

## **Invitation to China International Import Expo**

Dear Sir or Madam,

China International Import Expo ( CIE2012 ) , hosted by China Chamber of International Commerce and Jiangsu Provincial People's Government, will be held from March 29 to 31, 2012 in Kunshan, Jiangsu Province, China. As the first national-level import expo in China, CIE 2012 will provide perfect opportunities for you to explore, market and publicize your products and technologies in China, especially in such fields as technical equipment, information technology, environmentally-friendly industry and brand consumer goods. Exhibitors can acquire the latest industry information, meet new trade contacts and start business ventures to establish their market lead in China through various programs including summit forums, seminars, pre-matchmaking, etc. during the expo.

We hereby sincerely invite you to attend CIE 2012. You are welcome to passionate Kunshan, the vigorous Yangtze River Delta, and open China!

### **General Information**

1. Time: March 29-31, 2012
2. Venue: Kunshan Convention & Exhibition Centre, Jiangsu Province, China
3. Organization:  
Hosted by:  
China Chamber of International Commerce  
Jiangsu Provincial People's Government  
Organized by:  
Secretariat of China Chamber of International Commerce  
The Commerce Department of Jiangsu Province  
China Council for the Promotion of International Trade, Jiangsu Sub-council  
The People's Government of Suzhou City  
The People's Government of Kunshan City
4. Expected exhibiting space:  
About 50 thousand square meters.
5. Conferences during the expo: International summit forum, seminars and lectures, new product recommendation, etc.

### **Market information**

1. China is the largest exporting country and the second largest importing country in the world. In 2010, the total import and export volume of China reached 2972.76 billion US dollars, with an annual increase of 34.7%; export volume reached 1577.93 billion US dollars, with an annual increase of 31.3%; import volume reached 1394.83 billion US dollars, with an annual increase of 38.7%; favorable balance of trade reached 183.1 billion US dollars;
2. In the "twelfth-five-year-plan" period, China will try to meet its domestic demand of economic restructuring and industrial upgrading by "changing the means of foreign-trade development", expand the import of its advanced technology and equipment, key parts and components, material in shortage, new energy and energy-efficient and environmentally-friendly products, consumer goods and medical equipment, and expand the import from the members of free trade zones, countries with a big unfavorable balance of trade and the least developed countries.
3. As one of the six largest urban circles in the world, the greater Yangtze River Delta Economic Circle including such cities as Shanghai, Suzhou, Wuxi, Ningbo and Nanjing is the largest economic circle in China, with a total economic volume accounting for 20% of China's GDP, and an annual growth rate far higher than China's average level. Its total volume of import and export of foreign trade accounts for more than 40% of China's total.

Both its financial revenue and gross retail sales of consumer goods rank the first in China.

### **Why CIE 2012?**

#### **1. The first national level import expo hosted by the authoritative organization in China.**

Hosted by China Chamber of International Commerce and Jiangsu Provincial People's Government, CIE 2012 is the first national level import expo and aims to promote and expand the import of foreign products and technologies.

#### **2. Strong promotion networks bring numerous qualified Chinese importers.**

Advertisements and press release in major Chinese economic newspapers, magazines and TVs, including CCTV, The Finance Channel of Shanghai Broadcasting and TV Station, China Daily, Economic Daily, the Economic Report of the 21st Century Economic Reference, the First Finance Daily, etc. E-newsletter, DM, flyers and tickets sent regularly to over 200,000 Chinese importers and buyers in the official database. CIE 2012 is your best way to make acquaintance with qualified Chinese importers.

#### **3. Pre-matchmaking, site visits services and storage for exhibits to ensure your success in CIE 2012.**

Through strong networks of China Chamber of International Commerce and free information release on official website, pre-matchmaking service will help you find your potential importers before the expo. If you intend to invest in Jiangsu, China, we will provide you the information and advisory services. After the expo, your exhibits which are not sold on the spot can be stored in the warehouse of Kunshan Comprehensive Bonded Area for half a year, during which you may still find your importers and buyers.

#### **4. Best place to learn the latest trends and policies in Chinese import market.**

The summit forum and seminars during expo will give you a unique opportunity to listen to the keynote speeches from government officials, senior executives of both Chinese and foreign corporations and experts. Key topics will include the trend of Chinese import market, related policies and strategies to explore Chinese market, etc.

### **Who to exhibit?**

This expo will mainly exhibit those products and technologies in the key fields in which have great demands in Chinese market in the following five years.

### **Sector 1 Machinery equipment and technology**

Engineering machinery, construction machinery, mining machinery; mould manufacturing technologies, numerical control machine tools, special machine tools, machine tools and accessories; air-conditioning equipment, ventilation and heating equipment; packing machinery, printing machinery and materials, plastics machinery and products, rubber machinery; light industrial machinery, coal machinery, forestry machinery, woodworking equipment, agricultural machinery, rail transport technologies and products, logistics equipment, marine system, aeronautical technologies, medical equipment, textile machinery, petroleum machinery, chemical equipment, electrical equipment, electrical products, hardware tools, automotive parts and components, casting and forging, tube and wire products, power transmission, hydraulic products, sealing technologies, test and measure equipment, cutters, clamping apparatus, bearing, industrial parts outsourcing, etc..

### **Sector 2 Information Technology and electronic and electric equipment**

#### **Technology of internet of things**

RFID technology, sensor network, software and system integration, general support and relevant things about internet of things.

#### **Application of internet of things**

Industrial production process control, process real-time monitoring, automatic control systems, industrial digital management; electric power facilities condition monitoring, high altitude tower emergency rescue, electric meter data acquisition; traffic flow monitoring, intelligent parking guidance, intelligent transportation platform, passenger traffic intellectualization, bridge health monitoring system; water quality monitoring, atmospheric monitoring, monitoring of enterprises with sewage disposal; intelligent household system for family disaster prevention and security, family intelligent gateway access point system; intelligent scheduling of port container, logistics information processing, vehicle monitoring management, traceability of food and drugs; medical care, remote monitoring and inspection of community health industry, etc.

## **Audio-visual Products**

Family entertainment, audio entertainment; digital camera, video camera, video, photography and recording, processing, transmission, broadcast, MP3; hardware, accessories and peripherals, software, system software and effective program, multimedia application system, online software, communication software, commodity information system, financial software, the game controller plate, etc.; TV, radio, mass music and video area, professional media; mobile phones and online services, home network, wireless devices, remote control and remote sensing device, remote control equipment, automatic control data system; terminal, network, telecommunications, sending and receiving equipment, interactive media and data storage suppliers, infrastructure of broadband network supply, satellite service devices, measuring equipment, IP internet protocol, internet solutions, etc.; electronic parts and components, new material application, etc.

## **Household Appliances**

Electrical heater, water heater, and air conditioning equipment, cooking, roasting and baking equipment, refrigerator and refrigerating equipment, washing machine, dishwasher, kitchen equipment and appliances, electronic cleaning equipment, air conditioners, humidifier, family fitness and personal care equipment; commercial security system, personal security equipment, protective equipment, fire protection equipment, security police equipment.

## **Sector 3 Environmentally-friendly and new energy technologies and equipment**

Emergency monitoring system of environmental pollution, lab equipment, measuring instruments, meters and analytical instruments; water resources protection, sewage treatment, industrial wastewater treatment, sludge and scraps treatment, median water recycling, seawater desalination and ecological restoration; air management and flue gas cleaning; waste management and resource utilization; noise control system, noise monitoring device, technologies of noise precaution and processing; cleaning of old industrial areas and soil treatment; city garbage power generation, geothermal energy, utilization of coal with clean protection, etc.

photovoltaic production equipment, photovoltaic battery, other parts and components about photovoltaics, products of photovoltaic application, photovoltaic engineering and system, biomass power generation, biomass fuels, fuel boilers with biomass (particles) vaporization, biogas technologies, compression molding equipment for fuels with biomass solid particles; new energy lighting system, energy-saving lighting products with new energy, lighting system with wind-solar hybrid, solid luminescent source, gas luminescent source, thermal radiation

light source, displaying products and applications of new light source, new energy vehicles and accessories; new energy power battery and perfection of charging system in urban and rural areas, etc..

#### **Sector 4 Brand consumer goods:**

Brand cosmetics, clothing and accessories, shoes and hats, bags, jewelries, watches, gifts; Green food, infant food and supplies; fashion commodities; furniture and household supplies, kitchen utensils and tableware, bathing and sanitation necessities ; Wine, fruit, fast food, beverage and franchise chain, lease, banking, insurance, education, etc.

#### **How to exhibit?**

##### **1. Booth Application**

Options	Unite Price
Raw Space Only(Minimum 36 sqm)	US \$240/ m <sup>2</sup>
Standard Booth	US \$2,500/ 9 m <sup>2</sup>

Standard booth include: Stand area 3m×3m, white back wall and side walls, carpeting, 1 reception table, 2 chairs, 2 fluorescent lights, 1 electric sockets, company sign in English and Chinese.

##### **2. Application Procedures**

Applications should be sent to the following address by fax, email and with stamps and signature. 30% of the total stand rental fees as down payment shall be paid 15 working days after the sumbitting application form. Failure to pay the down payment later than Jan 20, 2012 will negate your application. The balance shall be paid before Feb.28, 2012.

##### **3. Conditions for applying for expo**

- a. Exhibitors must be legally registered in countries and regions outside mainland China according to applicable laws for at least three years, and must provide the duplicates of corporate registration certificates or other effective certificates.
- b. Protection of intellectual property rights: The intellectual property rights of the designs and patents of the exhibited commodities, packages, promotional products and all exhibited contents will be protected by the Law of Intellectual Property Rights of China. The expo will set up a complaint center of intellectual property rights.
- c. Exhibitors shall abide by Chinese laws and regulations and ensure that none of the exhibited products, packages, promotional products and all exhibited contents violates the relevant laws and regulations of China, or infringes upon others' intellectual property rights.

## **Targeted Trade Visitors and Media Promotion**

### **1. Targeted trade visitors include:**

- a. Heads of the departments of commerce in provinces and municipalities in China;
- b. Heads of relevant industrial associations and chambers of import and export trade in China;
- c. Importers, agents, distributors and wholesalers in relevant industries and products;
- d. Retailers including large and high-end shopping centers, department stores;

### **2. Media Promotion**

Broadcasting and TV media: CCTV-2, The Finance Channel of Shanghai Broadcasting and TV Station, Jiangsu Satellite TV;

Newspaper and Magazines: China Daily, International Business Daily, Economic Daily, the Economic Report of the 21st Century Economic Reference, the First Finance Daily, Shanghai Securities, Southern Weekends, China Information Paper; China Mechanical and Electrical Industry;

Websites: www.ce.cn, xinhua.net, CRIOnline; business.sohu.com; Economic Observation Website, www.ce.cn; jdol.com.cn; China Electronic Market; vogel.com.cn; iia.news.com; RIGHTSITE. Asia; trade key, control engineering, etc.

## **Why in Kunshan?**

### **1. Solid industrial foundation**

Since 2005, the overall economic strength of Kunshan has always been ranking the first among the top 100 counties (cities) nationwide. In 2010, Kunshan earned a total industrial value of 700.13 billion yuan, with its per-capita GDP exceeding 30 thousand US dollars, a total import and export amount of 82.12 billion US dollars, including an import amount of 28.79 billion US dollars (its total import and export amount exceeded that of 24 provinces, autonomous regions and municipalities in China). So far, more than 5,000 foreign-funded projects of 65 countries and regions worldwide have settled down here.

### **2. Prompt and convenient transportation**

Adjacent to Shanghai, China, Kunshan is only 30 km away from the transportation hub and business district in Hongqiao, Shanghai, with virtual terminals enjoying direct access to Pudong and Hongqiao International Airport in Shanghai. Kunshan is 60 km away from Shanghai Port, the largest port in China.

### **3. Superior facilities for exhibition**

Kunshan has advanced infrastructures for exhibitions and a full set of auxiliary functions around it, with the logistic and tax-protection function of its comprehensive bonded area being stretched continuously.

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