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# **BritCham Shanghai Membership Package 2024**

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## Testimonials



"As a long-standing member of the British Chamber of Commerce Shanghai, we value the platform the Chamber has built up and the services provided. The best practice sharing and the alignment and driving on issues of common interests have made the Chamber a great partner of UK business."

- Jerry Zhang

Executive Vice Chairman & Chief Executive Officer, Standard Chartered Bank (China) Limited



"Linklaters have been active members of the British Chamber for many years. There are great events from technical sharings to networking opportunities for our staff at all levels and functions. I will never forget the first offline gathering of 2020 – the energy of UK business community and other friends of the Chamber was electric. And as a channel to government, we appreciate the opportunities to feed in the Chamber's surveys of members' opinion and the resulting papers seem to offer a balanced voice that is getting traction on behalf of members."

- Alex Roberts

Counsel, Linklaters LLP



"Being a member of BritCham Shanghai has been a fantastic experience over the years. The knowledge-sharing, the advocacy, and the opportunities to broaden our business network are certainly the main reasons why we always renew our membership. But the sense of community, the amazing connections and friendships created over many years, and the awareness of belonging to a great network of professionals are definitely an amazing added value for me personally, and for my business."

- Fabrizio Ulivi

Managing Partner, SB&A - Shi Bisset & Associates



"Being an active member of the Chamber has been a rewarding way to get noticed within the China community, meeting like-minded business people and finding opportunities all while making connections with the wider business and local community. But this should be a given with any Chamber. What sets BritCham Shanghai apart is allowing you to take advantage of its strong links to Chambers, Embassies, Consulates, Trade & Industry organizations, and local government organizations from China and other countries, both in China and elsewhere. Vital for any company growing its business whilst trading both domestically and internationally."

- Barry Piper

General Manager, Asia Pacific, Cooper Turner Beck



British Chamber of Commerce Shanghai has provided Jaguar Land Rover a fantastic platform to get linked to British companies and relevant stakeholders. As China is the world's largest vehicle market, JLR is committed to our sustainable development in China with the support of British Chamber. Looking forward, we hope that British Chamber will continue to serve as a bridge between enterprises and government, so that British companies have more opportunities to raise our voice in front of Chinese government.

- Tim Howard

CFO of Jaguar Land Rover China

## *About us*

The British Chamber of Commerce Shanghai is a dynamic network of international businesses with a common interest in China. Our members are the pulse of our organisation — we advocate best practice; we share knowledge; and we build trusted and long-lasting friendships.

## *Working with purpose*

**Our purpose is to make connections.** Connections that open opportunity, empower businesses and unite our community in China.

Members from all over the world join BritCham Shanghai to gain access to China's most dynamic trading hub, Shanghai. With over 250 member companies already operating in China, we provide the best possible on-the-ground intelligence for companies and brands hoping to grow in China.

## *The value we bring*

BritCham Shanghai delivers value to its members through the advocacy of policies and industries; timely knowledge sharing and insights; as well as community-based activities.



### **Advocacy**

We empower our members by developing better trade relations and enabling policy reform. We work to promote member success and share essential industry insights.



### **Knowledge**

We enable businesses to flourish through online and in-person knowledge-sharing events from roundtables, panel discussions and networking events; to training and mentoring.



### **Community**

Our community activity unites our members through social gatherings, signature events and storytelling. Beyond just business, this is where trusted friendships are made.

## *Our products*

### **Advocacy**



### **UK-China Voice**

This product delivers an annual Position Paper which connects members' issues with government policy-makers. In addition, the Member Sentiment Survey delivers valuable market outlook for members.

### **Winners & Leaders**

This product promotes the best of British business success and showcases members' achievements culminating in the biennial British Business Awards.

### **The Paper Trail**

This is your go-to online archive of commentary, market reports, white papers supplied by members, for members. The Paper trail keeps track of latest insights and trends across many industries in China.

### **Knowledge**



### **Knowledge Exchange**

This product delivers a series of quality roundtables, panel discussions, debates, keynote presentations — all designed to share timely, valuable knowledge about business in China.

### **Masters & Mentors**

This product is a series of business training and mentorship programmes to skill-up your team.

### **Business Exchange**

This is our series of structured networking events designed to spark new business opportunity for members.

### **Community**



### **Great British Events**

A collection of exceptional British events that brings our wider business community together. Popular events include the Annual Ball, the 1915 Dinner and the BritCham Football Tournament.

### **Centre Stage**

An inspiring series of interviews with notable British high-achievers who share their fascinating stories of success.

### **After Hours**

A series of light social events that unites members for drinks, chats and all-round fun after the working day.

## *Become a member*

The British Chamber of Commerce Shanghai is a strong and dynamic network of company members who collectively support, engage and share knowledge with a common interest in China. Our membership is open for multinationals operating in China, UK companies\*, and individuals. The criteria and benefits of 6 types of membership are listed below.

### Platinum Member

RMB

**47,276**

per year

- Top British brands by Chamber's invitation only

### Company Member

RMB

**16,165**

per year

- A foreign enterprise (JV, WFOE or rep office) with at least 50% foreign equity ownership

### Small Enterprise Member

RMB

**5,194**

per year

- A foreign enterprise with fewer than 50 employees worldwide
- **AND** an annual turnover not exceeding £ 7 million globally

Please note:

- Non-British foreign entities enjoy the same access as other members except: events held in conjunction with the UK government; or cannot run for the Executive Committee.
- All the prices are tax included.



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Small Enterprise  
Member

RMB  
**5,194**  
per year

Access to all in-person and online events at discount prices	✓	✓	✓
Access to benefits offered by chamber's members	✓	✓	✓
Access to online Member Directory and full events listings	✓	✓	✓
Access to The Paper Trail insights and document archive	✓	✓	✓
New member announcement through digital channels	✓	✓	✓
Standard entry to the online Member Directory	✓	✓	✓
Opportunity to be an event speaker	✓	✓	✓
Opportunity to share news and PR via chamber's digital channels	✓	✓	✓
Free posting of job opportunities	✓	✓	✓
Wide sponsor opportunities for all online events	✓	✓	✓
Member referrals	✓	✓	✓
Feature in the Winners & Leaders member promotion	✓	✓	✓
Access to committees	✓	✓	✓
Unlimited membership card holders	✓	✓	
Exclusive access to CEO roundtables and 1915 Dinner	✓	✓	
Exclusive access to high level meetings, closed door sessions	✓	✓	
Priority speaking opportunities at chamber events	✓	✓	
Exclusive access to local governmental outreach meetings	✓		
Priority access to UK Governmental visits	✓		
Extra promotional video and ad space in Member Directory	✓		
Five second showreel sponsor opportunity for online events	✓		
Full brand exposure online and at in-person events	✓		
Four free advertising banners per year on weekly news postings	✓		
Four free WeChat advertising promotions per year	✓		
Discounted sponsorship rates for all Great British Events	✓		

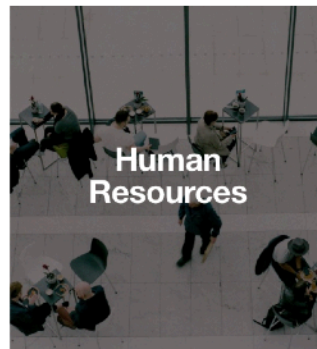
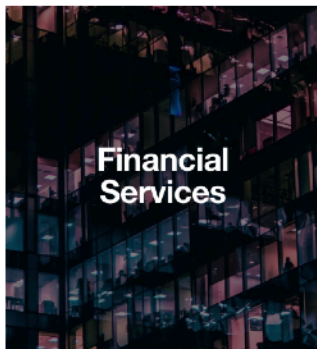
\* Additional associate members for Small Enterprise costs RMB 1,590 per person.



## *Our committees*

Our Chamber delivers real value to its membership through a series of active member-run Committees. The Committees bring industry expertise and local knowledge to wider the BritCham community.

Members can join Committees to increase their exposure and be more actively involved in current topics impacting business in China. Learn more about our Committees below and let's connect!



## *Value-added services*

**Showcase Session** - Through a Showcase event, your company will have the opportunity to introduce and promote services and products to interested British Chamber Shanghai members and non-members. This service includes event management and customised marketing promotion support.

**Advertise with Us** - We offer you marcoms support with platforms to raise awareness of your business amongst the East China business community as we highlight member news, events, reports and other press releases via the Chamber's e-newsletter and WeChat.

**Visa Support** - We can help our member companies and their staff to join the 'Select Business Scheme' which offers a faster and more streamlined UK visa application process.

**1-2-1 Consultation** - 1-2-1 Consultancy when you first join as a member and whenever you feel like you need for any additional support.

**Recruitment Support** - Each member company is entitled to ONE free posting per month on both BritCham Shanghai Jobs Market and SmartShanghai's Job Board.

**Sponsorship Opportunities** - The BritCham Shanghai's events calendar provides you with excellent opportunities to promote your company. Boost your exposure by sponsoring our signature events (Football Tournament, Gala Balls, Summits, Awards, etc.) You could also consider sponsoring BritCham Shanghai's various business and social events to reach a more specific audience.

**Business Matchmaking** - Up to five free introductions and referrals to help build your professional connections and develop new business.

- Use of the Chamber's on-demand Referral Service.
- Direct member to member introductions.

**Member Benefits** - A network of exclusive discounts provided by members to other members which enables companies to promote their products and services whilst offering cost saving rewards to members.



## *Our legacy*



The British Chamber of Commerce Shanghai first launched in China in 1915 as the First World War was escalating. 10 British firms met at the British Consulate-General to discuss how to protect British interests. One week later, the British Chamber of Commerce, Shanghai was established with a total of 60 members and by the end of 1916, its membership had grown to 250. Our story continues today ...

## *Our team*



**Stuart Dunn**

Executive Director

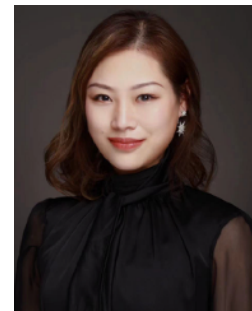
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**Janet Jiang**

Deputy Executive Director

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**Yiwen Ling**

Project and Industry

Relations Executive

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**Ira Wang**

Key Account Manager

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**Diana Wu**

Media & Communications  
Executive

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**Eloise Zhang**

Project and Industry  
Relations Executive

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### [New Colleagues join in 2023](#)

#### **Yalu Gan**

Financial Controller

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#### **Sabrina Zhou**

Special Events Manager

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### [New Hirings in 2024](#)

**Adam Davis** – Business Development  
Manager

**Wendy Kang** – Administration Executive  
Shanghai Events Executive  
Zhejiang Ambassador & Office Manager  
Zhejiang Membership & Events Executive

### [Our Interns](#)

**Joss Bevan** – F1 Project

**Ariadna Wong** – Hangzhou Office Project

**Catharina Lee** – Policy

**Cathy Zheng** – MarComs