



Publications List

Implemented by



China-Britain
Business Council
英中贸易协会



BENCHAM
BENELUX CHAMBER
OF COMMERCE
IN CHINA



Camera di Commercio Italiana in Cina
中国意大利商会
China-Italy Chamber of Commerce



CCI FRANCE CHINE
中国法国工商会



EUROCHAMBRES



European Chamber
中国欧盟商会

Diagnostic Kit	Date
Are you ready for China? Online Quiz	12/2012
Are you Ready for China? Report 1: Is China on your Radar?	02/2013
Are you Ready for China? Report 2: Ways to Enter the Chinese Market (Update – 2015)	07/2015
Are you Ready for China? Report 3: Exporting Goods, Services and Technology to the Chinese Market	02/2013
Are you Ready for China? Report 4: Knowing your Partners in China (Update – 2015)	07/2015
Reports	Date
The ICT Market in China (Update - 2015)	07/2015
The F&B Market in China (Update - 2015)	07/2015
The Textiles and Apparel Market in China	08/2011
The Wine Market in China	09/2011
The Green Tech Market in China	05/2014
Selling Online in China	07/2014
The Healthcare Sector in China	07/2014
Culture and Creative Industries in China	07/2014
Comparing Chinese Cities on a Sectorial Level	07/2014
The Automotive Sector in China (Update - 2015)	05/2015
Online Education Market in China	07/2014
The Machinery Sector in China	12/2012
The Construction Sector in China (Update - 2015)	05/2015
The Green Building Sector in China	10/2013
The Water Sector in China	12/2013
Corporate Social Responsibility for EU SMEs in China	03/2014
Marketing for EU SMEs in China	04/2014
Tourism Market in China (Update – 2015)	09/2015
The Green Building Component Sector in China	07/2014
Chinese Outward Foreign Direct Investment in the EU	07/2014
Developing a Truly Global Leadership Team	07/2014
China's Turnover Tax System	07/2014
The Medical Devices Market in China	06/2015
Smart Cities in China	01/2016
Guide to Trade fairs in China	04/2016
Guidelines	Date
Individual Income Tax in China	8/2012

Sales Contracts when Exporting to China	5/2011
Tax Liability for Non-Resident Enterprises Engaging in Service Provision	3/2014
Processing Trade in China	5/2011
Establishment and Operation of a Representative Office in China	9/2011
Product Liability in China	11/2011
China Enterprise Income Tax	3/2012
Establishment of a Foreign Invested Enterprise in China	7/2012
Dispute Settlement with Chinese Companies	7/2012
Export of Goods to China	9/2012
Understanding China's Procurement Processes	9/2012
Labour Laws in China	1/2012
Due diligence for Joint Ventures, Mergers and Acquisitions in China	7/2013
Internal Labour Rules and Social Insurance	8/2013
Business Exit	9/2013
Negotiating and Dealing with Chinese Business Partners	11/2013
Handbook on How to establish a Europe-China Joint Research Structure	12/2013
Foreign Investment Financing in China	6/2014
Payment Options and Foreign Exchange Control in China	4/2014
Technology Transfer Agreements with China	7/2014
Using the Third Jurisdictions when Investing in or Exporting to Mainland China	7/2014
China Compulsory Certification (CCC)	7/2014
China Energy Efficiency Label (currently unavailable – to be updated)	5/2011
Special Equipment Licence (currently unavailable – to be updated)	5/2011
Food & Beverages Technical Requirements and Labelling (Update - 2015)	08/2015
Network Access Licence	5/2011
RoHS Label (currently unavailable – to be updated)	5/2011
China Certification of Information Security (currently unavailable – to be updated)	5/2011
Radio Type Approval (currently unavailable – to be updated)	6/2011
Medical Device Registration	7/2014
Industrial Product Manufacturing Licence (currently unavailable – to be updated)	7/2011
Importing Pharmaceutical Products to China	7/2014
Importing Cosmetic Products into China	7/2014
Introduction to Chinese Textiles & Apparel standards	9/2011
CCC Requirements for Vehicle, Motorcycle Parts & Components in China	7/2014
Guidelines for China REACH (currently unavailable – to be updated)	11/2011

Overview of Voluntary Labelling in China	11/2011
Packaging in China	02/2013
Food Additives in China	02/2013
Exporting Meat Products to China	12/2013
China Logistics and Distribution Guide	07/2014
Importing Dairy Products to China	07/2014
Market Access to China - How to find an Agent	07/2014
Market Access to China - Who is Who	07/2014
Product Safety and Conformity Assessment for Consumer Products	07/2014
Visa and Residence Permit Application in China	01/2015
Repatriation and Reinvestment of the Assets of a Foreign Invested Enterprise in China	08/2015
Case Studies	Date
Taste Spain - Setting up shop in the food industry	5/2014
Terao - Pioneering green building in China	5/2014
CS Wines - Importing Wine in China	6/2014
Plastered 8 - Building a Brand in China	7/2014
EGGSIST - Succeeding in the IT Consultancy Sector	10/2014
Linet - Exporting Medical Meds to China	8/2014
Stavus Machinery & Electrical Equipment - Exporting Machinery to China	8/2014
Everwines and Organic Farm - Going Online in the F&B Sector	8/2014
Muller Textil - A leader in Functional Textiles Crossing Over to China	9/2014
German Biogas - Design and Construction of Biogas Plants	10/2014
Environnement SA - Selling Air Quality and Emissions Monitoring Systems in China	1/2014
Realys Group - Designing and Managing Building Projects in China	3/2014
White Pavilion - Green Energy in Buildings	3/2014
Metazet - Design and Project Management of Greenhouse Building Projects	4/2014
Mixel - Mixing It up in China	7/2014
Bluepharma - Entering the Chinese Pharmaceutical Market	7/2014
Covex - Exporting to the Chinese Pharmaceutical Market	8/2014
Medigreen - Entering the Chinese Market	8/2014
Adira Entering the Chinese Machinery Equipment and Components Market	12/2014
Bernard Controls China Entering the Chinese Machinery Market	12/2014
Metra Exporting to the Chinese Machinery Sector	1/2014
EU SME Centre Marketing Case Studies	5/2014

CANDIS Group - IT Consulting and Outsourcing in China	7/2014
Exprivia - Entering the Chinese ICT Market	7/2014
FACCSA - Accessing Commercial Meat Industry in China	7/2014
INDES - Manufacturing of Industrial and Consumer Products in China	7/2014
Nightingale Care - Offering Elder Care to the Aging Population in China	7/2014
WK Natural Fiber - Tapping into China's Green Building Component Market	7/2014
Tuca IT - Recruiting personnel in China	8/2014
Proton Products - Setting up and Moving Office in Chengdu	7/2015
Schouten China - Developing a Learning Culture in your China Business	6/2015
Epermarket – Online Expat Supermarket	08/2015
Palmer Hargreaves – Fast Track into the Aftersales Auto Market in China	08/2015
Marsilli China – Setting up a Joint Venture in the Winding Machinery Sector	10/2015
Stratesys – Exporting SAP Know-how to China	10/2015
Creative Capital Shanghai	10/2015
Webinar Recordings	Date
Find the Right Chinese Partner	07/2012
How to Get my Goods through Chinese Customs?	09/2012
How to Control your Supply Chain in China?	11/2012
How to Capitalise on Online Selling in China?	12/2012
How to Manage Contract Terms and Reduce Risk in China?	12/2012
How to Manage Contract Terms and Reduce Risk in China?	01/2013
How to Be Successful in China's Machinery Industry?	01/2013
How to Get my Goods through Chinese Customs?	02/2013
How to Develop a Robust Digital Marketing Strategy in China?	02/2013
How to Access the Fourth Largest Food Market in the World?	02/2013
How to Tap into China's Thrust for Building? Myths and Realities for EU SMEs in China's Construction Sector	03/2013
How to Manage China's Quintessential Resource - Its People? Overcoming the Legal Challenges	03/2013
How to Cash In on the Ever-Increasing Demand for High Quality Foods in the PRC?	03/2013
How can Foreigners Establish an Office in China? Wholly Foreign-Owned Enterprises and Representative Offices	03/2013
How to Find the Right Chinese Partner?	04/2013
How to Develop a Robust Online Selling Strategy in China?	04/2013
How to Manage China's Most Important Resource? Tapping into the Full Potential of China's Generation Y	04/2013
How to Shake to Right Marketing Mix in China?	04/2013

How to Be Successful in China's Machinery Industry?	05/2013
How to Navigate China's Food and Beverage Distribution Channels?	05/2013
How to Set Clear Rules for your Employees in China?	05/2013
How to Tap into China's Thirst for Green Building? Opportunities for European SMEs	05/2013
How to Ensure Sustained Benefits in the Cultural and Creative Industry in China: Market and IP Advice for EU SMEs	06/2013
How to Conduct Successful Due Diligence for Joint Ventures and Mergers & Acquisitions in China?	06/2013
How to Cope with HR Challenges in China? Recruiting and Employing Foreigners in China	06/2013
How to Handle Business Negotiations and Establish a Stable Relationship with your Chinese Partners?	07/2013
How Can Opportunities Outweigh Challenges in China's Water Sector?	07/2013
How to Successfully Import Cosmetics onto the Chinese Market?	08/2013
How to Find the Right Business Partners and Protect your Company's Assets in Business Dealings with China?	08/2013
How to Tap into China's Thirst for Green Building? Opportunities for European SMEs	09/2013
How to Wisely Pull your Business out of China?	09/2013
Working with the EU SME Centre	10/2013
How to Benefit from China's Building Boom? Myths and Realities in China's Construction Sector	10/2013
How to Finance your Business in China?	10/2013
How to Export Meat Products to China?	11/2013
European SME Week Webinar Series Part 1: Selling Online in China	11/2013
European SME Week Webinar Series Part 2: Avoiding Common Scams when Doing Business in China	11/2013
European SME Week Webinar Series Part 3: Marketing your Products in China	11/2013
European SME Week Webinar Series Part 4: Finding an Agent/Distributor in China	11/2013
European SME Week Webinar Series Part 5: Applying for the CCC Mark in China	11/2013
Payment Options and Challenges when Exporting your Goods or Services to China	12/2013
Cultural and Creative Industries Part II - Computer Gaming and Software Development	12/2013
Enterprise Income Tax for EU SMEs in China	01/2014
Corporate Social Responsibility for EU SMEs in China	01/2014
F&B Customs Procedures and Labelling - A Step-By-Step Guide	02/2014
Regional Cities in China - Opportunities for EU SMEs in Tianjin	02/2014
Using Free Trade Zones When Importing to China	03/2014
Regional Cities in China - Opportunities for EU SMEs in Changsha	03/2014
Using Third Jurisdictions like Hong Kong when Investing in or Exporting to Mainland China	03/2014
Regional Cities in China - Opportunities for EU SMEs in Shanghai	03/2014
Opportunities for EU SMEs in China's Healthcare Sector	04/2014
Dairy Exports to China - The Market, Regulations and Opportunities for EU SMEs	04/2014

Regional Cities in China - Opportunities for EU SMEs in Chengdu	04/2014
Turnover Taxes for EU SMEs in China	04/2014
Product Safety for Consumer Products in China - An Introduction for EU SMEs	04/2014
The Green Building Component Sector in China	04/2014
The Biomass Energy Market in China	05/2014
The Energy Efficiency Market for EU SMEs in China	05/2014
Regional Cities in China: Opportunities for EU SMEs in Fuzhou	05/2014
Smart Metering and the Smart Grid in China - Opportunities for EU SMEs	05/2014
Best Practices for EU SMEs Participating in a Machine Tools Exhibition in China - Marketing and IPR	05/2014
How to Successfully Transfer Your Technology: Impact on SMEs with a Focus on China	05/2014
How to Structure a Performance Management System – Best Practices for SMEs who want to Proactively Retain their Talent in China	06/2014
How to Access the Opportunities from Chinese Outward Investment Impact on EU SMEs	09/2014
How to Avoid Business Risk in China A Guide to Due Diligence for EU SMEs	10/2014
How to Operate Lawfully in China: A Legal Update for EU SMEs	11/2014
How to Manage Contract Terms and Reduce Risk in China	01/2015
Partnering with the EU SME Centre	02/2015
How to Apply Lean Principles to Your China Business: Practical Advice for European SMEs	03/2015
How to Improve Cyber Security for Your Business in China: Practical Advice for European SMEs (Session 1)	03/2015
How to Apply Lean Principles to Your Business in China - Practical Advice for European SMEs (Session 2)	04/2015
How to Access Chinese Investment	04/2015
Visa Updates for Business Travellers, Short-term Assignees and Foreign Employees in China	04/2015
Entering China's Food and Beverage Market for EU SMEs	04/2015
How to Apply for the CCC Mark in China	05/2015
How to Access the Chinese Medical Devices Market	05/2015
How to Seize Opportunities and Overcome Challenges in China's ICT Sector	05/2015
How to Export Meat Products to China	06/2015
China's Foreign Investment Regulation Reform: Key Updates and Analysis	06/2015
How to Develop Effective Digital Marketing Strategies in China	07/2015
Access to Equity Financing for EU SMEs Based in China: Different Options from Seed Financing to Listing	07/2015
How to Check if Your Chinese Business Partner is Legitimate	08/2015
How to Comply with Company Reporting Rules in China	08/2015
What SMEs should Know about Product Safety for Consumer Products in China	09/2015
How to Prepare for Food & Beverage Trade Fairs in China	09/2015
How to Adapt your Communication Strategy to the Chinese Market	10/2015

How to Approach the Chinese Tourism Market and Seize the Opportunities	10/2015
China's 'Water Ten' Plan: Introduction, Analysis and Market Insights	11/2015
Energy & the Environment in China: Development, Trends & Opportunities for SMEs	12/2015
Participation in Chinese Research and Innovation Programmes	12/2015
How to Prevent Common Labour Disputes in China Practical Advices for EU SMEs	12/2015
How to Ensure Quality Control of Your Products and External Service Providers in China	1/2016
Using Free Trade Zones to Sell Online in China	1/2016
Smart Cities in China: the Transition from Quantity to Quality	2/2016
Exporting Dairy Products to China: New Food Safety Law and Cross-border E-commerce Policies	3/2016
General Aviation Sector in China: Status, Challenges, Outlook and Useful Contacts	3/2016
Exporting Organic Food to China: New Food Safety Law and Cross-border E-commerce Policies	3/2016
China Telecoms Catalogue 2015: Key Changes and Impacts on European Businesses	5/2016
Using WeChat for Business Digital Marketing in China	5/2016
China's Healthcare Reform: Features, Highlights and Business Opportunities	5/2016

Last updated in April 2016

All documents are available for small and medium-sized enterprises from the European Union and can be downloaded from the website of the EU SME Centre at www.eusmecentre.org.cn.



The EU SME Centre is an Initiative Implemented with the Financial Support of the European Union.