor Shearer West, the President and Vice-Chancellor of the University of Nottingham

UNNC has cultivated over 20,000 international talents who actively contribute to the global economy and China's modernisation. The institution's research contributions, including the cryogen-free clinical Magnetic Resonance Imaging (MRI) project, showcase its commitment to innovation and societal impact.

Cultural Integration and Community Engagement

Beyond academics, UNNC has made significant strides in cultural integration and community engagement. Initiatives such as language exchange programs, cultural festivals, and collaborative community projects foster cross-cultural understanding and create a vibrant, inclusive campus environment.

UNNC's partnerships with local industries and government agencies have facilitated numerous internships, joint research projects, and community development programs. These collaborations bridge the gap between academia and industry, driving regional economic growth and social development.

Looking Ahead: The Future of UNNC

As UNNC celebrates its 20th anniversary, it remains dedicated to its vision of becoming a world-class university. The institution continues to invest in state-of-the-art facilities, groundbreaking research, and innovative teaching methods.



20th anniversary celebration at the UNNC campus on 13th April

Looking ahead, UNNC aims to expand its global footprint, attract top-tier talent, and strengthen its partnerships with leading universities and research institutions worldwide.

UNNC's journey over the past two decades is a testament to the power of collaboration, innovation, and cultural exchange. As it embarks on the next chapter of its story, UNNC stands poised to make even greater contributions to the field of education and the broader global community.





Business lunch with the China Chamber of Commerce in the UK

BRITCHAM ANNUAL UK DOORKNOCK

In the last week of June, the British Chamber were delighted to once again visit London as part of our UK outreach efforts, engaging across business, policy and academia with partners across London. Highlights include key meetings with UK government departments on China policy and support for British businesses in market; meetings with Chinese counterparts in the Chinese Embassy in the UK, as well as the China Chamber of Commerce in the UK; business roundtables with BritCham members across the sectors represented by BritCham; and work with civil society groups and academia, including at King's College London, Asia House, the Great Britain-China Centre, and much more.

These important meetings allow us to convey member concerns directly to British decision-makers, as well as to support UK headquarter offices in developing a China strategy that is informed by live in-market conditions.

We were also delighted to partner with the IoD, Beijing to Britain and Sino Auto Insights for the inaugural UK China Summer Conference, delivering insights from on the ground in China to a packed-out audience of over 200. Topics spanned the length of the UK-China bilateral, including advice to the incoming Labour government on their China strategy, a panel on dealing with overcapacity and other market issues, and a very special panel from the BritCham China team in London on their views on the China market

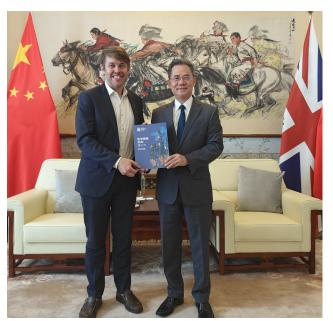
Planning has already commenced for Doorknock 2025, and we are excited to include even more members' voices and more regional visits on our future trips to the UK. Brit-Cham members have received a write-up of this year's UK Outreach, including our key findings on the trip, as well as information on how you can get involved in our advocacy work over the second half of this year. If you're not a member or want to learn more about the Chamber's advocacy work, get in touch with us at advocacy@britishchamber.cn.



BritCham panel discussion at the UK-China Summer Conference



Meeting with the Foreign, Commonwealth and Development Office China policy team



BritCham Chair Julian Fisher presenting Position Paper 2024 to H.E. Ambassador Zheng Zeguang



INSTITUTE OF DIRECTORS

Better directors for a better world

The Institute of Directors (IoD) was founded in 1903 in London and awarded Royal Charter in 1906. It is one of the oldest business membership organisations in the world, with circa 19,000 current members, including nearly 4,000 international members, in 90 countries. The IoD is the only organisation able to award the Chartered Director Qualification worldwide.



The IoD is currently offering the four courses for the Certificate in Company Direction in China

International Role of the Director and the Board

Strategy for Directors

Finance for Non-Finance Directors

Leadership for Directors



Finance for Non-Finance Directors course will take place on 18-20 September 2024 in Shanghai.

This course has been designed to demystify the world of finance for non-finance directors and senior managers. It will give you an understanding of key financial concepts and terminology. You will leave with the skills and knowledge needed to evaluate business plans, question financial information and contribute more effectively to boardroom decision-making.



To secure your place or for more information please contact: Tina.Wang@iod.com



Chris engages in a productive discussion with team members in the APCO office



Chris Torrens, APCO's managing director of the Greater China region, is a veteran risk and compliance expert with more than three decades of experience providing strategic advice for multinational clients across various sectors. Chris currently serves as Vice-Chair of the British Chamber of Commerce in China.

BRINGING NUANCES TO THE UK-CHINA RELATIONSHIP

rowing up in a sleepy town in the west of England, Chris Torrens didn't imagine he would end up spending much of his working life in China. After graduating from Leeds University with a BA in Modern Chinese Studies, Chris did odd jobs and travelled before joining Control Risks, a UK-based specialist risk consultancy where he would end up spending more than 20 years - albeit with a 12-year interlude at UK government relations firm Batey Burn, the Economist and PwC. In March of this year, Chris joined APCO where he now runs the Greater China business. Beyond the boardroom, Chris loves cycling in the mountains around Beijing and walking the two stray dogs he and his wife adopted during the Covid years in Shanghai.

Chris' earliest exposure to China was via his aunt, an aerospace engineer dispatched to Beijing by Rolls-Royce following the resumption of Sino-British trade in 1974. Influenced by anecdotes about life in China and highly unusual gifts (for an English schoolboy) — Chairman Mao's Little Red Book, bamboo diabolos and socialist realism art posters — he became fascinated by China and by the age of twelve had already set his heart on studying Chinese and visiting the country for himself.

In September 1984 Chris arrived at Fudan University in Shanghai (having to change flights in Bahrain and Hong Kong, there being no direct connection) to start the second year of his four-year course. This exchange year proved to be life-changing as Chris travelled to Beijing, Harbin, Shenyang, Dalian, Hainan, Luoyang, Chengdu and Xi'an before a final arduous road trip to Urumqi, Kashgar, Dunhuang and Lhasa.

After graduating in 1987, with little demand for Chinese speakers, Chris was unable to find a job, so he spent a year teaching English in Taipei and appearing as a clueless foreigner in TV comedy shows. Back in London and still unable to find a job using his Chinese, Chris worked as a cycle courier for a year before a stroke of good luck landed him a job at Control Risks as an Asia risk analyst. Chris was to spend 22 years at Control Risks - from 1989 to 1994 and again from 2006 to 2024 - and almost as much time living and working in Greater China, from 1994 to 2009 and again since 2019. His return to China followed a rekindling of ties with Chinese companies in the Middle East and Africa, where China's Belt and Road Initiative was in full swing, his ties with China were resumed when he started working with Chinese clients operating in the Middle East and Africa. In 2019, the calling of China finally brought him back as Partner of Control Risks' Shanghai office.

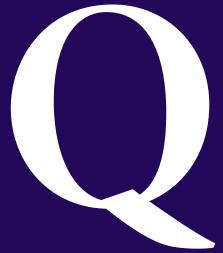
"I couldn't get a job in the UK with a Chinese language degree so I worked as a cycle courier."

After the 20th Party Congress, 2023 had been an especially challenging year for risk consultancies such as Control Risks, amid the policy reprioritisation towards national security and away from economic development. This partly led to Chris' departure from the firm, but his deep-rooted love for China persists as strongly as the first time he was issued a "Foreign Expert" visa.

Now as Managing Director Greater China for APCO, Chris makes international trips to the political hubs including Washington DC to humanise the China narratives. As he says, "Those who are lucky enough to live and work in China for so long, have a responsibility to bring nuance and humanity to the UK-China relationship."

Speaking with Chris, we have been reminded of two life philosophies. One, finding out and sticking with your passion is not merely a motivational cliche, but something that could pay rich dividends and transcend hard times. Two, as the old adage goes, "to whom much is given much is required." Holding a high position should not lessen one's sense of responsibility but rather, amplify it.







ew cultural relations organisations are as expansive, versatile and long-standing as the British Council is. Despite the seismic geopolitical shifts and socioeconomic challenges over the years, the British Council is now celebrating its 90 years of history globally, and 45 years of enduring ties with China. After an exclusive conversation with Tiffany You, the Council's Director of Examinations in China, we are reporting on the Council's areas of excellence, future growth in the Examinations space, as well as Tiffany's decades-long leadership experience and philosophies.

As the Director of Examinations, how significant is this area to the operations of the British Council here in China?

In 2023, the British Council Exams administered more than 1,000,000 examinations in China in partnership with UK boards and awarding bodies. In terms of IELTS alone, more than 4 million tests were taken around the world last year, with a significant proportion from China. To date, we have established partnerships with over 1,000 Chinese educational institutions such as universities, middle schools, language training schools and overseas study agencies, in the aspects of English educational reform, teacher training and internationalisation. These impressive figures underscore the immense importance of our operations here.

What are some recent trends in the examination space that the Council is trying to advance?

Firstly, one of our official surveys shows that the UK remains the most popular destination for Chinese students, thanks to its educational advantage such as high-standard education, world-leading research and flexible courses. Meanwhile, the highest number of IELTS test takers for studying in the UK stems from the perception that IELTS is considered the safest choice for UK educational institutions and visa application. We hope to seize this opportunity to better facilitate Chinese students studying in the UK. Secondly, China's ambition to build an education powerhouse means that studying abroad remains an effective pathway for cultivating international talent, with English communication skills being a crucial skill to be equipped.

British Council exams portfolio all adhere to communication-based principle to enable more effective talent assessment, particularly IELTS. We not only provide holistic solutions spanning across different stages of customer life journey, but also offer value-added services such as teacher training. These efforts will assist institutions and enterprises in talent screening and evaluation, catering to market demands and aligning with the goals of English education in China.

What's your conviction behind the 20 years of international assessment services, almost half of the Council's history in China? What's keeping you in this specialty area?

Spanning over two decades within China, my dedication to the field of international assessment services is driven by a profound belief in the transformative nature of education. Witnessing the positive influence of quality assessments like IELTS, offering life-changing opportunities to individuals, has fueled my enduring passion and commitment to this specialised area.

What are some of the important leadership qualities that your team most appreciate?

My team often express appreciation for my approachability, transparency, and dedication to fostering a culture of inclusivity, creativity and innovation. Additionally, my focus on mentorship and professional development has been positively received, as it enables individuals to unleash their full potential within the team



3 Exciting Initatives From the British Council China Exams in 2024

- 2024 marks the 35th anniversary of IELTS, the British Council launched IELTS brand campaign in June, meaningfully convey the IELTS brand purpose, "IELTS exists to enable more people to pursue truly global ambitions of living, working and studying around the world". British Council IELTS Prize 2024 launched in July to award high-calibre individuals who're pursuing higher education overseas with IELTS, to empower Chinese students create more possibilities to achieve personal success.
- In March 2024, the British Council launched the new service – IELTS One Skill Retake for IELTS on Computer test takers. Meanwhile, to make IELTS more accessible, British Council continues to expand IELTS On Computer centres in China, aiming to offer IOC tests in over 100 test centres in 44 cities by summer 2024.
- 3. In 2024, the British Council will upgrade the IELTS partner eco-system by upgrading four key programmes: Tuition Provider Partner Programme, IELTS Beacon School, ITE (IELTS Teacher Essentials) programme and ICE (IELTS Counsellor Essentials) to better support the development of our partners and IELTS teachers and maximise the value to test takers.



Tiffany You at the Study UK Alumni Awards



Tiffany You at the 2023 China Annual Conference and Expo for International Education (CACIE)



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From Beijing Roots to British Innovation
— The Shakeup Cosmetics Odyssey in China

"We were born in Beijing, moved to the UK 25 years ago, and eventually created a British brand that we're now taking back to our home country. It's a full-circle moment that's both unique and deeply meaningful to us."

- Jake Xu, Co-founder of Shakeup Cosmetics

The journey of Shakeup Cosmetics began with two twin brothers from Beijing, who ventured to Britain for their studies. Little did they know, the UK would become the birthplace of their entrepreneurial spirit and, later, their groundbreaking cosmetics brand.

Their deep dive into the beauty industry started serendipitously, through a marketing company founded in 2006. This venture, primarily dealing with beauty brands like Molton Brown and Burt's Bees, provided them a front-row seat to the nuances of product development and consumer engagement in the beauty sector. However, it was their personal battle with skin issues that planted the seeds for Shakeup Cosmetics. The market's lack of innovative, quality skincare solutions for men spurred them into action, leading to the birth of Shakeup in 2019—a brand that would cater specifically to men's skincare needs, wrapped in the ethos of affordable luxury.

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As the world grappled with the pandemic, markets everywhere went into a state of hibernation. The UK was no exception. But rather than seeing this as a setback, Shakeup viewed it as a strategic opportunity to pivot towards the untapped potential of the Chinese market.



This move was driven by more than just business acumen; it was fuelled by a profound understanding of cultural dynamics and consumer behaviour—a knowledge grounded in their own bicultural experiences.

Shakeup was launched in China in July 2020 through Tmall Global, leveraging the brothers' linguistic skills and cultural insights. The brand was introduced at a time when the Chinese male beauty market was burgeoning, ready to embrace new paradigms. Their first 11-11 shopping festival campaign was a resounding success, setting the stage for rapid growth and solidifying Shakeup as a formidable player in the arena.

What truly sets Shakeup apart is its unwavering commitment to customer feedback. The brand's entire product development is propelled by what real users say and need. This approach has led to the creation of products that are not just innovative but are perfectly aligned with consumer desires and regional nuances.

Understanding and aligning with consumer behavior is not just a part of Shakeup's strategy; it is the bedrock upon which their marketing efforts are built. In China, where digital platforms like Douyin dominate the social media landscape, Shakeup has adeptly adapted its marketing strategies to thrive. By engaging with local influencers who embody the aspirations and aesthetic values of their target demographic — affluent, young Chinese men seeking quality and luxury in their skincare—Shakeup has not only amplified its brand presence but has also deepened its consumer connections in ways that traditional marketing could never achieve.

This approach is a shining example of Shakeup's commitment to the "masstige" market - a term that denotes products that are perceived as prestigious yet accessible, offering mass appeal with atouch of luxury.

Above: Shakeup Cosmetics Founders: Jake Xu (L) and Shane Carnell-Xu (R)

Shakeup's focus here is strategic and clear: they target a specific consumer base with precision, avoiding the pitfalls of trying to appeal to everyone and thus, diluting their brand's unique appeal.

Chinese The male cosmetics market, though fiercely competitive, is seen by Shakeup not as a battleground but as a fertile ground for growth and innovation. Unlike the saturated "red oceans" characterised by cut-throat competition prices and aggressive tactics, Shakeup views landscape more of a "blue ocean" of opportunity where competition serves to elevate

the market rather than diminish it. This perspective is crucial because it allows Shakeup to focus on what they can offer uniquely-high-quality, distinctively crafted products tailored to the specific needs and desires of Chinese men. Shakeup's view of its competitors as allies rather than adversaries reflects a mature and strategic understanding of market dynamics. This cooperative perspective encourages a diverse marketplace where consumers benefit from a wide array of choices and where brands can flourish by fulfilling different consumer needs and preferences.

As Shakeup looks to the future, the strategy is clear: deepen engagement in the Chinese market while exploring new global territories. The brand's roadmap includes expanding their product range to include more bespoke solutions tailored to Chinese consumers' preferences, which increasingly call for specialised products that reflect local tastes and needs.

Check out their products on Tmall, Taobao, Douyin and their official website *shakeupcosmetics.com*.





ur sixth Position Paper finds that businesses are yet to see government plans for improving international investment into China translated into meaningful market reforms.

This May, the British Chamber of Commerce in China launched its annual Position Paper, one of our most prominent advocacy publications. This paper, informed by interviews and roundtables with over 100 British businesses operating in China, provides valuable insights that consistently receive positive feedback from our members and policy stakeholders. Our aim is to promote a better business environment for the mutual benefit of the UK and China.

The publication enables the Chamber to identify market access issues faced by our members and propose solutions to relevant policy makers. Recent editions of the report have seen the Chamber successfully advocate for policy changes across multiple sectors.



Panel discussion at the Position Paper 2024 launch event on 22^{nd} May





BritCham Chair Julian Fisher at the Position Paper 2024 media launch



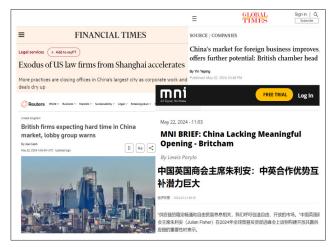
Since last year's paper, we have observed significant developments on both macro and micro levels that have positively impacted our members:

Macro:

- A delay to China's income tax reform, aiding in the retention of foreign talent
- China's 24-point guidelines and action plan for attracting foreign investment
- Policies addressing data regulation and concerns, a primary issue for our members

Industry-Specific:

- Significant expansion in recognised vocational qualifications, allowing several British firms to continue providing services in the country
- Introduction of a pilot program in Beijing to remove the two-year work experience requirement for work visas
- Recognition of lot codes to identify the production date on alcoholic beverages
- Restoration of China certified emission reductions for the voluntary carbon market.



Media coverage

Last month saw four launches for our paper, with one at the British Embassy in Beijing, one with the Chinese Ministry of Commerce (MOFCOM) along with one for press and one for our members.

Since its launch, there have already been government engagement of some key issues relating to specific issues faced in-market by British companies, all of which will continue into the new year. We've also had press coverage in multiple publications, including level coverage in the Chinese and Western press and inclusion of our sector specific reports in publications for the Financial Times and Politico.

To download the paper, please scan the following code:



BEST OF SCOTLAND

their inner Scot at the Highland Games 2024, held for the first time at Dulwich College Beijing. Co-organised with the Scottish Government Office in China, Scottish Development International and the Beijing Scottish Society, the Games are the largest annual celebration of Scottish culture in China. This year, our attendees ran, jumped, carried, and tugged their way to glory across dozens of sporting competitions.



FOOD, DRINK, AND MORE

With over thirty booths on offer in our tastes of Scotland village, all palates were catered for at this year's Games. Where else in Beijing could you get haggis, neaps and tatties, washed down with a glass of beer brewed in Glasgow?

As well as a variety of food and drink options, our booths also provided some unique retail experiences and opportunties for learning. Yonger guests had the chance to have a go at coding, drawing, yoga, and much more.

SPORTS

Sports were the highlights of this year's programming, with more opportunities to take part in the Games than ever before. Throughout the day, kids and adults alike gave their best at our traditional Highland Games, supported by Trainyard. For a more chill vibe, yoga classes from Taozi Tree Yoga also brought families together for a bit of fun in the sun.

As always, our games culminated in the traditional tug of war competition, where sixteen teams battled it out in the ultimate test of strength and skill for glory! A huge congratulations to Beijing Devils who won the competition this year.

The Games also played host to two brand new sporting competitions this year. In the inaugural Highlands Cup, BSB FC won our brand new five-a-side football competition, putting in a valiant effort against BritCham United in the final. We were also delighted to make Women's Rugby Sevens a new addition to this year's games, with members from the Beijing Ducks, Aardvarks, Devils and Chaoyang Sports School all taking part in this special exhibition match.











THE BEST OF SCOTLAND

The beating heart of the Games this year was the expanded Scottish Pavilion, generously sponsored by Scottish Development International and the Scottish Government Office.

Celebrating the best of Scottish higher education, food, drink, and produce, the pavilion welcomed guests throughout the day. With free whisky tastings from some of Scotland's top distilleries, opportunities to learn about eight superb Scottish universities, and the chance to take home some great Scottish products, the pavilion introduced some of Scotland's proudest exports to guests.

Inside the Pavilion, we also had a special display board to commemorate the life of Eric Liddell, popularly known as "The Flying Scotsman!" We were glad to be a part of the activities celebrating this inspirational figure in China–Scotland relations. To commemorate Liddell's legacy and 100 years since he won gold at the Paris Olympics in 1924, we also held a hotly-contested 100m dash!

ALL FOR A GOOD CAUSE

As well as a superb day of celebrating Scottish culture, the Highland Games is also proud to support the Migrant Children's Foundation. MCF does incredible work with disadvantaged youth in Beijing's suburbs, including funding health checkups and treatment, inspiring kids to learn about science and technology in the classroom, and much more.

Our lucky draw on the day sent ten of our guests home with very special prizes, including a two night stay at Naked Castle in Moganshan, a master class in Tai Chi on the Great Wall from WildChina, an exclusive Scottish Hamper of treats from Breakfast Champion, Overtone and the Scottish Government, yoga passes from Taozi Tree Yoga, and much more. All the proceeds from the raffle directly support MCF's work. Thank you to our vendors who so generously sponsored this year's raffle.





OVERTONE BREWERY

From Glasgow Beginnings to Beijing's Bustling Hutongs



With a dazzling array of IPAs, beer posters influenced by music and sport, and full Scottish breakfasts on the menu, Overtone Brewery is our newest addition to the British Pubs in China guide – and a proud member of the British Chamber of Commerce in China.

As with many great ideas, Overtone Brewing Co started as the pet project of a university student; founder Bowei Wang moved from China to Glasgow in 2006 to study at the city's university, finding a thriving city where nightlife was key and craft brews were just beginning to take off. A few years into his university career, Wang decided to experiment with his own craft brews.

Finding success among his friends with his homemade drinks, Wang took the leap to establishing Overtone in 2018, and quickly found a strong reception in the city. Working together with head brewer Dan Miller from the US, Overtone developed its repertoire of American-style craft beers and its specialism in IPAs in the Northeast USA style. In the six years since founding, Overtone has found itself featured as one of Scotland's most exciting brewery brands in both the popular press and indie brewing circles.

Overtone's first venture into the Chinese market is its new outlet on Dongsi Beidajie, right in the heart of Beijing's hutongs. Opened in January this year, the space caters for fifty, and has already played host to a number of sporting and musical events – and BritCham's last alumni social, in January 2024. So far, reception has been strong, said Timothy Xia, head of Overtone's Chinateam. With many bars and other brewpubs nearby, competition in this area is intense, but the Overtone team have already developed a strong following of beer fans from across the city.

"The youth market is moving away from baijiu," Xia noted; instead, craft beer and bars continue to become more popular as places to socialise for younger Chinese. Their tastes overwhelmingly match those of the original consumers of Overtone's products back in Glasgow, he explained. Hazy IPAs are the biggest seller in the bar, with sours a close second. All their beers come direct from the brewery in Glasgow, meaning that each visit often heralds a new selection of rotating beers to choose from.

With six months under their belt, and a strong start to its operations in Gulou, Overtone are now ready to expand further into Beijing's thriving craft beer market. The opening of a rooftop just in time for the summer season – replete with TVs for streaming sports matches – will more than double capacity in the bar, while there are even grander plans for one more opening in Beijing late this Summer, alongside expansion plans for Shanghai and few more major Cities in China. Meanwhile, tap takeovers across China are raising the company's profile across the country.

Introducing Overtone Brewing Co.

Overtone Brewing Co, a craft beer brand from Glasgow, Scotland, specialising in top quality craft beer brewing, founded in 2018. With the most popular hazy IPA of the moment, it was ranked among the top craft brews in the UK at its inception. In 2021, Overtone Brewing Co. was named Top10 New Wave Craft Brewing Brand among the UK, and has bagged multiple awards in beer competitions. As of 2024, the products have been exported to over 20 countries, and officially entered the Chinese market in 2023.







PORTFOLIO OF ARTISTIC VISIONARIES

The are proud to highlight seven exceptional members in the art and creativity industry. These diverse and dynamic organisations represent the pinnacle of innovation and artistic expression, each bringing their unique vision and expertise to the Chinese market. From cutting-edge design and architecture to transformative educational programs and artistic platforms, our featured members—LAVA, JinShang, Wordsearch, Taozi Tree Yoga, 5 Star Plus, Rockschool Ltd., and CISCA—exemplify the spirit of creativity and excellence that drives our community forward. Join us as we explore their inspiring journeys and remarkable achievements.



LAVA

At the heart of Beijing's vibrant Hutongs, LAVA Beijing emerges not just as a branding design studio but as a hub of creative transformation. Under the dynamic leadership of Céline Lamée, LAVA blends a unique Dutch conceptual approach with the rich tapestry of Chinese visual heritage.

Céline's journey with LAVA began in 2013 when she decided to root her creative pursuits in the Hutong of Beijing. Since then, she and her team of adept designers have embarked on a mission to dissolve clichés and spark engaging dialogues between diverse visual cultures. Their workspace is more than just a studio; it's a place of dynamic interaction with the neighbourhood—often seen exploring the local area on a three-wheeled sanlunche, the studio thrives on the energy and inspiration the city provides.

Their "distorted fruit" mural at Aranya resort won Silver at the GDC2023 design awards, and their Mobile Design Agency 2.0 was lauded as the Social Design of the Year by Award360°. These awards are testament to LAVA's commitment to pushing the boundaries of design and its application.

LAVA Beijing is not just creating designs; they are crafting a legacy of cultural dialogue and innovation, proving that in the world of creativity, there are no boundaries—only endless possibilities for collaboration and transformation.

JinShang



Founded in 2016 by Lilian Tian, JinShang has quickly ascended as a beacon of innovation in space design and art, profoundly influencing how people interact

with their environments in Beijing. With a foundation built on the principles of community, creativity, and technological integration, JinShang transcends traditional commercial property ventures to become a lifestyle, an invention, and a sanctuary for golden-hearted people.

The transformative impact of JinShang's designs can be seen in their dynamic use of spaces across Beijing. From converting a bike shed into the vibrant "JinShang Rainbow Terrace" to transforming a car park into the bustling JinShang Square, the company continually redefines the functionality and appeal of urban spaces. These areas have hosted a myriad of events, from Shakespeare plays to international dance festivals, each adding a unique thread to the cultural fabric of Beijing.

JinShang's approach to design and community engagement is revolutionary. Each project is a showcase to their commitment to nurturing the human spirit through thoughtful design.



These spaces are where people not only come to see but to be part of something larger than themselves—a movement towards a more interconnected and empathetic world.

Wordsearch

Founded London wordsearch 添惠达 over four decades ago, Wordsearch has established itself as an industry leader in branding and communication for the built environment sector. In China, Wordsearch has applied its strategic experience and creativity to a number of transformative Real Estate projects such as K11 Musea, the China World Trade Centre, and the China Resources Tower, Shenzhen. The agency's ability to blend international trends with local cultural insights ensures that each project resonates deeply with both local and global audiences, making each development not only visible to its market, but also commercial successful.

Their marketing campaigns employ a diverse mix of media-from written publications and films to detailed visualisations and digital content. Each tool is selected to tell the story of the spaces they represent, ensuring that the essence of every building and its impact on the urban fabric are communicated effectively and emotively. In the evolving narrative of urban development in China, Wordsearch continues to be an essential storyteller, capturing the imagination of audiences worldwide and shaping how we live, work, and play.





5 Star Plus



5 Star Plus Retail Design, a shining example of international commercial interior architecture and design, is at the heart of China's architectural innovation.

It merges strategic thinking with artistic prowess to transform spaces into storytelling landscapes.

5 Star Plus has mastered the art of cultivating authentic brand identities that resonate with consumers and stand the test of time with over a decade of work in China's commercial design sector. The specialised knowledge of retail design at 5 Star Plus, with a background encompassing interior design, architecture, and visual merchandising, allows them to understand and execute in-store processes, branding, and marketing strategies that are tailored to diverse product categories.

The company's recent accolades, including the bronze award in the POS | Exhibition Architecture category at the prestigious Austriacus Austrian Federal Advertising Awards, are a testament to their design excellence. Their work on the UK Pavilion at the China Beauty Expoa masterclass in balancing classic and modern aesthetics demonstrates their ability to not only meet but surpass the expectations of their clients.

Taozi Tree Yoga



Nestled in the bustling district of Sanlitun lies a haven of tranquilly and growth, Taozi Tree Yoga. Theresa Parsonage (桃子老师) and her husband, Ross, founded this boutique studio in 2018, and it has evolved into a haven for those seeking harmony in mind, body, and soul. It's not just a

yoga studio; it's a vibrant community that invites everyone to embrace wellness, personal growth, and a sense of belonging through the ancient practice of yoga.

Taozi Tree Yoga stands as an example of the transformative power of holistic wellness. They were recognised by That's Beijing with the "Best Yoga Studio of the Year" award in 2019, 2021, and 2023, which acknowledged their dedication to excellence in yoga and wellness.

As Taozi Tree Yoga looks to the future, the studio buzzes with anticipation for its upcoming projects and the evolution of the wellness industry. With initiatives like the Traditional Chinese Medicine (TCM) courses, and the intermediate Sound Healing Course, Taozi Tree Yoga remains at the vanguard of integrating time-honoured healing practices with modern wellness techniques.





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Rockschool Ltd.



Awarding the Contemporary Arts

Founded in 1991, RSL Awards has been the pioneer

in contemporary arts education over the past three decades. They have focused on creating innovative and engaging music and performing arts qualifications that are delivered all over the world. RSL Awards' vision is to be a

global leader in contemporary arts education and this is reflected in the wide array of qualifications offered, including Rockschool® Contemporary Music, RSL Classical® Music and Creative Digital Media.

RSL Awards is proud to be launching their newly updated 2024 version of their flagship Guitar, Bass and Drums qualifications.

RSL Awards witnesses tremendous talent in students in China and are dedicated to equipping teachers with the right resources to nurture this talent and providing students with pathways into creative industries.

Their mission is to encourage and empower individuals to explore and express their talents through the art of performance. RSL Awards is committed to supporting teachers to contribute this mission and together help shape the future of creative education.



CISCA



The Conservatory of International Style and Cultural Arts (CISCA) was founded in 2009 by Creative Director, International Fashion Designer, Choreographer, Director, Producer and Ballerina Flora Zeta Cheong-Leen (Dr.h.c.).

CISCA has established itself as a premier institution for cultivating artistic talent. With a curriculum that includes the latest in pedagogical advancements and classical ballet traditions, CISCA ensures that each student receives a well-rounded, innovative education in the arts. The faculty comprises internationally renowned professionals bringing their knowledge and experience to nurture and inspire the next generation of artists. In the past year, the conservatory has been especially prolific, showcasing the premiere of their new motion picture ballet, "A Midsummer Night's Dream," which received acclaim in Beijing and Shanghai. Their annual Wonder Ball successfully raised funds to support underprivileged yet talented children in the arts, aligning with their mission to make artistic education accessible to all.

Looking forward, CISCA remains dedicated to its core values of love, care, and mutual assistance within the arts community. The school plans to integrate traditional Chinese cultural elements, such as Tai Chi and the Five Elements, into its teachings, offering students a unique perspective on movement and artistic expression.





uangdong Province, a dynamic economic force, is recognised as the heart of China's manufacturing prowess. Contributing an impressive 32.7% to China's GDP in 2023, reaching a total of 13.57 trillion RMB, Guangdong's manufacturing sector is critical in the global supply chain landscape. This remarkable economic performance underscores Guangdong's pivotal role, earning it the moniker "the powerhouse of supply chain and manufacturing." This article features two members of the British Chamber of Commerce Guangdong, China Global Sourcing and JAG UFS.

Guangdong Province, a dynamic economic force, is recognised as the heart of China's manufacturing prowess. Contributing an impressive 32.7% to China's GDP in 2023, reaching a total of 13.57 trillion RMB, Guangdong's manufacturing sector is critical in the global supply chain landscape. This remarkable economic performance underscores Guangdong's pivotal role, earning it the moniker "the powerhouse of supply chain and manufacturing."

Guangdong's Strategic Importance for China Global Sourcing and JAG UFS

Located in the Pearl River Delta, Guangdong houses key manufacturing hubs such as Zhongshan, Foshan, Dongguan, and Shenzhen. These cities form a robust network driving global supply chain and manufacturing activities. China Global Sourcing, for instance, initially set up its base in Guangzhou, where the company connected with BritCham Guangdong.

Recently, they moved to Shenzhen, to capitalise on the region's burgeoning tech industry. This move has enabled them to collaborate on the development of AI consumer products, exemplifying Guangdong's significant role in fostering innovation in the supply chain.

JAG UFS, established in London in 1981, expanded its operations to Shenzhen in 2005. Despite being a foreign-owned entity, JAG UFS successfully navigated the complexities of the local market and established a strong presence. The company's recent pivot to e-commerce logistics highlights its adaptability to shifting market demands. By integrating bespoke e-commerce logistics channels, JAG UFS streamlined its supply chain operations, enabling clients to efficiently dispatch goods to state-of-the-art warehouses, thereby addressing the decline in traditional B2B market share.

This strategic move underscores the importance of innovation and client-centric approaches in thriving amidst the evolving supply chain landscape. JAG UFS's involvement with the British Chamber of Commerce (BritCham) in Guangdong has been instrumental in forging industry connections, securing new alliances, and driving growth. The chamber's dynamic forums and knowledge-sharing activities have significantly contributed to JAG UFS's success and resilience in the supply chain sector.



The Role of BritCham Guangdong in Supply Chain Development

BritCham Guangdong plays a pivotal role in supporting businesses like China Global Sourcing and JAG UFS. The chamber's initiatives, such as the Supply Chain Working Group (SCWG), have been crucial in enhancing knowledge sharing, networking, and advocacy among member companies.

In 2023, BritCham Guangdong organised its first supply chain roundtable and mixer in Guangzhou, supported by the Department for Business & Trade (DBT). The success of this event led to subsequent mixers in Dongguan and Shenzhen, bringing together industry leaders, experts, and enthusiasts from diverse sectors of the supply chain.

Navigating Global Supply Chain Uncertainties

Discussions highlighted the need for collaboration and diversification to navigate the challenges and opportunities within the global supply chain ecosystem. A key survey revealed that 72.4% of BritCham members expect UK-China trade to increase in 2024, while 60.6% foresee some manufacturing moving out of China due to geopolitical issues and cost-saving measures. Countries like Vietnam, Malaysia, Mexico, and India were frequently mentioned as alternatives.

Shipping issues, particularly the Red Sea shipping crisis, have significantly impacted businesses, causing delays, cost increases, and losses. These challenges underscore the critical importance of continued intelligence sharing and strategic planning.

Talent acquisition was also noted as a significant issue, with future roundtables expected to delve deeper into this area. Other issues included the need for the UK to improve cooperation with China customs, particularly on cross-border e-commerce and HMRC-related tax issues. ESG and carbon reduction also emerged as hot topics for future discussions.



Future Directions for Guangdong's Supply Chain

As Guangdong continues to solidify its position as a global manufacturing and supply chain hub, the role of organisations like BritCham Guangdong becomes increasingly vital. The chamber's efforts in fostering industry collaboration, providing valuable insights, and advocating for member interests are essential in navigating the complex landscape of international trade.

Guangdong's manufacturing sector remains robust, but to thrive in a rapidly changing global environment, continuous evolution and adaptability are key. The chamber's initiatives, such as the SCWG, are instrumental in addressing these challenges by facilitating discussions on pressing issues, sharing industry insights, and promoting best practices.

Guangdong Province's strategic importance in the global supply chain and manufacturing landscape cannot be overstated. As Guangdong's legacy as the powerhouse of supply chain and manufacturing endures, it will continue to drive economic growth and foster global trade. By continuing to support businesses, facilitate industry collaboration, and address emerging challenges, Guangdong is poised to maintain its position at the forefront of global manufacturing and supply chain excellence.

To learn more about BritCham Guangdong, scan here:



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Vitabiotics: Leading the Way in Nutraceuticals

Vitabiotics is the UK's premier nutraceuticals company. Founded in London in 1971, we have built a stellar reputation for innovation and scientific research, helping people lead healthier lives with our natural vitamin supplements. Vitabiotics has received the Queen's Award for Enterprise four times, the highest honour for British businesses, and now exports to 110 countries worldwide.

Why Southwest China? Why Chengdu?

Many ask why we didn't establish our base in Shanghai or Guangzhou. In 2019, our then-Director Benji Lamb recruited Wang Du, a Chengdu resident, as our operations manager. We partnered with Chengdu-based Up 2 China to launch our Tmall Global stores. In 2020, we set up our China headquarters in Chengdu, a city known for its rich talent pool in cross-border e-commerce and favourable customs policies. By 2024, our team of 30 manages 10 flagship stores across major platforms like Tmall, JD.com, and Douyin.

Future Development Prospects

Vitabiotics is committed to improving the health of Chinese families. Despite economic challenges, our dedication to innovation and scientific excellence remains strong. With China now our largest export market, we're determined to persevere and thrive, helping more families live healthier lives.







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LUCTON LUCTON **CHONGQING**

Lucton School: A Legacy of Excellence

Founded in 1708, Lucton School is a prestigious private boarding school in Herefordshire, England. Our mission extends beyond academic excellence to holistic, personalised development, preparing students for successful futures. Our alumni have excelled in various industries worldwide.

Why Southwest China? Why Chongqing?

As society advances, the demand for high-quality education grows. Chongqing, a significant economic hub in Southwest China, is crucial for this development. The city's push for intelligent manufacturing and cultural training aligns with our educational goals. On 30 April 2024, we proudly launched Lucton International School Chongqing in Tieshanping, Jiangbei District, with distinguished guests including Anthony Preston, British Consul-General in Chongqing.

Looking To The Future

We are dedicated to continuous investment in our campus, optimising the environment, and building a high-quality team of Chinese and foreign educators. Upholding our philosophy, "Lucton celebrates the unique talents of every individual," we aim to create a world-class international school in Chongqing. Our multicultural approach will nurture well-informed, articulate, and confident future international leaders.

To learn more about BritCham Southwest China, scan here:





CHINA SCHOOLS AWARDS 2024: MEMBER HIGHLIGHT

his year, the China Schools Awards were celebrated in the vibrant city of Guangzhou, renowned for its top-tier educational institutions. This is the third year of the China Schools Awards – a British Chamber initiative that celebrates the best of international K-12 education in China. The CSAs are proudly supported by the British Government in China, with Sarah Mann, British Consul-General in Guangzhou, serving as this year's award patron.

A record number of applications saw excellent coverage across the whole of China, including dozens of British Chamber member schools and educational suppliers. In our glittering gala awards ceremony, we were delighted to have five members emerge as winners on the day, in a range of award categories.

The Hutong Education: Experiential Learning at Its Best

The Hutong Education received the Education Supplier Award for creating unforgettable travel experiences that immerse students in China's rich culture and history.

Starting as a cultural exchange centre in a traditional 四合院 (courtyard) in Beijing, The Hutong has blossomed into China's premier operator of experiential education travel programmes and an active member of the British Chamber. With offices in Beijing, Shanghai, Hong Kong, and Taipei, The Hutong specialises in providing unique and authentic experiences across Greater China.







YCIS Beijing: Nurturing Holistic Growth

Yew Chung International School (YCIS) of Beijing proudly won the Pastoral Care Award for their exceptional holistic care and commitment to student well-being.

Founded in 1995, YCIS Beijing is dedicated to nurturing, educating, and shaping future generations. The school offers a supportive and vibrant environment from early childhood to tertiary education, empowering students to navigate the complexities of the world with virtues.



WAB: Champions of Innovation and Well-being

Western Academy of Beijing (WAB) celebrated a double victory with awards for Science & Technology and Staff Wellbeing, highlighting their dedication to educational excellence and staff support.

Founded in 1994, WAB is committed to educating the whole child, championing its staff, and involving parents. The school continuously innovates its approaches to learning and teaching, ensuring all employees are supported in their wellbeing and professional growth. WAB's comprehensive STEM initiative provides students with the latest technologies, preparing them to be engaged and positively impactful global citizens.



Yew Chung International School of Beijing



You Mei Camp Education (YMCE) Group



Western Academy of Beijing (WAB)



Canadian International School (CIS) of Guangzhou



YMCE Group: Pioneers in Youth Development

You Mei Camp Education (YMCE) Group was honoured with the Heads' Choice Award for their pioneering work in outdoor education and youth growth.

Founded in 2010 and headquartered in Beijing, YMCE is a groundbreaking organisation that delivers transformative summer and holiday programmes, school residentials, and trips throughout the year. Rooted in values-based 'traditional camp' programming, YMCE provides quality, impactful, and meaningful learning experiences.



CIS Guangzhou: Enterprise and Employability Leader

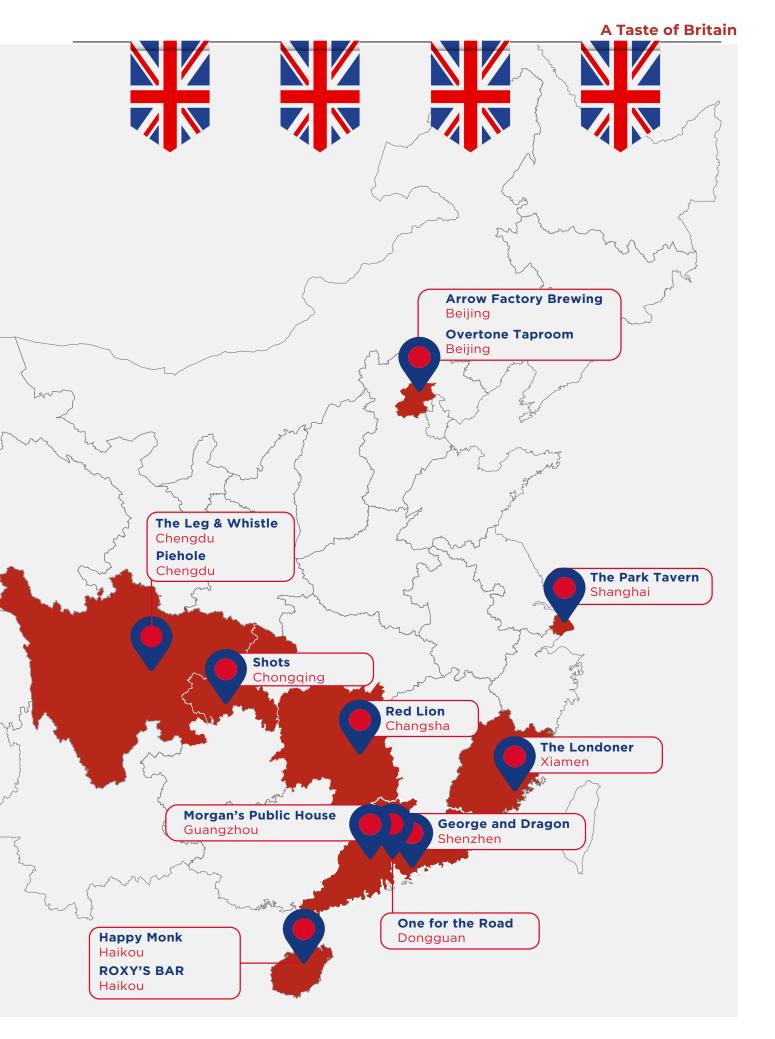
Canadian International School (CIS) of Guangzhou was celebrated with the Enterprise and Employability Award for its commitment to preparing students for the global workforce through innovative and holistic education.

Founded in 2012, CIS Guangzhou is committed to educating the whole child, supporting staff, and involving parents. The school continuously innovates its approaches to learning and teaching, ensuring all community members thrive. CIS Guangzhou's robust curriculum integrates the best of Canadian and international practices, preparing students from kindergarten to grade 12 for success in a globalised world.





or many expatriates, finding a slice of home while living abroad can be a comforting and essential experience. British pubs, with their familiar atmosphere, hearty food, and traditional ales, offer just that—a welcoming haven that brings a touch of Britain to China. The British Chamber of Commerce in China is delighted to feature some of the most beloved British pubs scattered across the vast landscape of this incredible country.



UPCOMING ACTIVITIES AT BRITCHAM



Talks at the Bell BritCham's monthly members' insights at Beijing's oldest pub.



Summer of Sports

A summer of sport viewings, tournaments, and fun with our members.



Young Professionals Development Programme Upskilling future leaders in the UK-China relationship across business and government.



UK Alumni Social

Our biannual gathering for UK university alumni in Beijing.



Sustainbility Summit

Discussing opportunities for collaboration between the UK and China on green growth.



British Ball
Beijing's oldest, biggest, and BEST
ball is back for a 21st year of
supporting great charities.



Innovation Summit

New for this year, a one-day event discussing tech, AI, and innovation.



Christmas Market
Our sell-out Christmas
celebration at the
Ambassador's Residence



Sentiment Survey
Annual analysis on British
business sentiment and confidence in the China market.







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The Berkeley Group was founded in 1976 and today is one of the UK's best-known developers of new homes, with a track record of delivering a wide range of residential-led projects across London, Birmingham, and the South of England.

We build beautiful, successful places, blending homes, parks, and public spaces with great facilities to create fantastic communities where people love to live. work and visit. We work together with trusted partners to tackle the shortage of good-quality homes, making a lasting contribution to the landscape and communities we help create.

We are experts in placemaking, delivering homes of exceptional quality. Each development is unique with a locally inspired and informed masterplan and all of our homes are individually designed.

Whether you are looking to relocate to the UK, have children heading over to further their education, or explore new investment opportunities, we have a property that matches your needs.













