

CHINA TRADE MISSION

Information Sheet and Questionnaire

The U.S.-China Chamber of Commerce is planning a trade mission to Hong Kong and China. The purpose of the mission is to assist U.S. companies interested in the Chinese marketplace in making direct contacts with potential trading partners and government officials in Hong Kong and China. In addition to providing participating companies with briefings by U.S. and Chinese government officials and corporate executives, the Trade Mission will also provide personal introductions and meetings with Chinese companies selected for their potential compatibility with each participating company. It will also familiarize participating companies with the Chinese business and regulatory environment.

It is anticipated that the Trade Mission will visit Hong Kong, Shenzhen, Dongguan, Guangzhou, Beijing, and possibly Shanghai over a period of approximately ten days. The exact dates and itinerary will be determined depending in part on the particular interests of the participating companies.

The China Trade Mission's focus is on medium and light industry and consumer products. In order to ensure the mission's effectiveness, participation will be limited to twenty companies, with no more than two representatives per company.

Each company interested in participating in the China Trade Mission should complete the attached questionnaire. In addition, each company should provide USCCC with the company's standard promotional literature or annual report. The more complete picture the USCCC has of each company and its interests and objectives in China, the better able we will be to identify and screen potential business partners and contacts.

After USCCC has received completed questionnaires and descriptive literature from prospective trade mission participants and following discussion with each prospective participant, ten to twenty companies will be selected to participate in the China Trade Mission. Companies not selected to participate in the upcoming China Trade Mission will receive priority consideration for future trade missions. If there is sufficient interest, USCCC will organize more trade missions to China in the future.

The cost of participating in the China Trade Mission will be approximately \$5,000 to \$7,500 per company. USCCC will arrange air travel, hotel, meals, ground transportation, meetings and receptions.

In the future, USCCC intends to offer trade missions which will have a different industry focus. Pollution control and infrastructure projects particularly related to the Beijing Olympics will be given priority. Even if your company is not interested in the upcoming China Trade Mission, we would appreciate a response to this questionnaire to help USCCC in planning future trade missions.

CHINA TRADE MISSION QUESTIONNAIRE

1. Name _____
Title _____
Name of Company _____
Address _____
Telephone (____) _____ Fax: (____) _____
2. Principal Business Activity _____
3. Date Company Established _____ No. of Employees _____
Annual Revenues (optional) _____
4. Have you previously done any business in China? Yes No
If "Yes," describe. _____

5. Has your company been involved in any other international business?
 Yes No
If "Yes," describe. _____

6. Describe your company's current interests and objectives concerning the China market.
 Sourcing from China
 Export Sales to China
 Operate wholly owned foreign enterprise in China
 Joint Venture in China
 Distributorship/Licensing Arrangements/Technology Transfer
 Other _____

7. Have you or any other executives of your company traveled to China for business or pleasure?
Describe: _____

8. Have you or any other executives of your company participated in any other trade missions to China?
Describe: _____

9. What length of Trade Mission would be most suitable for you and your company?
 Seven days Ten days Fourteen days Other
Explain: _____

10. What would you like to achieve for your company by participating in a USCCC China Trade Mission?

11. Describe in as much detail as you can, your company's ideal Chinese business partner or the business transaction that would best fulfill your company's objectives in the China market. (Use extra pages if necessary.)

12. If you have any additional questions or comments concerning the USCCC and/or the China Trade Mission, please make them in the space provided below.

Please promptly send your completed questionnaire via facsimile (312) 368-9922 and under separate cover your company's promotional literature or annual report to:

U.S.-China Chamber of Commerce
55 West Monroe Street, Suite 630
Chicago, IL 60603

ITINERARY (TENTATIVELY)

Day 1	Chicago-Hong Kong	Hong Kong	Cocktail Reception
Day 2		Hong Kong	Executive Briefing with Hong Kong Government Officials or Chairman of the one of the largest companies in Asia Visit to Companies Match Making Get Acquainted Reception
Day 3		Hong Kong	Match Making
Day 3	Hong Kong – Shenzhen	Shenzhen	Meeting with the Mayor Office Visit Hi-Tech Zone Meeting with Companies/Match Making Dinner Reception
Day 4		Shenzhen	Breakfast Briefing
Day 4	Shenzhen – Dongguan	Dongguan	Meeting with Various Companies/Match Making Luncheon Briefing Meeting with Various Companies/Match Making
Day 4	Dongguan – Guangzhou	Guangzhou	Dinner
Day 5		Guangzhou	Meeting with the Mayor Office or Chairman of the People's Congress Meeting with Companies/Match Making Dinner with various corporations
Day 6		Guangzhou	Sightseeing
	Guangzhou – Shanghai		
		Shanghai	Dinner at Xintiandi

Day 7		Shanghai	Meeting with Mayor Office or Shanghai People's Congress/Shanghai Chamber of Commerce Meeting with Companies/Match Making
Day 8		Shanghai	Meeting with Companies/Industrial Parks/Venture Funds/Match Making
	Shanghai-Beijing		
		Beijing	Dinner with CCPIT
Day 9		Beijing	Meeting with Mayor Office and various ministries Lunch with Chairman of some of the fastest growing companies in China Meetings with Companies/Match Making
Day 10		Beijing	Meeting with companies/match making Visit some of the best known artists in China
Day 11	Beijing-US or Beijing		Sightseeing (Optional)
Day 12	Beijing-US		