

BritCham Shanghai Membership Package 2025



About us

The British Chamber of Commerce Shanghai is a dynamic network of international businesses with a common interest in China. Our members are the pulse of our organisation — we advocate best practice; we share knowledge; and we build trusted and long-lasting friendships.

Our purpose is to make connections. Connections that open opportunity, empower businesses and unite our community in China.

Members from all over the world join BritCham Shanghai to gain access to China's most dynamic trading hub, Shanghai. With over 250 member companies already operating in China, we provide the best possible on-the-ground intelligence for companies and brands hoping to grow in China.



Advocacy

We empower our members by developing better trade relations and enabling policy reform. We work to promote member success and share essential industry insights.



Knowledge

We enable businesses to flourish through online and in-person knowledge-sharing events from roundtables, panel discussions and networking events; to training and mentoring.



Community

Our community activity unites our members through social gatherings, signature events and storytelling. Beyond just business, this is where trusted friendships are made.

Executive Committee 2024

Chair



Kirsten Johnston
Founder & CEO, JWDC

Vice Chairs



Ted Wan
President, Greater China,
Smiths Group



Grace Guan
Regional Director, China and
East Asia, Edinburgh Global,
University of Edinburgh

Treasurer



Steven Parker
Partner, KPMG Shanghai

Consultant Director



Alex Roberts
Partner, Linklaters
LLP Shanghai
Representative Office

At-Large



Daniel Aylmer
Chief Executive
Officer,
Greater China, IHG



Dr Terry Creissen
OBE
Regional Managing Director,
Nord Anglia Education



Gayle Lacey
Chief Risk Officer, HSBC
China



Vicky Li
FCMA, CGMA, Regional VP,
North Asia, the Association
of International Certified
Professional Accountants
(AICPA&CIMA)



Garry Russell
Head of College,
Dulwich College
Shanghai Pudong



Richard Shore
Transformation
Director China,
Jaguar Land Rover
China

Co-Opted



Stephanie Chen
Chief Representative,
Shanghai Office, John Swire
& Sons (China) Limited



Siyao Jiang
China Managing Partner,
ERM



Linmao Li PhD
Chartered Insurer, ACII



Nicky Wang
CEO, WE Red Bridge



Gabriel Wong
Honorary President of
Research Institute of
Shanghai Yaohua Pilkington
Glass Group
Ex-Inbound/Outbound Lead
Partner, Ex-Deals Markets
Lead Partner, Ex-Lead
Partner of China Corporate
Finance, PwC

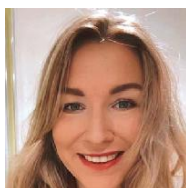


Will Bray
CEO, Beef & Liberty
China

Ex-Officio



**Matthew John
Burney, CMG**
British Consul-General
Shanghai



Cat Sinclair-Jones
Director East China, British
Council; Consul (Culture and
Education), British
Consulate General Shanghai



Stuart Dunn
Executive Director, BritCham
Shanghai

The value we bring



Build real business relationships

"Aston Martin has been a platinum member for over five years, during this time the BritCham Shanghai has been an excellent resource. The membership has great sector breadth, and a clear pro-business approach helping British companies work together and also work effectively with international businesses."

- Andy Halsam
Regional President, Aston Martin Lagonda (China)



Stronger voice, stronger outreach

"Being a member of BritCham Shanghai has undeniably amplified the voice of The University of Manchester China Centre. Through their network and support, we have experienced significant growth in our outreach and influence. BritCham's extensive networks have provided us with an invaluable platform to showcase university news, events, courses, and initiatives, enabling us to connect with a diverse and engaged audience."

- Sherry Fu
Managing Director, China, The University of Manchester



A circle of trust

"BritCham Shanghai has proved a truly excellent place for us to connect with other SMEs and find interested business partners. Here we can operate in a circle of trust and take real steps for our business development."

- Jessie Chen
Shanghai CCTong Legal Consulting Co.

The value we bring



Decision-maker access

“BritCham Shanghai provides us a unique platform to broaden the business opportunities in this dynamic China market, to connect with various member companies and make us fully realize the key policies for local communities and across the country.”

- Ted Wan, President
Greater China at Smiths Group



Co-ordinating with official channels

“Linklaters have been active members of BritCham Shanghai for many years. As a channel to government, we appreciate the opportunities to feed in the Chamber’s surveys of members’ opinion and the resulting papers seem to offer a balanced voice that is getting traction on behalf of members.”

- Alex Roberts
Counsel, Linklaters LLP



Why we joined and why we stayed

I was originally attracted by the access to closed-door sessions and CEO round tables offered by BritCham Shanghai – and the insights these would bring to my company. My subsequent involvement in the Advanced Engineering Manufacturing committee and the outstanding individuals I worked with amounted to a kind of mentoring, which provided huge benefit for my personal and professional growth.

From being personally awarded ESG Leader of the Year (ESG China Awards) and Innovator of the Year (Women’s Leadership Awards) right through to our company winning the British Business Awards and a China Social Impact Award, BritCham’s support and endorsement helped us to build our brand and reputation in the UK-China market and international circles.

Today I am proud to serve as Chair of BritCham’s Technology & Innovation Committee and of the work we do.

- Linian Li
Country Manager, Modern Water

Our products

Advocacy



UK-China Voice

This product delivers an annual Position Paper which connects members' issues with government policy-makers. In addition, the Member Sentiment Survey delivers valuable market outlook for members.

Winners & Leaders

This product promotes the best of British business success and showcases members' achievements culminating in the biennial British Business Awards.

The Paper Trail

This is your go-to online archive of commentary, market reports, white papers supplied by members, for members. The Paper trail keeps track of latest insights and trends across many industries in China.

Knowledge



Knowledge Exchange

This product delivers a series of quality roundtables, panel discussions, debates, keynote presentations — all designed to share timely, valuable knowledge about business in China.

Masters & Mentors

This product is a series of business training and mentorship programmes to skill-up your team.

Business Exchange

This is our series of structured networking events designed to spark new business opportunity for members.

Community



Great British Events

A collection of exceptional British events that brings our wider business community together. Popular events include the Annual Ball, the 1915 Dinner and the BritCham Football Tournament.

Centre Stage

An inspiring series of interviews with notable British high-achievers who share their fascinating stories of success.

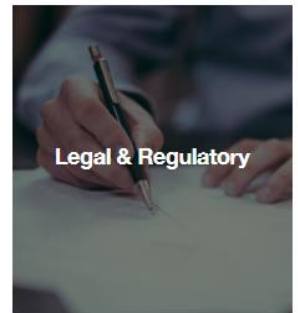
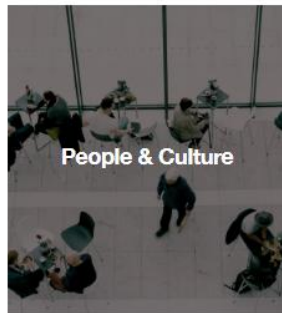
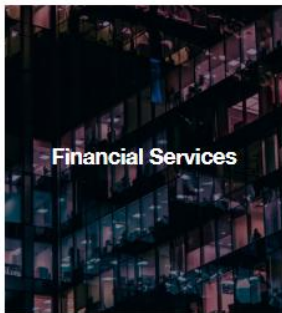
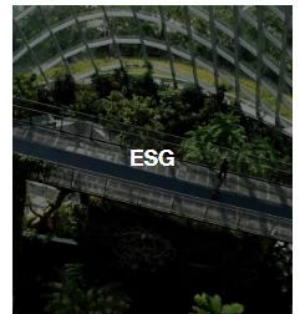
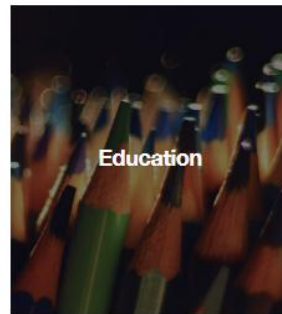
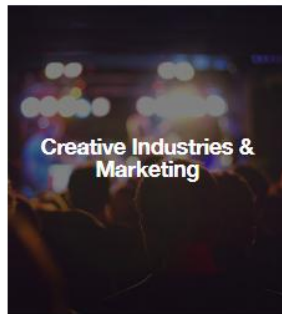
After Hours

A series of light social events that unites members for drinks, chats and all-round fun after the working day.

Our committees

Our Chamber delivers real value to its membership through a series of active member-run Committees. The Committees bring industry expertise and local knowledge to wider the BritCham community.

Members can join Committees to increase their exposure and be more actively involved in current topics impacting business in China. Learn more about our Committees below and let's connect!



Become a member

If your business is registered in China you can select from the membership options below. This includes member-price access to all of our in-person and online events and activities.

Platinum Member

RMB

47,276

per year

- **Availability: 30**
- Top UK brands by invitation only

Associate Platinum Member

RMB

47,276

per year

- **Availability: 8**
- Top Chinese brands by invitation only

Company Member

RMB

16,165

per year

- A foreign enterprise (JV, WFOE or rep office) with at least 50% foreign equity ownership

Associate Company Member

RMB

16,165

per year

- **Availability: 50**
- A locally owned company or company originally founded in China

Small Enterprise Member

RMB

5,194

per year

- A foreign enterprise with fewer than 50 employees worldwide **AND** an annual turnover of less than £7m.



	Platinum Member	Associate Platinum Member	Company Member	Associate Company Member	Small Enterprise Member
	RMB 47,276 per year	RMB 47,276 per year	RMB 16,165 per year	RMB 16,165 per year	RMB 5,194 per year
Listing, logo and website in the Chamber Member Directory	✓	✓	✓	✓	✓
New member announcement through digital channels	✓	✓	✓	✓	✓
Access at member rates to member-complimentary events and ticketed events	✓	✓	✓	✓	✓
Exclusive access to benefits offered by other Chamber members	✓	✓	✓	✓	✓
Eligibility to offer a 'member benefit' to all Chamber members	✓	✓	✓	✓	✓
Opportunity to offer lucky draw prizes at Chamber events	✓	✓	✓	✓	✓
Opportunity to provide an event speaker	✓	✓	✓	✓	✓
Opportunity to share news and PR via the Chamber's weekly newsletter and WeChat post	✓	✓	✓	✓	✓
Free posting of job opportunities through the Chamber and SmartShanghai	✓	✓	✓	✓	✓
Member referrals (at the Chamber's discretion)	✓	✓	✓	✓	✓
Voting rights for the Executive Committee or industry committee chair positions	✓	✓	✓	✓	✓
Twenty membership e-card holders	✓	✓	✓	✓	Only 1
Priority speaking opportunities at Chamber events	✓	✓	✓	✓	
Access to CEO roundtables, high level meetings and 1915 Dinners	✓	✓	✓	✓	
Brand exposure on the Chamber's Platinum Wall	✓	✓			
Brand exposure on all official digital posts	✓	✓			
Extra promotional video and ad space in the Member Directory	✓	✓			
Access to Platinum member-only events	✓	✓			
Four free advertising banners per year on weekly newsletter	✓	✓			
Four free WeChat advertising promotions per year	✓	✓			
Further discounted sponsorship rates for all Great British Events	✓	✓			

Clauses:

- *Non-British foreign entities and associate members enjoy the same event access as British companies, except for activities held in conjunction with the UK government or on a sensitive matter (at Chamber discretion).*
- *Associate memberships cannot run or vote for the Executive Committee or be the chairperson of a committee.*
- *All the prices are tax included*

Value-added services

Showcase Session

An event dedicated to your company, giving you the opportunity to introduce and promote products and services to interested British Chamber Shanghai and Zhejiang Office members and non-members. This chargeable service includes event management and customised marketing promotion support.



Sponsorship Opportunities

Our Chamber events calendar provides excellent opportunities for extra promotion. Boost your brand's exposure by sponsoring our business and social events - as well as special events, including: Great British Day Out, Corporate Sports Day, Gala Balls, Summits, and Awards.

Advertise with us

Across all our platforms, we offer dedicated advertising and marcoms support to raise your brand awareness throughout East China and the wider international business community.



One-to-one Consultation

This 1-2-1 business consultancy session is offered when you first join as a member - and thereafter, at the Chamber's discretion, when you feel you need additional support.

Our legacy

The British Chamber of Commerce Shanghai first launched in China in 1915 as the First World War was escalating. 10 British firms met at the British Consulate-General to discuss how to protect British interests. One week later, the British Chamber of Commerce, Shanghai was established with a total of 60 members and by the end of 1916, its membership had grown to 250. Our story continues today ...

Our team



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Administration Executive

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