

RAGA 2016/2017

Regional Annual General Assembly
Swisscham Beijing - 17 March 2017

Swiss Chinese Chamber of
Commerce in Beijing



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Introduction by the President of SwissCham Beijing

Dear Members,

I am inviting you to participate in the 2016/17 Regional Annual General Assembly of SwissCham Beijing (RAGA). Please find an invitation attached (Appendix "A").

The Assembly will take place on **Friday 17 March 2017 at 16:30** at Swissôtel in Beijing (registration from 16:00).

The rules of SwissCham China foresee that each regional organization, such as SwissCham Beijing, shall convene a General Assembly at least once a year for discussing and deciding on regional affairs.¹

For this purpose, the Board of Directors must send an invitation to the members together with documents related to the Assembly and in advance of this meeting.² As in the past few years, we think that it is most practical to e-mail it to you. The pdf. version of the package is being sent to you and a paperback edition will be available at the RAGA.

During the Assembly, we will:

- report on the activity of SwissCham Beijing in 2016/17;
- present and approve the tentative program for 2017/18;
- review and approve the 2016 accounts;
- present and approve the 2017 budget;
- discharge the current 2016/17 Regional Board of Directors;
- elect the new Board for 2017/18;
- elect the new President of SwissCham Beijing for 2017/18;
- elect up to three National Board Representatives for 2017/18 among the newly elected Directors of the Board of SwissCham Beijing.

¹ National Bylaws, Art. V (2). The Rules are reproduced as annex to this bundle.

² Beijing Bylaws, Art. 6.

SWISSCHAM BEIJING RAGA 2016/17

Your participation is strongly encouraged. Please fill in and e-mail us the **participation form** attached. If you cannot attend or are not sure to, you are urged to return the **proxy form** attached in order to enable us to reach the quorum (Appendix "B"). If you want to apply for the BOD elections, please e-mail your resume.

Upon arrival, do not forget to validate your votes and get your **vote validation form** at the Voting Bureau desk (Appendix "M"). You will also be remitted two **election ballots** for the election of the SwissCham Beijing BOD, then of the SwissCham Beijing President and National Representatives (Appendix "N", Appendix "O").

Thank you for supporting SwissCham Beijing. I take this opportunity to wish you as well a happy and successful Year of the Rooster.

We are looking forward to seeing you on 17 March 2017.



Bernie STEFAN
President, SwissCham Beijing

Agenda³

16:00-16:20	RAGA Registration and RAGA proxies validation at the Voting Bureau	All/GM ^{*)}
16:30-18:00 SwissCham Beijing RAGA		
	– Closing of the Voting Bureau <u>(late arrivals will not be considered in the vote count)</u>	GM
	– Opening of the RAGA	
	– Review of quorum, including proxies	GM
	– Welcome address by the President of SwissCham Beijing	P
	– Welcome address by a representative of the Embassy of Switzerland in China	
	Administrative matters	
	– Approval of Vote Counting Officer(s) and Minutes Taking Officer	P
	– Approval of the Agenda	P
	– Approval of the Minutes of the 2015/2016 RAGA	P
	Reports	
	– Report of the President	P
	• 2016/17 activity report	
	• 2017/18 tentative program	
	– Report of the Treasurer	T
	• 2016 accounts	
	• 2017 budget	
	– Report of the Auditor	A
	– Discharge of 2016/2017 Board of Directors	P

³ Art. 6(b)(i) Beijing Bylaws.

^{*)} BOD = Board of Directors; P = President; SG = Secretary-General; T = Treasurer; A = Auditor; GM = General Manager.

SWISSCHAM BEIJING RAGA 2016/17

Elections

- | | |
|--------------------------------|----------------------|
| - BOD candidates presentations | Candidates/P |
| - Election of the 2017/18 BOD | Voting
Members/SG |

10 min BREAK

- | | |
|---|----------------------|
| - Election of the 2017/18 SwissCham Beijing
President | Voting
Members/SG |
| - Election of three 2017/18 SwissCham
Beijing National BOD Representatives | Voting
Members/SG |

Closing

- | | |
|--|---|
| - Appreciation of Directors and Management | P |
| - Appreciation of Sponsors | P |
| - Forthcoming events | P |
| - Miscellaneous | P |
| - Closing of the RAGA | P |

18:00-19:00 Cocktail, STD Registration

19:00 Swiss Traditional Dinner

Any member of the Chamber may submit a written request to the Board for additional item to the agenda provided such request are made at least 48 hours prior to the GA⁴. Please send such request by e-mail to romain.barrabas@bei.swisscham.org with the reference "2016/17 RAGA: ADDITIONAL AGENDA ITEM".

⁴ National Articles, Art. 6 (C)(3).

Organization and Rules

SwissCham China is the only Swiss Chamber of Commerce officially registered in China with the Ministry of Civil Affairs under the Provisional Regulations for the Administration of Foreign Chambers of Commerce in China.⁵ It is a federative organization. Local offices such as **SwissCham Beijing** are statutory known as **Regional Organizations**. Other Regional Organizations include SwissCham Shanghai and SwissCham Guangzhou. SwissCham Hong Kong⁶ is legally independent but maintains close ties with SwissCham China with which it shares common projects.

SwissCham China has no operational activities and fulfils a mostly representative and coordination role. Regional Organizations are represented by a **Board of Directors** which may delegate the Chamber's management to a General Manager in charge of the **Chamber's office**, as is the case in Beijing. SwissCham Beijing's organization chart is attached (Appendix "G").

SwissCham is governed by three sets of **Rules**: two at the national level and one at the regional level. National rules include the **National Articles of Association** and the **National Bylaws**. Regional rules include the Regional Bylaws, in Beijing, the **Beijing Bylaws**. It is accepted that in case of silence of the Regional Rules, the National Rules apply.⁷ Finally, the decisions by which the Regional BOD implements the Rules are recorded in Minutes of the BOD Meetings. The National Articles, the National Bylaws and the Beijing Bylaws are attached (Appendices "D", "E", "F").

In order to sit, SwissCham Beijing's RAGA needs a **quorum of 50%** of SwissCham Beijing's members with voting rights. Members enjoy such rights upon approval of the BOD following the Rules. In any case, a member shall not enjoy voting rights if he has not paid his membership fees.⁸

⁵ Of 14 June 1989.

⁶ SCHK retains "**Swiss Chamber of Commerce in Hong Kong**" as its legal name but agreed with SwissCham China to use "SwissCham Hong Kong" as its trade name at SwissCham China National Board Meeting of 17 November 2008.

⁷ See National Bylaws Art. 1.

⁸ Beijing Bylaws, Art. 6 (c) and (d).

2016/17 Activity Report of the Board⁹

Introduction

One cannot but notice that this business year has been once again very fruitful for SwissCham but more generally for the Swiss economy in China. First, let's mention the celebration of the 20th anniversary of our establishment in PRC, illustrated by a very nice logo created by one of our member, which were successfully opened during the Swiss Traditional Dinner and closed with a full house SwissCham Night. In the last two decades, the number of Swiss companies established in China spectacularly increased to reach about 1'000.

On the governmental level, the State Visit of President Schneider-Ammann constitutes one of the highlights of the bilateral relations between Switzerland and China in 2016 with the signature of an innovative strategic partnership between the two heads of state on 8 April. It is in this framework that SwissCham Beijing organized in a record time the 4th edition of the Sino-Swiss Economic Forum 2016, in association with the Embassy of Switzerland in China, the Swiss Business Hub and swissnex China.

With the exceptional presence of the Swiss President as well as the Chinese Vice Minister of Commerce Zhong Shan, eminent figures from the Sino-Swiss business community - Mr. Wang Hongzhang, Chairman of China Construction Bank, Mr. Peter Voser, Chairman of ABB, Mr. Mei Meng, Chairman of TusHoldings and Mr. Christoph Maeder, Member of the Executive Committee of Syngenta - shared their knowledge and views on the topic "Connectivity for innovation: the Sino-Swiss dimension". More than 380 guests attended the event, including top leaders from Swiss and Chinese companies as well as high level representatives from both countries.

On the communication side, our WeChat account (ID: SwissCham) has grown significantly and has become a major source of information regarding our activities and everything that concerns the Sino-Swiss business relations. If it has not been done yet, do not hesitate to follow us! We also would like to

⁹ Beijing Bylaws, Art. 6(b)(ii).

mention the development of a new website which should be launched in the first half of 2017.

More in details, 2016 Chamber's activities have been focusing on further developing our platform by both enhancing existing services and creating new projects that will be further developed in the future:

- Organization of professional and recreational events including the Swiss Traditional Dinner, Sino-Swiss Economic Forum, SwissCham Night, ambassador's briefing, company visits, seminars and regular networking events;
- Business scouting trips in Zhongshan and Tianjin providing valuable insights of business opportunities through networking opportunities with representatives of government entities and companies, B2B matchmaking and visit of Swiss and Chinese companies;
- Hosting of Hong Kong on SwissCham China website
- Development of communication channels (website, newsletter, social media, magazine);
- Development of a new website for SwissCham China and SwissCham Hong Kong with the following characteristics: responsive, user-friendly, and a better visibility for the members (reworked online directory) and sponsors.
- Bi-weekly Reader's Digests on Sino-Swiss business news distributed to all members and partners in China, Hong Kong and Switzerland;
- In collaboration with the Swiss Business Hub, further develop and update a map and analysis per industry and area of the Swiss companies established in China and Hong Kong.
- Close cooperation with Swiss partners (Embassy, Swiss Global Enterprise, Swiss Center Tianjin, swissnex China, etc.) on selected projects;
- Services such as WeChat consulting, sourcing mandates;

The year 2017 shall consolidate this positive trend and bring new opportunities for SwissCham and our members on various levels: governmental with the visit of President Xi Jinping in Switzerland and the establishment of a Sino-Swiss innovation platform, international with the Summer Davos in Dalian but also through major event like the 3rd edition of the Sino-Swiss Business Awards.

Membership

Census

There are currently 141 members¹⁰, which represents a significant increase from the 127 members on 31 January 2016.

In 2016, 23 members left the Chamber (9 large companies, 10 small/medium companies and 4 other categories). On the other hand, 37 new members joined the Chamber (3 large companies, 17 small medium companies and 17 other categories).

It should be also mention than in 2016, it has been decided to create national membership categories for Large (RMB 15'000/year) and Small/Medium Corporate (RMB 9'000/year) in order to meet the request of companies. The results are quite positive as we have already 9 national Small/Medium Corporate members.

Membership Status	31.01.2016	Leave	New	22.02.2017
Large Corporate	40	9	3	34
Small/Medium Corporate	67	10	17	74
Other Categories	20	4	17	33
Total	127	23	37	141
Turnover 2016-2017	+ 11%			

The limitation of the number of Corporate Affiliates (employees working for a member company) has been abolished in order to allow everybody working for a member company to enjoy benefits like member price to our events.

Strategy

In 2016/17, the first target was to continue to solidify and increase the Chamber's reputation via our events, publications, the website and social

¹⁰ The number here represents the members who paid and the honorary members as of 22 February 2017. Former members lost their membership status if they did not pay their dues within six months after the RAGA 2016/17 (17 March 2017).

media (LinkedIn, WeChat). The second target was to deepen the collaboration with our various partners (Swiss authorities, Swiss Centers China, foreign chambers of commerce) in order to enable our members to make their voices heard on different issues affecting their business operations (e.g. social insurance law, FTA, IP or visa issues) and create business opportunities.

SwissCham Beijing will continue to pro-actively look for members as our strategy is to continue expanding our Chamber's membership base. The reputation of the Chamber within the Sino-Swiss business community and offered services remains the best way to attract new members. Therefore in 2016, the management team carefully selected partnerships and events which add value for our members. Furthermore, our marketing material (Information Package) has been widely distributed to potential members in both paper and electronic forms.

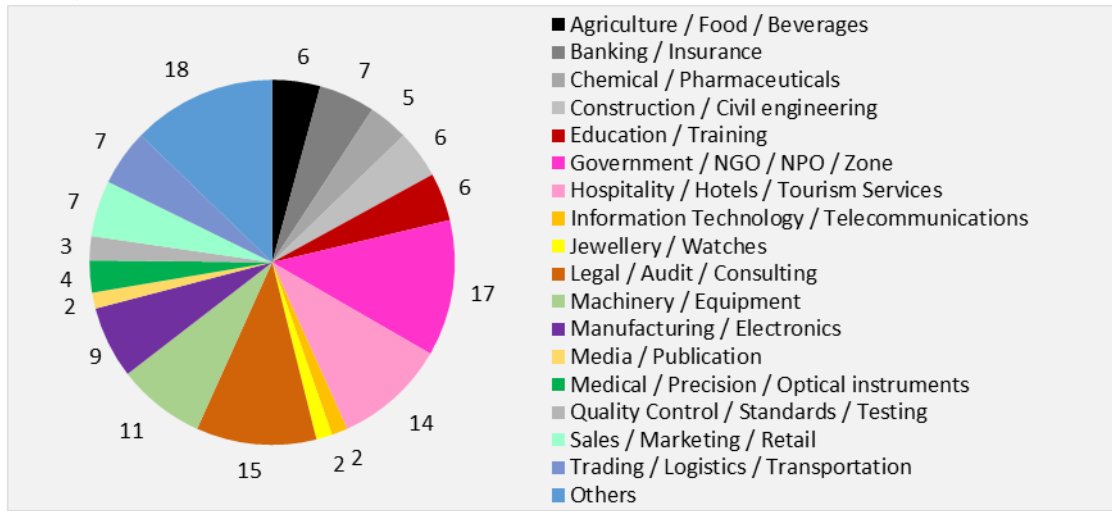
Categories

As ratified during the RAGA 2014/15, companies that are not Swiss or Swiss-invested but still have an interest to do business with Swiss companies and the Chamber can join as Associates in a single unified Corporate Associate Category. Membership fees for all the categories will remain unchanged in 2017.

Membership Categories	Beijing	Shanghai	Guangzhou
Large Corporate	7'500	7'000	2'500
National Membership - L Corporate	15'000		
Small/Medium Corporate	5'000	4'000	2'500
National Membership - SM Corporate	9'000		
Individual	2'400	2'400	1'200
Large Corporate Associate	10'000	7'000	2'500
S/M Corporate Associate		4'000	1'000
Individual Associate	2'400	2'400	1'000
Young Professional	500	500	500
NPO / Journalist	500	n/a	n/a
Honorary	0	0	0

Industries

The composition of our members is well balanced and covers most industries. The table below shows the relative importance of each category. The industry categories have been optimized in 2015.



Events

This statutory year SwissCham Beijing has been (co-)organizing not less than 32 events in 12 months. The number of events is slightly lower than in 2015, which is however a very satisfactory result taking into consideration that we organized the 4th edition of the Sino-Swiss Economic Forum which required a lot of energy as well the SwissCham Night which attracted a record number of guests. This year again, SwissCham Beijing organized two business trips outside of Beijing: one in Zhongshan and one in Tianjin.

The events for the statutory year included:

- 9 Business Seminars (SwissCham participants: 240; Total: 380)
- 8 Networking Events (SwissCham Participants: 140; Total: 2000)
- 8 Supported Events (SwissCham participants: 40; Total: 1800)
- 2 Company Visits (SwissCham participants: 32; Total: 70)
- 5 Special / Profile Events:
 - Swiss Traditional Dinner (160 participants)
 - Business Scouting Trip SSEIP Zhongshan (40 participants)
 - Sino-Swiss Economic Forum (385 participants)
 - Economic Mission in Tianjin (25 participants)
 - SwissCham Night (210 participants)

Strategy

Events are the main window of the Chamber. This is the main platform where members interact, network and get information. This is also the best opportunity to find new members. The total number of events organized and co-organized has stabilized around 35.

It is worth to note that it is more difficult than in the past to attract participants to attend small events such as seminars, a situation that other foreign chambers of commerce also live. This phenomenon appears to be related to the traffic and environmental situation in Beijing which at times doesn't entice people to step outside their offices to attend external events. In order to make sure that our events are well-attended, we are being more selective in our venue choice and also regarding the choice of topics and speakers. In 2016, we also devoted a great deal of effort to co-organize seminars and networking events in collaboration with other foreign chambers of commerce.

Company visits

In order to give added value to the membership by providing a privileged space to members for targeted business discussions, the company visits are very well appreciated. Small groups of members gather in a roundtable format at a member company's premises, allowing us to offer a free of charge event. The company welcoming the members addresses best practice issues in their field of activities followed by a guided tour. The Chamber aims to organize around 3 visits in 2017/18.

The BOD believes that company visits provide a unique opportunity, through the Chamber, to encourage its members to express their interests and to participate actively in the business community.

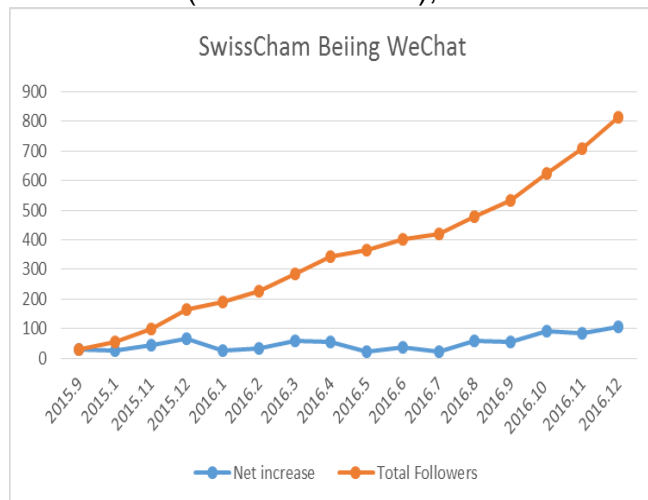
Business Scouting Trip

As a result of the vivid economic development of second and third-tier cities in China, we started in 2015 to offer the members of SwissCham China and even Hong Kong the possibility to attend business scouting trips, limited to 2/year. Usually organized on 2 days, it allows them to explore potential business opportunities and expand their activities by attending B2B and B2G matchmakings, meeting local authorities and visiting Swiss, Chinese and foreign companies. These events are usually co-organized with a local government, investment zone or Sino-Swiss park.

Website / Social Media

The website, which hosts not only SwissCham China offices but also Hong Kong since 2014, is updated daily and features extensive news clippings of Swiss business in China, information about the Chamber’s activities, events, etc. It aims to become the Swiss leading business platform in China and one of the most comprehensive online platforms about Swiss Business in Asia. In 2015, we added a webpage for investment zone in 2015 in order to establish healthy relations with local government. We are as well setting up of a list of key contacts that could bring more information/added value on the platform. In summer 2016, it has been decided to build a new website which aims to be responsive and user-friendly, offer a better visibility for the members (reworked online directory) and sponsors, and last but not least, attract new members (interactive and online application forms).

On the social media side, our LinkedIn platform continues to attract new followers and reaches today 780 (28% of senior profiles). But even more important in China is our WeChat account (ID: SwissCham), launched on 25 September, has grown significantly and has become a major source of information regarding our activities and everything that concerns the Sino-Swiss business relations. Close to 850 have subscribed until now and this number continues to rise thanks to an active promotion.



Products / Services

SwissCham China – Swiss Chinese Business Directory

Thanks to our current website, the directory has been moved online and is only accessible via a login and password system. The online directory gathers all the contact information of SwissCham members in Beijing, Shanghai, Guangzhou and Hong Kong, the contacts of the Swiss Business Hub and the

corporate members of the Swiss-Chinese Chamber of Commerce in Switzerland (SCCC).

Furthermore, an updated map of all the Swiss companies active in China (per industry and per province) is now available. For the future, we would like to create an online cluster of Swiss companies per industry and make their superior qualities more visible in the Chinese market.

The Bridge Magazine

Issued quarterly and official periodical publication of SwissCham China with a new design since 2015, The Bridge Magazine keeps being successfully published under the management of SwissCham Shanghai with the participation of Beijing, Guangzhou and Hong Kong. Launched on 1st August 2004, it has a quarterly circulation of 3'000 copies. It is 100% financed by SwissCham China and Hong Kong.

It is freely distributed to all members of SwissCham and SCCC, to the Swiss Embassy and Consulates in China, as well as displayed in the first and business class of the SWISS flights from China.

Reader's Digest

The bi-weekly Reader's Digest features a summary of the media news on Sino-Swiss business in Switzerland and China. It was launched in May 2009, and is now widely recognized for its utility and added value among the Sino-Swiss business community. It is distributed to Swisscham members in Mainland China, Hong Kong and Switzerland. We have been constantly improving it along the way, trying to make it as comprehensive as possible.

Member Benefits Program

The Member Benefits Program in Beijing allows our members only to promote their products/services among our network in order to increase their visibility and create business opportunities. The visibility of the Member Benefits section will be gradually increased on the website and social media.

Trainings

The participation to the trainings has remained stable on a rather low level despite of new collaborations that allowed us to broaden our trainings offer.

Should there be no change in the participation level of the member companies to our trainings, we will have to reconsider the actual capacity assignment.

Mandates

Cooperation on various projects with the Swiss Business Hub, the Embassy of Switzerland and other stakeholders of Swiss interests in China has taken place during 2016 and will continue developing given the very good collaboration the Chamber has with its partners.

Besides, we offer since 2015 specific WeChat consulting, as well as sourcing mandates (search for local suppliers) for our member companies.

Lobbying

In order to develop lobbying power, the Chamber needs to further strengthen its ties with the Swiss and Chinese authorities. Since the last RAGA the Chamber has been regularly representing its members on the occasion of several official events as well as further informal opportunities. Besides, members are regularly invited to share their position on various issues.

It is worth noting and giving thanks to the Embassy, who has displayed sustained efforts in offering many opportunities to the Chamber not only to be associated to those events it hosted but also by actively backing its credibility and giving it a voice. Selected representations of SwissCham Beijing President and other representatives of SwissCham Beijing:

- Meetings and discussions with Federal Councillors and other high level Swiss government representative delegations.
- Meetings and discussions with high level representatives of MOFCOM, CCPIT and provincial governments in China.
- Meetings and discussions with SECO and associations in Switzerland; with the President and other board members of SCCC in Switzerland; with S-GE in China and in Switzerland; with heads of the Embassy of Switzerland and the Swiss Business Hub in Beijing; with Presidents and board members of other chambers of commerce in Beijing.
- Meetings and discussions with local government representatives and local chambers of commerce of Guiyang, Chongqing, Fuzhou, Zhenjiang, Liudong, Tianjin and Jilin.

These exchanges, together with the increased interaction of all stakeholders of the Swiss platform, have led to a much better integration of SwissCham Beijing. These efforts will continue in 2017/18 as well.

Management

Staff

After 4.5 years at the service of SwissCham Beijing, Rolf Studer decided to leave his position of General Manager (GM) at end of 2016. The BOD would like to thank Rolf for his dedication and numerous contributions to the Chamber. He can be proud to leave on a high note since 2015 and 2016 were unanimously years of many successes for SwissCham. The board wishes him in the name of all the members the very best in his new endeavors.

Romain Barrabas, who served as Marketing & Events Manager (MEM) since February 2015, will be heading the Chamber as the new General Manager starting from 1 January 2017. Romain was notably in charge of organizing the very successful second edition of the Sino-Swiss Business Awards in 2015 and the fourth edition of the Sino-Swiss Economic Forum in 2016. In his function as GM, he is responsible for representing the Chamber to the outside whilst taking care of the internal operational matters of the management team.

Laura Fleming joined the Chamber in February 2015 and took over the position of MEM. In her function, she is responsible for the events strategy and implementation of the Chamber, the marketing material and overview of the membership administration.

Meng Lei, the Office Manager (OM), has been responsible since 2008 for the administrative tasks of the Chamber, providing outstanding work resulting in accurate and timely account reporting and supporting the Chamber's office on many administrative and government tax related issues. She is the person who also takes care of all SwissCham China issues and is the pillar of our organization in terms of compliance. Meng Lei is currently in maternity leave but continues to help the Chamber for some tasks. Since June 2016 and under the supervision of the OM and GM, Tong Lingyi joined the Chamber in June 2016 and takes care of the administrative work and supports the MEM. She is replaced in March by Adèle Chen.

Liang Meng, the Executive Officer, has been an important help for the Chamber in the past four years and has successfully contributed to management of the website, Bridge magazine, newsletters and the Reader's Digest. She is also responsible for the design of new material of the Chamber.

Michael Vouillamoz worked during 6 months as Marketing & Events Assistant (from January 2016 to June 2016). Andréa Su took over the position in January 2017 and is working under the supervision of Laura Fleming. Antoine Zhou worked between August and December 2016 as a project assistant in order to update the data of Swiss companies in China and create a map.

In 2015, in order to reduce the pressure on the Chamber's finances, the BOD decided to consolidate the staff on payroll from 4 to 3 while employing 2 to 3 interns on allowances (assistant and officer). The BOD is grateful for the whole staff support.

The Management organization chart 2016 is attached (Appendix "G"). The staff Performance Measurement System, updated in 2014, allows more focused and results orientated activities, in term of additional values for member and revenue generation.

Thanks to Rolf, Leilei, Romain, Laura and Monica, as well as the assistants Michael, Lingyi, Andréa, Adèle and Antoine, the Chamber has achieved an excellent performance in 2016, in term of valued activities, support and services to members, communication within the Swiss platform in China and Switzerland.

Office Space

SwissCham Beijing moved from Kunsha Center to new premises in February 2015 in order to save substantial costs (-30% of rental fees). Members and partners are always welcome to visit the management team in order to discuss various issues and topics.

Partners

SwissCham Shanghai and SwissCham Guangzhou

Our common goal is to gather the main actors of the Sino-Swiss business community in China. We closely work together and share communication channels such as the website, the Bridge magazine and social media. On board and management levels, marketing, financial and bridge meetings, as well as national board meetings are regularly organized in order to exchange information and synchronize our activities.

SwissCham Hong Kong

Although legally independent since it is subject to Hong Kong, and not Mainland Chinese law, the Swiss Chamber of Commerce Hong Kong (SCHK) - its legal name - maintains close ties with SwissCham China. SCHK now uses "SwissCham Hong Kong" as its trade name, thus reflecting the intention of SwissCham China to be perceived as one organization.

Swiss-Chinese Chamber of Commerce in Switzerland (SCCC)

SwissCham and SCCC are legally independent organizations with no common structure and have unevenly partnered in the past. A close cooperation between the two organizations is a key focus for the future. A close cooperation will be very much beneficial to our members. Indeed whereas SwissCham is on the China frontline, SCCC maintains close connections with Swiss companies HQs, business organizations and the Swiss government.

In order to enhance collaboration with the two structures mentioned above, presidents of SCCC Zürich and SwissCham Hong Kong were invited for the first time to attend the NBOD call on 6 September 2016. A project of collaboration during the Summer Davos 2017 has been initiated.

Embassy

The Embassy, namely Ambassador Jean-Jacques de Dardel, has given strong support to the Chamber throughout the past statutory year including invitations to business lunches at the Embassy, various consultations and participation to Chamber's flagship events such as the Ambassador's Briefing, the Swiss Traditional Dinner or the Sino-Swiss Economic Forum. At the same time, the

BOD looks forward to continue the fruitful exchange and the very constructive relation between the Embassy and the Chamber in the coming years.

David Braun, as Head of Economic and Commercial Section, has been representing the Embassy on the BOD since July 2013. The BOD would like to express its warmest thanks to David Braun for his ongoing support of the Chamber and the much appreciated collaboration in the past months.

Switzerland Global Enterprise and Swiss Business Hub

The relationship with SGE and its representative offices in China, the Swiss Business Hub (SBH), has been strengthened in 2015 and exchanges have been intensified on all levels. As an important stakeholder of the Swiss Economy in China, SwissCham has been collaborating with SBH in projects such as the map of Swiss companies in China, the organization of various events in Beijing or smaller mandates for the activities of the Hub.

More collaboration opportunities are planned for 2017/18 and the BOD would like to especially thank Alain Graf and Philippe Haas as well as Fabio Mueller for their trust and constructive collaboration in 2016.

CCPIT

China Council for the Promotion of International Trade (CCPIT) is an Honorary Member of SwissCham Beijing and is consistently supportive. It is currently represented by Yu Jianlong, Vice-Chairman of CCPIT and Secretary General of China International Economic & Trade Arbitration Commission (CIETAC).

MOFCOM

In the past year, SwissCham Beijing established close relations with different departments of the Ministry of Commerce (MOFCOM) including the China Investment Promotion Agency (CIPA) and the International Business Daily. In April 2016, vice-minister of commerce Zhong Shan gave a welcome speech during the 4th edition of the Sino-Swiss Economic Forum.

Foreign Chambers in Beijing

The cooperation with all the major chambers of commerce in Beijing has been further intensified and many events and seminars have been co-organized. SwissCham Beijing is recognized as a driving force among the chambers for its valuable business events. The invitation to participate in joint events among

chambers is reciprocal and we were approached by various chambers like the French, Benelux, German Chamber to hold events together.

Events with clear Swiss focus are handled by SwissCham whereas business topics of general interest are often co-organized with other chambers for the benefit of our members in particular. In that way, we are able to provide the audience with an international and global view and at the same time include a Swiss perspective, by having both speakers from Switzerland and speakers from the other participating chambers. For many members it is an important added benefit to meet members of other chambers as well.

Assessment

Objectives set for 2016/17 have been reached and goals like the close cooperation between the stakeholders of the Swiss platform will continue based on mutual efforts in 2017/18 and beyond. A further increase of new members and Chamber's reputation and services/added value given to the membership will remain two main goals for 2017/18. The cooperation between SwissCham China and Swiss associations like SCCC has improved but the ultimate goal of a closer alignment will still be maintained for the 2017/18.

Conclusion

The financial results of the Chamber are once again beyond our expectations for 2016, mainly due to excellent results in terms of memberships, as well as revenues from the events and products categories. We were also able to stabilize our running costs thanks to the initiatives taken in 2015 and buy some useful items for the office like air purifiers. Nevertheless, we are aware of the challenges considering our financial dependence of successful events such as the Sino-Swiss Business Awards or the Sino-Swiss Economic Forum. We are confident that we will be able to continue with the planned activities on a positive trend in 2017.

A special thanks to our management team who was able to organize in a record time, in association with the Embassy of Switzerland in China, the Swiss Business Hub and swissnex China, the Sino-Swiss Economic Forum 2016 which was a very successful 4th edition at all levels thanks to the involvement and energy spent by everybody.

With the financial targets reached, our management team has moreover been very successful in further enhancing the reputation of the Chamber and the good quality of services to the members. A good team work between the BOD and the management team made this achievement possible. The management team took ownership of this challenge and delivered as promised.

Considering the above, I feel compelled to say on behalf of our board and management team that, over the past statutory year, although there is always room for improvement and considering the limited support at its disposal, the Chamber has done its best in fulfilling its mission.

I therefore recommend you to approve the present report and the discharge of the 2016/17 BOD.

Bernie STEFAN
President
SwissCham Beijing

2017/18 Tentative Program¹¹

After a successful year with notably 4th edition of the Sino-Swiss Economic Forum in 2016, the board looks at 2017 as being a year to further strengthen and expand our platform, with a clear focus on innovation, following the signature of the Strategic Innovative Partnership signed in 2016 between Switzerland and China. We will also continue to intensify exchanges with Swiss and Chinese authorities. In terms of event, the climax of the year will certainly be the third edition of the Sino-Swiss Business Awards. Before setting the program of year 2017, we shall recall the vision and mission of the Chamber.

Vision

Further consolidate and build SwissCham Beijing as the Swiss leading business platform in China, providing value to its members, which are mainly Swiss companies in China but also Chinese and foreign companies/organizations interested in doing business with Switzerland, through various events, promotion opportunities and services, with a focus on innovation.

Mission¹²

The objectives and activities are:

- (a) To promote business relations between companies in Switzerland and China;
- (b) To cooperate with the authorities of both countries with the aim of furthering the common economic interests;
- (c) To represent, support and protect the interests of the members within the boundaries of the relevant laws and the National Articles;
- (d) To provide services to members and non-members engaged in trade, industry and commerce;

¹¹ Beijing Bylaws, Art. 6(b)(iv).

¹² SwissCham China Articles of Association, Article 2

- (e) To promote communication and discussion with China's economic and cultural organizations;
- (f) To undertake cultural and recreational activities in the interest of and benefit to the members.

The strategic goals which we set for 2017/18 include the following:

Sino-Swiss Innovation Dialogue (SSID)

The Sino-Swiss Innovation Dialogue (SSID) is an initiative by SwissCham China to foster and promote innovation between Switzerland and China within the framework of the Innovative Strategic Partnership signed in 2016 by the two heads of state. The SSID's primary goal is to act as a platform for companies from both countries to meet, exchange and further develop industrial ties, partnerships and create business opportunities.

Driven by the Sino-Swiss Innovation Business Council (SSIBC), gathering representatives from economics and politics of the two countries, its mission will be to encourage and stimulate a productive dialogue on innovation via various industry related working groups throughout the year and set the path for flagship events like the Sino-Swiss Economic Forum (SSEF) or the Sino-Swiss Business Awards (SSBA).

Swiss Platform

The platform was launched 6 years ago aiming at strengthening and uniting forces of the various stakeholders of the Swiss interests in China, namely SwissCham China (Beijing, Shanghai and Guangzhou), SCCC (Swiss Chinese Chamber of Commerce in Switzerland), SwissCham Hong Kong, the Embassy of Switzerland in Beijing, the Swiss Business Hub China, Switzerland Global Enterprise, Swiss Centers China and Switzerland Tourism. Special attention will be brought this year again to keep and further extend concrete collaboration between these entities and will rely on the following points:

1. *Relations with sister organizations*

- SwissCham Hong Kong joining our unified website project opens up perspectives for further collaborations;
- Closer cooperation with SCCC;
- Closer cooperation with SwissCham Hong Kong

2. Relations with Swiss institutions

- Embassy of Switzerland (creation of more events together on the occasion of delegation visits or VIP speakers who come to China, SSEF and SSBA every two years, collaboration through the SSID)
- Swiss Business Hub (cooperation on projects of promotion of Swiss companies in China and Chinese investment in Switzerland);
- Swiss Centers China (especially the one in Tianjin)
- Switzerland Tourism.

Membership

A main focus for 2017/18 will be put on membership stabilization and development. We plan to develop new Swiss members and partners through the efforts of the Marketing & Event Manager. Furthermore, we will continue our efforts to develop added value of the membership by bringing more benefits and services to our members; for example, members-only events, free of charge events, high profile events, etc.

Lobbying

By staying close to the Embassy and the Swiss Government, SwissCham de facto stays close to the Chinese Government as well and positioned itself as a serious partner for both entities, acknowledging that there is still much to be done to further develop relations with the Chinese authorities.

Even though the Chamber doesn't have the lobbying power of other big Chambers like the European Chamber, it is now a recognized stakeholder of the Swiss Economy in China that develops close cooperation and good relations with the Swiss Government. In this regard, SwissCham Beijing received media requests in the framework of the state visit of President Xi Jinping in Switzerland in January 2017. This gave the opportunity to our General Manager and President to be invited three times on CGTN to share their views on Sino-Swiss economic relations.

The collaboration with the Embassy of Switzerland in Beijing will focus on the cooperation of Sino-Swiss business related events, economic mission, surveys / reports (e.g. feedback on FTA implementation) and collaboration in the framework of the SSID.

Events

The current event strategy (see page 17) will be maintained and further adapted to the developing needs of our members.

Additionally, we will focus on the following special events:

- Organize the Sino-Swiss Business Awards with high-profile guests;
- Through the SSID, develop a serie of events in order to allow economics and politics of Switzerland and China to meet, share their experience and create business opportunities;
- Maintain a number of Switzerland-related events (seminars, company visits);
- Pursue the organization of business scouting trips (max. 2/year) in China.

Services / Products

The category of products includes various projects and services delivered by SwissCham. It mainly comprises publications (Bridge, Reader's Digest, newsletter, social media, special publications), member benefits program, trainings, new website, and mandates such as event consulting and organization, contact research and information services.

1. *The Bridge Magazine*

We are glad to further contribute in content from our side, by giving our members more exposure opportunities as well as share their Chinese experience with our readers in 2017.

2. *Reader's Digest*

Continuity and improvement of the Reader's Digest content will be driving this project this year.

3. *Member Benefits*

This year again, the Chamber will continue to propose targeted products at attractive prices that will be available throughout the year.

4. Services

A list with the different services offered by SwissCham has been compiled and published online. SwissCham services include contact research and introduction to companies, job postings, news announcements, sourcing information, consulting, organization of events, WeChat consulting and invitation letters.

5. Website

In 2017, we will launch a brand new website in order to continue to provide to our members qualitative information and services. One of the main change will be the responsiveness, allowing our website to be viewed in response to the size of the screen and therefore our mobile traffic. We also totally revamped our member directory, created an online application form and redesign our events pages. A special attention has been paid to the user-friendliness and visibility to our sponsors. Besides SwissCham China, SwissCham Hong Kong will continue to be hosted. Last but not least, our website will have an ICP license.

6. Social Media

We plan to further develop and increase our presence in the social media, namely LinkedIn and WeChat (see page 16).

7. Mandates

Cooperation on various projects with the Swiss Business Hub, the Embassy of Switzerland and other stakeholders of Swiss interests in China are intended to be sustained and further developed in 2017.

SwissCham Beijing is a platform that exists thanks to its members' and different stakeholders' input, support and active participation. The BOD and the Management Team strive to make this platform as interesting and useful as possible for our faithful members. We try to create a healthy business environment to facilitate and generate fruitful exchanges and contacts and we have always been doing our best to serve our members and improve our services by listening attentively to your needs.

Our mission will still remain the same, but will develop “connect > exchange > lobby > promote > service” at a higher level. We are ready to start 2017 and make it another successful year at the service of our members.

I believe that this program corresponds to the Chamber's mission and to the needs of our members. The board suggests a balanced budget and has the commitment of the management team to achieve the set targets. Therefore, I recommend that you approve the proposed 2017/18 tentative program.

Bernie STEFAN
President
SwissCham Beijing

2016 Accounts¹³

Introduction

The accounts are subject to a two-layer control. The Treasurer shall report during the RAGA.¹⁴ The accounts have to be audited by the statutory Auditor, who shall also issue a report.¹⁵

The Auditor¹⁶ is appointed at the RAGA for the next statutory year. The Auditor who performed the 2016 audit is HUACAI Accounting Online.

The audited accounts, the Auditor's notes and the Auditor's statement are reproduced in the appendices (Appendices "H", "I", "J", "K", "L").

Even though the statutory year runs from the last RAGA to the next, whereby the RAGA must be held in the first quarter of the year, the accounting year closes on 31 December. As a result the 2016 accounts cover the time period from 1 January 2016 through 31 December 2016 whereas the statutory year runs from 11 March 2016, date of the last RAGA, till 17 March 2017, date of this RAGA. The gap from 1 January 2016 till 11 March 2016 is covered by the 2016 audit whereas the gap between 1 January 2017 and 17 March 2017 will be covered at the next 2017/18 RAGA with the 2017 audit.

¹³ Beijing Bylaws, Art. 6(b)(iii).

¹⁴ National Articles, Art. 6(C)(4)(b).

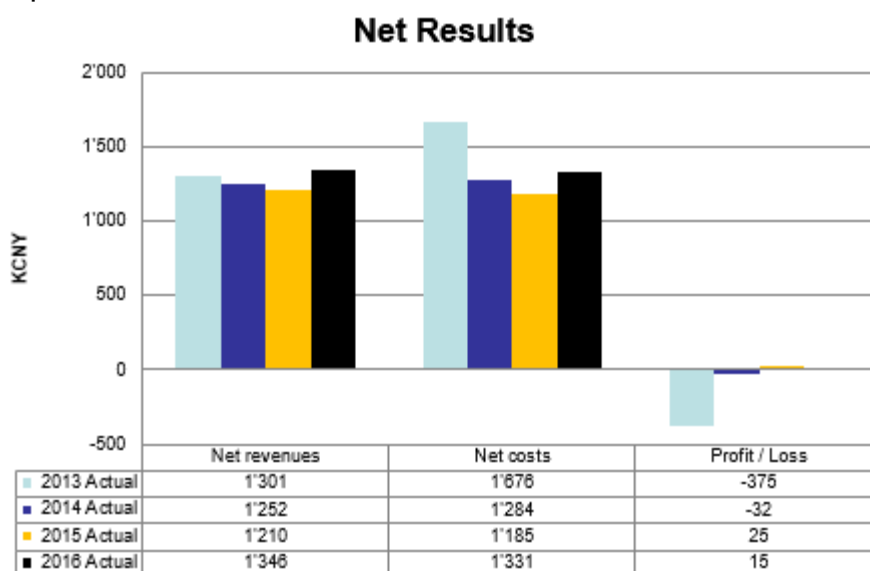
¹⁵ Beijing Bylaws, Art. 9(1) and (2).

¹⁶ Beijing Bylaws, Art. 9(1).

Report by the Treasurer of SwissCham Beijing

Overview

In fiscal year 2016, SwissCham Beijing realized net revenues of CNY 1,346k, compared to CNY 1,230k per the fiscal year 2016 budget and CNY 1,210k in the previous year. Net expenses in fiscal year 2016 amounted to CNY 1,331k, compared to CNY 1,228k per the fiscal year 2016 budget and CNY 1,185k in the previous year. The net win for fiscal year 2016 amounted CNY 15k, compared to a projected net profit of CNY 2k per the fiscal year 2016 budget and a net profit of CNY 25k in 2015.



Throughout the year, SwissCham Beijing had the necessary funds available to support its business activities. The cash balance at the beginning of the year was CNY 878k and by the end of the year was CNY 776k.

SwissCham Beijing has no long term debt.

Breakdown of Revenues

Membership Fees

Revenues from membership fees were CNY 588k during fiscal year 2016, targeting the budgeted membership revenues of CNY 600k. Even if this amount is slightly lower than the previous year, CNY598K, this is still an excellent result. SwissCham Beijing reached this good result thanks to a high number of members, the addition of the associate category decided at the RAGA 2014/2015 and especially to the dedicated work of our management team.

Events

Revenues from events were CNY 477k during fiscal year 2016, compared to CNY 390k per the fiscal year 2016 budget and CNY 459k in the previous year. The Sino-Swiss Economic Forum 2016 (SSEF 2016) – the major event organized on a very short notice by SwissCham Beijing in 2016, in collaboration with the Swiss Embassy, Swissnex and the Swiss Business Hub, has been very well received by the Sino-Swiss business community - provided much more revenue from sponsorships than budgeted (net result of CNY 430k compared to CNY 250k per the fiscal year 2016 budget, CNY 304k and CNY 235k respectively for the SSBA 2015 and the SSEF 2014). The SwissCham Night realized also a very good result but as it was organized at the very end of the year, a significant part of the revenue was received at the very beginning of 2017, explaining this apparent negative result, -6k for 2016.

Products & Services

SwissCham Beijing generates revenues from various products & services, including the SwissCham website, Bridge magazine, Reader's Digest, and services to the Swiss Business Hub. In fiscal year 2016, revenues generated from products & services amounted to CNY 282k compared to CNY 240k per the fiscal year 2016 budget and CNY 153k in the previous year. This very positive result can notably be explained by an additional executive yearly sponsor signed in the second half of the year.

Breakdown of Expenses

Consistent with the previous year, staff costs make up the majority of the expenses of SwissCham Beijing. In fiscal year 2016, staff costs amounted to CNY 967k compared to CNY 941k per the fiscal year 2016 budget and CNY 866k in the previous year. The difference can be explained by the maternity leave of our OM and thus the hiring of an extra intern to handle the administrative work, under the supervision of the GM and OM.

The expenses of SwissCham Beijing also include office costs of CNY 173k in line with the fiscal year 2016 budget and general and administrative expenses of CNY 192k compared to CNY 114k per the fiscal year 2016 budget. The gap compared to the budget comes from two sources: 1) as the revenue was significantly higher than budgeted, SwissCham Beijing decided to replace

some old office equipment (such as computers, cheque printer, etc., 42k) in 2016 and 2) the tax expenses (47k) were significantly higher than budgeted (20k) as the revenue was also higher than budgeted.

Conclusion and Recommendation

Thanks to a very positive result on its major events such as the SSEF 2016, as well as targeted membership revenues, SwissCham Beijing was able to overpass the ambitious fiscal year 2016 budget for membership and events. During 2016, the Board of Directors and the SwissCham management team have made significant efforts to identify additional sources of revenues for this and future years (such as the matchmaking events in selected investment zones for our members).

The Board of Directors and the SwissCham Beijing management team are confident that SwissCham Beijing will continue to operate in a sustainable manner, while at the same time continuing to position SwissCham Beijing as a respected partner of the Sino-Swiss business community.

I would like to thank our management team led by our General Manager Rolf Studer (Romain Barrabas since 01.01.2017), assisted by our loyal Office Manager Meng Lei, our Marketing & Events Manager Romain Barrabas (Laura Fleming: 15.02.2017) as well as our Executive Assistant Monica Liang for their significant personal contribution, support and valuable services to our members.

I recommend that our members approve the accounts of SwissCham Beijing for fiscal year 2016.

Katja AINASSAARI
Treasurer
SwissCham Beijing

Report by the Auditor of SwissCham Beijing

The Auditor of SwissCham Beijing is HUACAI Accounting Online. See the audited accounts, the Auditor's notes and the Auditor's statement in the appendices (Appendices "H", "I", "J", "K", "L").

2017 Budget¹⁷

Report by the Treasurer of SwissCham Beijing

For the detailed budget, please refer to Appendix "L".

Key Considerations for the 2017 Budget

The 2017 budget of SwissCham Beijing has been prepared taking into consideration our objective to maintain stable revenues from a number of successful events and products & services, while at the same time continuing to build our platform and presence in the Sino-Swiss business community.

For fiscal year 2017, SwissCham China is budgeting total net revenues of CNY 1,197k (2016 actuals: CNY 1,346k), total net costs of CNY 1,193k (2016 actuals: CNY 1,331k) and a net profit of CNY 4k (2016 actuals: CNY 15k).

The budgeted net revenue has been slightly adapted on the side of the membership to CNY 580k in fiscal year 2017 in order to better reflect the reality of 2016, actual CNY 588k, which the General Manager, supported by the entire management team, will focus on achieving. This ambitious target is deemed achievable, if the efforts to win new members are being continued, while the number of lost members is being significantly reduced. Considering that a Sino-Swiss Business Awards (SSBA) is expected to be held in fiscal year 2017, revenues from SSBA is budgeted at CNY 275k (2015 actuals: CNY 304k); the budgeted revenues from events for 2017 also include revenues from two additional events, i.e., the Swiss Traditional Dinner and the SwissCham Night bringing the total budgeted revenues from events to CNY 395k. Revenues from products and services are budgeted at CNY 222k (2016 actuals: CNY 282k), primarily due to revenues from website and services.

In 2017, we will continue to control our net costs on the same basis as 2015 and 2016. Costs of the staff are even lower, CNY 908k (2016 actuals: CNY 967) as the new MEM started in the second half of February. Office costs are

¹⁷ Beijing Bylaws, Art. 6 (b) (iv).

slightly higher to cover the additional cost in case we need to move to new premises, CNY 183k (2016 actuals: CNY 173). Thanks to the purchase of useful items for the office in 2016 (see above), administration and general costs are expected to remain low, CNY102k (2016 actuals: CNY 192).

The budgeted net profit of CNY 4k for 2017 is reflective of the expectations to stabilize the financial result of SwissCham Beijing based on our actual membership basis, planned events and products & services revenues. In particular, it will depend on the ability to increase the number of members and to organize high-calibre events such as the Sino-Swiss Business Awards. While we will continue monitoring our cash position carefully, the current level of liquidity, together with the cash flows from meeting the above budget, shall allow us to manage this year without proposing an increase to the membership fees of SwissCham Beijing. This is also in line with our goals as a non-profit organization. The Board of Directors will be closely monitoring the net results as well as cash position of SwissCham Beijing throughout fiscal year 2017.

Katja AINASSAARI
Treasurer
SwissCham Beijing

Appointments

As noted above, the RAGA has to appoint the **Auditor**. The Auditor is appointed upon recommendation of the BOD.¹⁸

Having been satisfied with the services provided with the current Auditor, the BOD would like to propose to the RAGA to re-conduct the Auditor HUACAI Accounting Online as for the upcoming statutory year.

We take this opportunity for expressing our gratitude to HUACAI Accounting Online for their support during this statutory year.

¹⁸ Beijing Bylaws, Art. 9(1).

Regional Board of Directors of SwissCham Beijing

Introduction

The Regional Board of Directors is in charge of supervising the management and of the representation of SwissCham Beijing.¹⁹ It is composed of five Office Holders and six Directors of the Board and one Honorary Director.

The Office is composed of the President, 2 Vice-Presidents, the Secretary-General and the Treasurer.

The Embassy of Switzerland in China²⁰ is Honorary Director of the Board of SwissCham Beijing. The Embassy's representative, who usually is the Head of Economic, Financial and Commercial Section, sits on the BOD.

The Directors of the Board are elected at the RAGA²¹ for one year.²² The President is elected by the RAGA. The other functions are elected within the BOD.²³ Directors of the Board are expected to attend 2/3rd of scheduled Board Meetings. Their attendance has to be announced before the election.²⁴

In compliance with the Rules, the BOD made as of 25 January this year repeated **open calls for candidacy to the BOD** to all the members, see Appendix "C".²⁵ Members interested are invited to send their resume to the Chamber's office. In order to allow time for copying your resume to the voting members, please submit your **candidacy until 27 February 2017 the latest**.

At the RAGA, you will be requested to shortly introduce yourself and explain your motivation in front of the assembly before the proceeding of the elections.

¹⁹ Beijing Bylaws, Art. 7(1). See also National Articles, Art. 6(A).

²⁰ Beijing Bylaws, Art. 6(2)(a).

²¹ National Bylaws, Art. VI(2).

²² Beijing Bylaws, Art. 7(3)(a).

²³ Beijing Bylaws, Art. 6(2)(e).

²⁴ Beijing Bylaws, Art. 7(3)(c).

²⁵ Beijing Bylaws, Art. 7(e).

The 2016/17 Board of Directors

The composition of the 2016/17 BOD was the following:

President	Bernhard Stefan (Nestlé)
Vice-President	Martin Mueller (Swisswalls)
Vice-President	Yvan Sprünglin (SICPA)
Secretary-General	Pauline Houl (Eurohold)
Treasurer	Katja Ainassaari (ABB)
Director / Chairman	Daniel Meyer (the GO corporation)
Director	Matthias F. Durrer (PwC)
Director	Michael Yu (Zurich)
Director	Siok-Hoon Tan (UBS)
Director	Brian Lou (Novartis) – <i>replaced in 11.2016 by S. Baumgartner</i>
Director	Samuel Baumgartner (Wenfei)
Director	Olivier Glauser (Shankai Sports)
Honorary Director	David Braun (Embassy of Switzerland)

As noted above, Directors of the Board are expected to attend 2/3rd of scheduled Board Meetings. The Directors may not stand for re-election if they did not attend 2/3rd of the Meetings.²⁶ The BOD members' attendance during the 2016/17 statutory year is the following:

BOD	Name	25. Apr. 16	23. Jun. 16	30. Aug. 16	24. Oct. 16	16. Jan. 17	13. Mar. 17		Attende d	Invit ed	Ratio	Threshold	Passed
1	Bernie Stefan	1	1	1	1	1			5	5	100%	66.66%	YES
2	Daniel Meyer	1	1	0	1	1			4	5	80%	66.66%	YES
3	Martin Mueller	1	1	1	1	1			5	5	100%	66.66%	YES
4	Yvan Sprunglin	1	1	0	1	1			4	5	80%	66.66%	YES
5	Pauline Houl	1	1	1	1	1			5	5	100%	66.66%	YES
6	Katja Ainassaari	1	1	1	1	1			5	5	100%	66.66%	YES
7	Siok-Hoon Tan	1	1	1	1	1			5	5	100%	66.66%	YES
8	Olivier Glauser	1	1	1	1	0			4	5	80%	66.66%	YES
9	Michael Yu	0	1	1	1	0			3	5	60%	66.66%	NO
10	Brian Lou	1	1	x	x	x			2	2	100%	66.66%	YES
11	Samuel Baumgartner	x	x	x	x	1			1	1	100%	66.66%	YES
12	Matthias Durrer	1	1	1	1	1			5	5	100%	66.66%	YES

conference call attendance (2 max)



Bernhard Stefan, Siok-Hoon Tan and Michael Yu will abstain to reapply; therefore the 2/3 rule is irrelevant in their case.

²⁶ Except the Honorary Director of the Board.




Candidature to the Board of Directors 2017/18

The following members would like to apply as new candidates for the SwissCham Beijing’s Board of Directors.

Please note that candidacies remain open until the election of the new BOD by the General Assembly: you can send your CV and a short motivation letter to our General Manager, Mr. Romain Barrabas, romain.barrabas@bei.swisscham.org or call him on the following number: +86 10 8468 3982 ext. 188.

New candidates	Introduction
 <p>Lily (Qing) Shi <i>Hidrostal (Qingdao) Pumps</i> <i>Managing Director</i></p>	<p>Ms. Lily Shi is the managing director of Hidrostal (Qingdao) Pumps since 2005 but is active in this company since its beginnings in 1997. During this period, she managed both the production and sales, the number of employees has increased from 1 to 100 and their assets have jumped from 3 to 45 million USD. Married with a Swiss citizen, Lily lived and worked for 10 years between China and Switzerland.</p> <p>Thanks to her long experience Hidrostal and deep involvement in various fields like administration, HR, finance, legal aspects as well as her excellent command in English and good knowledge in Swiss German, Lily believes she can provide valuable advises to existing and new members</p>
 <p>Charlie (Lixiao) Chen <i>Zurich General Insurance Company (China)</i> <i>General Manager of Beijing Branch</i></p>	<p>Mr. Charlie Chen joined Zurich General Insurance Company (China) in 2013 and is now the Board Secretary and General Manager of Beijing Branch. Prior to this, Charlie was the Assistant General Manager of AIG General Insurance Company Beijing Branch. During his 13 years’ work in AIG, Charlie was involved in multiple areas, including Marine Insurance Underwriting, Strategic Marketing Planning, Management Supporting, Human Resource, Finance Analysis, Compliance, Operations, Distribution Management, Company Affairs and Corporate Communication.</p> <p>Charlie could bring the following experience to SwissCham: experience of partnership with Chinese government on providing risk solutions to B&R projects and enhance communication between SwissCham and Chinese B&R related associations. Charlie is also familiar with some influential media that can help to increase the visibility of SwissCham and its members.</p>

SWISSCHAM BEIJING RAGA 2016/17

 <p>Jingwei Jia <i>Swiss Re Corporate Solutions</i> <i>CEO China</i></p>	<p>Mr. Jingwei Jia is currently the CEO of Swiss Re Corporate Solutions China. He has been worked in Swiss Re for 15 years and held various senior business development and underwriting roles in Singapore, Armonk (USA), Beijing and London. Jingwei obtained his master degree in Management and Regulation of Risk at the London School of Economics and Political Science (LSE) in 2003. He has earned the Chartered Property and Casualty Underwriter (CPCU) designation in 2006.</p> <p>Jingwei has a deep understanding of Chinese and Swiss cultures, with proven record of successfully dealing business with clients in both countries. He also hold multiple senior positions prior to the current role, which makes him part of the board setting the strategies to steer the company development. Last, as insurance deals with almost every industry, he's confident he can contribute those advantages and insights to the whole chamber.</p>
 <p>Richard Chu <i>UBS China</i> <i>Executive Director of Wealth Management Dept</i></p>	<p>Mr. Richard Chu is currently the executive director of the wealth management dept. at UBS China and spent the last 12 year in the banking industry in China. He also spent 7 year in non-banking industries. He believes that through his participation in the Board, there is a lot he can contribute, and a lot he can take away.</p> <p>UBS has long been a member of SwissCham in Beijing. As a leading Swiss bank in China and the largest bank in Switzerland, UBS has a keen interest to actively contribute to SwissCham and is convinced that its presence in the Board would be mutually beneficial.</p>
 <p>Daniel Aellen <i>Nestlé Greater China Region</i> <i>Executive Vice President & Chief Financial Offider</i></p>	<p>Mr. Daniel Aellen is the Executive VP & CFO for Nestlé in Greater China Region, a role he assumed since September 2016. He joined Nestlé Group in 1995 and held various positions in the field of finance in Switzerland, Russia, USA, Mexico and Philippines.</p> <p>As Daniel has been working for Nestlé for the last 22 years, it is important for him to keep a close relationship with the Swiss business community as well as to help other Swiss companies to develop their business in China. He truly believes that he could add value to SwissCham in Beijing by utilizing the Nestlé network across various companies, associations and organizations as well as his own experience and contacts.</p>

Elections

2017/18 Board of Directors

BOD members are elected by secret ballot by simple majority of the represented members at the RAGA.²⁷

You have to elect up to **eleven Directors**, provided there are at least eleven candidates. Please use the **Voting Ballot No. 1** (Appendix "N").

President of SwissCham Beijing

Once you will have elected the Directors of the Board, you will have to elect among them the **President of SwissCham Beijing**. The same rules apply.

You will be invited to do so, and at the same time, you will elect the National Representatives. Please use the **Voting Ballot No. 2** (Appendix "O").

National Board Representatives

The Rules request that Regional Organizations such as SwissCham Beijing nominate, among the members of their Regional BOD, candidates for the National Board of Directors, among whom one **Regional President** and additional **National Representatives**.²⁸ These candidates will then have to be elected by the National Annual General Assembly (NAGA), which this year will be held in Shenzhen on 31 March 2017.

Therefore in principle, you have to elect, among the SwissCham Beijing BOD members whom you just elected, **three National Representatives**.²⁹ The President of SwissCham Beijing may also be a National Representative and is usually the Regional President.

²⁷ Beijing Bylaws, Art. 6 (f).

²⁸ National Bylaws, Art. VII.

²⁹ SwissCham Shanghai is also entitled to three National Representatives and SwissCham Guangzhou is entitled to one, National Bylaws, Art. VII B (2). SwissCham Hong Kong is invited at the NBOD Meetings but formally has no seat since it is a legally separate organization.

For the 2016/17 statutory year, SwissCham Beijing's National Representatives have been:

- Regional President Bernhard Stefan
- Chairman Daniel Meyer
- Legal Representative Martin Mueller

National Representatives are elected for a maximum of three terms of two years and the Chairman two terms of two years.³⁰

Martin Mueller, currently legal representative, has been elected National Representative at the RAGA 2015/16. Shall he be reelected as Director of the Board this year, he will not need to be reelected as National Representative this year.

Since Bernhard Stefan is leaving the Board of SwissCham Beijing at this RAGA, a new National Representative and Regional President will have to be elected this year to replace him.

Daniel Meyer has been elected National Representative at the RAGA 2014/15 and Chairman of SwissCham China at the NAGA 2014/15. Shall he be reelected as Director of the Board this year, he will also need to be reelected this year, considering our National AoA (Art. 7 (B) (4)) and National Bylaws (Art. 7 (3)).

You will therefore need to elect two new National Representatives among the newly elected Directors of the Board of SwissCham Beijing, should the full time National Representative mentioned be reelected as Director of the Board.

At the RAGA, or first-step level, the election shall follow the same rule as for the Regional BOD: National representatives are elected by secret ballot by simple majority of the represented members at the RAGA.³¹ Please use the **Voting Ballot No. 2** attached (Appendix "O").

³⁰ National Articles, Art. 7 (B) (3) (4).

³¹ Beijing Bylaws, Art. 6 (f).

Directors Appreciation

The Board of Directors of SwissCham Beijing wishes to express its sincere and greatest appreciation to Bernhard Stefan, Brian Lou, Michael Yu and Siok-Hoon Tan for their active contribution to SwissCham Beijing's Board of Directors, and would also like to warmly thank the Directors who leave the Board at this RAGA.

Sponsors Appreciation

SwissCham Beijing wishes to acknowledge and express its appreciation to the many companies, other organizations and individuals that supported the Chamber in 2016/17. These sponsors are:

Many Thanks to our Sponsors in 2016 !



普华永道

