

# CHINA BUSINESS MATCHMAKING TOUR

Beijing and Tianjin, China, 8<sup>th</sup> - 15<sup>th</sup> June 2019

JTBD invites you to China Business Matchmaking Tour

*The **Chinese market** is rapidly developing and is quickly taking the leading position in innovation regarding the size of its economy. Chinese enterprises are actively **searching for international partners** with world-class know-how and intellectual property. Joining innovations together with China's economic and financial power, presents **new exciting opportunities for companies with global ambitions**. The latest developments in Chinese relations with one of its trading partners are forcing China to speed up its innovation cycles and to upgrade their technological companies to be more self-sufficient. This new moment in international relations presents **new opportunities for European companies** that want to establish themselves in China. Entering the Chinese market requires a **specific approach**. **Having a reliable partner leading the way is a first step to success.***



## THE PURPOSE OF THE BUSINESS TOUR

The purpose of the business tour is to **visit various organizations** (incubators, accelerators, state organizations and business companies), which through their programs allow **foreign companies to enter the Chinese market**.

You will have the opportunity to **talk to business representatives and business developments** about your projects and get **new insights how an entry to China could be possible** for your project. Our common goal will be to get information on your project's market fit and possible market entry strategy.

## ABOUT CHINA BUSINESS MATCHMAKING TOUR

- » In one week we are going to visit at least two **Tier 1 cities in China**.
- » Meetings with at least four business entities that have **strong network of industrial and investment partners** locally and throughout China.
- » **Highly targeted business meetings** with **potential business partners**.
- » All meetings organized **specifically for the JTBD delegation**.
- » **Individual and highly targeted approach**.

## WHO IS THE TOUR FOR?

The business tour is for everyone who works in:

**AI**  
**VR/AR**  
**big data**

**biomedicine**  
**medical and healthcare technologies**

**industry 4.0**  
**industry automation**  
**robotics**  
**new materials**  
**emerging industries**  
**powerplant technologies (nuclear, coal)**  
**high speed railways (signaling, automation, control)**

**new energy solutions**  
**biomass to biogas**  
**waste to energy**  
**waste water treatment**

**agriculture new farming technologies**  
**food processing**

**electric mobility**

You can join us regardless of the degree of development of your project - you are either at the beginning or you want to enter the Chinese market with already developed solutions, or you want to upgrade existing solutions and look for investors.

## SCHEDULE

**8<sup>th</sup> June:** departure from one of the nearby EU airports

**9<sup>th</sup> June:** arrival to Beijing

**10<sup>th</sup>, 11<sup>th</sup> and 12<sup>th</sup> June:** business meetings in Beijing

» On 12<sup>th</sup> June departure to Tianjin in the late afternoon hours.

**13<sup>th</sup> and 14<sup>th</sup> June:** business meetings in Tianjin, visit of Tianjin technology companies

**15<sup>th</sup> June:** arrival to EU

Please note that the program is subject to change, but this will not effect on quality of the trip.



## WHAT IS INCLUDED IN THE PACKAGE?

- » business meetings with entities with a strong network of industrial and investment partners (locally and throughout China)
- » business development support during the trip
- » content guidance in the preparation of appropriate presentations
- » individual meeting via Skype before the trip to set goals and expectations
- » economy class return air ticket (departure from one of the EU airports)
- » 5 hotel nights with included breakfast
- » local transport
- » organizing and running the business tour
- » assistance in obtaining a Chinese visa

**PARTICIPATION FEE: 1.700 EUR**

## APPLICATION

### 1. Confirmation of participation

For more information about the business trip and the application, please contact Maja Tomc.

### 2. Presentation of the project

You will send us a project presentation (from the JTBD side, you will receive precise instructions on what the presentation should include). We will send the presentation to China so that together with our business entities we can find suitable partners for meetings and potential cooperation in the future.

**APPLY TILL 17<sup>th</sup> MAY 2019.**

### MAJA TOMC

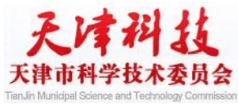
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## BUSINESS ENTITIES THAT WE WILL VISIT

All business entities we are going to visit have a strong network of industrial and investment partners locally and throughout China.



### Tianjin city and Tianjin Municipal Science and Technology Commission

Tianjin city is famous for its strong industry. Being an old industrial city and manufacturing base, the city boasts a strong ICT, biomedicine, aviation etc. industry. Currently, with great efforts to develop artificial intelligence, biomedicine, new energy and new materials, Tianjin strives to build itself into a R & D base of advanced manufacturing.

Tianjin is constantly improving its business environment to facilitate the settlement of foreign companies.

Data facts about Tianjin: 3rd most liveable city in China, 2nd in economic strength (Economist Intelligence Unit), 3rd most dynamic city of 2025 (McKinsey Global Institute); Environmental index of science and technology progress and high-tech industrialization index rank top in China.



### Airmaker Beijing

AIRmaker Beijing is an open co-innovation platform for start-ups, corporations, VCs and institutions seeking to accelerate innovation and access markets through collaboration. It connects start-ups with two of Asia's most vibrant and developing innovation ecosystems: Singapore and Beijing.

AIRmaker Beijing is a conduit for start-ups seeking to develop their solutions, launch their ideas and grow worldwide through Asia.

Leveraging the strengths of the Airmaker Beijing's partner network, it provides start-ups with product development and production networks, market access and business connections through an extended eco-system.



### Zhongguancun International Incubator

- 900 Science and Technology companies incubated in total
- 37 top talents programs
- a total of 13 stock exchange listed companies
- 6 companies undertake major National S & T projects
- 530 startups have received 25 million EUR from various government funds
- 124 companies have acquired equity investment of 340 million EUR
- 142 companies received a 60 million EUR bank loan
- multinational incubator with internationalisation embedded in its daily operations



### APSEC (APEC Sustainable Energy Center)

During the 11th APEC Energy Ministers Meeting held in Beijing in September 2014, the National Energy Administration officially announced the establishment of the APEC Sustainable Energy Center. The establishment of APSEC is an important achievement of the Chinese government's active response to APEC leaders' "Asia-Pacific Urbanization Partnership Initiative". The objective of APSEC is to provide intellectual support and guarantee for China's proactive participation in several areas under the APEC framework, and to provide overall solutions and professional services for APEC economies.