

# British Chamber of Commerce in China

## Membership Pack



BRITISH  
CHAMBER OF  
COMMERCE  
IN CHINA

中国英国商会







# MEMBERSHIP AT BRITCHAM CHINA

The British Chamber of Commerce in China, founded in 1981, is a membership organisation and the independent voice of British business in China, funded solely by our members.

We empower and support our members through our core pillars;

**Advocacy**, driving government engagement to advocate for better policy development and market access

**Knowledge**, facilitating key exchanges in insight and information to inform your organisation's decision-making

**Community**, bringing together people from our business network and beyond to enable people-to-people exchanges

Becoming a member means you will be joining a network of business leaders and industry experts, from large multinationals to dynamic start-ups. Companies that join stand to gain access and support from this business network and community.



# WHAT TO EXPECT FROM OUR MEMBERSHIP?

Our membership provides your organisation with support for your business strategy and initiatives in China

## ADVOCACY



ENGAGE WITH GOVERNMENT



HIGHLIGHT BUSINESS CHALLENGES



GAIN POLICY INSIGHTS

## KNOWLEDGE

BRITISH CHAMBER OF COMMERCE IN CHINA

EDUCATION FORUM

MONDAY 5 JUNE  
HOTEL 36H BEIJING



EXCHANGE INDUSTRY EXPERTISE

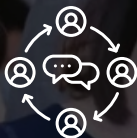


ELEVATE BRAND AWARENESS



INFORM YOUR DECISION-MAKING

## COMMUNITY



DYNAMIC BUSINESS NETWORK



FACILITATE CONNECTIONS & INTRODUCTIONS



DIVERSE EVENTS SERIES

# THE CHAMBER NETWORK

Membership enables companies to gain access and support from a well-established and effective business network and community

## British Business Interests in China

We are the independent voice empowering British businesses in-market here in China



## Sector and Industry Representation

Our business community consists of a diverse range of companies, creating a wealth of expertise and experience of doing business in China



## Strategic Partners and Relationships

We work with our extensive network, including UK and Chinese government, to maximise impact for British organisations in China



## Engagement, Communications and Media Impact

We enhance your brand in-market through our digital channels and events series

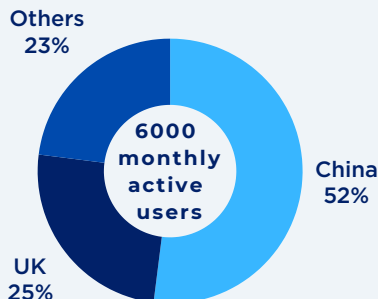
### EVENTS

90+ Events per year

8500+ Attendees per year

Event sizes from 10 to 4000+ attendees

### WEBSITE TRAFFIC



### SOCIAL MEDIA



### MEDIA ACTIVITY

Daily posts on WeChat + LinkedIn

Weekly Email Newsletter

Biannual BritCham Magazine



# WHAT OUR MEMBERS SAY?

As a membership organisation we put our members first



"The Chamber has played a pivotal role in helping us navigate the complexities of the Chinese market, offering not only strategic insights but also practical support that aligns with our commitment to business growth and corporate responsibility. Through our membership, we have gained access to exclusive networking events and advocacy that truly represent our interests. The connections forged through the Chamber's events and initiatives have been instrumental in expanding our operations and enhancing our local partnerships."

**SHENGKE ZHI, DIRECTOR OF GROWTH & DEVELOPMENT**

**wood.**



"RSL Awards Limited has been BritCham members since 2020, from then we have greatly benefited from the networking opportunities offered by the Chamber through formal meetings, casual drinks and small events at very special venues for the members only. Most importantly, the advocacy allowed us to share the challenges we met, highlighting what a great platform BritCham provides in terms of communication channels with the governments and the wider Chamber community."

**LILLIAN LAN, VICE PRESIDENT**

**RSL** Awarding the Contemporary Arts



"Since Haleon's founding, we have been a member of the British Chamber in China. Not only is the advocacy work excellent, but we find it a valuable platform for members to share knowledge and insight with one another to the benefit of all."

**HONG HAO, CENTRAL GOVERNMENT AFFAIRS DIRECTOR**

**HALEON**



"As an advisory and advocacy consultancy we find our membership of the British Chamber of Commerce in China to be hugely valuable, not least because of the government access it brings to a broad section of central government bodies. That, coupled with the diverse corporate membership, makes it an indispensable organisation to be a part of."

**CHRIS TORRENS, MANAGING DIRECTOR, GREATER CHINA**

**A apco**



"Becoming a member of the British Chamber in Beijing has been an invaluable experience for me. The networking opportunities, and access to industry insights or government affairs updates have been truly beneficial for my professional growth. I highly recommend the chamber to anyone looking to establish strong business connections in China."

**CINDI ZHANG, HEAD OF GOVERNMENT AFFAIRS**

**BRITISH AIRWAYS**



"Joining the Chamber is essential to surviving and thriving in China. The events, opportunities and networking help enormously in understanding, and changing, the context in which we work. The Chamber's commitment to providing expert knowledge, advocating for British business and uniting the community means real value for money in membership."

**JAYNE NEEDHAM, PRINCIPAL**

 **THE BRITISH SCHOOL OF BEIJING, SHUNYI**  
A NORD ANGLIA EDUCATION SCHOOL

# MEMBERSHIP CATEGORIES



The British Chamber of Commerce in China, is a vibrant and proactive network of businesses who share a common interest in China.

Any international business from any industry and size with a strong affiliation to the UK may apply\*

## SUSTAINING MEMBER

**¥40,000**

- ✓ Any size of company that seeks greater access and support in China
- ✓ Greater closed-door access to meetings with high level VIPS, including government
- ✓ Elevated organisational profile in market through exclusive promotion opportunities

Corporate Member **¥20,000**

- ✓ Companies with a global annual turnover over £7m

Medium Member **¥10,000**

- ✓ Companies with a global annual turnover between £2m and £7m

Small Member **¥5,000**

- ✓ Companies with a global annual turnover under £2m

Individual Member **¥1,000**

- ✓ Must be a British national living in Mainland China
- ✓ **OR** a UK university graduate currently in Mainland China

\*Applications are subject to approval from BritCham China



## MEMBERSHIP BENEFITS

	Sustaining Member 40,000 RMB	Corporate Member 20,000 RMB	Medium Member 10,000 RMB	Small Member 5,000 RMB	Individual Member 1000 RMB
SME Briefings (Free Expert Support)			✓	✓	
Member Directory (7000+ views a month)	✓	✓	✓	✓	✓
FREE and Member's price event tickets (Over 1500 RMB saved annually)	✓	✓	✓	✓	✓
New member announcement through digital channels (60,000+ subscribers)	✓	✓	✓	✓	
Promotion in thematic members corner on WeChat and EDM (50,000 subscribers)	Plus 2 feature posts on Wechat/LinkedIn	✓	✓	✓	
Inclusion in advocacy initiatives (Position Paper & Sentiment Survey)	✓	✓	✓	✓	
Occasional Access to BritCham office working space	✓	✓	✓	✓	
Business introduction/ connections (Grow your network, generate leads)	✓	✓	✓	✓	
Rights to vote during AGM and run for the Executive Committee	✓	✓	✓	✓	
Speaking opportunities at selected BritCham events	✓	✓	✓	✓	
Access to and promotion via Privilege Club (Member/partner offers & discounts)	✓	✓	✓	✓	✓
Bespoke support on critical business needs	✓	✓	✓	✓	
Access to local government meetings (15+ meetings a year)	✓	✓			
Complimentary company tickets to signature events	10 tickets				
Exclusive access to Chair's Circle (VIP talks on topics that matter)	✓				
Access to UK government visits (5+ meetings a year)	✓				
Access to Central government meetings (15+ meetings a year)	✓				



# MEMBERSHIP VALUE-ADDS



## ✓ Visa & Visit Support

Facilitation and support for business visits from your UK team from obtaining visas and organising meetings with key stakeholders to providing work space and hotel corporate rates

## ✓ Event Collaboration

The Chamber offers the opportunity to collaborate in delivering high-quality events that are directly in line with your initiatives. We work alongside members to create activities beneficial to our business network

## ✓ Marketing & Promotion

Our media services are designed to spotlight your business, drive engagement and foster meaningful connections. We support you to amplify your message, reach your target audience, and unlock new growth avenues in China

[Request our BritCham Media Pack today](#)

## ✓ Up-Skilling Young Professionals

Benefit from our cost-effective training programme led by key industry leaders to develop and upskill the future generation of your business

## ✓ Sponsorship Opportunities

Our extensive events calendar offers plenty of opportunity to elevate and promote your brand. Target specific audiences through our varied events offering, from Christmas Market to Policy and Business Briefings

[Get in touch today for latest opportunities](#)

## ✓ Introductions & Connections

Through our member community and wider network, develop business leads by requesting strategic introductions and connections via the Chamber team

## ✓ Recruitment Support

Utilise our job board and broader network to support your HR team to discover and reach the talent you need to bolster your team and recruitment strategies for the Chinese market

## ✓ Privilege Club

Enjoy exclusive deals and discounts only available to members, from Food & Drink and Hotel Stays to Flights and Entertainment



# NEXT STEPS

Go to

[www.britishchamber.cn/become-a-member](http://www.britishchamber.cn/become-a-member)

Fill in the required information to be listed in the Membership Directory.

Submit your application for review and we will assist you through the payment process.

Start to enjoy the best business network and community in China!



## OUR MEMBERSHIP TEAM

Please get in touch with us to set up a meeting



**Han Wei**  
韩玮

Membership Manager  
[wei.han@britishchamber.cn](mailto:wei.han@britishchamber.cn)



**Charlie Williams**  
魏家礼

Business Growth & Commercial Manager  
[charlie.williams@britishchamber.cn](mailto:charlie.williams@britishchamber.cn)





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中 国 英 国 商 会