MCI Group of Companies

The Business Matchmaker Program for Cooperation and Settlement in Chinese Techno Parks for EU Companies

MCI Euro-China Centre • Service for Companies, Institutions, Cooperation's • Technology Transfer • Business Matchmaker China • Settlement in PRC Tech-Parks
The MCI Group has established cooperation and/or joint ventures with Chinese Government-owned Tech Parks in different regions in China, in order to help the European companies to enter the Chinese market and to find suitable places to set up new subsidiaries in China with the help of the MCI Business Matchmaker Program.
The MCI Group is a service facilitation Company for the China-engagement of European companies.

It supports European enterprises, especially the medium and small sized businesses, to enter the Chinese market and to cooperate or joint venture with Chinese companies under the MCI Business Matchmaker Program.

Beside its EU operative quarter in Vienna Austria and its China headquarter in Jiarding Shanghai MCI has a wide co-operation net with several representative offices and subsidiaries in different EU Cities and in several Chinese cities.
Since more than 15 years the MCI Group has taken an active role in promoting co-operation between Europe and China. In this way it gains more and more support from the Chinese authorities.

The MCI Business Matchmaker Program is in joint venture delivered by the Government owned Chinese Techno Park authorities together with MCI Group.

All the contracted parks are fully developed and have a complete infrastructure network consisting of roadways, water and power supply, cable, high-speed Internet connections and a telecommunications network. Besides, all these parks have competitive land price. The parks have special transport and customs arrangements and resident universities and R&D centers are to support EU companies. An MCI and Government support centre for EU companies is established in each park.
In comparison to other industrial parks in China, the EU Tech parks, which are established by the Chinese authorities and contracted by the MCI Group have the following key advantages:

- Direct partner in Europe and European supporter in China Onsite
- Matchmaking ability of suitable Chinese partners for the EU companies
- Superior geographical location in the promising China market
- Excellent transportation connections
- Support of the local Chinese authorities in accordance with the needs of companies
- Favorable industrial Parks with a well-established infrastructure
- Low settlement costs and operating costs
- Quick Approvals: Review and approval a new enterprise
- High purchasing power in one of the fastest growing regions in China
- A variety of promotion measures and services to support EU enterprises
- Plenty of available workforce: from simple worker to highly specialized experts
- Good living conditions for European personnel
- Favorable conditions
Chinese Authorities and the MCI Group supports European companies to enter Chinese market with the following services:

- Finding partners under the business matchmaker program
- Participating in Exhibitions / Seminars / Conferences
- Import and Export Service
- Cooperating with Chinese companies
- Selling or buying Technology
- Technology Transfer
- Franchising or Licensing
- Establishing companies in China
- Settling down in the EU Tech-Parks
- Personnel –service
- Crisis management
- Service for EU companies in China

The Chinese authorities and the MCI experts support the business activities of the European companies and institutions in China directly.
Under the Business Matchmaker Program MCI Group and the Techno Park Management offer resident European companies following services:

- Preferential policies are offered
- Tax advantages
- Permits and licenses help
- Individual high-quality, in-depth business consulting, from site location analysis to the concrete settlement in a suitable park
- Help to establish business contacts with the local decision makers and enterprises
- Implementation service: help in paperwork for the establishment of new enterprise
- Business planning, marketing assistance, preliminary export assistance
- Intercultural, economic, organizational and financial consultation
- Support for building new factories
- Support to improve daily management of the new enterprise
- Selecting and hiring worker forces
- Language services
- Favorable settling terms and location provided
- Provide buildings and construction help
For the EU/CEE companies seeking market entry in China, the MCI Business Matchmaker Program can provide:

Chinese wholesalers or markets can be provided for trading companies with the help of local Government:

- for company’s wishing to manufacture in China, local manufacturing opportunities or local manufacturing partners can be provided
- companies can show showcase projects, and products in Chinese local exhibitions
- for technology companies Chinese R&D or market partners can be provided
- for new technology Chinese development and production partners can be provided
- environment and technology companies to get first-hand investment opportunities
Experience the China Market with the MCI Business Matchmaker

1. MCI Business Matchmaker Techno Park and Market Research Travel

2. MCI Business Matchmaker Exhibition Participation
1. Techno Park and Market Research Travels

Techno Park visit and the market exploration travels are particularly suitable for those European enterprises which have little or no contacts in China, but want to estimate their business chances in the Chinese market or want to find suitable cooperation partners in China.

Because of MCI’s wide cooperation network in different regions of China, excellent knowledge about different locations and their advantages and disadvantages, the MCI Group can organize effective Techno Park visits and connected market research travels in China for single European enterprise or group of European enterprises.

Date, places, time and content of the trip may be decided according the wishes of customers.
2. Participating in Business Matchmaker EU Product Exhibitions

Participating in the MCI organized EU Goods trade fair in a selected Techno Park in China offers an excellent business opportunity to European companies. They can present their products in Chinese market, make contacts with Chinese companies and collect first business experiences in China.

The MCI Group and Chinese government owned Techno Parks jointly offer such special trade fairs. The special fairs are supported and financed by Chinese authorities.

Next MCI arranged fair is in the city of Yancheng on 20 to 26 November
Local China Government and MCI provides to EU Companies

For companies opening their business and settling in China

• favorable settling terms and location provided
• preferential policies are offered
• provide buildings and construction help
• tax advantages
• permits and licenses help
• Local help office

For EU Companies help in Im- and Export Service

MCI has reliable long-term contacts with Chinese suppliers, manufacturers and importers in China. It helps European companies in the searching for importers and suppliers and can control quality, quantity of products and delivery dates for European companies on site.
Local China Government and MCI provides to EU Companies

Finding partners

Local Government and MCI helps European companies to find suitable cooperation partners in China. Because of the long term engagements in the European-Chinese cooperation and the it’s wide cooperation network in China we can find following cooperation partners in China in a short time for European enterprises:

- Import- and export partners
- Cooperation Partners for technology transfer
- Cooperation Partners for production
- Cooperation business partners for international projects

Crisis management
Because of the strange social and economic environment, and because of the rapid changing Chinese market, it is easy for European companies to have different problems, even crises, which may cause high media interest and negative public impact. The MCI has many years of successful experience in China and has several offices in China. It can help European companies to solve their problems and crises in their China activities:
Local China Government and MCI provides to EU Companies

Establishing EU companies in China

Local Government and MCI helps European companies to establish subsidiaries in China and offers European companies appropriate services:

Legal Assistance for EU companies in China

Local Chinese Government helps European companies in China on legal matters
- legal matters
- joint venture agreements
- Product security
- Tennant agreements
PRC Activity

Trading to China
Trading in China
Manufacturing For China / License
Manufacturing in China Locally
Own Factory in China
Product Development

PRC Matchmaking

Trading Agent
Trading Partner Locally
Manufacturing Partner / License
Manufacturing Partner / Locally
Government Preferential Fac.
Partner Government

Matchmaking Tasks
MCI has agreements with Yancheng Environmental Science Technology City and their Environment Protection Techno Park and relevant local Government agencies to provide structures programs to EU/CEE/SEE companies.

The next MCI Matchmaker EU Products Fair is in November 21 to 26 in 2016, is in the Yancheng Environment Protection Techno Park.
The Yancheng Exhibition & Trading Centre is located in the center of Yancheng Environmental Protection Industrial Park. It has overall area of 20150 square meters.
The Cost of the MCI Matchmaker Program to EU Companies

Service Agreement with MCI HK and local MCI /EU Partner

Exhibition or Visit

• Visit Yancheng
• Frame Work Conditions
• Cooperate & Legal Structure
• Matchmaking Chinese Partner
• Test Market
• Advantages

Partner Choice

• Market Partners/Agent
• Chinese JV Partner
• Production Conditions/Partner
• Settlement Conditions

Contract

• Market agreement
• Manufacturing partner agreement
• Manufacture locally
• Company settlement in China

1. Visit
• 3-5 Days
• €2500 per Person
• Max. 2 Person per Company

2. Visit
• 3 Days
• €4000 per Person
• Max. 2 Person per Company

3. Visit
• 3-5 Days
• €5000 per Person
• Max. 2 Person per Company
Group of Companies

Contact

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