

Minutes of the Regional Annual General Assembly (RAGA) 2019

Date and time: March 22, 2019, 18:00 – 21:30

Venue: Kempinski Hotel, 1288 Lujiazui Ring Rd, Pudong

Chair: Alberto Bertoz (AB), President

Participants: Alberto Bertoz (AB, President)

Alfonso Troisi (AT)

Andreas Hunziker (AH)

Chen Liu (CL, National Representative)

Felix Moesner (FM)

Joe Liu (JL)

Olegario Monegal (OM)

Olivier Zehnder (OZ)

Peter Bachmann (PB)

Excused: Gianna Abegg (GA, Vice President)

Marco Hasler (MH, National Representative)

Martin Zuercher (MZ)

Minutes: Joe Liu

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1. Welcome, Quorum Confirmation, Election Vote Counter

- AB opens the event
- Quorum of 65 votes is reached by having 92 votes present.
- Vote Counter: Daniel Heusser, Christian Guertler
- President of the Day: OZ

2. Application for Changes of the Agenda

- No comments

3. Minutes of the last Regional Annual General Assembly

- No comments

4. Activity Report of Board of Directors for 2017/2018 (AB)

- Memberships: 2018 was a good year, 262 members, majority of corporate, 1.32 million RMB for membership, continuous increase within the last three years, more corporate members.
- Member Services / Events: excellent development of the member benefit program, summary of all activities (over 80 events organized), Focus more on quality than quantity. 7 committees, Machinery and Digital are new committees; active on social media including WeChat and LinkedIn. Increased quality events in the last year.
- Training page on SwissCham website is continuously updated and trainings are offered in English and Chinese language due to high demand
- Benefit program: The member benefit program had been enhanced, so over 100 entries, available on our website. There will be a mini program on WeChat.
- Information and Intelligence: dedicated categories list their party contributions from consultancies, lawyers, banks and professional service providers.
- Upgrade IT: new software in project management and database, as well MS Office are available.
- Bridge: 3 issues with over 2,000 copies distributed in mainland China, Hong Kong, online version available. In summer 2019, the electronic version will be uploaded to the entertainment system of Swiss flight between China and Switzerland
- Internal Meetings: 8 Shanghai Board meetings and national Board meetings.
- Committee: meetings: Committee meetings covered Finance/Tax, HR, Legal, SME/Industrial, Hospitality, Digital, Machinery.
- Economic Missions: supporting with the consulate General to Wuxi and Changzhou.
- Internal Committees: Swiss Ball, lead by AT and OM. Bridge: under the lead of JL. Marketing: headed by OM.
- Board attendance throughout the year: good participation and commitment for the board.

5. Treasurer's Report and Auditor's Statement (AH)

- Finance: Healthy revenue growth with the membership, events, the Swiss Ball and trainings, increase revenue with Net profit according to the budget, balance sheet is solid and so are retained earnings.
- Treasurer report and auditor's statement are approved by SwissCham members by acclamation.

6. Proposed Annual Program 2018/2019 (AB)

- AB introduces the annual program. Focus on committee events, continue with high-end events and boost networking platform
- Overview: Expand work with 7 committees, provide information and intelligence about sino-Swiss exchange and trade. Focus on B2B business and run first issue of hotel directory. Enhance communication on Social media and Bridge. Use Wechat and Alipay payment for events. Run new website with additional functionalities. Organize a great Swiss Ball on April 13.
- Goals:
 - * Run our first **hotel B2B directory**.
 - * Acquire, more members: **Grow the Membership** to 300 by March 2020.
 - * Hire one more **full-time employee** so our marketing / event team can offer more and better service.
 - * Continue to grow the **member benefit program** with attractive offers.
 - * Develop the **new website** with Beijing, Guangzhou and Hongkong offices, which will be ready in spring
- New website will have better functionality and user experience in terms of member-only access categories and based on WordPress content management. Cost shared between SH, BJ, GZ and HK. Ready in spring 2019. Administered by BJ and appointed Eggplant as website developer.

7. Budget 2018 (AB)

- AB introduces the Budget 2019: keep momentum from last year. Profit/Loss should be same to last year.
- Budget 2019 is approved by SwissCham members by acclamation.

8. Discharge of the Board (AB)

- OZ acts as President of the day
- OZ: Board Members are discharged by acclamation.

9. Election of Board Members and Auditor 2018 (OZ)

- OZ introduces the Board members leaving (AB, GA, MZ)
- Appreciation for all of them. Handover of a gift and trophy to AB
- Board Elections: All candidates are present except MH, who is excused
- Board Members and new candidates introduce themselves
- Elected are: Olegario Monegal 87 votes, Chen Liu 85, Felix Moesner 85, Andreas Hunziker 84, Marco Hasler 83, Chao (Joe) Liu 83, Alfonso Troisi 77, Sabine Neuhaus 77, Roger Bischof 52, Yaqi Liu 48.

- Functions of Board members will be decided internally:
 - Vice President
 - Treasurer
 - Secretary
 - Committees
- Auditors are re-elected by acclamation

10. Varia (PB)

- Swiss Ball in Shanghai is coming up on April 13.

RAGA end: 22:20

Shanghai, March 22, 2019

Chao (Joe) Liu
Board Member and Minutes Taker

Alberto Bertoz
President of SwissCham Shanghai



B. Appendices

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- B Proxy List
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- F Activity Report 2018/19
- G Financial Report 2018
- H Audit Report 2018
- I New Board of Directors 2019/20
- J Budget 2019

Appendix A: Attendance List

RAGA NAGA Registration 22.03.19

	First Nam	Last Nam	Company	Pric	Prox	RAGA Vote
1	Alberto	Bertoz	V-Zug	0	10	11
2	Olivier	Zehnder	Consul General	0	0	0
3	Martin	Mueller	SwissCham Beijing	0	0	0
4	Rene	Forster	SwissCham China	0	0	0
5	Derek	Jiang	Schuler Wine	0	0	1
6	Christian	Guertler	Honorary Member	0	0	0
7	Juerg	Wyss	Abifor	250	0	1
8	Jenny	Jin	Angst-Pfister	250	0	1
9	Roger	Bischof	Bonnard Lawson	250	4	5
10	Yves	Bonnard	Bonnard Lawson	250	0	0
11	Yaluo	Sun	Brainforce	250	0	1
12	Andy	Shan	CBC	250	0	1
13	Felix	Engelhardt	Eiger	250	0	0
14	Patrick	Rohner	Ferrum	250	0	1
15	Olegario	Monegal	Firmenich	250	0	1
16	Thomas	Kuhn	Fracht	250	1	2

17	Joe	Liu	Fraisa	250	10	11
18	Christoph	Koeppel	Global Law	250	0	1
19	Alex	Matt	Helbling	250	1	2
20	Marcus	Zhuang	IQAir	250	0	1
21	Cheng	Chen	Kellerhals Carrard	250	0	0
22	Sabine	Neuhaus	Kellerhals Carrard	250	9	10
23	Marcus	Setterberg	Komax	250	0	1
24	Raphael	Senn	Komax	250	0	0
25	Christian	Morf	Komax	250	0	0
26	Andreas	Hunziker	Lindt & Sprüngli	250	6	7
27	Glenn	Bai	M&M Miltzer & Münch	250	0	1
28	Christine	Wang	Medela	250	0	1
29	Melody	Yu	Miremont	250	0	1
30	Haiyin	Chen	Miremont	250	0	0
31	Alfonso	Troisi	Nespresso	250	3	4
32	Yinxia	Sun	Profound Treuhand	250	0	0
33	Karl	Gasser	Profound Treuhand	250	0	1
34	Daravouth	Op	Starrag	250	0	1
35	Yulia	Jin	Swiss Center	250	0	0
36	Zhen	Xiao	Swiss Center	250	2	3
37	Sandra	Maissen	Swiss Kidscare	250	0	1
38	Makiko	Aikawa	swissnex	250	0	0
39	Felix	Moesner	swissnex	250	10	11
40	Marco	Cabalzar	Swiss Club	250	0	1
41	Kenneth	Lui	UBS	250	0	1
42	Chiara	Dossi Heusser	Virtuarch	250	0	0
43	Daniel	Heusser	Virtuarch	250	0	1
44	Chen	Liu	Weidmann	250	0	1

44	Chen	Liu	Weidmann	250	0	1
45	Samuel	Baumgartner	Wenfei	250	0	0
46	Yaqi	Liu	Wenfei	250	1	2
47	Fanyang	Chen	Wenfei	250	0	0
48	Michiel	Vos	MS Advisory	250	0	0
49	Grace	Yao	PwC	250	0	0
50	Hua	Ming	E&Y	250	0	0
51	Dominik	Widmer	Sino-Swiss Holding	250	0	0
52	Mirjana	Supurovic	SoftNET	250	0	0
53	Haojie	Zhong	SSZEIP	250	0	0
54	Roger	Germann	SwissCham Beijing	250	0	0
55	Beilun	Wei	SwissCham Zurich	250	0	0
56	Evelyn	Engesser	Unicepta	250	0	0
57	Daniel	Freiner	Zeiss	250	0	1
58	Patrick	Mueller	DrM	250	0	1
59	Paz	Mueller	DrM	250	0	0
60	Nuo	Hasenfratz	SF Partners	250	0	1
61	Gordon	Gu	Adinno	350	0	0
62	Benjamin	Zeng	Jasgo	350	0	0
63	Hannah	Zhang	Jiaying Economic Development Zone	350	0	0
64	Shawn	Shi	Jiaying Economic Development Zone	350	0	0
65	Youxi	Chen	Jingheng	350	0	0
66	Lei	Jing	Jingheng	350	0	0
67	Jiali	Gao	Mengyao	350	0	0
68	Sergio	de Puppi	Nantong SDP	350	0	0
69	Stefan	Justl	Story Maker	350	0	0
70	Yuan	Yuan	Xishan Development Zone	350	0	0

Appendix B: Proxy List

	First Name	Last Name	Company	Giving the vote to	IN total
1	Rick	Meng	Credit Suisse	Alberto Bertoz	1
2	Rudiger	Hollweg	Grand Kempinski	Alberto Bertoz	1
3	Andres	Batista	Individual	Alberto Bertoz	1
4	Lily	Ma	Kuehne + Nagel	Alberto Bertoz	1
5	Patrick	Lin	Premec	Alberto Bertoz	1
6	Jenny	Gu	Richemont	Alberto Bertoz	1
7	Stephan	Weiss	Roche	Alberto Bertoz	1
8	Susan	Chen	SWATCH	Alberto Bertoz	1
9	Christine	Li	SWISS International Airline	Alberto Bertoz	1
10	Grace	Gao	Swiss Tourism	Alberto Bertoz	1
11	Urs	Mattes	Cendres+Metaux	Alfonso Troisi	1
12	David	Fang	Nestle	Alfonso Troisi	1
13	David	Weber	Oris SA	Alfonso Troisi	1
14	Urs Paul	Zimmermann	DKSH	Andreas Hunziker	1
15	Reinhard	Buehrer	Hatebur Metalforming Technology (Shanghai) Co., Ltd.	Andreas Hunziker	1
16	Patrick	Glauser	M-Industry	Andreas Hunziker	1
17	Sylvia	Muenzhuber	Narimpex	Andreas Hunziker	1
18	Marco	Hasler	Schindler	Andreas Hunziker	1
19	Martin	Zuecher		Andreas Hunziker	1
20	Peili	Zhang	Baumer	Felix Moesner	1
21	Beat	Blumer	Blumer Consulting	Felix Moesner	1
22	Muna	Li	Geneva@Abbeyroad	Felix Moesner	1
23	Ben	Xia	Interroll	Felix Moesner	1
24	Sharon	Lee	Neoperl	Felix Moesner	1
25	Johnson	Xie	Shanghai Eternal Machinery	Felix Moesner	1
26	Leo	Peng	Swiss Business Hub	Felix Moesner	1
27	Rodult	Bannwart	Turbo	Felix Moesner	1
28	Thomas	Casas Klett	University of St.Gallen	Felix Moesner	1
29	Lukas	Zuest	Vischer	Felix Moesner	1
30	Michelle	Dong	Agathon	Joe Liu	1
31	Markus	Beck	Fehlmann	Joe Liu	1
32	Johnson	Chen	GF	Joe Liu	1
33	Stella	Gu	Lamina	Joe Liu	1
34	Xiaoli	Shi	PB swisstool	Joe Liu	1
35	Allen	Xu	Schaffner	Joe Liu	1
36	Rene	Naf	Urma Trading(Shanghai)Co.,Ltd.	Joe Liu	1
37	Steve	Dany	Wandfluh	Joe Liu	1
38	Shuo	Xu	WinTool	Joe Liu	1
39	Bei	Guan	Xuantai	Joe Liu	1
40	Joachim	Rudolf	Individual	Roger Bischof	1
41	Robin	Trebbe	Intersport	Roger Bischof	1
42	Michael	Bao	LRJJ	Roger Bischof	1
43	Daisy	Yang	Shraner Negotiation	Roger Bischof	1
44	Shan	Liu	Akris	Sabine Neuhaus	1
45	Meyer	Gabriella	Bioengineering	Sabine Neuhaus	1
46	Yves	Hofer	Elma Electronic Techn.Shanghai	Sabine Neuhaus	1
47	Nicola	Mello	EMS- CHEMIE (Suzhou) Ltd.	Sabine Neuhaus	1
48	Ali	Oezkan	EXMAR	Sabine Neuhaus	1
49	Lingqing	He	Fesco Adecco	Sabine Neuhaus	1
50	Mujia	Zhang	Georg Fischer Casting Solutions China	Sabine Neuhaus	1
51	Jianping	Gao	Greater Zurich Area	Sabine Neuhaus	1
52	Holly	Gao	Swiss Reinsurance Company SH	Sabine Neuhaus	1
53	Markus	Arigoni	Medartis	Thomas Kuhn	1
54	Georges	Sanchez	Givaudan Mgmt Consulting Ltd	Yaqi Liu	1
55	Tony	Lang	Longsys	Alex Matt	1
56	Nicolas	Musy	China Integrated	Xiao Zhen	1
57	Dominique	Lauener	LX Precision	Xiao Zhen	1

Appendix C: Call for new Board Members

Regional Annual General Assembly 2019

Friday, March 22, 2019

2019年3月22日

18:00-22:00

[@Grand Kempinski Hotel Shanghai](#)

Dear Members and Friends of SwissCham,

This year's Regional Annual General Assembly (RAGA) of SwissCham Shanghai will take place on Friday, March 22, 2019.

As usual, the General Assembly is not only about formalities and business but also an excellent opportunity to gather with other SwissCham members and friends and enjoy a nice evening.

Please register by clicking on the "Sign up Here" below, or fill out the proxy form in case of absence.

We are looking forward to seeing you on Friday, March 22, 2019. Please do not hesitate to contact us if you need further information or have any questions.

Thank you.

Best Regards,

Your SwissCham Team

SwissCham Shanghai Board Member functions

The Board of Directors of SwissCham Shanghai is composed of 10 members and includes the following functions:

- **1 President**
- **1 Vice President**
- **1 Treasurer**
- **1 Secretary**
- **6 Ordinary members**

Board Member Candidates

Board Election - Candidates 2019/2020

	Name	Function in the Board	Job Title	Company	Industry Coverage
	Roger Bechof	New Candidate	Partner	Bonnard Lawson	Legal
	Marco Hasler	Board Member, Secretary	CFO	Schindler	Elevator
	Andreas Hunziker	Board Member, Head of Finance / Tax Committee	CFO	Lindt	Food
	Chao Lu	Board Member, Head of Machinery Cttee, Head of Bridge Cttee, Vice-Chair SME Cttee	Managing Director	Fraxa	Machine and cutting tools
	Chen Lu	Board Member, Head of SME Committee	Managing Director	Wedmann	Electrical technologies
	Yaqi Liu	New Candidate	Partner	Wenfei	Legal
	Alexander Matt	New Candidate	General Manager	Hebling	Consulting
	Felix Moesner	Board Member, Head Digital Committee and Head Fineside Chat Initiative	CEO and Consul	swissnex	Government
	Olegario Monegal	Board Member, Head HR Committee, Co-Head Swiss Ball Committee	Chairman	Firmenich	Chemical fragrances
	Sabine Neuhaus	New Candidate	Associate	Kellerhals - Carrard	Legal
	Alfonso Troisi	Board Member, Head Hospitality Committee, Co-Head Swiss Ball Committee	Business Executive Officer	Nespresso	Beverage
	Nuo Hasenfratz	New Candidate	Senior Expert	SF Partners	Consulting
	Oliver Zehnder	Honorary Board Member	Consul General	Consulate General of Switzerland	Government

Venue name:
Grand Kempinski Hotel Shanghai (Havana Room)
 上海凯宾斯基大酒店 (哈瓦那厅)
 1288 Lujiazui Ring Road, Pudong, Shanghai
 上海市浦东新区陆家嘴环路1288号



Appendix D: Invitation & Agenda

Agenda:

1. Welcome, Quorum confirmation
2. Application for changes of the agenda
3. Minutes of the last Annual General Assembly
4. Activity report of Board of Directors for 2018/19
5. Treasurer's report 2018/19 and Auditor's statement
6. Discharge of the Board
7. Election of Board Members and Auditors for 2019/20
8. Annual Program 2019/20
9. Budget 2019
10. Varia

Please note that your voting rights are subject to two requirements:

- **You are a confirmed member of SwissCham Shanghai with voting rights**
- **You have paid your 2018/2019 membership fee before the Regional Annual General Assembly 2019**

Key information on voting rights, the minutes from the last Regional Annual General Assembly and other relevant information are available in the annex below.

How to sign up:

- Please click [HERE](#) to go to our website
or
- Fill out the attached [registration form](#)
or
- Send an email to raga2019@sha.swisscham.org and confirm your attendance for the RAGA
or
- If you cannot attend the RAGA, please fill out the [Proxy Form for Corporate Members](#) or the [Proxy Form for Individual Members](#) and send it back to us the latest by **March 15, 2019**.

Please let us know if you have any questions. We are looking forward to seeing you on Friday, March 22, 2019.

Registration / Proxy Forms:

- [Registration Form Raga 2019](#)
- [Proxy Forms for Corporate Members](#)
- [Proxy Forms for Individual Members](#)

Documents:

- [Minutes of the last Regional Annual General Assembly](#)
- [SwissCham Shanghai Bylaws](#)

Date & Time (日期&时间)

March 22, 2019 18:00- 22:00

Program Rundown (活动流程)

- 18:00 - 18:30: Registration
- 18:30 - 19:30: Regional Annual General Assembly (RAGA)
- 19:30 - 19:45: Break
- 19:45 - 20:45: National Annual General Assembly (NAGA)
- 20:45 - 22:00: Dinner & Networking

Language: English (语言: 英语)

Prices (价格)

- Member: RMB 250
- Non-Member: RMB 350

Appendix E: Minutes of the RAGA 2018

Minutes of the Regional Annual General Assembly (RAGA) Shanghai 2017

Date and time: March 1, 2018, 19:20 – 20:55

Venue: Sofitel Hyland Hotel, 5th floor. Address: 505 Nanjing East Road

Chair: Alberto Bertoz (AB), President

Participants: Alberto Bertoz (AB, President, National Representative)

Alexandre Hoffet (HO, Honorary Board Member)

Gianna Abegg (GA, VP, National Representative)

Detlef Britzke (DB, Vice President)

Edouard le Bourgeois (EB, VP)

Theodore Niggli (TN, VP)

Emmanuelle Roduit (ER, VP)

Marco Hasler (MH, VP)

Martin Zuercher (MZ, VP)

Excused:

Isabel Goetz (IG, VP)

Thomas Schweizer (TS, VP)

Minutes: Emmanuelle Roduit

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8. Discharge of the Board	5
9. Election of Board Members and Auditor 2017.....	5
10. Varia	5

1. Welcome, Quorum Confirmation, Election Vote Counter

- Quorum is reached / Vote Counter: Daniel Heusser, Christian Guertler / President of the Day: HO

2. Application for Changes of the Agenda

- No comments

3. Minutes of the last Regional Annual General Assembly

- No comments

4. Activity Report of Board of Directors for 2017/2018

- Memberships (EB): 2017 was a good year, 250 members, majority of corporate, 1 million RMB for membership, continuous increase within the last three years, more corporate members.
- Marketing Committee (IG): excellent development of the member benefit program, summary of all activities (over 60 events organized), Focus more on quality than quantity. Every week, one event. 5 committees; active on social media, also on Facebook.
- Development zone directory: listing to share with members. Location available for new development. Initiative came after we received many requests from members: which is the best place? We are giving the opportunity to the different zone to introduce themselves and benefits. More than 100 entries available.
- Bridge (KG): 4 issues distributed in mainland China, Hong Kong and Switzerland. Wants to welcome back Fabian Gull, new editor.
- Training page on Swisscham website. starting from new website (next year), this page will be only available to members. Not only about China, also about improve efficiency in the office, HR, etc. for Swiss companies, digitization is a must to be fully aware of its potential in China.
- Benefit program: more than 100 benefits. Increasing over the years. Available online.
- FTA Page: information platform to support the implementation.
- Board (AB): Appreciation of the Swisscham team efforts, receive very good feedback from members.
- Finance, SME, HR event: try to go deeper and more practical.
- Company visits and Ambassador Briefing (very successful).
- Social: networking activities, Interchamber Mixer, Swissball.
- FTA agreement survey. How the chamber can announce the understanding of the agreement and how companies can fully benefit from it. 90 participants.

- Dedicated categories list third party contributions from consultancies, lawyers, banks and professional services providers.
- Internal Meetings: 8 Shanghai Board meetings.
- Committee: open also to external people we welcome for their expertise.
- Swiss Ball: hard work under presidency of EB. Number of guest doubled compared to 4 years ago. Iconic moment of the community.
- Attendance: good participation and commitment of the board.
- Run of applause for Peter for his great job as Executive Director

5. Treasurer's Report and Auditor's Statement

- Finance (ZM): Healthy revenue growth, increase revenue, balance sheet is fine including cash and retained earnings. Good job done by the team. Approved by acclamation.
- Treasurer's Report and Auditor's Statement are approved by SwissCham members by acclamation.
- Healthy profit, creating quality. Wants to invest and improve the services.

6. Proposed Annual Program 2018/2019

- BP introduces annual program. Focus on committee events, its makes difference in terms of quality.
- Active wechat community. 1/week.
- New website coming up soon
- Goals:
 - Set up of member-only events
 - Enhance our Committee events
 - Reach out to Chinese companies / entrepreneurs for events / roundtables
 - Offer more marketing packages, sponsorships and promotion activities
 - Intensify opportunities of joint events and programs with other associations
 - Share and create synergies with other Chambers
 - Expand online and offline presence: WeChat, Bridge, Newsletters
 - Continue to grow the member benefit program with attractive offers
 - Acquire more members: Grow the membership from 250 to 300 in 2 years
- Attract more startups with startups
- More people and have bigger office.
- New company for creating new website soon.
- **Increase membership:** Membership fee unchanged since 2013. In order to finance the expansion, membership fees would need to be adjusted. foresees creation of a new sub-category for large multinational companies. Increase all categories except

Individual/YP: Main point is related to increase cost due to bigger organization and inflation rate and wish to offer more services.

7. Budget 2018

- ZM introduces the Budget 2018: keep momentum from last year. Profit/Loss should slightly improve compared to 2017. One more employee.
- Budget 2018 is approved by SwissCham members by acclamation.

8. Discharge of the Board

- HO: Board Members are discharged by acclamation.

9. Election of Board Members and Auditor 2018

- HO introduces the Board members leaving the Board: Isabel Goetz and Detlef Britzke, and is thanking them for their contributions.
- AG introduces Thomas Schweizer who could not make it
- Other Board Members & new candidates introduce themselves
- Elected are: Alberto Bertoz (86 votes), Gianna Abegg (88), Edouard Le Bourgeois (85), Marco Hasler (83), Andreas Hunziker (83), Chao (Joe) Liu (79), Alfonso Troisi (79), Martin Zuercher (79), Olegario Monagal (59), Thomas Schweizer (53)
- Alberto Bertoz is confirmed as President by acclamation
- Functions of Board members will be decided internally:
 - Vice President
 - Treasurer
 - Secretary
 - Committees
 - National Representatives
- Auditor is re-elected by acclamation

10. Varia

- Swiss Ball 2018 coming up on March 17. EG asks the members and non-members to participate and buy tickets. Deadline: March 9.

RAGA end: 20:50

Shanghai, March 1, 2018

Emmanuelle Roduit
Board Member and Minutes Taker



Alberto Bertoz
President of SwissCham Shanghai



F Activity Report 2018/19

Activity Report: Membership Development

中国瑞士商会

General Assembly	2011 / 2012	2012 / 2013	2013 / 2014	2014 / 2015	2015 / 2016	2016 / 2017	2017 / 2018	2018 / 2019
Corporate	130	136	135	130	139	150	160	180
Corp. Associate	18	24	27	44	55	58	63	61
Individual	31	29	28	26	20	17	13	15
Ind. Associate	6	8	6	8	8	8	5	5
YP	17	10	8	9	7	7	9	1
Total	202	207	204	217	229	240	250	262

Year End Result	Dec. 31, 2013	Dec. 31, 2014	Dec. 31, 2015	Dec. 31, 2016	Dec. 31, 2017	Dec. 31, 2018
Membership Revenue in RMB	792,295	854,796	885,143	977,030	1,025,923	1,321,611
Increase in %	Base	7.9%	3.6%	10.4%	5%	28.8%

Activity Report: Overview of Member Services

中国瑞士商会

- **Offering 80+ events and trainings to our members per year**
- **Free Trade Agreement**
 - Coverage in the Bridge, newsletters
 - Roundtable
- **7 committees**
 - Finance/Tax
 - HR
 - Legal
 - SME
 - Hospitality
 - Machinery (new in 2018)
 - Digital (new in 2018)
- **Enhanced: Information and Intelligence on our website**
 - Legal / Investment
 - FTA
 - Double Tax Treaty
 - Human Resources
 - E-Commerce / IT
- **Bridge magazine with 3 issues**
- **Growing Member Benefit Program (evaluate WeChat version)**
- **Dedicated trainings page**
- **Social media**



Activity Report: Services / Events

Over 80 events covering a wide range of topics:

- Business events: Compliance, labor law, IP issues, logistics, taxes, finance, entrepreneurship, FTA, blockchain, E-commerce; and trainings
- Committee events: **Legal, HR, Finance/Tax, SME, Hospitality, Digital, Machinery**
- Company visits: **Komax, Bystronic, Alibaba**
- Official: Ambassador Briefing, Economic Mission to **Wuxi** and **Changzhou** with the Consulate
- Delegations from and visits to development zones and industrial parks: **Jinshan, Jiaxing, Weihai, Changzhou, Nantong, Pinghu**
- Social: **Swiss Drinks**, Welcome back gatherings, Inter Chamber Mixers and the **Swiss Ball**



Activity Report: Services / Trainings Page

- Training Languages
 - English and Chinese
- Topics
 - Individual income tax
 - Smart factory
 - Shop floor management
 - Digitalization
 - Sales strategy for the Chinese market
 - Communication skills
 - Presentation skills
 - Excel data analysis
 - And more...

The screenshot shows the 'TRAININGS' section of the swisscham.org website. It includes a navigation menu, a search bar, and a list of upcoming trainings. The sidebar promotes the Swiss business platform in China and lists strategic partners like Nestlé and Vischer.

Date	Topic
February 28, 2018	Individual Income Tax Planning & Risk of Expatriates Working in China
March 5, 2018	Smart Factory-The Fundamentals
April 11, 2018	Pragmatic Digital Strategy
May 18, 2018	Communication Skills
June 4-5, 2018	A3-Problem Solving
June 15, 2018	Management Essentials
July 13, 2018	Presentation Skills
September 10, 2018	Industry 4.0 and Digitalization Solutions

Activity Report: Services / Enhanced Member Benefit Program

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- Includes benefits from
 - Air Lines
 - Restaurants
 - Bars
 - Hotels
 - Schools
 - Insurances
 - Health Care
 - Dental Care
 - Food & Beverages
 - Wellness
 - And more
- Over 100 entries
- Available online and in printed format



Next step:
Integration into
WeChat with a mini-program

Activity Report: Services / Information and Intelligence

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- Dedicated categories list third party contributions from consultancies, lawyers, banks and professional services providers
- Categories cover
 - Legal and investment updates
 - Human Resources
 - Free Trade Agreement
 - Double Tax Treaty
 - E-Commerce and IT Security

CHINESE LEGAL AND INVESTMENT UPDATES

[View](#) [Edit](#) [Translate](#)

Below, publications, articles and papers written by law firms and consultancies offer a general overview of China's legal and investment environment. To have your own research published, please contact Ms. Ariel Song: a.song@sha.swisscham.org

For further advice, please consult the companies listed below.

Date of Release	Source	Title
March 2019	GWA Law	New VAT Rates to be implemented
March 2019	MS Advisory	China announces further reductions to its Value Added Tax (VAT)
January 2019	MS Advisory	Implications of China's Individual Income Tax Reform: IIT calculation, itemized deductions and expat allowances
December 2018	Markus Braun, Esther Kessler & Beat Affolter	Renminbi-Hub Switzerland: Dashed Hopes?
December 2018	Bonnard Lawson	Tax Alert - Chinese Christmas tax gift for foreigners
December 2018	EMBASSY OF SWITZERLAND IN THE PEOPLE'S REPUBLIC OF CHINA	China 2018 Economic Report
November 2018	Bonnard Lawson	New Cross-border Insolvency and Restructuring Law in Switzerland
September 2018	MyLink Law Office	What can be done if no cooling-off period is agreed?
August 2018	TMF Group	China clarifies beneficial owners for tax treaty

Activity Report: Invest and upgrade in terms of software and hardware

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With a growing membership and more events and services, there is also a need to upgrade our software and hardware:

- **New software** (online subscriptions):
 - Project management software: Monday.com
 - Member database software: Zoho
 - Office: MS Office 365

- Other software and services in use:
 - Emailing software: Mailchimp
 - Social Media: WeChat account, LinkedIn account
 - Finance: Account Pro



Activity Report: Services / The Bridge Magazine

中国瑞士商会



- Circulation of 2,000 copies
- Distribution in Shanghai, Beijing, Guangzhou and Hong Kong
- Online version available
- **New as of summer 2019:** Upload to the entertainment system of Swiss flights between China and Switzerland

Activity Report: Board Activities

中国瑞士商会

Board Meetings

- 8 Shanghai Board meetings
- National Board meetings

Committee meetings

- Finance/Tax, HR, Legal, SME/Industrial, Hospitality, Digital, Machinery
- Finance Committee, Marketing Committee, Bridge Committee

Representation functions

- Factory openings and meetings with officials

Supporting the interest of the Swiss Business Community

- Economic Missions with the Consulate General: Wuxi, Changzhou
- Representative functions at governmental meetings and invitations

Activity Report: Committees

中国瑞士商会

Finance/Tax

Andreas Hunziker
External: Patrick Pan (PwC) and Rick Meng (Credit Suisse)

HR

Olegario Monegal, Alfonso Troisi

SME/Industrial

Chen Liu

Legal

Gianna Abegg
External: Michael Hickman (Control Risks)

Hospitality

Alfonso Troisi

Digital

Felix Moesner, Gianna Abegg

Machinery

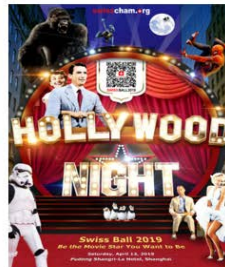
Joe Liu
External: Johnson Chen (Georg Fischer MS), Rene Naef (Urma), Michelle Dong (Agathon), Xin Liu (Starrag)

Activity Report: Internal Committees

中国瑞士商会

Swiss Ball

Alfonso Troisi, Olegario Monegal



Bridge Magazine

Joe Liu

Marketing

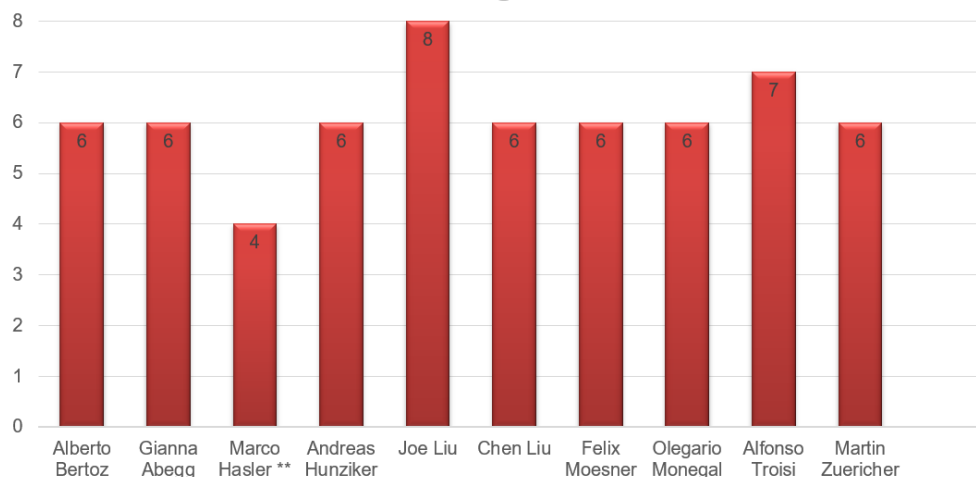
Olegario Monegal



Activity Report: Board Meeting Attendance

中国瑞士商会

Board Meeting Attendance *



* 8 Board meetings in total: April, May, June, September, October, December, February, March

** Marco Hasler had a serious accident, which needed several hospital visits and two surgeries in Switzerland

Activity Report: Office Organization

中国瑞士商会



Appendix G: Financial Report 2018

Income Statement as of December 31, 2018

P&L 2017	Actual full year 2017	Budget 2018	Actual full year 2018	Comments
REVENUE				
Membership fees	1,029,923	1,200,000	1,321,111	Best year, in part due to fee increase
Magazine Advertisement	193,661	167,000	119,248	Lower due to less advertisement sales
Event income	942,251	1,011,000	1,198,550	Higher due to the Ball and more events
Products & Services Income	141,707	170,000	7,107	We had to postpone the new Development Zone directory
Sponsorships	56,951	70,000	97,961	More sponsorships (events, NL, Email)
Other Income	97	11,000	3,507	
Total Revenue	2,364,590	2,418,000	2,747,584	
EXPENSES				
Personal Expenses	1,241,156	1,322,166	1,329,577	In line with budget
Event Expenses	740,890	787,000	942,331	Higher due to the Ball and events
Magazine Expenses	82,920	166,960	141,388	Lower expenses
General & Administration Expenses	222,003	266,600	249,678	In line with budget
Taxes	4,480	4,600	902	
Other Expenses	15,627	18,000	19,914	
Total Expenses	2,307,076	2,565,326	2,683,790	
NET INCOME	57,514	63,674	63,694	

中国瑞士商会

Balance Sheet as of December 31, 2018

ASSETS	2017.12.31	2018.12.31	LIABILITIES & CAPITAL	2017.12.31	2018.12.31
CURRENT ASSETS			CURRENT LIABILITIES		
Cash on hand	58,375	40,110	Short term loans		
Cash in bank	1,012,547	1,242,178	Notes payable		
Short term investments			Accounts payable		
Notes receivable			Deposits from customers	109,438	178,542
Accounts receivable	17,600	36,750	Other payable		109,535
Other receivable	271,712	202,266	Accrued payroll	206,442	195,500
Less: Provision for bad debts			Welfare & benefit payable	36,411	16,515
Receivable-net book value			Tax payable	57,649	36,441
Deposits to suppliers			Other payments	30,742	
Allowance receivable			Accrued expenses		
Inventories			Other current liabilities		
Deferred and prepaid expenses			Undistributed profit		
Other current assets	9,648	8,121	Total net assets	929,200	992,893
Total Current Assets	1,369,882	1,529,427	Total Current Liabilities	1,369,882	1,529,427

中国瑞士商会

Auditor's Statement for 2018

Opinion

In our opinion, these financial statements of the Chamber comply with the related accounting regulations and present fairly in all material respects including the financial position of the Chamber as of 31 December 2018 and the results of operations and cash flows of the Chamber for the year then ended.

The limitation of the report

This report can only be used by the members of the Chamber. If it is used non-properly, the auditors and the CPA firm who conducted this audit are not responsible for any consequence.

Appendix

1. The balance sheet as of 31 December 2018
2. The business activities sheet for the year 2018.
3. The cash flow statement for the year 2018.
4. Auditing instructions.









Beijing ZhongPingJianHuaHao CPA firm
Mar. 2019



中国瑞士商会

Appendix I: New Board of Directors 2019/20

#	Name	Round 1
1	Olegario Monegal	87
2	Chen Liu	85
3	Felix Moesner	85
4	Andreas Hunziker	84
5	Marco Hasler	83
6	Chao Liu	83
7	Sabine Neuhaus	77
8	Alfonso Troisi	77
9	Roger Bischof	52
10	Yaqi Liu	48

			
<p>Alfonso Troisi President & National Representative Business Executive Officer Nestle Nespresso Beijing Ltd.</p>	<p>Roger Bischof Board Member Partner Bonnard Lawson</p>	<p>Marco Hasler Board Member & National Representative CFO Schindler</p>	<p>Andreas Hunziker Board Member CFO Lindt & Sprüngli (China)</p>
			
<p>Chao Liu Board Member Managing Director Fraisa</p>	<p>Chen Liu Board Member & National Representative Managing Director Weidmann</p>	<p>Yaqi Liu Board Member Partner Wenfei Law</p>	<p>Dr. Felix Moesner Board Member CEO swissnex China</p>

Olegario Monegal	Sabine Neuhaus	Olivier Zehnder
Board Member	Board Member	Honorary Board Member
Chairman	Associate	Consul General
Firmenich	Kellerhals-Carrard	Consulate General of Switzerland in Shanghai

Appendix J: Budget 2019

Budget Proposal for 2019				
	Budget 2019	Actual full year 2018	Actual full year 2017	Comments
REVENUE				
Membership fees	1,375,000	1,321,111	1,029,923	Continue growing the membership
Magazine Advertisement	156,000	119,248	193,661	Less than before / can cover costs
Event income	1,240,000	1,198,550	942,251	Ball and regular events
Products & Services Income	110,000	7,107	141,707	Includes the hotel directory
Sponsorships	80,000	97,961	56,951	Might be a bit lower than last year
Other Income	11,000	3,507	0	
Total Revenue	2,972,000	2,747,484	2,364,493	8% increase
EXPENSES				
Personal Expenses & Social	1,460,949	1,329,577	1,241,156	Additional full time employee
Event Expenses	967,500	942,331	740,891	Higher because of Ball and events
Magazine Expenses	166,960	141,388	82,920	Editor, design, print, distribution
General/Admin Expenses	291,100	249,678	221,905	Rent, office equipment, admin., bank charges, depreciation
Taxes	600	902	4,480	
Other Expenses	10,000	19,914	15,627	Visa, permits, meetings, trainings
Total Expenses	2,897,109	2,683,790	2,306,979	8% increase
NET INCOME	63,674	63,694	57,514	