



SWISS CENTER NEWSLETTER DECEMBER 2016

Dear Members, Partners and Friends of Swiss Center

2016 is a special year for the Swiss Center Shanghai.

This year has been a landmark year honored by the Opening Ceremony of the Swiss Machinery, Trading and Business Center in the presence of the President of Switzerland Mr. Johann Schneider-Amman in April 2016 during his state visit to China together with a delegation of 60 officials from the private and public sectors.

Thanks to the trust our members and partners bestowed to us, we have been able to bring the Swiss Center Shanghai to a new era: The Swiss Centers China which is represented, today, by four locations in Shanghai and Tianjin at the service of the Swiss industry. In November 2016, Tianjin has welcomed its first client in the brand new workshop located in the district of Wuqing.

This year, it is also the implementation of a new service at Swiss Center: Trading. From consultancy to the import of the goods, the Swiss Center is there to ensure a smooth import procedure of the Swiss products.

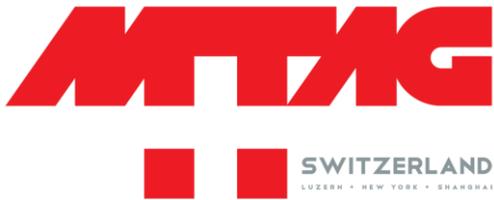
Last but not least, the year was rich of events where Swiss Center had the honor to partner with the Swiss Embassy in Beijing and Consulate in Shanghai, Swissnex China, the Swiss Business HUB, and the SwissCham Shanghai and Beijing such as the Economy Mission in Tianjin, Swiss Incubator@WEF 2016, the Venture Leaders 2016, state visit from canton of Vaud and other great delegations coming from Swiss Universities and Business School.

The celebrations of the end of the year give us the opportunity to sincerely thank you for your contribution to the Swiss Centers China. Your commitment and support allow us to maintain the Swiss Center organization. In return, we continue to build up our competence and network to bring more benefits to the members.

The Swiss Centers team wishes you and your family a Merry Christmas and a fruitful and happy

New Year 2017.

SWISS CENTER – New Members



MTAG Switzerland is an international engineering corporation specialized in the development of innovative, efficient and modernized solutions for the Steel Industry. The company is in the business of engineering and supplying turn-key installations for various industrial sectors. They are the market leader in vacuum steel degassing installations with dry mechanical pumps systems (>62% market share).

MTAG Switzerland is part of ABBC Group Netherlands.

<http://www.mtag-switzerland.com/>



Claroswiss develops and manufactures innovative water filter solutions for drinking water as well as the food processing industry. Its goal is to develop tailor-made high quality solutions based on innovative and latest state-of-the-art technology.

Claroswiss is a brand of Aquis Wasser-Luft-Systeme GmbH, part of Fortuna Group AG.

www.aquis-filter.ch

SWISS CENTER – Events & Delegations



SKU Delegation visits Swiss Center Shanghai 20th October, 2016

On 20th October, we had the pleasure of welcoming the SKU Advance Management Program delegation at the Machinery, Trading and Business Center, Swiss Center Shanghai.

The SKU Advanced Management Program is a top executive education program targeted at senior managers of Swiss companies. Each year, the program has a Shanghai module lasting 5 days. In the last day of the program this year, a delegation of 36 executives



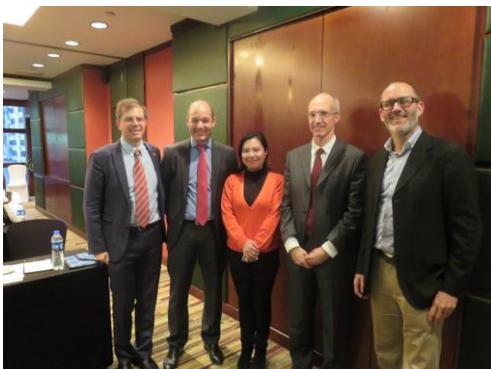
from leading organizations in the Swiss financial services, retails, logistics, industrials sectors attended the visit.

The delegation program consisted of presentations by Swiss Centers China General Manager Aline Ballaman (Swiss Centers China, “Hands on” platform for Swiss SMEs), SCC founder Nicolas Musy (Swiss SMEs in China: Small but powerful), Swiss Center Shanghai trade specialist Vanessa Xu (How to optimize your trade with China?), and managers from Starrag Group and Alpvision.



CCTV-Français (China Central Television French-language channel) covered the delegation program with an exclusive interview with Swiss Centers China founder Nicolas Musy.

SwissCham Trading Talk @ Sofitel Hyland 25th November, 2016



The talk, given by Swiss Center Shanghai trading specialist Vanessa Xu, was intended to share first-hand insights on import procedures of goods from Switzerland to China to enjoy preferential tariff rates set out in the Free Trade Agreement between the two countries.

Vanessa Xu specialises in import/export trading solutions, working closely with the CIQ (China Inspection and Quarantine Services) and other customs authorities.

Her role is to support and smoothen business operations for SMEs members of Swiss Center Shanghai and to drive them to success in China.



Venture Leaders @ Swiss Center Tianjin
27th October, 2016

On 27th October, Swiss Center Tianjin hosted the **Venture Leaders** business match-making event in collaboration with Tianjin Dongli District government and Northern Technology Exchange Market.



The aim of this programme is to introduce the 10 start-ups to investors, distributors, partners, companies and institutions in the north of China (Beijing, Tianjin region). It aims to enable the Swiss start-ups to assess more potential opportunities on the Chinese market and enhance their global network. Like the other Venture Leaders China pitchfests in Beijing, Shanghai, and Hong Kong this year, the Tianjin programme consisted of a pitch session (3 minutes allocated to each start-up) and a Q & A with the entrepreneurs. It also included a coffee break to offer entrepreneurs networking time with investors and government representatives.



Ministerial Visit from Canton of Vaud
2nd November, 2016

The visit saw a delegation of 30 politicians and entrepreneurs from the Canton of Vaud, led by Minister of Economy Phillippe Leuba, attending presentations and a panel discussion led by Swiss Centers China managing director Zhen Xiao and co-founder Nicolas Musy. The visit was concluded with a cocktail reception supported by Global Infusion Group (GIG) and Xuantai Swiss Wines.



Developments in China's pharma & medical, luxury, finance and education industries present great opportunities for Swiss businesses, Nicolas Musy highlighted. "Swiss companies are better suited to serve China's growth now than ever."

Five panelists from Swiss companies Dec Group, Microdia, Alpvision, NGL and LEMO, shared their



knowledge on business set-up, investment and trading in China and the Shanghai Pilot Free Trade Zone.

Vaud is the largest economy of the French part of Switzerland and largest state by population in Western Switzerland. Nationally, it is the third largest economy after Zurich and Bern.



JEF Gala @ Sofitel Hyland 9th December, 2016

On December 9th, 2016, JEF association (Young French Speaker Entrepreneurs) organized their annual Gala at Sofitel Hyland, Shanghai.

A distinctive feature of this 2016's Gala was its enlargement to other French speaking communities (Swiss, Belgium, Quebec). More than 180 guests came to celebrate together the end of the year. Mr. Axel Cruau General Consul of France and Mrs. Françoise Killias Zillweger, Head of Chancery of the Swiss Consulate honored us with their presence.

The JEF Gala has been well supported by the different Swiss Organizations and companies: Swissnex, SwissCham, Swiss Consulate, Swiss center Shanghai, Young Swiss in China, Xuantai and Aetea. More than twenty Young Swiss joined the Gala and proudly represented the Swiss Entrepreneurial high spirit!

SWISS CENTER - Team

Vanessa Xu



Swiss Center Shanghai team has grown in 2016.

We had the pleasure of welcoming on board this year:

Vanessa Xu, Trade Specialist

Vanessa was born in Shanghai. She obtained a degree in International Trading and Logistics Management and has 14 years of professional experience in the Shanghai Pilot Free Trade Zone. Vanessa joined the Swiss Center Shanghai team in May 2016. Her role is to support and smoothen business operations for Swiss Center

Sophie Wang



member SMEs and to drive them to success in China.

Sophie Wang, Marketing & Public Relations Coordinator

Sophie holds a bachelor's degree in Philosophy and Political Science from the University of Edinburgh. She also studied briefly in Cologne and Vienna. Previous to joining Swiss Center, she completed internships in market intelligence and public relations with Emerging Strategy and Edelman Shanghai.

April Xu



April Xu, Admin Officer

April was born in Zhejiang, China in 1990. Graduated from the School of Foreign Languages in Shanghai University of International business and Economics, she has stayed in France for more than half a year for further study. Now she serves as Office Officer in Swiss Center Shanghai.

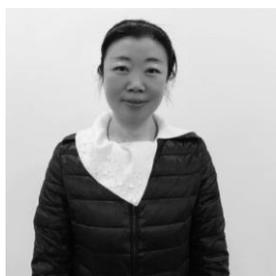
Jenny He



Jenny He, Accountant & Financial Assistant

Jenny He obtained a degree in computer application technology in 2002. After 10 years as Accountant at EMERSON, Jenny joined the SCS in May 2016 as Accountant/Financial Assistant.

Anne Shen



Anne Shen, Receptionist

Anne Shen holds a bachelor's degree in English from Nanjing Normal University. She used to teach Chinese as a second language for more than ten years in Shanghai International College of Culture. Anne joined the SCS in September 2016 as a receptionist.

Swiss Center - Interns



Swiss Interns in Shanghai

The Canton of Neuchâtel offers to future generation the opportunity to embrace their career with a global perspective.



This project launching in 2013 in collaboration with Swiss Center Shanghai (SCS) and swissnex China is today a highly-visible and sustainable program “Neuchâtel@Shanghai”. It offers graduated apprentices and high school students to join a six-month program at Swiss companies in China.

“Fully committed to the experience, they are interacting with team spirit with their Chinese colleagues, evolving with confidence and embracing the culture difference as the key to access openness”.

A. Ballaman, General Manager, Swiss Centers China

“It has been an incredible stay. I have learned a lot, and that is why I changed the way I look at things”.

M. Queiroga, Intern, Swiss Center Shanghai, 2016

“It was the best experience of my life. The working conditions were really good at [LX Precision](#). I took part of very interesting projects.”

M. Dängeli, Intern, LX Precision, 2014

Interested to welcome interns from Switzerland?

Contact Mr. Laurent Feuz Laurent.Feuz@ne.ch

Daniela Derendinger



Daniela Derendinger, Intern

She did her apprenticeship in the commune of Corcelle-Cormondreche in Neuchâtel.

She worked for the Swiss Center Shanghai for three months, from September 2016 to November 2016. She is currently working for Swissnex China.

Emilie Roemer



Emilie Roemer, Intern

She did her apprenticeship in the Manufacture des Montres Rolex, in Bienne and did her professional maturity in Neuchâtel.

She worked for Swissnex China for three months, from September 2016 to November 2016. She is currently working for the Swiss Center Shanghai.

The Swiss Center wishes you all the best with your activities in China.

We look forward to being of continuous service and support to your success!

We are pleased to be of assistance to you should you have any further inquiries therefore please do not hesitate to [contact us!](#)

Your Swiss Center China Team



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