



# Introduction 简介

The American Chamber of Commerce in the People's Republic of China (AmCham China) is a non-profit, non-governmental organization whose membership comprises more than 3,300 individuals from 900 companies operating across China. The chamber's nationwide mission is to help American companies succeed in China through advocacy, information sharing, networking, and business support services.

AmCham China is the only officially recognized chamber of commerce representing American

中国美国商会(商会)是一家非营利、 非政府组织。目前商会会员超过3300 人,代表着在华从事经营活动的900 家美国企业,是中国境内最大的外国 商会组织。商会的使命是通过政策建 言、信息共享、人脉拓展和专业服务 等方式帮助美国企业在中国取得成功。

中国美国商会是唯一获得中国政府官方认可、代表美国企业在华的商会。



business in mainland China. First founded in 1919, it formally registered with the Ministry of Civil Affairs of the People's Republic of China in 1991. With offices in Beijing, Tianjin, Dalian, Shenyang, and Wuhan, AmCham China has nearly 40 working groups, and holds more than 250 events each year.

While AmCham China is not affiliated with any branch of government, it works closely with both the Chinese and US governments. Such government engagement is underpinned by the chamber's vision to enhance the business environment in China and strengthen cooperation and understanding between the US and China.

商会最早成立于 1919 年,并于 1991 年在民政部正式注册成为社团法人。 除北京总部以外,商会分别在天津、 大连、沈阳和武汉设有 4 个分支办公 室。商会旗下设有近 40 个行业工作 组,每年举办 250 余场活动。

商会虽然并不隶属于任何政府机构, 但与中美两国政府保持着密切的沟通 与合作。长期以来,商会致力于与中 国政府一道改善营商环境,充分发挥 桥梁作用,增进中美两国政府和人民 的理解与合作。





"中国美国商会作为在华的美资企业的代言者、中美经贸政策的谏言者和两国务实合作的牵线者,你们有着悠久的历史...在这里,我代表中国政府对商会为中美经贸合作做出的贡献表示衷心的感谢,对参与中国改革开放和现代化建设的美资企业致以崇高的敬意"。

—— 汪 洋 中央政治局常委、全国政协主席、时任中华人 民共和国国务院副总理(2015)

"As an advocate of US business in China and a contributor to economic and trade policymaking in China and the US, AmCham China has a profound history. On behalf of the Chinese government, I'd like to extend my sincere thanks to the chamber for its contribution to US-China economic ties. I also want to pay tribute to all the American businesses that have been engaged in China's reform, opening up, and modernization drive."

— Wang Yang, Member of Politburo Standing Committee & Chairman of the CPPCC, Current Vice Premier, 2015





"中国美国商会是在华美资企业的重要支持者和倡导者。商会的辛勤付出为在华美资企业创造了一个更受欢迎的营商环境,使他们能够在中国市场茁壮成长。在此,我对商会取得的卓越成就表示祝贺,并对商会为中美双边经贸关系的支持表示衷心的感谢"!

— 特里·布兰斯塔德 美国驻华大使(2017)

"AmCham China is a critical place and advocate for US companies here in China. Your efforts have ensured a more welcoming environment for US companies, so they can thrive here in the China market. I congratulate you for your success and thank you for your support of bilateral commercial ties between China and the US."

— Terry Branstad, US Ambassador to China, 2017





"中国美国商会是最大的在华的外国商协会,为推动中美经济,跟广泛的领域交流合作发挥了积极作用"。

——杨传堂 全国政协委员会副主席(2018)

"AmCham China is the largest foreign chamber of commerce in China. It has made significant contributions to economic development in both the United States and China, and it provides a platform that fosters in-depth bilateral exchanges across a wide range of fields."

— Yang Chuantang, Vice Chairman of the CPPCC, 2018





"中国美国商会从成立一开始,就把宗旨定位在促进中美两国之间经济和贸易关系,多年来的实践证明,你们的工作是卓有成效的"。

—— 吴 仪 时任中华人民共和国国务院副总理(2007)

"Since its founding, AmCham China has sought to strengthen the economic and trade relationship between China and the US. All these years of practice have proven that your work is effective."

— Wu Yi, Vice Premier of the People's Republic of China, 2007



The annual Appreciation Dinner is the 中国美国商会年度答谢晚宴是商 highest-level event that AmCham China or-会每年举办的最高规格的活动, ganizes to thank both the Chinese and US 旨在答谢这一年中为中美关系、 government officials and representatives of 经贸往来做出卓越贡献的美国和 foreign-invested enterprises who have made 中国各级政府官员和外资企业代 outstanding contributions to the US-Chi-表。活动规模约 400-500 人,包 na economic relationship. The event hosts 400-500 guests, including officials from the 括来自中国各级政府、美国驻华 Chinese government at all levels, the US Em-大使馆、驻华机构以及商会会员 bassy in China, Chinese institutions, as well as 企业的代表,其中政府官员约占 总人数的三分之一。 自1999年首届举办以来,历届 答谢晚宴都得到了中央及地方政 府的高度重视与大力支持。时任

AmCham China

members from different industries. Government officials account for about one-third of the attendees.

Since its establishment in 1999, the annual AmCham China Appreciation Dinner has received strong support from the central and local governments of China and the United States and been attended by high-level government officials on both sides, including: Vice Premier Wang Yang (2015), CCPCC Vice Chairman Yang Chuantang (2018), Vice Premier Wu Yi (2007), SAIC Minister Zhang Mao (2014), MOFCOM Minister Chen Deming (2008, 2011), NDRC Minister Zhang Ping (2009), US Ambassador to China Terry Branstad (2017 - ), Former Ambassador Max Baucus (2014-2016), and Former Ambassador Gary Locke (2011-2013). In addition, leaders from more than 10 provinces, autonomous regions, and municipalities in China have been guests at previous Appreciation Dinners.

The annual Appreciation Dinner continues to draw wide attention from governments, companies, and the media, and has become a platform for effective communication and mutual understanding between US companies and the Chinese and US governments.

国务院副总理汪洋(2015年)、全国政协委员会杨传堂(2018年)、国务院副总理吴仪(2007年)、国家工商总局局长张茅(2014年)、商务部部长陈德铭(2008、2011年)、国家发改委主任张平(2009年)等中国政府高级别官员,以及特里·布兰斯塔德(2017年-)、马克斯·博卡斯(2014-2016年)、骆家辉(2011-2013年)、洪博培(2009-2010年)等美国历任驻华大使均在任内出席晚宴并发表主旨演讲。此外,有十多个省、自治区、直辖市主要领导也都曾亲赴北京出席答谢晚宴,给予支持。

商会年度答谢晚宴都引起了政府、企业 和媒体的广泛关注,为美资企业与中美 政府间的有效沟通和深入了解搭建了平 台,进一步推动了中美双边贸易合作, 促进了两国友好关系。



# **Government Advocacy**

The Chamber's Government Affairs (GA) & Policy department leads AmCham China's advocacy efforts on behalf of member companies by organizing events and conferences, and preparing analysis on key issues for members. Our signature policy documents, the *American Business in China White Paper* and the *China Business Climate Survey Report*, are both published annually. These documents provide holistic assessments of the operating environment for foreign businesses in China. In order to convey its positions and key messages to both governments, the GA & Policy department meets regularly with officials from China's national and local governments, the US Embassy in Beijing, and with officials in both the Executive and Legislative branches of the US government.

# American Business in China White Paper 年度《美国企业在中国白皮书》



The American Business in China White Paper is one of the most comprehensive assessments of the operating environment for foreign companies in China. First released in 1999, the publication has grown to contain nearly 40 chapters and provides an in-depth description and analysis on a variety of industries, cross-sector issues, and regions of importance to AmCham China members. The purpose of the White Paper is to provide a positive and actionable framework to help both the US and Chinese governments as they work to ensure a healthy and growing bilateral economic relationship.

中国美国商会年度《美国企业在中国白皮书》是对外资企业在华营商环境进行的最全面的评估之一,旨在为中美两国政府提供建设性意见,以推进双边经贸关系健康发展。自1999年首次发行至今,《白皮书》的内容已增至40个章节,对各行各业、跨领域问题以及重要的区域提供了来自商界的第一手分析与建议。



# 建言献策

中国美国商会政府事务与政策部门通过出版刊物和持续参与的方式,代表会员公司积极向中美两国政府建言献策。商会通过出版标志性的年度报告《中国美国商业白皮书》与《中国商务环境调查报告》,对外资企业在中国的营商环境进行全面评估,以实现商会所倡导的政策目标。政府事务与政策部门还定期与中国中央和地方各级政府、美国驻华大使馆以及行政和立法部门的美国官员会晤。

# Business Climate Survey 年度《商务环境调查报告》





The China Business Climate Survey Report provides valuable insights to the Chinese and US governments about member companies' concerns with respect to China's regulatory and policy environment, in addition to the daily business challenges they face operating in China. Furthermore, the survey provides a useful tool for members to measure their operations and compare business outlooks and strategies with the broader community. It has been conducted since 1999 and is the longest-running, continuous survey of American companies in China.

商会年度《商务环境调查报告》始于 1999 年,是持续时间最长的针对在华美国企业的专业调查,旨在反映会员企业对中国监管及政策环境的实际感受以及在华日常运营中面临的挑战,为中美两国政府提供相关数据参考。此外,《商务环境调查报告》还成为帮助商会会员评估其自身运营情况,并与所在行业的发展前景和策略进行比较的有力工具。



# Engagement with the US and Chinese Governments 与中美政府的交流

AmCham China regularly meets with representatives of both the US and Chinese governments to address issues — from market access, to tax policy, to transparency — that affect a broad range of members. Additionally, AmCham China members regularly submit comments through the chamber on draft laws and regulations.

商会定期与中美两国政府官员会晤,就会员企业关心的议题、营商环境及可能影响企业的时政要闻展开讨论,内容涵盖中美经贸关系、市场准入、执法透明度、税收政策等广泛议题。此外,商会的会员亦适时就相关法律法规向主管政府部门提交意见。



# White Paper Delivery Meetings 《白皮书》递送会

Each year, following the publication of the annual *White Paper*, AmCham China conducts a series of meetings to deliver the report's key messages to relevant Chinese government stakeholders. Policymakers value the practical recommendations raised by our members via the *White Paper* and these meetings provide an opportunity for open discussions on these topics.

商会每年会在年度《白皮书》发布之后向中央及地方各部门递送报告,并举行座谈会介绍《白皮书》的主要内容与观点。各部门不仅重视商会会员在书中提出的切实可行的建议,更珍视与会员就相关议题展开讨论的机会。





Each year, AmCham China sends a delegation of key China-based US business executives to Washington, DC to meet with members of Congress, the administration, and think tank representatives. Key areas of discussion include the business environment for US firms operating in China and the chamber's thoughts and recommendations on policies impacting US-China economic relations. Together with the US Chamber of Commerce, AmCham China additionally co-hosts the annual China Business Conference, which has become one of the leading conferences in the US dedicated to discussing the economic, political, and regulatory developments affecting American business in China.

商会每年会定期组织一个由在华外企高管组成的代表团前往美国华盛顿特区,拜会美国国会议员、政府官员和当地智库,探论在华美企所处的商业环境,并分享商会关于中美经贸关系的意见和建议。此外,中国美国商会和美国商会会共同举办年度中国商业峰会。该峰会因所涉议题广泛,已成为美国同类型会议的标杆,话题包括美企在华所遇到的经济、政治和监管等各方面的机遇与挑战。



# Business Investment Outreach (B.I.O.) Trips

## 省市商务投资考察团

AmCham China B.I.O. trips provide members with the opportunity to visit different provinces to meet with local officials and business leaders to learn about local policies and investment opportunities, and to expand existing business. This program has been instrumental in helping member companies explore and expand beyond the traditional investment hubs on the east coast of China. Since 2006, AmCham China's B.I.O. trips have covered over 28 provinces/autonomous regions around the country.

每年,商会都会根据会员的意愿,组织 2-3 次省市商务投资考察团,为会员提供拜会省市政府主管领导及当地商业领袖的机会,进而了解地方政策、投资机会并沟通相关问题。从 2006 年至今,商会的商务投资考察之行已覆盖全国 28 个省市,加强了中美之间的双边投资。



# Policy+

Policy+ is an exclusive, premium subscription service for AmCham China members who require in-depth policy insights and privileged access to policymakers.

Policy+是面向部分对政策分析和政策沟通有更高要求的商会会员量身打造的高级订阅服务。

### Why Policy+?

#### **Complex Policy Environment**

Multinational firms face a rapidly changing and increasingly complex policy environment in China. The Chinese government's decision-making process is sophisticated and involves numerous stakeholders.

#### **Policy Insights and Privileged Access**

Inconsistent regulatory interpretation and unclear laws are the top challenges for AmCham China members, raising the need for greater understanding of policy development and enhanced access to government officials and other stakeholders.

#### **AmCham China's Expertise**

AmCham China has a large corporate member base and long-established relationships with both the Chinese and the American governments. AmCham China provides policy-shaping opportunities with government officials and policy influencers in a neutral setting. Our team has intimate knowledge of China's business environment and is capable of providing timely and thoughtful policy analysis and insights.

## 为什么加入 Policy+?

#### 错综复杂的政策环境

由于中国政府的决策程序复杂,涉及众多 机构和人员,在华跨国企业正面临着一个 复杂多变的政策环境。

#### 政策解读和专属沟通渠道

政策法规的不清晰和地方执法的不一致已成为商会会员企业在华的首要挑战。因此Policy+能充分满足商会会员对深度政策解读和与有关部门专属沟通渠道的需求。

#### 中国美国商会的独特优势

商会拥有近千名企业会员并与中美政府保持良好的关系。这保证了商会对公平公开的政策制订的有一定影响力。同时,商会的政府事务部门熟谙中国的商业环境,并擅长提供及时、相关的政策解读及分析。

### Exclusive Benefits 专属福利



Policy Briefs 政策简析



Executive Dialogues 高层对话



Special Reports 专题报告



Priority Access to Government Meetings 政府会议优先渠道



Exclusive Roundtables 独家圆桌会议



Annual Customized Briefing 特别定制报告



# Insights

Insights is a publication that captures valuable information from select events and dives into the core issues relevant to the foreign business community in China. Past topics include China's Cybersecurity Law, Securities Law, Individual Income Tax Law, and US export controls.

Insights 是中国美国商会全新试点项目和会员福利,旨在从商会的精选活动中摘取与在华外企息息相关的核心话题,并着重分析其中的重要信息。往期的 Insights 所涵盖的话题包括中国网络安全法、证券法、个人所得税法以及美国出口管制。



#### Practical Guide on Managing Tariffs 中美关税应对指南

What are the best practices for managing tariffs amidst the US-China trade dispute?

公司应采取哪些措施应对中美贸易摩擦所带来的关税问题?



#### US Export Controls Common Terms 美国出口管制常见用语

Breaking down the common terms that are important in US-China trade relations.

如何理解中美贸易关系中常见的术语?



#### Chinese Cybersecurity Law 中国网络安全法

How should you navigate an evolving Chinese Cybersecurity Law and its ambiguous wording?

如何应对措词模糊并不断更新的中国网络安全法?



#### China's New Tax Law 中国的新个人所得税法

What do global businesses and expats need to know about the new IIT law in China?

新个人所得税法的哪些信息值得跨国企业和 雇员的关注?







# The American Chamber of Commerce in the People's Republic of China

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中国美国商会总部设于北京,在天津、华中(武汉)、东北(大连,沈阳)设有区域办公室