

**“CHINA IN A NEW PERSPECTIVE”
INVITATION TO A SME STUDY VISIT
12 – 16 MARCH, 2012 SHANGHAI, CHINA**

We invite you to a visit to Shanghai and the newly developing areas in nearby Jiangsu and Zhejiang province with a focus on possibilities and challenges for small and medium-sized companies doing business in China.

By your participation in this trip you will have the opportunity to view and learn about the fast development in China by seminars and visits to Chinese and Swedish companies, industrial zones, but also opportunities for individual meetings and special requests. This trip will give you new contacts in addition to your own network.

You will find separately the basic programme to be finalized later depending on the mix and interests of the group

Shortly about Scandic Sourcing; we are a team of experienced specialists assisting foreign companies doing business in China by finding individual solutions to each customers' needs. Kindly look into our website www.scandicsourcing.com for more information.

We look forward to your application for participation according to separate travel information.

Enclosure: Travel programme and application

Yours sincerely,

Per Lindén

Stig Victorin

President

Representative – Sweden

Scandic Sourcing / Scandic Trading Limited

Preliminary travel programme

Sunday March 11, 2012

Arrival to Pudong International Airport, Shanghai

Transportation to the hotel

Check-in at hotel

12.00 Lunch

13.00 Sightseeing programme

18.00 Dinner

Monday March 12, 2012

09.00 Doing Business in China Seminars

- Introduction to China
- Developments in China and Shanghai
 - Shanghai Government
- Legal aspects of doing business in China
 - Mannheimer & Swartling
- Payments & Financing in China
 - Handelsbanken / SE Banken
- Setting-up and running a business in China
 - Per Lindén, Scandic Sourcing

12.00 Lunch

13.00 Doing Business in China Seminars

- Chinese business culture
- Sourcing & supplier code of conduct
 - Scandic Sourcing
- Logistics between China and Sweden
 - Greencarrier/ Geodis Wilson
- E-business and internet in China
 - IQubator
- Case study Envitools Market Entry.

Envitools is in the process of setting up a business to sell legal environmental information to ISO 14000 certified companies. The founder, Bo Falgard will tell about his experience and plans.

- Case Study Opsis Market Entry.

Opsis AB manufacturers environmental equipment in Sweden and has set up a small manufacturing company in Shanghai.

17.30 Dinner

Tuesday March 13, 2012

08.00 Breakfast

09.00 Bus leaves for Jiading industrial park

10.00 Visit to Bufab

- Sourcing and supply of fasteners.

- 12.00 Lunch with Jiading Industrial Zone
- 14.00 Study visit to Sandvik Mining and construction
 - Assembly of mining machinery
- 15.30 Visit to Volkswagen
 - Car production plant producing 800,000 cars per year
- 17.00 Back at Shanghai hotel.
- 19.00 Dinner

Wednesday March 14, 2012

- 07.30 Breakfast
- 08.00 We take the bus to Suzhou
- 10.00 Study visits Bridgeforth Engineering, Kunshan
 - Machine shop set up in 2007 and source forgings.
- 12.00 Lunch at Mercure Hotel in Suzhou
- 13.00 Study visit to Suzuki Garphyttan Wire
 - Production of spring wire
- 14.00 Study visit to Unimer, Suzhou
 - Quality lab and sourcing office for rubber parts.
- 15.00 Bus to Jiaxing
- 17.00 Check-in at hotel.
- 18.00 Dinner with Jiaxing Government

Thursday March 15, 2012

09.00 Tour of Jiaxing industrial zone and visits to local and foreign companies.

12.00 Lunch

13.30 Visit to Xitang old town

16.00 Fast train back to Shanghai

17.00 Check-in at hotel

Evening and dinner on your own

Friday March 16, 2012

09.00 Conclusions

11.00 Time for your own meetings and visits.

18.00 Farewell Dinner

Saturday March 17, 2012

Check-out and transfer to the airport.

Departure

Travel application

The total package price is Hong Kong Dollar 23,200 .

The following will be included in the fee, I e

- 6 nights in single room at a 4-star hotel including breakfast
- Meals according to the programme
- Seminars and corporate visits
- Transfers and guiding
- Information package

To reserve your participation please pay HK\$12,000 to the bank account below with your application and reservation. The remaining balance, i.e. HK\$11,200 shall be paid to the same bank account not later than February 20, 2012. Please note that your application will be binding.

Note: If you come earlier or stay late, we can help to organize the hotel for you. Extra fee is HK\$1020/per night. Please add to the payment.

Please remit to Bank of East Asia

The Name of Company:	Scandic Far East Limited
Bank Name:	The Bank of East Asia, Ma On Shan Plaza Branch
Basic Bank Account Number:	015 183-40-01346-9
Bank Address:	Shop 318-322, Level 3, Ma On Shan Plaza, 608 Sai Sha Road, Ma On Shan Plaza
Bank Swift Code:	BEASHKHH

Please note:

1. No air ticket is included in the fee and has to book separately by every participants.
2. We will have transport available at Pudong Airport on March 11 in the morning. If you come at a different time, please request taxi instruction.
3. Lunch and sightseeing on first day is optional. Please let us know if you participate.

Please send us your complete name according to the passport, complete invoicing address, e-mail address and telephone number. Please note that your name in the application need to be exactly according to the name in the passport. If you have other citizenship that Swedish, please inform us accordingly.

Finally you have to apply for a Chinese visa by contacting the Chinese embassy in your country. We will issue an invitation letter for this for you. Please do this application at least three weeks before your departure.

Please send your full name according to passport, address, email and phone numbers to: Kinaresa@scandicsourcing.com

Contacts for more information:

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