GLOBAL BUSINESS IN AN ERA OF (DIGITAL) INNOVATION & NEW TECHNOLOGIES - WHAT'S IN IT FOR

**Claudia Vernotti** 



### WHAT IS HAPPENING IN THE EAST

"Made in China 2025" - Chinese version of industry 4.0

Only a limited number of Chinese companies are ready to put the Industry 4.0 initiatives into operation. – Mc Kinsey

Manufacturing automation to drive China's robotics spending to US\$59bn by 2020. – IDC



EUROPEAN INNOVATORS, DO YOU DARE REACHING OUT TO CHINA?

> Helping you to negotiate with Chinese partners is one the main aims of ChinaEU



## THREE QUESTIONS TO ASK BEFORE ENTERING THE CHINESE MARKET

Do I, as a European company, provide more secure, trustable solutions than my Chinese counterparts?

Or have I developed specific solutions that improve the efficiency of manufacturing processes and could be implemented in China?

If yes, where should I start from? China is big...



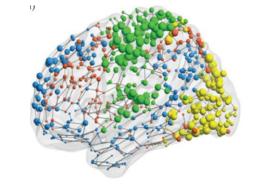


## ITALIAN STARTUP PITCH DAY AT 898 INNOSPACE











## Precision sensor

Microclimate monitoring

Prediction of vine diseases



DECREASE IN LOSSES

ENVIRONMENTAL SUSTAINABILITY

## DIGITIZING THE CHINESE WINE PRODUCTION



## DIGITIZING AIR TRAFFIC SECURITY

















NINGBO INSURE-TECH CONTEST SPONSORED BY FOSUN

Protechling

2017全球创业创新大赛总决赛



### DEALING WITH CHINESE PARTNERS IS A LONG RIDE

#### Xiongan

A master plan for Xiongan to develop into a green, intelligent, and livable modern city by 2035, which will spur investment of up to at least 10 trillion yuan (\$1.58 trillion).

Chengdu - subsidies for projects - free office space - startup visas and residence permits

#### Chongqing

- tax facilitation measures
- visa facilitation
- new housing for foreign talents
- 10-billion-yuan seed capital fund

Hainan Free Trade Zone

#### inginal

#### Hangzhou

New policies to attract foreign talents, including up to 5M RMB (640,000 EURO) of subsidies for foreign projects



## OPPORTUNITIES FOR EUROPEAN COMPANIES DON'T EXIST ONLY IN CHINA

Our industry should be attentive to grasp the opportunities offered by the expansion of Chinese companies in Europe, for example:

- **DJI** for joint development of drones' commercial applications;
- <u>WeChat</u> and <u>Alibaba'</u>s platforms for businesses who want to tackle Chinese online consumers;
- **<u>Ctrip</u>** for visibility in China's outbound tourism market.



# ARE YOU INTERESTED IN GOING TO CHINA?

# YOU ARE NOT ALONE!!!





## Welcome to EUROPE CHINA Innovation Network

CONNECTING EUROPE AND CHINA.

A Startup Project Initiated by ChinaEU

