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AmCham China Leadership

AmCham China's success is rooted in the vision, hard work, and dedication of its members. Through their efforts, these volunteer leaders make it possible to provide the information and intelligence, business services, networking opportunities, and events that benefit all members and the advocacy initiatives that help shape the business environment in China. At AmCham China's national level, the chairman, two vice chairs, and 11 governors comprise the organization's Board of Governors. Additionally, AmCham China's three Chapters each have their own local executive committee to ensure they are responsive to the needs of local AmCham China members.

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Strengthening Local Government Engagement

As we move into the final quarter of the year, I want to highlight a crucial aspect of our advocacy work: deepening our engagement with local governments across China. This quarter, we have prioritized strengthening relationships at the provincial level, facilitating constructive dialogue that supports our members and reinforces the importance of US-China cooperation.

Our focus on local government engagement reflects the importance of sub-national cooperation in advancing the interests of US businesses in China. AmCham China has maintained a robust dialogue with provincial governments, ensuring that our members' voices are heard at both the central and local levels. Recent engagements have provided invaluable opportunities to highlight the needs of our members, address business challenges, and explore investment opportunities across the country.

For example, during my recent visit to Tianjin's Hexi District, I had the privilege of leading discussions with local leaders, including Wang Xu from the Tianjin Municipal Standing Committee. These discussions centered on opportunities in key sectors such as finance, healthcare, and the digital economy, reinforcing the strong ties between US businesses and Tianjin. Similarly, during our visit to Anhui Province, we were impressed by the government's proactive approach to resolving business issues, further strengthening our confidence in local collaboration.

Throughout September, we engaged in a series of high-profile meetings with both US and Chinese officials, fostering collaboration on key economic and environmental issues. Our leadership met with Chinese officials including Fujian Vice Governor Wang Jinfu, Henan Governor Wang Kai, Hunan Party Secretary Shen Xiaoming and from Anhui province both Party Secretary Liang Yanshun and Governor Wang Qingxian. Meanwhile on the US side, we've engaged with Under Secretary of Commerce Marisa Lago, Senior Advisor to the President John

Podesta, and more. These dialogues underscore the importance of local government relationships in promoting trade and investment between the US and China.

In particular, our recent delegation to Hunan Province, led by Vice Chair Roberta Lipson and Central China Chapter Chair Steve Carpenter, focused on strengthening partnerships at the provincial level. The delegation met with high-level officials and participated in discussions on local economic policies, with a special emphasis on innovation and healthcare. These engagements serve as a testament to the growing role of provincial governments in fostering a dynamic business environment.

As we continue our advocacy efforts, local government engagement will remain at the forefront of our strategy. By fostering strong relationships at the provincial level, we are positioning our members to take advantage of emerging opportunities across China's diverse regions. Whether through targeted investment initiatives or open dialogue on regulatory issues, our goal is to ensure a transparent, predictable, and fair business climate for US companies.

Your feedback remains critical to our success. We invite you to share your insights and ideas on how we can further enhance our local government outreach efforts.

Best regards,

Sean Stein
AmCham China Chairman

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Social Impact Summit 2024: *Green Transition, Social Responsibility, and Digital Empowerment*

The 2024 Social Impact Summit kicked off with Michael Hart, President of AmCham China, welcoming attendees and highlighting the achievements of member companies. Hart stressed the vital role of the private sector in addressing global challenges and contributing to Chinese society. His opening remarks set the tone for a day of insightful discussions on how businesses can make a lasting impact.

Keynote Insights: Green Transition and International Collaboration

Wen Hua, Deputy Director General of the NDRC, delivered the first keynote speech, focusing on China's strategic goals for carbon peaking and carbon neutrality. He outlined over 30 sectoral initiatives supporting this effort, showcasing advancements in renewable energy and industrial transformation. Wen also called for enhanced US-China



Above: AmCham China President Michael Hart

Photo by Jin Peng

**Top:**

Deputy Director General of the National Development and Reform Commission (NDRC) Wen Hua

Middle:

UN Resident Coordinator in China Siddharth Chatterjee

Bottom:

Panel on "The Role of Multinational Corporations in Advancing Global Climate Action and China's Green Transition," with Wu Jing, Olive Liu, Gracie Sun, and Wendi Tao

Photos by Jin Peng

On August 27, AmCham China brought together thought leaders, business executives, and policy experts for the 2024 Social Impact Summit at the Hilton Hotel in Beijing. This annual Signature Event marked the culmination of the 2023-2024 Social Impact Initiative programming and celebrated the release of the 2024 Social Impact Reports. Discussions focused on critical issues like green development, rural revitalization, and digital empowerment, highlighting innovative strategies for driving meaningful social change.

cooperation in green trade, technology, and market collaboration, particularly in the areas of new energy and environmental protection.

Following Wen Hua, Siddharth Chatterjee, UN Resident Coordinator in China, highlighted the pressing global challenges exacerbated by the COVID-19 pandemic, climate change, and inequality. He emphasized that international collaboration, especially between the US and China, is essential to addressing these complex issues.

Innovations in China's Industrial Development

Zhang Xiaoyan, Vice President of the China Center for Information Industry Development, discussed China's new industrialization efforts, including innovations in 5G, large-scale manufacturing, and robotics. She encouraged foreign enterprises to tap into China's R&D capabilities and innovation-friendly policies, positioning China as a key hub for industrial growth.

Panel Discussions: Advancing Green Action and Social Responsibility

The first panel discussion, "The Role of Multinational Corporations in Advancing Global Climate Action and China's Green Transition," was moderated by Wu Jing, Vice President of Public

2024 年社会影响力大奖颁奖仪式 2024 Social Impact Award Ceremony



Affairs at UPS China and Co-Chair of AmCham China's Business Sustainability Committee. Panelists from Hewlett Packard Enterprise, the Paulson Institute, and GE Vernova shared how multinational corporations are leveraging sustainable practices and technology to contribute to China's green transition.

The second panel, "Driving Inclusive Growth: Corporate Strategies and Actions for Social Responsibility," moderated by Peter Zhong from Edelman China, explored corporate strategies for promoting social equity and reducing disparities in China. The discussion featured representatives from PayPal, the China Foundation for Rural Development, and SynTao Consulting, highlighting successful collaborations between corporations and social organizations.

Unveiling the 2024 Social Impact Reports

During the Summit, Michael Hart officially unveiled AmCham China's 2024 Social Impact Reports, available in both English and Chinese. The reports, which include case studies from 22 member companies, showcase their achievements in sustainable development, low-carbon transformation, and corporate social responsibility. These examples demonstrate how businesses can successfully contribute to China's environmental and social development goals.

Recognizing Excellence: Social Impact Awards

The event concluded with the 2024 Social Impact Awards, recognizing companies for their significant contributions to AmCham China's Social Impact Initiative and China's social development. This year's honorees included Amazon, USANA BabyCare, Google, HPE, SLB, and Merck.



Top:

2024 Social Impact Award winners including Amazon, USANA BabyCare, Google, HPE, SLB, and Merck

Bottom:

Panel on "Driving Inclusive Growth: Corporate Strategies and Actions for Social Responsibility," with Peter Zhong, Ding Yadong, Justin Liu, and Peng Jilai

Photos by Jin Peng

Google, Hewlett Packard Enterprise, SLB, and Merck, all of which were acknowledged for their leadership in driving positive change.

The Path to a Sustainable Future

The 2024 Social Impact Summit reaffirmed the critical roles of green transition, corporate social responsibility, and digital transformation in building a sustainable future. AmCham China remains committed to supporting its members as they continue this important work through the 2024-2025 Social Impact Initiative. **Q**

AmCham China's 2024 Social Impact Initiative (SII) represents the Chamber's ongoing commitment to promoting sustainable development, corporate social responsibility (CSR), and positive social change within China. With a focus on green development, rural revitalization, and digital empowerment, the 2024 Social Impact Report highlights how member companies are stepping up their efforts to address key societal challenges while advancing their business goals. This year's report presents over 20 best practice case studies, reflecting a diversity of approaches and innovation.

A Look into AmCham China's 2024 Social Impact Reports: Building Sustainable Futures



Above:
AmCham China President Michael Hart introduces the 2024 SII Report

Photo by Jin Peng

The Social Impact Initiative, launched in 2020, has grown into a platform that fosters collaboration between AmCham China's member companies, government agencies, and social organizations. Its mission is clear: to drive meaningful contributions to China's economic and social development by sharing best practices and creating multi-sectoral

partnerships. Now in its fourth year, the SII remains focused on addressing global challenges, especially those heightened by the global pandemic, the climate crisis, and rural inequality.

AmCham China's 2024 report showcases how member companies are actively contributing to sustainability goals, focusing on key areas including environmental sustainability, rural development, and the digital economy.

Key Themes in the 2024 Reports

Green Development: Driving Sustainability

Climate change and environmental degradation are pressing global challenges, and AmCham China member companies are increasingly aligning their business strategies with sustainability objectives. In 2024, green development continues to be a dominant theme in the reports, with companies investing in innovative technologies, renewable energy, and waste reduction to minimize their environmental impact.

For example, Amazon has made significant strides in advancing renewable energy initiatives in China. Through its wind farm projects, the company is actively contributing to China's "dual carbon" goals, reducing carbon emissions, and supporting local communities. In addition, Amazon's

Sustainability Exchange platform provides valuable tools for businesses across China to achieve their sustainability goals.

Another key contributor is AstraZeneca, whose "Ambition Zero Carbon" strategy is transforming its operations. The company's Wuxi supply site, powered by 100% green electricity, serves as a model for sustainable healthcare production. AstraZeneca is also leading industry collaborations to promote green development across the pharmaceutical and healthcare sectors, creating a ripple effect of sustainable practices throughout its value chain.

These initiatives, alongside those from companies like Chevron, McDonald's China, and Prologis, underscore the importance of corporate action in tackling environmental challenges.

Rural Revitalization: Empowering Communities

Rural revitalization is critical to China's broader goals of achieving economic equity and sustainable development. AmCham China's member companies are playing an active role in this transformation, supporting rural industries, improving healthcare, and providing education to underserved communities.

The Google "Coding for the Future" STEM education program, for example, is a standout in terms of its impact on rural youth. By offering programming education to rural teachers and students, Google is helping bridge the digital divide and empower the next generation with critical technological skills. The program has trained over 200 rural teachers and reached more than 10,000 students, illustrating how technology can drive inclusive growth.

Nu Skin's NU Future Education Plan also addresses rural development by offering vocational training for students from disadvantaged families. The program supports rural talent development by providing financial aid and job opportunities, contributing to the revitalization of rural communities.

Amazon has also leveraged its expertise to support rural education through the "Coding Carnival" initiative, which fosters science and technology learning in rural schools. This program encourages rural students to pursue their passion for technology, demonstrating how corporate involvement can directly contribute to China's rural development agenda.

Digital Empowerment: Bridging the Divide

With China's push for digital transformation across industries, AmCham China's members are leveraging technology to drive both



Top: Attendees at the US-China Green Development Cooperation Seminar, co-hosted by AmCham China and the China International Youth Exchange Center

Middle: AmCham China delegation visits the carbon capture and energy storage labs at China Huaneng Group's Clean Energy Research Institute

Bottom: AmCham China delegation attends the US-China Corporate Low-Carbon Practices Symposium with the State-owned Assets Supervision and Administration Commission

Photos courtesy of AmCham China

"The case studies featured in the 2024 Social Impact Report are a testament to the dedication of AmCham China's members in addressing complex social and environmental issues."

economic and social impact. From reducing the digital divide in rural areas to enabling green technology, digital empowerment is at the core of many initiatives in this year's report.

SLB's Accessible AI Lab project, developed for the Beijing School for the Blind, is a prime example of how technology can be used to empower marginalized groups. By introducing AI tools and accessible programming for visually impaired students, SLB is ensuring that no one is left behind in China's digital transformation. This project underscores the importance of inclusivity in technological development, showing how innovations can transform lives.

Similarly, Micron Technology continues to prioritize digital empowerment through its efforts to promote STEM education, especially for rural students and those with special needs. Micron's initiatives, including Chip Camps and partnerships with leading Chinese universities, aim to foster a new generation of innovators and scientists, thus ensuring that digital empowerment reaches all corners of society.

Selected Best Practices from Member Companies

The case studies featured in the 2024 Social Impact Report are a testament to the dedication of AmCham China's members in addressing complex social and environmental issues. These initiatives range from cutting-edge technological innovations to grassroots community development projects, illustrating the breadth of corporate contributions to China's sustainable development goals.

For instance, DHL is taking major strides toward carbon neutrality, having introduced electric vehicles for logistics in China. Their sustainability roadmap focuses on reducing emissions and advancing sustainable practices across the logistics sector, setting an industry benchmark.

Merck, on the other hand, is making great progress in waste management and energy efficiency at its manufacturing sites in China. The company's use of artificial intelligence

and renewable energy sources is pushing the boundaries of what's possible in corporate sustainability, reducing both waste and greenhouse gas emissions.

These examples reflect the creativity and commitment of the private sector in driving meaningful, sustainable impact.

The Future of the Social Impact Initiative

As the Social Impact Initiative evolves, the challenges it seeks to address are becoming more complex. However, with the growing involvement of member companies, there is immense potential for continued progress. The 2024 report highlights not only the achievements to date but also the opportunities for future collaboration.

In an increasingly interconnected world, the efforts of AmCham China's members are helping to shape a more sustainable, equitable, and digitally empowered society. The Chamber's role in bringing together businesses, governments, and social organizations is critical to achieving these ambitious goals.

As the Social Impact Initiative continues to grow, AmCham China will remain a vital platform for fostering collaboration and driving sustainable development across industries. The 2024 report serves as both a celebration of the impact already achieved and a call to action for the future.

This year's report underscores the significant role that businesses can play in shaping a sustainable future. Through innovative green technologies, rural revitalization programs, and digital empowerment initiatives, member companies are making meaningful contributions to China's development goals.

With an ever-evolving landscape of social and environmental challenges, the Social Impact Initiative will continue to provide a platform for sharing best practices and driving change. By harnessing the collective efforts of the private sector, government, and civil society, AmCham China and its members are paving the way for a brighter, more sustainable future for all. 🌱

Everyday Care, Extraordinary Impact:

Kenvue's Contribution to Healthy China 2030



**Gift Arpaporn
Samabhandhu**

is currently the President of Kenvue China, and a member of the Kenvue Asia Pacific Leadership Team.

Prior to her current role, Gift was the Area President, Metropolitan Asia at Kenvue. Gift joined Kenvue in 2021 as Managing Director for Johnson & Johnson Thailand & LCM, where she was responsible for the end-to-end growth of the business across Pharmaceutical, Medical Device and Consumer Health sectors.

Gift has a Bachelor of Business Degree from the Assumption University, Thailand, and an International Executive MBA Degree from the University of Victoria, Canada. She also served as Board of Governor and Vice President at AMCHAM Thailand for two terms.

Photo courtesy of Kenvue China

As China embarks on its ambitious Healthy China 2030 initiative, companies are stepping up to contribute. In an exclusive interview with Gift Arpaporn Samabhandhu, President of Kenvue China, AmCham China Quarterly magazine explores how Kenvue is driving China's national health movement forward. Leveraging decades of expertise and a diverse portfolio of trusted brands, Kenvue is not merely participating but actively shaping the future of health in China. Through cutting-edge science, educational outreach, and expanded access to quality health products, Kenvue is playing a pivotal role in supporting China's health goals and improving lives nationwide.

"We been here in China for more than three decades and we continue to innovate our products offerings and solutions to build a healthier China." Gift Arpaporn Samabhandhu tells the AmCham China Quarterly Magazine.

Motrin, Tylenol, Rhinocort, Daktarin, Motilium, Band-Aid, Listerine, Aveeno, Dabao—these household names in China – and around the globe – all fall under the umbrella of a "long-standing" brand-new company: Kenvue. Following its separation from Johnson & Johnson in 2023, Kenvue has emerged as a world-leading consumer health company, impacting the lives of approximately 1.2 billion consumers daily.

After completing its separation from Johnson & Johnson in 2023, Kenvue debuted itself as a world-leading consumer health company. With numerous iconic brands, Kenvue touches approximately 1.2 billion consumers' lives every day.

"Kenvue's purpose is to realize the extraordinary power of everyday care," Gift says. "We believe that daily health rituals can generate substantial long-term benefits to people's health. That's why we provide holistic health solutions that cover nearly every aspect of daily health needs, including oral health, pediatric care, skin health, cold and cough, fever, pain, allergy, fungal infection, digestive health, and wound care."

Kenvue's diverse offerings enable it to address health needs from prevention to treatment, creating positive health outcomes and contributing significantly to building a Healthy China. "Healthy China is an inspiring vision that empowers individuals to take responsibility for their own health. This aligns with Kenvue's purpose and vision globally," Gift emphasizes. "We see ourselves as an integral part of helping consumers and patients achieve Healthy China's goals,

and we are honored to be part of this transformative journey."

A Science-Backed Company

Gift highlights three key areas where Kenvue focuses on supporting the Healthy China initiative: Science & innovation, health literacy, and healthcare accessibility. "We base everything on science, Kenvue is a science-backed company," she says. "Our Shanghai R&D center, staffed with our top talent, is dedicated to product innovation for China." With four plants in China, Kenvue not only develops products specifically for the Chinese market but also embraces the growing trend of domestic production, manufacturing within China to better serve local needs.

Gift cites Motrin, a leading medication for managing pediatric fever, as an example of Kenvue China's production innovation. Through this product, the company introduced an advanced ibuprofen suspension technology to China. This technology, Gift explains, ensures that active ingredients remain evenly distributed in the liquid, providing consistent dosage with rapid dissolution and absorption. Additionally, the product comes in a child-friendly orange flavor and ibuprofen suspension drops, improving what can be an uncomfortable experience for both children and parents.

"Sometimes the science behind our products is invisible, but it reflects tremendous efforts to improve overall health outcomes," Gift says. "Our focus is on efficacy and safety, as well as the experience and compliance, ensuring the best possible health outcomes for users."

Recent innovations led by Kenvue China include the Motrin cooling patch for physical cooling and the Motrin straw for replenishing essential vitamins and minerals. These products, along with a broader range of self-care medicines, provide holistic solutions for pediatric care.

"We tailor our innovations to cater to the real needs of patients and consumers. This year we launched Tylenol PM in China. This product is designed to help people with poor sleep due to pain at night. By extending our product offerings into new categories, we are able to help more people solve their health needs and improve their life quality," Gift shares.

Enhancing Health Literacy

"Improving health literacy is crucial for shaping people's understanding of their own health needs and achieving our Healthy China goals," Gift says. "We take every opportunity to educate consumers, boost health awareness, and promote a healthy lifestyle."

Kenvue's mouthwash brand, Listerine—familiar not only to Americans but to consumers around the world—boasts a century-long history of enhancing oral health. With over 500 research papers documenting its efficacy and safety, along with a legion of loyal consumers, Listerine is supported by substantial clinical data and enduring consumer trust.

"This [research] gives us the confidence and responsibility to share our knowledge on good oral health," Gift says. "Oral health is crucial for overall health. We are seeing improvement in China, and we are determined to help fill the rest of the gap."



Above: Through its portfolio of iconic brands, Kenvue empowers consumers with the power of science, offering a fresh perspective on everyday care worldwide

Photo courtesy of Kenvue China

Surveys indicate that only 36% of Chinese adults brush their teeth twice a day. Gift says Kenvue’s research indicates that even with brushing and flossing, one is only cleaning 25% of the total oral surface. Incomplete oral cleaning is a major cause of dental caries and periodontal diseases, which are the two most common oral diseases in China.

Last year, Kenvue, in collaboration with several partner institutions, supported the release of the “Joint Tips of Comprehensive Oral Care.” The guide outlines three steps essential steps for complete oral care: Brushing, flossing, and rinsing with mouthwash. It also features an in-depth study on the antibacterial mechanisms of essential oil mouthwashes, emphasizing their effectiveness for long-term daily use.

“We are actively collaborating with academia and clinical associations to develop more oral health guidelines. This year we supported the China Oral Health Foundation to release the ‘Expert Consensus on Effective Use of Mouthwash For Oral Health Promotion’ which provides more practical advice on improving oral health through daily practices like using mouthwash.”

Kenvue is also dedicated to helping people quit smoking in China. Nicorette, a leading nicotine replacement therapy, offers a variety of options, including

chewing gum, mouth sprays, patches, and lozenges, to assist individuals in their quitting journey. Gift explains that Kenvue partners with associations, online platforms, and industry groups to promote tobacco control education for both the public and healthcare professionals.

“We use every available channel, including the internet, media outreach, offline training programs, and volunteer initiatives, to encourage smoking cessation awareness and provide professional methods for smokers,” she adds. “This effort is crucial for improving health literacy on smoking and positively impacting public health.”

Boost Access to Quality Health Solutions

“Kenvue has four plants in China, giving us a strong manufacturing and distribution footprint across the country,” Gift explains. “Currently, over 90% of our products sold in China are manufactured locally, enhancing product accessibility with greater agility.”

In 2023, Kenvue’s Shanghai Value Chain was recognized as a Global Lighthouse by The World Economic Forum and McKinsey for implementing more

than 25 Fourth Industrial Revolution (4IR) innovations. These included big data analytics, machine learning, additive manufacturing, and digital twins, resulting in a 50% reduction in new product introduction lead times, a 1.3x improvement in production forecast accuracy, and 99.8% on-time deliveries within 48 hours.

“Our supply chain is more responsive to consumer needs, more digital, and more intelligent. We are able to capture the evolving needs of Chinese consumers and respond quickly,” Gift says.

To meet increasing market demands in China, Kenvue is expanding its supply chain and upgrading its facilities. Its OTC plant in Shanghai, which manufactures Motrin, Tylenol and Antuss will become a center of excellence for OTC manufacturing in APAC region. Additionally, Kenvue’s plant in Beijing recently successfully established a production line for Aveeno, marking the first step in expanding production of the renowned baby skin moisturizer to meet rising consumer demands.

“Apart from supply chain expansion, we are collaborating with partners, including associations, distributors, retail pharmacies, O2O platforms, e-commerce, internet and social media platforms to build an ecosystem that delivers health products, information, and service to patients and consumers in need.” Gift elaborates.

Kenvue’s active engagement in the Healthy China 2030 initiative highlights the brand’s commitment to advancing public health through innovative solutions and accessible education. By leveraging cutting-edge science, enhancing health literacy and expanding access to quality health products, Kenvue is hoping to not only support, but actively drive the country’s national health agenda. As China progresses towards its ambitious health goals, Kenvue stands poised as a pivotal partner, dedicated to fostering a healthier future for all. With a focus on everyday care and comprehensive health solutions, Kenvue demonstrates how global companies can effectively contribute to national health transformations and support a healthier tomorrow for China. “Healthy China is such an important topic and its success hinges on every one of us playing a part. We will continue to work with all sectors and to contribute to a healthier and happier tomorrow,” Gift summarizes. **Q**



Photo courtesy of AmCham China

US-China Healthcare Exchange: Paving the Path for Global Public Health Innovation

By Cheryl Liu

After more than a year of planning, AmCham China's Healthcare Industry Group, led by Claire Ma, Vice President of AmCham China, traveled to the United States from August 12 to 22 for a week of healthcare cooperation and dialogue as part of the Public Health Leadership Workshop Series.

The trip was organized in collaboration with the Keck School of Medicine at the University of Southern California and the Yale School of Public Health. The study tour included officials from China's

provincial and municipal Healthcare Security Administrations, professors from Capital Medical University, Peking University, Central University of Finance and Economics, and Southern Medical University, as well as senior executives from leading American healthcare companies.

The goal of AmCham China's Healthcare Industry Group is to deepen exchanges between the US and China in the healthcare sector, leveraging industry expertise to promote long-term cooperation

In a landmark initiative aimed at strengthening cross-border healthcare collaboration, AmCham China's Healthcare Industry Group embarked on a journey to the US, where public health leaders from both nations came together to share insights, explore innovations, and lay the groundwork for future cooperation.

in public health, policy research, talent training, and research and development. This collaboration supports both the Chinese and American governments in enhancing healthcare accessibility.

Shaping and refining China's public health policies, as well as advancing its public health system, require extensive engagement with both domestic and international expertise and innovation. These efforts are essential for building a healthier China and establishing a world-class public health and preventive medicine discipline.

Monday, August 12



AmCham China's delegation kicked off the Public Health Leadership Workshop at the Keck Medicine of USC., Wu Di, the Director of USC's International Medical Department, welcomed the group and introduced school. Delegates toured the hospital and attended lectures covering the US healthcare system, including insurance policies and hospital management.

Tuesday, August 13



The delegation visited USC's Neuroimaging and Informatics Institute and Norris Comprehensive Cancer Center, where they learned about precision medicine and innovative cancer treatments. In the afternoon, they met with Amgen executives to discuss US-China collaboration on biopharmaceutical innovations.

Wednesday, August 14



The group toured the Arcadia Multi-specialty Clinic and Arcadia Hospital at USC, gaining insights into patient-centered care. Later, they participated in a roundtable discussion with doctors from Keck Hospital and Children's Hospital Los Angeles on healthcare systems and physician training.

Thursday, August 15



The delegation visited Los Angeles General Medical Center, where Professor Victor Peña shared the

history and budget management of the public hospital. The group toured the emergency department, which handles trauma and Navy training.

Friday, August 16



At USC's Price School of Public Policy, professors discussed trends in US healthcare reform, including value-based care and Medicare Advantage. Discussions with the delegation focused on how China's healthcare reforms could benefit from these models.

Monday, August 19



The week started strong with a visit to Salubris Bio and Harvard University, where the delegation discussed the challenges of innovative drug development in the US and China. They also toured Boston Scientific, where they explored US reimbursement policies and medical innovations.

Tuesday, August 20

On Tuesday, the delegation visited Yale University, a presentation on US and Chinese healthcare payment systems was given by Professor Xi Chen, Associate

Professor at Yale School of Public Health and Assistant Professor of Global Health Policy and Economics, focusing on the shift toward value-based care. The group also toured Yale's historic campus.



Wednesday, August 21



The trip concluded with a seminar at the Yale Club in New York, focusing on US-China public health collaboration. In their remarks, AmCham China Vice President Claire Ma and Vice President of International Affairs of Becton, Dickinson and Company Adam Zerda, emphasized the importance of continued cooperation in healthcare. Xiang Guochun, an associate researcher at Southern Medical University, shared insights on the impact of DIP reform on healthcare organizations, while two officials from the Shaanxi and Tianjin Healthcare Security Administrations provided reflections on VBP practices. Jiang Bin and Chen Weiqi of Peking University also spoke during roundtables on medical devices, and Nina Yin of the Central University of Finance and Economics discussed demand-side policies in the pharmaceutical roundtable. Milun Zhang of Amgen China shared strategies on adapting to VBP reforms.

In her closing remarks, Roberta Lipson, Vice Chair of AmCham China and Founder of United Family Healthcare (UFH), emphasized that dialogues like this seminar are crucial for building trust between the US and China and expressed hope for more in-depth exchanges in the healthcare sector to address global public health challenges. ❶

A Splash of Innovation:

Gilles Leclerc's Strategy for Coca-Cola China

Gilles Leclerc is president of the Greater China and Mongolia Operating Unit of The Coca-Cola Company.

Previously, Leclerc served as president of The McDonald's Division (TMD) for The Coca-Cola Company. He led a global organization that is responsible for building the strategic alliance with McDonald's. Before that, Leclerc served as vice president, TMD International.

Leclerc joined Coca-Cola in 1998 and progressed through roles of expanding responsibilities in France, China, Singapore and the United States. He led global customer teams for Carrefour, Metro Group and Système U, and served as general manager, key customers, for Coca-Cola China. Leclerc received an MBA from the Barney School of Business at the University of Hartford in Connecticut.

Photo courtesy of Coca-Cola China



For over two decades, Gilles Leclerc has held key leadership roles at The Coca-Cola Company, driving growth and innovation across diverse markets. Now, as President of Coca-Cola Greater China and Mongolia, he brings his extensive experience – including previous leadership roles in China – to one of the world's most dynamic and competitive regions. In this exclusive interview for the AmCham China Quarterly, Leclerc discusses how Coca-Cola blends tradition with cutting-edge innovation, leverages AI, and adapts to the evolving consumer landscape of China.

Coca-Cola is one of the most recognizable global brands. How does a heritage brand like Coca-Cola balance the need for innovation with maintaining its classic identity, especially in the dynamic Chinese market?

Gilles Leclerc:

We would like our consumers to enjoy creative twists of classic Coca-Cola while always maintaining Coca-Cola's core taste and values.

Innovation can also enhance branding. In 2022, our company unveiled a new platform dedicated to global innovations: Coca-Cola Creations. The idea was to take the iconic Coca-Cola brand and lend it to new expressions, driven by collaboration, creativity, and cultural connections.

The past month of September saw another innovative experience, the partnership between Coca-Cola and the OREO brand brought by Coca-Cola Creations. Inspired by the 'BESTIES' culture around the world, the exclusive offerings lend the iconic Coca-Cola brand to new creative expressions, unexpected flavors and immersive experiences anchored in Gen Z's core passions.

AI is transforming industries globally. How is Coca-Cola leveraging AI in its operations and marketing in China to enhance consumer engagement and brand loyalty?

Gilles Leclerc:

The Coca-Cola Company is one of the first FMCG companies to embrace AI. And China, being at the forefront of AI, offers many opportunities for us to exploit AI in evolving customer and consumer connections.

Last year, we introduced Coca-Cola Y3000 Zero Sugar to consumers. It was the first futuristic Coke flavor co-created by human creativity and AI. I'm proud that this innovation project was led by our team in China. It is a harbinger of what's to

come, where humanity and technology are more connected than ever.

We are continuously enhancing our supply chain AI capabilities. We have collaborated closely with our bottling partners, Swire Coca-Cola and COFCO Coca-Cola, to upgrade our production lines through the integration of digital technologies and AI. We are fostering AI talent development with a growing range of comprehensive digital and AI skills training initiatives for our employees. These initiatives aim to cultivate a culture of lifelong learning, encouraging employees to embrace the AI experimentation to drive scalability and value creation.

As the longest-standing partner of the Olympic Games, how did Coca-Cola contribute to the recent Paris 2024 Olympics, and how has this partnership evolved over time?

Gilles Leclerc:

The Olympic Games have come a long way since the last time they were held in Paris (exactly 100 years ago in 1924!), from how athletes and fans hydrate to how company partnerships evolve. On-site hydration stations have significantly evolved since 1924, leading to Powerade becoming a prime hydration offering for Paris 2024.

We are proud of the 96-year partnership with the Olympic Movement and of our role as Worldwide Partner of the Olympic and Paralympic Games and Presenting Partner of the Paris 2024 Olympic Torch Relay.

Throughout this time, we've been a part of countless Olympic moments inspired by the pursuit of excellence, the possibility of opportunities and the spirit of competition. We refreshed athletes, officials, and fans with our diverse portfolio for Paris 2024, including Coca-Cola Trademark, which is favorite among Chinese consumers. And we created a platform "Celebrate Everyday Greatness" for the games to honor the big and small things athletes and fans do in their everyday life.

“Last year, we introduced Coca-Cola Y3000 Zero Sugar to consumers. It was the first futuristic Coke flavor co-created by human creativity and AI. I'm proud that this innovation project was led by our team in China.”

Did Coca-Cola introduce any new experiential strategies to engage consumers during the Paris Olympics?

Gilles Leclerc:

We refreshed athletes and fans with the perfect range of drink options to fit every and all occasions or needs during the Olympic Games. We launched six comprehensive plans for five of our brands plus portfolio, meeting consumers' need for diversity.

Beyond product offering, we engaged consumers through new technologies and cultural interactions. Globally, we created a platform for the games called “Celebrate Everyday Greatness” for the Paris Olympics. This platform provided a way for athletes and fans to honor the big and small things they do in their everyday lives that can create real magic and make a difference. Additionally, we teamed up with the International Olympic Committee (IOC) to create a new song, “Hello World,” which captures the exciting and celebratory spirit of the Olympic Games and engages the new, younger generation of fans. The song embodies the shared values of Coca-Cola and the IOC — togetherness, positivity, authenticity, and respect.

In the Chinese market, we initiated the campaign of “Embrace Differences, Win Together,” which invited Chinese consumers to celebrate the magic of people connection, with the simple act of hugs — athletes hugging each other and consumers hugging their loved ones. This was inspired by consumers' desire for people of all nationalities, cultures, and generations to break down barriers, foster connections, and embrace differences.

Coca-Cola is streamlining its core portfolio in China. What specific initiatives are being taken to optimize operations and product offerings?

Gilles Leclerc:

Consumer-centricity has driven our growth over the past 138 years. China is the third largest market by volume for The Coca-Cola Company. We offer the Chinese consumers a total beverage



Photo courtesy of Coca-Cola China

portfolio with more than 20 brands and around 100 beverage choices.

In the future, we will focus more on categories loved by consumers such as sparkling, juice, RTD tea and coffee, to enhance our core business, maintain our strong presence in the market and fulfill our commitment to long-term growth.

We will also evolve the collaboration with local bottling partners, COFCO Coca-Cola and Swire

Coca-Cola. Coca-Cola China system operates 46 plants with more than 49,000 employees, giving us local insight to improve our supply chain efficacy and effectiveness to better meet consumer demands.

Given the rapid changes in consumer preferences, how is Coca-Cola adjusting its approach to meet the unique demands of Chinese consumers?

Gilles Leclerc:

The rapidly evolving Chinese market with increasingly more segmented and diversified consumer demands is creating opportunities for our full portfolio brands and giving us more room to grow our business.

We are a consumer-centric company and consumers are at the heart of everything we do. We will continue to focus on the core portfolio loved by generations of consumers.

We are evolving the ways and platforms of consumer interaction. This helps us better understand consumers' preferences and respond to their evolving needs with a growing range of beverages for every occasion. This year, to cater to the growing "on-the-go" and "City Walk" trends among younger consumers in China, we introduced pocket-size packaging for our flagship products - Coca-Cola, Sprite and Fanta.

Cultural connection with Chinese consumers is very important. The last three years have seen us launch Chinese zodiac Coke for Spring Festival. We hope to celebrate love, memories, and reunions.

What do you see as the biggest opportunities and challenges for Coca-Cola in the Chinese market over the next few years?

Gilles Leclerc:

The challenge we face is the constantly changing market, which also brings new opportunities.

We will fully leverage the flexibility and breadth of our portfolio to meet the diverse and evolving consumer needs. We believe that sparkling flavors and the Coca-Cola brand have significant potential in the Chinese market, and we will continue to strengthen this category. We also have confidence in juice. We are proud that our Minute Maid, particularly its star product Minute Maid Orange Pulpy was originally developed by the China team and now sold in dozens of markets in the world. And then we look at the quickly expanding categories like ready-to-drink tea and coffee, which we will focus on as well.

We embrace new technologies that drive innovation, leveraging Generative AI to engage consumers through innovative campaigns. Last year, our China

team spearheaded the introduction of Coca-Cola Y3000 Zero Sugar, the first futuristic Coke flavor co-created with human creativity and AI.

There are tremendous growth opportunities in China, to which we have long term unwavering commitment. We look forward to further deepening our collaboration with our bottlers and other partners to provide our consumers the optimum beverage choices and experience.

Having worked across multiple countries, how does your global experience influence your leadership approach in China?

Gilles Leclerc:

I have been with The Coca-Cola Company for more than 20 years. I'd like to highlight three key milestones of my experience. The first was during the initial decade of my career, where I gained invaluable operations experience working with a bottler in France. The second milestone was my seven years in China as the General Manager for Key Customers, which was my first international assignment. The China tenure has been a largely defining experience for me. The third was the opportunity to oversee a wide range of international markets, managing them from our headquarters in Atlanta. These experiences — local, international, and corporate headquarters — have shaped my leadership style and brought me to where I am today.

When the company tapped me to return to China, I didn't hesitate — I was thrilled to come back. I see myself as a facilitator, guiding the business in the right direction. It's important to remain humble and recognize that we can't capture everything. My responsibility is to ensure that we continue to enhance our competitive advantages to better serve our customers and consumers.

With extensive experience in China, how has your understanding of the market evolved? What advice would you offer to others who are entering or working in this market?

Gilles Leclerc:

The Chinese market is incredibly dynamic, especially for the beverage industry. Over the past decade, the market has expanded significantly, with demands increasing and diverse adoption of new technologies like AI unprecedentedly rapid. This constantly evolving market is absolutely challenging and fascinating at the same time.

For anyone who aspires to succeed in the Chinese market, I would say, it is essential to maintain open communication and keeping abreast of the latest trends. 🗣️



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US vs China Competition in the Olympic Realm

By Mark Dreyer

The Olympic rivalry between the United States and China has become one of the most compelling narratives in the world of sports, and the 2024 Paris Games encapsulated this competitive dynamic perfectly. Both nations finished at the top of the medal table with 40 gold medals each, but the US edged out China courtesy of more silver medals. Overall, the US finished with 126 total medals to China's 91, but the official table ranks by gold

AmCham China's Senior Director of Marketing and Communications first came to China to cover the 2008 Olympic Games and has been a keen observer of China's sporting ambitions, penning the book "Sporting Superpower: An Insider's View on China's Quest to Be the Best" (2022). In this piece, he looks at the historic rivalry between the world's two biggest powers and how that plays out on the Olympic stage.

medals, and only looks at silver (and then bronze) in the event of a tie.

While China showcased its traditional dominance in events like diving, achieving a clean sweep of the eight diving events for the first time at an Olympics,

their performance in the other pool – swimming – was muted, with only one individual gold medalist. This can be partially attributed to the tense buildup between the US and China, with the US Anti-Doping Agency (USADA) publicly

and repeatedly raising their concerns over the handling of past doping allegations involving Chinese athletes, adding a layer of drama to their aquatic confrontations. Chinese swimmers adopted something an underdog mentality heading into Paris, complaining about how much more than other nations' swimmers they had been tested in the build-up up to Paris. But, outside notable exception of sprint star Pan Zhanle, who lowered his own world record in the 100m freestyle and added another gold in the medley relay, no one truly shone. The US remained the kings and queens of the pool, with eight gold medals to China's two.

China's Olympic History

After receiving an invitation to compete at the 1952 Olympic Games in Helsinki at the last minute, only Indonesian-born swimmer Wu Chuanyu arrived in time to take part, ranking 28th in the 100m backstroke, while the country's basketball and soccer teams arrived too late to take part. However, China then boycotted all of the Summer Games from 1956 to 1980 at the IOC's decision to allow the Republic of China to compete, returning only for the 1980 Winter Games after the delegation from Taiwan agreed to compete under the name 'Chinese Taipei.' However, China's Olympic journey has been nothing short of remarkable over the past 40 years, especially in the Summer Games. Their entry into the modern Olympics began in earnest with the 1984 Los Angeles Games, where China won 15 golds, establishing itself as a rising power.

China has accrued the majority of its medals in just a handful of sports: it leads all-time in the quartet of diving, weightlifting, table tennis and badminton. Two other sports have brought China a lot of golds – gymnastics and shooting – but it still lags behind the US in each of those (and also trails the Soviet Union and Japan in gymnastics). But that is a large reason for the country's success: a targeted focus on certain sports, which have a significant medal count and in which China can dominate. Team sports – with the exception of women's volleyball – have never brought much joy to China at the Olympics, but each sport only has one gold medal on

offer, and so China's comparative failure in this area has little impact.

It does raise an interesting question, though, about the relative merits of each sport and each medal: how many gold medals in, say, shooting and weightlifting would China willingly swap to win gold in men's basketball? I suspect Chinese sports fans might give a rather different answer to the current head of China's Olympic Committee, Gao Zhidan, who is also the director of the State General Administration of Sports, China's Sports Ministry. Incidentally, his predecessor in both of those two roles, Gou Zhongwen, is currently in detention as part of a wide-ranging anti-corruption crackdown on the sports industry, which will only increase the pressure on those in charge to produce results within the sporting arena.

Beijing's historic hosting of the 2008 Summer Olympics further cemented the nation's status, when China topped the medal table for the first – and so far only – time, while 2022 saw Beijing become the first city to host both the Summer and Winter Olympics, elevating China's legacy within the Olympic movement. The Winter Games in 2022 displayed China's growing ambitions in winter sports, a traditionally weaker area for the country, but finished with an impressive performance of nine gold medals – tied with the United States for the first time (but, again, ranking behind due to the silver medal tiebreaker).

The Role of National Pride in Olympic Success

Both the United States and China view their Olympic achievements as a point of national pride. In China, athletes are often seen as ambassadors of the state, carrying the weight of national honor on their shoulders. The country's state-run sports system is designed to channel the nation's best talents into the Olympic spotlight, with a focus on achieving glory for China. In contrast, while the US also celebrates its Olympic heroes, the approach to athletic development is largely decentralized, with much of the focus on collegiate sports as a pipeline for elite athletes. But this fundamental difference in system seems to have a crucial distinction: the centralization of resources makes China

more efficient in certain sports, while the broader US system allows for a more diverse spread of talent.

Sponsorship of Global Sporting Events

China's influence on global sports extends beyond athletic prowess. In the past 10-15 years, Chinese companies have become increasingly involved in sponsoring international events, especially the FIFA World Cup and the Olympics. Companies like Alibaba, Wanda, and Mengniu have been prominent Olympic sponsors, showcasing China's economic clout and desire to bolster its soft power.

In contrast, Chinese sponsorship at the FIFA World Cup and European Championships has been somewhat more aggressive, reflecting China's deepening interest in football development, even though its national team has struggled on the global stage. Wanda Group, for example, is one of FIFA's top sponsors, while no fewer than five Chinese companies backed Euro 2024, underscoring the nation's ambition in expanding its presence in global sports marketing.

Presidential Backing and Potential Host Cities

IOC President Thomas Bach announced this summer that he intends to step down next year after 12 years at the helm. As the March 2025 election for the new IOC president approaches, China's potential influence is a topic of interest. While none of the seven candidates are Chinese, it is expected that China will lobby behind the scenes to support a candidate who aligns with its vision of sports diplomacy. Given China's significant role as a host nation, sponsor, ad medal powerhouse, the country may still play an indirect role in shaping the future of the IOC leadership, leveraging its connections and influence in international sports politics.

Similarly, after Beijing's success as host of the 2008 Summer Olympics and 2022 Winter Olympics, the question arises: when will China host the Olympics again, and where? While there is no confirmed bid for the Summer or Winter

Games, there is speculation that China may seek to host the Summer Games in the 2036 cycle. With several potential cities – Shanghai and Chongqing among them – China’s next move could very well focus on continuing its long-term investment in both summer and winter sports infrastructure.

Another question is: when will China next top the medal table? Despite a surge of growth in winter sports infrastructure and interest in China, dating back to before the 2022 Olympics, China simply has too much ground to make up before it can hope to beat Norway, Germany and the other winter sport powerhouses. The Summer Olympics is a different story. After trailing the US by a single gold medal at Tokyo 2020 and tying the US in Paris, China will hope to overhaul its rival at the soonest possible opportunity. That chance will almost certainly not come at Los Angeles 2028, given that the host nation always gets a sizeable boost in the medal standings. But you can be sure that China’s sport statisticians will already be plotting how to achieve victory at Brisbane 2032.

Esports: The Future of China’s Olympic Strategy?

A new frontier of competition is emerging in the form of esports, an area where

China has been heavily involved. During the recent World Esports Development Conference in Chengdu, I observed the growing momentum behind esports, even as skepticism persists. The inaugural Olympic Esports Games will take place in Saudi Arabia in 2025, thanks to a 12-year partnership with the International Olympic Committee. While esports are unlikely to be included in the traditional Olympic Games in Los Angeles 2028 or Brisbane 2032, it seems increasingly plausible that esports could be featured by 2036, where China could face competition as a host nation from the new home of Olympic esports, Saudi Arabia.

In Chengdu, it became clear just how much infrastructure already exists around esports in China. Over 150 US colleges now offer esports scholarships, and China has seen dramatic growth in university programs since esports was added as a qualified subject by the Ministry of Education in 2016. This is all happening against the backdrop of heavy government regulation – no fewer than ten Chinese government departments oversee esports in some capacity. That extreme level of bureaucracy in itself creates a complex and challenging in which to operate – especially when rules and regulations from different departments appear to contradict each other – but also demonstrates the seriousness with which China is treating this burgeoning industry.

Esports stars have become celebrities in China, with events like the 2017 League of Legends World Championships attracting a sold-out crowd to the iconic Bird’s Nest stadium. More recently, the Asian Games held in Hangzhou in 2023 saw esports added to the program as a full medal sport for the first time (previously it had only been a demonstration sport), with seven golds on offer. South Korea’s Lee Sang-hyeok, better known in the gaming world by his online moniker ‘Faker’, was perhaps the biggest star of the entire Games, with his reception by Chinese fans more befitting a rock star. Faker, who has won the League of Legends World Championship a record four times, has close to two million followers on YouTube, and twice that number on streaming platform Twitch. The growth in this sector is undeniable, and as long as there’s a carefully maintained balance between physical activity and mental stimulation, it seems that esports will only continue to thrive in China.

Soft Power Rivalry

The US-China rivalry in the Olympics, like in many areas, is one to watch closely. China’s continued dominance in certain sports, strategic investments in global sponsorships, and expanding presence in new arenas like esports suggest that the competition between these two nations will only intensify. While Paris 2024 was a stalemate in terms of gold medals, the future of the Olympics – whether in traditional or emerging sports – will almost certainly feature these two superpowers vying for global influence.

But beyond the pursuit of medals, the Olympics are a platform for soft power – a chance to shape global perceptions. For both the US and China, Olympic success translates to more than just athletic triumph; it reflects national strength, unity, and global influence. The Beijing 2008 Olympics were widely viewed as China’s coming-out party on the world stage, a symbol of the country’s rise as a global power. For the US, the Olympics offer a chance to showcase the diversity and individualism that defines its national character. As these two nations continue to compete in the medal count, their soft power goals may be just as significant as the medals they collect. **Q**



Above: Mark Dreyer attends the World Esports Development Conference in Chengdu

Photo courtesy of AmCham China



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Exploring China's Leading AI Hubs: A Regional Analysis

By Tianyi Xiao

In recent years, the Chinese government has demonstrated a strong commitment to advancing research and development (R&D) in AI, particularly through the promotion of AI+ initiatives. By early 2024, China hosted over 4,500 AI companies, representing 15% of the global total. To accelerate the industry's growth and maturity, China is integrating AI technology across various sectors like healthcare, education, finance, and urban management, fostering innovation and enhancing efficiency in these fields.

Leading the charge in AI development are China's major cities, particularly Beijing, Shanghai, and Shenzhen. These cities benefit from vast downstream markets and applicable sectors, positioning them at

the forefront of the AI boom that has surged since 2020. China's AI industry has consistently achieved an annual growth rate of over 10% between 2018 and 2022. According to the China Academy of Information and Communications Technology (CAICT), the added value of China's core AI industry reached RMB 508 billion (US\$75 billion) in 2022, marking an 18% year-on-year growth.

This growth aligns with China's broader economic goals, as outlined in the 14th Five-Year Plan (2021-2025), which aims for the data industry to comprise 10% of the country's GDP. Relevant institutions predict that China's AI industry is expected to reach a scale of RMB 1.73 trillion (US\$257 billion) by 2035, accounting for 30% of the global market.

China's artificial intelligence industry is experiencing unprecedented growth, driven by major advancements and investments in key cities. Beijing, Shanghai, and Shenzhen are at the forefront of this transformation, each contributing uniquely to the AI revolution. In this article, explore the distinct opportunities and strategic advantages these cities offer to investors, highlighting their roles in shaping the future of China's AI industry landscape.

Mapping the AI Industry Value Chain

The AI industry chain in China is divided into three critical segments: upstream, midstream, and downstream layers.

The upstream segment includes data and computation resources, such as data collection and analysis, along with hardware infrastructure like R&D and manufacturing of sensors, AI chips, and computing platforms. Companies in this segment typically enjoy strong profitability, with gross profit margins exceeding 30%. In 2023, Shenzhen led the upstream market in both data and computation resources and hardware infrastructure, accounting for 13% and 11% of the national total, respectively. Beijing and Shanghai ranked second and third in data and computation resources, with 12% and 11%, respectively. Shanghai also ranked second in hardware infrastructure, accounting for 8% of the national total.

Looking ahead, the AI industrial market is expected to see increased attention to upstream data collection due to the rising volume of demand from the downstream. The computational power and advanced hardware infrastructure in these leading cities will likely attract new companies, fostering further growth in these regions.

The midstream segment, known as the technology layer, acts as a crucial bridge between the foundational and application layers. This segment encompasses general algorithms, including the development and application of machine learning, knowledge graphs, and other intelligent algorithms, and domain-specific technologies, such as computer vision, natural language processing, speech processing, and human-computer interaction.

Beijing and Shanghai significantly outperformed other cities in general algorithms. In 2023, Beijing led this sector with a market share of 19%, followed by Shanghai's share of 14%. Shenzhen ranked third, with a share of 10%. By the end of 2023, 41% of financing projects centered on deep learning algorithms were based in Beijing. Beyond these three primary hubs, Hangzhou and Hefei are emerging as significant growth centers.

Regarding domain-specific technologies, Shenzhen has secured the top position in this sector by nurturing unicorn companies such as IHS Intelligent Haptronic Solutions, Evolution Dynamics, and Deep Future. Additionally, Hefei's "China Voice Valley" is at the forefront of advancements in Natural Language Processing (NLP) and speech processing

technologies. Shanghai's "Zhangjiang AI Island" is also a notable industrial cluster in this segment.

The downstream segment, or application layer, focuses on industry-specific solutions and product services. With its large population base, China is experiencing rapid and robust growth in this sector. From smart homes and autonomous driving to AI-supported city management systems, industry solutions in this segment command higher gross profit margins due to their customized applications and value-added nature.

Shenzhen continues to lead in this segment. The Shenzhen New Generation Industrial Park emphasizes smart and digital technologies, particularly 5G applications and fintech. Additionally, many new first-tier cities have developed leading companies in specialized fields, such as Suzhou's Yuan Ye Technology in wearable robotics and Wuhan's Oupai in smart home technology.

Compared to upstream and midstream segments, the concentration of downstream industry applications is lower. This presents an opportunity for more cities to leverage the "AI+" concept and drive AI industrial development. China holds significant potential for expanding businesses in the downstream segment.

AI Developments in Key Technology Hubs

The distribution of upstream, midstream, and downstream segments in the AI industry across China reveals the comparative regional advantages in AI development. Beijing, Shanghai, and Shenzhen stand out in all three segments and have collectively driven China's AI industry development.

Beijing leads with its strong emphasis on core algorithm development and foundational R&D. Its robust talent pool and mature industrial ecosystem make it a prime location for advanced technology projects and midstream development. Beijing will be an ideal location for investors seeking opportunities in high-tech urban projects.

Shanghai and Shenzhen have well-established industrial ecosystems. Shanghai is a hub for industrial concentration and downstream application development in sectors like manufacturing, healthcare, and finance. It offers a balanced environment for integrating AI into existing industries and overcoming regulatory challenges, making it suitable for businesses looking to scale AI solutions in a regulated market.

Shenzhen's dynamic corporate culture and focus on electronic information and communication leads its completed ecosystem of AI technology innovation. The city's emphasis on emerging technologies and its "leading goose" effect highlights its potential for high-growth investments in next-generation AI applications.

Beijing

Beijing boasts robust academic institutions and world-class research facilities. Its focus on integrating AI into key sectors such as healthcare, finance, and public security is driving significant advancements and positioning the city at the forefront of AI technology.

The Beijing city government has enacted comprehensive policies to bolster the AI industry, including substantial funding for R&D and initiatives aimed at fostering collaboration between academia, industry, and government. The city has outlined a roadmap to position Beijing as a global AI leader by 2030. The strategic goals, detailed in the Implementation Plan of Beijing Municipality for Accelerating the Building of an Artificial Intelligence Innovation Hub with Global Influence (2023-2025), focus on advancing AI research, enhancing AI infrastructure, and promoting AI applications across various sectors.

Beijing is home to several AI-focused industrial parks, such as Zhongguancun Science Park, often referred to as China's Silicon Valley. These parks are hubs for AI innovation, hosting AI startups, research institutions, and technology companies. The Haidian District is a hotspot for AI development, with numerous AI labs, incubators, and tech companies driving advancements in machine learning, natural language processing, and computer vision.

The city's extensive network of universities and research institutions, including Tsinghua University and Peking University, produces a steady stream of AI talent. Beijing is also home to leading AI research centers, such as the Beijing Academy of Artificial Intelligence (BAAI), which are at the forefront of AI research globally.

For investors, Beijing offers a rich landscape of opportunities in the AI sector. The city's leadership in AI research and its strategic focus on AI applications in key sectors such as smart cities, autonomous vehicles, and AI-powered healthcare create significant investment potential. Beijing's commitment to building a world-class AI infrastructure, including AI supercomputing centers and AI cloud platforms, enhances its attractiveness to investors.

Shanghai

Shanghai is recognized as the world's first "All-Optical Network Smart City," having fully established gigabit optical networks across various sectors, including the digital economy, industrial internet, and comprehensive e-commerce. By the end of the 14th Five-Year Plan in 2025, Shanghai aims to surpass US\$350 billion in the AI

core industry scale, with the total industry scale expected to reach US\$560 billion.

Since 2019, the Shanghai municipal government has introduced over a hundred policies to protect and encourage AI industry development. These comprehensive measures create a supportive environment that drives innovation and attracts investment in the AI sector. By 2025, Shanghai aims to grow its AI industry to US\$55.11 billion.

Shanghai's AI industrial parks include Zhangjiang AI Island, Xuhui West Bund Wisdom Island, and Minhang Maqiao AI Innovation Experimental Zone. These parks provide unique opportunities for businesses to establish a presence in Shanghai, benefiting from the city's advanced infrastructure and strategic location.

The primary strengths of Shanghai's AI industry include a highly developed ecosystem with over 1,100 core AI companies and more than 100,000 professionals working in the sector. This concentration of talent creates an environment ripe for innovation and growth.

Shenzhen

Shenzhen, often referred to as China's Silicon Valley, is rapidly establishing itself as a leader in AI. The city's strategic emphasis on intelligent manufacturing and cutting-edge research underscores its commitment to spearheading the next wave of AI development in China.

The city government unveiled a comprehensive action plan in July 2024 to advance next-generation AI technologies. A centerpiece of this initiative is the establishment of a high-performance intelligent computing center with 4,000 PFLOPS of computing power.

Shenzhen's AI industrial zones, such as Shenzhen Bay, Qianhai Bay, and Futian District, serve as research and development hubs. The city's software sector is robust, with numerous software parks hosting about 400 national-level software enterprises. Shenzhen's AI ecosystem benefits from a strong network of universities, research institutions, and technology companies driving technological advancement.

For investors, Shenzhen presents a vibrant environment with abundant opportunities in AI-driven intelligent manufacturing and smart city initiatives. Positioned within the Greater Bay Area, the city offers access to a large and expanding market for AI products and services.

Beijing, Shanghai, and Shenzhen represent the forefront of China's AI revolution, with each city offering distinct advantages and opportunities. Investors and businesses looking to engage with China's AI market will find compelling prospects in these hubs, each contributing to a rapidly evolving and highly lucrative sector. 📌

This article was written by Dezan Shira & Associates Research and Editorial Intern Tianyi Xiao and first published by China Briefing, which is produced by Dezan Shira & Associates.

Intel's Tony Jiang on Tech, Policy, and US-China Relations

Tony Jiang is the Vice President for Government Affairs in China and Associate General Counsel of the Trade and Government Affairs Group at Intel Corporation. In his role, Tony oversees Intel's China Government Affairs group, which is responsible for government relations, competition policy, trade policy, and technical policy & standards in China. He is also a member of the Intel China leadership team.

Tony joined Intel in 2015 and has held various roles, including Antitrust Counsel, Legal Policy Director, and Managing Director of Government Affairs, before being appointed Vice President. Prior to Intel, Tony worked as a Senior Policy Adviser at Alibaba Group and spent 11 years at a central government department, gaining extensive experience in legal, trade, competition policy, and international affairs.

Tony holds both a bachelor's and master's degree in law from Zhejiang University and a Ph.D. in Law from the University of International Business and Economics.

Photo courtesy of Intel



As part of our ongoing Board of Governors interview series, we sit down with Tony Jiang, Vice President of China Government Affairs at Intel Corporation and AmCham China Board member. Jiang shares his insights on navigating the evolving US-China business landscape, the role of the Chamber, and the challenges and opportunities for US companies operating in China today.

Can you talk about your experience and the Chamber's evolving role in today's political and economic climate?

Tony Jiang:

Serving on the AmCham China Board of Governors has been an enriching and rewarding experience. The Chamber plays a critical role in facilitating dialogue between the US business community and Chinese government authorities, especially in these dynamic and challenging times. As geopolitical and economic landscapes shift, the Chamber plays an increasingly important role in promoting dialogue and understanding between US businesses and Chinese authorities. It provides a platform for companies to better navigate regulatory complexities while helping to foster stronger ties and cooperation across industries. I'm grateful for the opportunity to contribute to this process.

In your view, what are the most pressing issues for AmCham China members today?

Tony Jiang:

One of the most significant challenges is navigating the ever-changing geopolitical landscape, particularly around US-China relations, as well as in areas like government procurement policy and regulatory compliance, which are also reflected in our annual business climate survey. The pace of technological advancements such as AI, 5G, and cloud computing has outpaced regulatory frameworks in some cases, creating additional hurdles for companies. Additionally, trade and supply chain disruptions continue to be areas of concern. I believe addressing these issues requires a combination of foresight, adaptability, and ongoing dialogue with policymakers.

How has your career trajectory, from your early work in government to senior roles at Intel, shaped your approach to leadership and policy advocacy?

Tony Jiang:

My experience in both government and the private sector has given me a balanced view of policy advocacy.

Working in government provided me with a deep understanding of how policies are formulated, while my time at Intel has shown me the practical challenges businesses face in complying with regulations. This background has shaped my leadership style, which emphasizes communication, collaboration, transparency, and building strong relationships. I've learned that it's essential to listen to all stakeholders and seek common ground to find solutions that benefit both sides.

What are the biggest challenges and opportunities for US businesses operating in China today, and how can AmCham China help its members navigate them?

Tony Jiang:

The regulatory environment in China can be complex and at times uncertain, which poses challenges for US businesses, especially those in the tech sector. Market access, government procurement, and competition from domestic companies also add layers of difficulty. However, there are immense opportunities, especially as China continues to lead in areas like digital transformation and sustainability. AmCham China can help by offering insights, facilitating conversations between businesses and policymakers, and providing resources that allow members to stay informed and prepared.

What strategies do you believe AmCham China can implement to foster deeper collaboration between US businesses and the Chinese government?

Tony Jiang:

I think it's important for AmCham China to continue creating platforms for constructive engagement. Building trust and mutual understanding is crucial, especially in areas like trade, technology, market access, and regulatory requirements. One approach could be to expand working groups that bring together business leaders and government officials to discuss emerging policy issues. Additionally, organizing more workshops or collaborative projects focused on regulatory challenges might help foster a better exchange of ideas and encourage cooperation while enhancing

transparency. Furthermore, expanding partnerships with think tanks and academic institutions can generate valuable insights that benefit both sides.

How do emerging technologies like AI, 5G, and cloud computing impact the business landscape for tech companies in China?

Tony Jiang:

Emerging technologies such as AI, 5G, and cloud computing are transforming industries at an incredible pace, and China is at the forefront of many of these developments. However, with these advancements come challenges, particularly in aligning with regulatory requirements related to data privacy, cybersecurity, and cross-border data flow. Tech companies must remain agile and proactive in adapting to these changes while ensuring compliance with both local and international regulations.

What initiatives or policies would you like to champion within AmCham China to better support member companies navigating regulatory challenges in China?

Tony Jiang:

One initiative I would like to champion is the development of a dedicated task force focused on regulatory and policy updates for the tech sector. This task force could provide real-time information, best practices, and strategic guidance to member companies. Additionally, I would advocate for more comprehensive training programs that help members understand the intricacies of China's regulatory environment, including data protection, cybersecurity, and antitrust laws.

Can you share the most valuable lessons you've learned from your roles over the years at Intel and AmCham China?

Tony Jiang:

One of the most important lessons I've learned is the value of building strong, trustworthy relationships with both internal teams and external stakeholders. Whether it's with government officials, colleagues, or partners, success often hinges on open communication and mutual respect. I've also learned the importance of adaptability—being able to respond to rapidly changing regulatory and market conditions is essential for success, especially in industries as dynamic as technology.

What advice would you give to companies entering the Chinese market for the first time, especially in navigating local policies and regulations?



Above: Mark Dreyer, Tony Jiang, Colm Rafferty, Sean Stein, Bill Zarit, and Jeffrey Bernstein, members of the 2023 DC Doorknock delegation on Capitol Hill

Photo courtesy of AmCham China

Tony Jiang:

My advice would be to approach the Chinese market with a strong commitment to understanding the local regulatory environment. Investing time in learning the intricacies of local policies and building relationships with key stakeholders is essential. Partnering with trusted local advisors can also be invaluable in navigating the complexities of regulations. Above all, companies should remain patient and adaptable as they work through challenges and seize opportunities.

Given the current global uncertainty, what steps can businesses take to foster a more stable and mutually beneficial US-China relationship?

Tony Jiang:

In the face of global uncertainty, businesses should focus on fostering open dialogue and collaboration. This means engaging in consistent communication with government agencies, industry peers, and stakeholders on both sides. Businesses can also play a role in building trust by investing in local partnerships and contributing to the development of the local economy. Lastly, focusing on long-term partnerships and shared goals, such as green and sustainability initiatives, can help create a more stable and mutually beneficial environment. Transparency and a willingness to engage constructively with both governments will also be crucial in navigating these complex dynamics. **Q**



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Interested? Contact Aisha Huang to learn more: ahuang@amchamchina.org

On August 23, AmCham China's inaugural Manufacturing, Sourcing, Supply Chain, and Customs (MSSC) Committee Supply Chain Navigator Program concluded with a special dinner at Maison FLO. This five-month initiative brought together a diverse cohort of professionals from various industries, companies, and experience levels, all united by a commitment to advancing the MSSC community. The program's mission—to foster deep engagement between passionate professionals, senior leaders, and industry pioneers—was celebrated at the event, which recognized the participants' dedication and achievements alongside MSSC Co-Chairs and AmCham China leadership.

Milestone Moment: MSSC Navigator Program Celebrates First Cohort



Photo courtesy of AmCham China

AmCham China President Michael Hart delivered the welcome remarks at the event. He also presented the “Captain Awards” to Craig Abler and David Song, the MSSC Co-Chairs who played an instrumental role in the success of this inaugural program. Following this, Hart and the Co-Chairs personally awarded each cohort member with a certificate, recognizing their

dedication and accomplishments over the course of the program.

The event marked the culmination of a five-month journey that provided participants with unique opportunities to gain insights from industry leaders, hone their skills, and deepen their connections within the US-China manufacturing and supply chain sectors. Through workshops,



Top:
President Michael Hart and MSSC Co-Chairs Craig Abler and David Song with the 2024 Navigator Program Cohorts

Middle:
The cohort visits the Beijing Tianjin Composites factory

Bottom:
Program participants tour the Beijing Foton Cummins Engine Co factory

Photos courtesy of AmCham China

events, and exclusive factory tours, the cohort was able to explore the key issues and trends impacting manufacturing and supply chain leaders in China. Participants also had the chance to network and engage with peers and industry experts at several social events during the program.

During the two factory visits—Boeing Tianjin Composites (BTC) and Beijing Foton Cummins Engine Co. (BFCEC)—participants gained valuable firsthand insights into advanced production processes. At BTC, Procurement Leader Lisa Ma and Production Director Rayman Liu provided an in-depth look at supply chain management, localization strategies, and continuous improvement initiatives. They also shared insights into Boeing's supplier selection process and core values, offering crucial understanding of the complexities of global supply chain operations.

At the BFCEC visit, cohort members got an inside look at the factory's cutting-edge processes, which support an impressive annual production capacity of over 520,000 engines, ranging from light to heavy-duty models. Speakers included AmCham China Vice President Claire Ma, Boeing Asia

Program Milestones

Boeing Workshop,
May 23

Boeing Tianjin Composites
Factory Visit,
May 30

Cummins Workshop: Advanced
Strategies in Supply Chain &
Digital Transformation,
June 21

Beijing Foton Cummins Engine
Co. Factory Visit,
July 2

Albemarle Workshop,
August 7

PMI Workshop,
August 23

Regional Supply Chain Vice President Craig Abler, and Cummins China Director of Supply Chain Strategy & Transformation David Song—both of whom also serve as MSSC Co-Chairs.

The workshops hosted by Boeing, Cummins, Albemarle, and PMI provided invaluable learning experiences. Each session addressed critical challenges and emerging trends in the industry, from supply chain digitalization to sustainability and technological innovation. Participants left with actionable insights, new tools, and

strengthened connections to help them navigate and lead in an increasingly complex global supply chain environment.

As the MSSC Supply Chain Navigator Program concludes its first cohort, the success of this initiative highlights AmCham China's commitment to building strong, future-ready leaders in manufacturing and supply chain management. The program's combination of thought leadership, networking, and practical insights promises to continue shaping the future of the MSSC community. 

2024 Navigator Program Cohorts



Chuck Brown
Individual Member



Minnan Cheng
Beijing Gao Hua Securities



Ni Fang
Motorola Solutions



Charles Howes
New York University
Shanghai



Yuhan Ji
Beijing Guohua Zhonglian
Technology



Qian Jin
Boeing



Zheyong Li
Motorola Solutions



Hanfan Li
Motorola Solutions



John Li
Nokia



Changying Liu
Tahota Law Firm



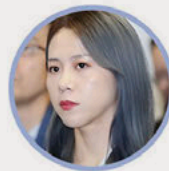
James Oswald
Amazon Web Services



Xenia Otmakhova
Ballistic Architecture
Machine



Yuntao Shi
Thoughtworks Software
Technologies



Zoey Sun
SAP



Xiaoshen Wang
Thoughtworks Software
Technologies



Jean Wang
AIA Insurance Beijing



Tower Wu
Colliers International



Wenxin Ye
Meinhardt



Yin Yu
AmCham China



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Supply Chain Evolution: Insights from the Inaugural Navigator Program

By Norris Tangen

Cultivating Future Supply Chain Leaders

The Navigator Program began with AmCham China Committee Associate and MSSC support staff, Yin Yu, who saw the growing need for a program tailored to the challenges and rapid developments in supply chain management. “The landscape is evolving faster than ever,” says Yu. “From digitalization to sustainability, supply chain leaders today need to navigate complexities that didn’t exist a decade ago. We designed this

program to help participants gain real-world insights and build lasting connections.”

In her initial proposal for the program, Yu outlined a detailed structure that aimed to blend theoretical knowledge with hands-on experiences. The cohort would engage in a series of workshops, factory visits, and networking events, each designed to provide a holistic view of the industry. The program also focused on practical applications, from digital supply chain strategies to on-site learning at leading companies like Boeing and Cummins.

While there are many industry conferences, the Navigator Program aimed to set itself apart

Following the success of the Manufacturing, Sourcing, Supply Chain, and Customs (MSSC) Committee's inaugural Supply Chain Navigator Program, the program has fulfilled its goal in laying a strong foundation for future leadership within the sector. Over five months, the program addressed the pressing challenges of China's manufacturing and supply chain industries while offering a platform for professionals to network and learn from the best in the field. Join the AmCham China Quarterly as we explore the program's creation, the collaboration behind its development, and feedback from the cohort.

with a small cohort size, personalized approach, and multiple events. “Our goal was to offer more than just lectures—we wanted deep engagement, hands-on learning, and real discussions with industry veterans,” Yin explains.

Collaborative Development and Industry Expertise

MSSC Co-Chairs Craig Abler, Regional Vice President of Asia Supply Chain at Boeing and David Song, Director of Supply Chain Strategy & Transformation at Cummins China were instrumental in shaping the program's content, ensuring that it addressed the most current industry needs. Abler notes, “The Navigator Program highly increased the engagement of our membership within the AmCham China community. It's always good to gather people together to address key industry challenges and brainstorm solutions. We see issues within member companies, and we want to help them succeed in China.”

Both Abler and Song emphasize the importance of collaboration in making the program a success. According to Abler, “Collaboration is the critical element of the program. It's important to show the cohorts how real leaders work in the industry, as well as how real workers operate at the factory. The program isn't just enhanced by collaboration—it's built upon it.”

Song echoes this sentiment: “Successful initiatives like the Navigator Program remind us of how intertwined the world's two largest economies remain. Connecting and learning together in the context of US companies operating in China is fundamental for our companies, industries, and the relationship between our two countries.”

The inclusion of companies like Boeing, Cummins, and Albemarle further shaped the program's success. “We experienced great participation from our member companies to offer truly memorable sessions, including hands-on tours of some of the region's leading manufacturing facilities,” says Song.



Above:

The 2024 Navigator Program cohort tours the Beijing Foton Cummins Engine Factory

Photo courtesy of AmCham China

Learning, Networking, and Real-World Insights

Feedback from participants highlights the program's impact on their professional growth. The post-program survey revealed that 100% of participants would recommend the Navigator Program to their peers, with many expressing how it exceeded expectations. Chuck Brown, a global supply chain consultant with over 40 years of industry experience, shares and former MSSC Co-Chair, shares, “The insights give a wonderful look into the various roadmaps to excellence. Real-world problems and solutions were shared and discussed, making this program invaluable.”

As an industry veteran, Brown found one of the most intriguing aspects of the program to be the opportunity to hear from various companies and leaders about how they navigated the fallout from the pandemic. “Over the years, I've worked with numerous companies and witnessed how different organizations handle supply chain challenges. But what really stood out for me in

“The insights shared give a wonderful look into the various roadmaps to excellence. Real-world problems and solutions were shared and discussed, making this program invaluable.”

this program was seeing how things have shifted, especially post-pandemic. The pandemic created massive challenges for supply chains—logistics, sourcing, labor—and I was looking for creative solutions. The program gave me a chance to see how different companies responded and adapted.”

A Boeing factory visit was one of the highlights, with 67% of participants citing it as their favorite session. Charles Howes, a student at New York University Shanghai, notes, “As someone at the start of my career, this was a unique chance to connect with industry veterans and learn from their experiences. The networking opportunities and factory visits were invaluable.”

The program’s networking opportunities also offered participants a chance to connect. Minnan Cheng, Vice President at Gao Hua Securities appreciated that the program went beyond technical knowledge. She shares, “This is an excellent project. We delved deep into supply chain management and visited operations in person. But more importantly, we gained friendships with outstanding partners—these deep connections will inject energy into both our professional and personal lives.”

Success and Room for Growth

The survey results from the first cohort reinforce the program’s success. 81% of participants rated the program as “Excellent,” with 69% stating that it “absolutely met” their expectations. 100% of participants said they were “very likely” to attend future MSSC events. Networking opportunities, factory visits, and workshops were highlighted as the most valued aspects of the program.

Participants also expressed a desire for the program to expand. 47% wished for even longer sessions or additional factory visits, while others recommended more opportunities for interactive workshops. As one participant suggested, “There is so much untapped potential. The workshops could benefit from more in-depth discussions and participant-led sharing sessions to deepen engagement.”

Shaping Tomorrow’s Supply Chain Leaders

The success of the inaugural Navigator Program has inspired plans for future cohorts, with ongoing feedback from participants helping to shape the next iteration. One comment that seemed consistent from all participants: we want even more. “We’ve heard repeatedly that the program was too short, participants didn’t want it to end,” says Abler. “Moving forward, we’ll be thinking about how to expand and go deeper into each workshop, with more in-person events and dinner mixers to keep engagement high.”

For his part, Brown wholeheartedly agrees, suggesting that the program could benefit from additional companies and longer sessions to deepen the learning experience. “The workshops and factory visits were fantastic, but I would love to see more companies involved in future editions. Extending the length of the program would also allow for more interactive sessions and in-depth discussions,” he notes.

Song emphasizes the importance of adapting the program to the evolving needs of the industry. “As China’s supply chain industry changes, so will the Navigator Program. Our focus will remain on increasing member engagement and providing future leaders with the tools they need to succeed.”

As Yu looks ahead, she remains committed to enhancing the program’s offerings. “We are taking the feedback to heart and planning to make the next edition even more interactive and robust,” she says. The MSSC is also considering incorporating more on-site visits and exploring collaborations with additional industry leaders to further enrich the learning experience.

With strong foundations built in the first year, the MSSC Navigator Program is poised to become a cornerstone in the development of future supply chain leaders in China. 🗣️

Reach out to Yin Yu at yyu@amchamchina.org if you’re interested in learning more about the Navigator Program or MSSC Committee.

Advocacy in Action: Latest Government Engagements

High-Level Engagements in Henan and Anhui

On September 25, AmCham China President Michael Hart delivered remarks at the 2024 Cooperation and Exchange Conference, at which Henan Party Secretary Lou Yangsheng also spoke. The Chamber also interacted with Henan Governor Wang Kai and Vice Governor Zhang Min while in Zhengzhou.

Meanwhile, on September 19, AmCham China Chair Sean Stein delivered remarks at the World Chambers and Business Associations Conference in Hefei, which was also attended by Anhui Governor Wang Qingxian and CCPIT Vice Chairwoman Li Qingshuang. Stein emphasized AmCham China's commitment to fostering US-China economic ties and praised Anhui's business-friendly environment.

Top:

AmCham China President Michael Hart speaks at the 2024 Cooperation and Exchange Conference in Zhengzhou, Henan

Bottom:

AmCham China Chair Sean Stein addresses the World Chambers and Business Associations Conference in Hefei, Anhui

Photos courtesy of AmCham China



Above:

AmCham China Board member Kenneth Zhou delivers remarks at the 2024 National Fair Competition Conference

Photo courtesy of AmCham China

National Fair Competition Conference in Wuhan

On September 10, the 2024 National Fair Competition Conference, hosted by the State Administration for Market Regulation (SAMR), took place in Wuhan. This significant event gathered international experts and leaders to address antitrust enforcement and M&A regulations. AmCham China Board Member Kenneth Zhou delivered a keynote speech on optimizing regulatory mechanisms for mergers and acquisitions, underscoring the need for balanced competition to foster innovation. SAMR Director Luo Wen and Hubei Governor Wang Zhonglin also emphasized the pivotal role of fair competition in cultivating a dynamic and unified market in China.

Throughout the past few months, AmCham China has been actively engaged in a series of high-profile meetings, advocating for our members on critical bilateral issues and strengthening our dialogue with government stakeholders. September, in particular, was a month of significant engagement, with numerous meetings between AmCham China leadership and senior representatives from both the US and Chinese governments to foster constructive discussions on key issues. This article highlights the Chamber's latest advocacy efforts and engagements.



Above:

AmCham China President Michael Hart speaks at the 24th China International Fair for Investment & Trade

Photo courtesy of AmCham China

Deepening Economic Collaboration in Xiamen

On September 7, an AmCham China delegation led by President Michael Hart traveled to Xiamen for the 24th China International Fair for Investment and Trade, where they also met with Fujian Vice Governor Wang Jinfu. During the meeting, the Vice Governor highlighted Fujian's strategic initiatives aimed at attracting foreign investment. Business leaders expressed optimism about the deepening economic collaboration with the province, particularly in sectors such as technology and green development.

Boosting Business Ties in Tianjin's Hexi District

On September 5, a delegation led by Chair Sean Stein, including AmCham China Tianjin Chair Marcus Williams, visited Tianjin's Hexi District to engage with senior officials, including Wang Xu, a member of the Tianjin Municipal Standing Committee and Head of Hexi District. The discussions focused on attracting investment in key sectors such as finance, healthcare, and the digital economy, reinforcing the strong partnership between US businesses and Tianjin. Multiple Tianjin government departments were also present, showcasing the city's commitment to collaboration and business development.



Above:

AmCham China Tianjin Chapter Chair Marcus Williams visits Tianjin's Hexi district

Photo courtesy of AmCham China

Climate Collaboration Takes Center Stage at Circular Economy Forum

On September 6, AmCham China President Michael Hart delivered keynote remarks at the US-China Circular Economy Cooperation Forum, an event that brought together key leaders from both the US and China to discuss climate collaboration. Notable speakers in the opening session included Zhao Chenxin, Vice Chairman of China's National Development and Reform Commission; John Podesta, Senior Advisor to the President for International Climate Policy; Liu Zhenmin, China's Special Envoy for Climate Change; US Ambassador to China Nicholas Burns, and pre-recorded video remarks from Ambassador Xie Feng, China's Ambassador to the United States.



Top:

Ambassador of China to the United States Xie Feng delivers video remarks at the Circular Economy Forum

Middle:

Senior Advisor to the President for International Climate Policy John Podesta speaks at the forum

Bottom:

Group photo of key participants at the US-China Circular Economy Cooperation Forum

Photos courtesy of AmCham China



Hosting the US-China Commercial Issues Reception



Left:
US Under Secretary of Commerce for International Trade Marisa Lago speaks at the CIWG reception

Right:
From left: AmCham China Vice President Claire Ma, Vice Minister Wang Shouwen, AmCham China President Michael Hart

Photos courtesy of AmCham China



On September 4, AmCham China, in collaboration with other organizations, co-hosted a reception for the US-China Commercial Issues Working Group (CIWG) leadership. With over 100 business and government representatives in attendance, the reception set the stage for the subsequent formal CIWG meeting in Tianjin between Co-Chairs, US Under Secretary of Commerce for International Trade Marisa Lago and Vice Minister of Commerce and International Trade Wang Shouwen, where they discussed pressing bilateral trade issues.



Also on September 4, President Michael Hart led an AmCham China delegation to the Ministry of Agriculture and Rural Affairs (MARA) to deliver the *2024 American Business in China White Paper*. The delegation was welcomed by Director General Sui Pengfei of MARA's International Cooperation Department. The meeting provided a platform for open discussion on partnership opportunities in agriculture and rural development.

In addition to this meeting, throughout the spring and summer, AmCham China has presented the *White Paper* to several key ministries, including the Ministry of Commerce, Ministry of Science and Technology, State Administration for Market Regulation, and the Ministry of Finance. ④

White Paper Delivery Meeting with MARA



Top:
AmCham China President Michael Hart presents the *2024 White Paper* to Director General Sui Pengfei

Bottom:
The AmCham China delegation meets with the Ministry of Agriculture and Rural Affairs to deliver the *2024 White Paper*

Photos courtesy of AmCham China

AmCham China Committees and Co-Chairs

AmCham China's Committees are the lifeblood of our advocacy, industry relations, and community development. We have Committees focusing on industry sectors, corporate functions, and special issue-based interests that well represent American businesses operating in China as well as the active membership of our community. Committees allow members to:

- Use AmCham China as a platform to drive foreign companies and industry-based advocacy efforts
- Hold dialogues with regulators and industry stakeholders to influence the business environment
- Share information and ideas specific to their industries
- Meet like-minded people for professional development
- Generate contacts for business development

If you are interested in joining any of our **Committees**, please contact the corresponding member of staff listed below.

Agriculture Committee ⁸

Yong Gao, Bayer

Automotive Committee ¹

Jun Jin, PwC

Lynn Luo, General Motors

Business Sustainability Committee ¹¹

Jing Wu, UPS

Chinese Government Affairs Committee ¹²

Bing Zhou, Intel

Qiang Lv, Abbott

Cosmetics and Nutrition Committee ²

Jane Yan, Amway

Chunhui Xu, GCC CNPERMIT

Frida Liu, Kenvue

Edison Chen, Estee Lauder

Education Committee ³

Jingyu Wang, Notre Dame Beijing, Uni. of Notre Dame

Fran Liu, University of Minnesota China Office

Katie Beck, Western Academy of Beijing

Election Committee ⁶

William Zarit, The Cohen Group

Energy Committee ⁹

Sue Wang, Honeywell

Grace Chen, Aspen Technology

Li Yanzhong, ICF

Export Compliance Working Group ⁷

Mark Cao, Hewlett Packard Enterprise

Ken Nichol, Gulfstream Aerospace

Wang Wei, Westinghouse Electric Company

Financial Services and Insurance Committee ¹

Erin Zhang, Goldman Sachs

Viki Huang, State Street

Outbound investment Sub-Committee

Kenneth Zhou, Wilmer Cutler Pickering Hale and Dorr

Food & Beverage Committee ⁸

Xiaokun Li, Coca-Cola

Henry Xu, Starbucks

Healthcare Industry Committee ¹⁰

Irene Hsu, Amgen

Alice Xu, Boston-Scientific

Human Resources Committee ³

Charise Le, Schneider

Michelle Zhang, Pfizer

Charles Shao, Korn Ferry

Annie Wang, Bayer

Janet Chen, Microsoft

Visa Sub-Committee

Becky Xia, Fragomen

ICT Committee ⁴

Joanna Mao, United States Information Technology Office (USITO)

Wenjie Gu, Zoom

Legal Affairs Committee ¹

Zhaoqi Cen, Zhong Lun Law Firm

Tracy Doherty-McCormick, Boeing

Susan Munro, K&L Gates

Scott Palmer, Perkins Coie

Manufacturing, Customs, Supply Chain and Sourcing Committee ⁴

Craig Ablor, Boeing

Jonathan Kendrick, Pacific Resources International (PRI)

David Song, Cummins

Marketing, Advertising, and PR Committee ²

Peter Zhong, Edelman China

Media and Entertainment Committee ²

Charles Shi, Universal Parks

Ralph Gao, The Walt Disney Company

Policy Committee ¹³

Lester Ross, WilmerHale LLP

Travis Tanner, GreenPoint Group

Real Estate and Development Committee ²

Vacant

SMEs & Entrepreneurs Committee ⁴

Zach Ebling, Booyah Education

James Nobles, Bizarre Beijing

Sports Committee ¹

Tony Qi, Major League Baseball

Kenneth Li, Waitex Group

Tax Committee ¹

Jessia Sun, EY

US Government Relations Committee ¹³

William Zarit, Cohen Group

Women Professionals Committee ⁴

Su Cheng Harris-Simpson, SCHS Asia

Frances Yu, Amway

Lin Gao, Message Coach

Young Professionals Committee ⁴

Connie Feng, ExxonMobil China

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Jun Hu, Synopsys (Wuhan) Co., Ltd.

Education Committee ¹⁴

Christopher Rehm, Wuhan Yangtze International School

Training Committee ¹⁴

Scott Shaw, LifePlus Worldwide

Northeast Chapter**Education Committee** ¹⁶

Richard Swann, Dalian American International School and Dalian Huamei School

Andrew Zepf, Maple Leaf Foreign National School Dalian

Human Resources Committee ¹⁷

Vacant

Legal, Tax, and Accounting Committee ¹⁷

Nicole Wang, Vialto Partners

Sylvia Xu, PwC

Women Professionals Committee ¹⁶

Vicky Guo, Fraser Suites Dalian

Tianjin Chapter**Chinese Government Affairs Committee** ¹⁸

Bo Yu, PwC Tianjin Branch

Cathy Yan, PPG Coatings (Tianjin) Co., Ltd.

Education Committee ²⁰

Wei He, The Tianjin Juilliard School

Jason Wang, Cheersyou International Consulting

Chuck Yang, Fayao Education

Manufacturing & Sustainability Committee ¹⁹

Marcus Williams, Boeing Tianjin

Chris Yan, OTIS Elevator (China)

Tianjin Culture & Lifestyle Committee ²⁰

Humphrey Wang, Tianjin Pher Food Beverage Management

Rebekah Erickson, Tianjin Renew Life Sports

Leo Luan, Laying International Camp

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Dannie Mu, The Executive Center

Lv Weiran, Colliers International Property Services (Tianjin)

Women Professionals Committee ¹⁹

Linda Liu, NXP Semiconductors

Golden Zhang, Tianjin Amcare Women's & Children's Hospital

Cooperation Programs**US-China Aviation Cooperation Program** ⁷

Alvin Liu, Boeing

Noel E. Arbis, FAA

US-China Energy Cooperation Program ⁹

Maggie Jia, Cheniere

Yumin Yang, ConocoPhillips

Ma Li, ECP

US-China Healthcare Cooperation Program ¹⁰

Roberta Lipson, United Family Healthcare

Rong Zheng, Merck Healthcare

Edward Wang, HCP

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As a Chamber, we take pride in our reach beyond Beijing. While our headquarters are in the capital, we also serve Tianjin, Central China, Southwest, and Northeast China through our local Chapters in Tianjin, Dalian, Shenyang, Wuhan, and Chengdu. Throughout the year, the Chamber's Chapters provide high-level advocacy, foster extensive business engagement, and host vibrant community events. In this article, we explore four standout events and engagements from recent months, showcasing the dynamic work of AmCham China's Chapters across China.

A Journey Through China: Highlights from AmCham China's Chapters

Tianjin Chapter: Dialogue with the Tianjin Government

On June 13, AmCham China's Tianjin Chapter hosted its annual dialogue with the Tianjin Municipal Government. Themed "Unite, Exchange, Thrive: Jointly Elevating the 'New' Tianjin," the event featured in-depth discussions between member companies and key government representatives about the city's evolving business environment and foreign investment opportunities.

Chamber Chair Sean Stein expressed deep appreciation to the Tianjin government for its enduring support of the Chamber and presented the *2024 American Business in China White Paper (White Paper)*. The event also highlighted the successes of foreign-invested enterprises in Tianjin, further boosting confidence in the city's investment prospects.

More than 200 attendees, including leaders from 16 government bureaus, business executives, and key stakeholders, participated in the reception, which was moderated by Marcus Williams, Chair of AmCham China Tianjin. Keynotes were delivered by Vice Mayor Fan Shaojun and AmCham China Chair Sean Stein. We extend special thanks to our event sponsors, including Gold Sponsors Tianjin United Family Hospital, PPG, and Waitex, as well as Silver Sponsors Boeing Tianjin Composites and Prime Concord.

To learn more about joining the Tianjin Chapter, contact **Amanda He** at ahe@amchamchina.org



Top:

AmCham China Chair Sean Stein, Tianjin Chapter Chair Marcus Williams and more meet with representatives of Tianjin's Municipal Government

Bottom:

AmCham China's Tianjin Chapter hosts its annual reception dinner with the Tianjin Municipal Government

Photos courtesy of AmCham China

Northeast Chapter: Roundtable with US Ambassador Nicholas Burns in Dalian

On July 3, AmCham China's Northeast Chapter hosted a roundtable discussion in Dalian with US Ambassador to China, Nicholas Burns, hosted by Northeast Chapter Chair Dr. Richard Swann. During the discussion, Ambassador Burns shared his insights on the region's business climate and discussed the opportunities and challenges faced by US businesses in Northeast China.

With active participation from Chapter members, the dialogue fostered meaningful exchanges about the future of bilateral economic and trade relations. Attendees left the roundtable with valuable insights on how to navigate and thrive in this critical region.

To learn more about joining the Northeast Chapter, contact Melody Li at mli@amchamchina.org



Above:
The AmCham China roundtable with US Ambassador to China Nicholas Burns in Dalian

Photo courtesy of AmCham China



From September 8-9, AmCham China Vice Chair Roberta Lipson and Central China Chapter Chair Steve Carpenter led a high-level delegation to Changsha. During the two-day visit, the delegation met with several top officials, including Hunan Province Party Secretary Shen Xiaoming and Vice Governor Cao Zhiqiang. These discussions centered on local economic development and the province's strategy for attracting foreign investment.

The delegation also participated in a roundtable meeting with US Ambassador to China Nicholas Burns, facilitated by the US Consulate General in Wuhan. This visit expanded member companies' understanding of Hunan Province's business landscape while fostering stronger ties between local officials and the US business community. The trip concluded with a visit to Sansure Biotech Inc., providing an on-the-ground look at the region's burgeoning biotech sector.

To learn more about joining the Central China Chapter, contact Lina Wang at lwang@amchamchina.org

Central China Chapter: Changsha Delegation Visit



Top:
From left: US Ambassador to China Nicholas Burns, AmCham China Vice Chair Roberta Lipson, and Hunan Province Party Secretary Shen Xiaoming

Bottom:
The delegation visits Sansure Biotech Inc. as part of an on-site field trip

Photos courtesy of AmCham China

Southwest Chapter: Red, White & Brew – July 4th Celebration



Photos courtesy of AmCham China

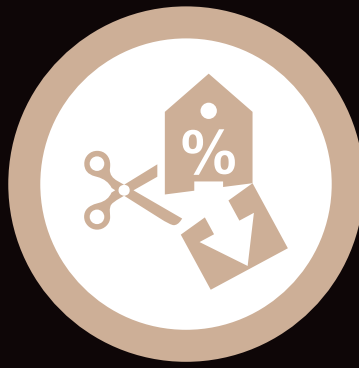


The Chengdu Chapter took center stage on July 3, hosting a “Red, White & Brew” Independence Day celebration at the Coca-Cola Restaurant in Chengdu to celebrate America’s 248th birthday. More than 100 guests, including AmCham China members, their families, and friends, enjoyed an evening of live music, food, and festivities.

The night began with a special workshop on children’s vision protection, sponsored by HSBC, followed by a welcome speech from Jun Lin, Vice Chair of the Southwest Chapter. Guests were treated to a blend of art installations, courtesy of Coca-Cola, Marvel, and DC, and participated in a lucky draw with fantastic prizes, including a round-trip ticket to the US sponsored by United Airlines.

Thank you to the Coca-Cola Restaurant Chengdu and all our event sponsors, including United Airlines, HSBC, the Los Angeles Tourism & Convention Board, and Club Med for making this event such a success. 🇺🇸

*To learn more about joining the Southwest Chapter, contact **Wei Wei** at wwei@amchamchina.org.*



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