Governor Rick Snyder
November 13, 2016
Daily Briefing

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*No changes from previous briefings

November 13, 2016
Sunday

All Day	**RDS - China Trip**
All Day	**Attire for AM: Polo/Khakis** Jacket suggested
All Day	**Attire for PM: Suit/Tie**
All Day	**FYI: Lions Bye Week**
All Day	**FYI: UM Basketball HOME v. IUPUI 12:00 PM**
All Day	**Hangzhou**
All Day	**Weather: 72°/57°**
All Day	**FYI: Yeshiva Beth Yehudah Dinner -- Detroit**
7:45 AM - 8:15 AM	**RDS Time/Breakfast -- Hangzhou JW Marriott** Asian Bistro, 1st floor
8:15 AM - 9:00 AM	**Travel to Dragon Well Retreat Center**
9:00 AM - 10:30 AM	**RDS - VISIT/REMARKS - Cultural Outing at Dragon Well Tea Retreat Center -- No.148, Shifeng Longjing, Hangzhou** Purpose: Visit a treasured tea area. Tour and Discussion of tourism and leisure travel opportunities in Michigan with select travel media from the Hangzhou Province. Attendees: Kevin Kerrigan Brian Connors Ning Shao Courtney Henderson, Michigan-China Innovation Center Allison Scott Jamie Clover Adams Dave Lorenz Emily Guerrant Lindsay Kirchinger Jeanne Broad, MEDC Trade Weiwei Lu, MEDC Trade Katelyn Wilcox, MEDC Protocol Media Attendees: • Ms. Bian YanFei, Reporter for www.zjol.com.cn • Ms. Jiang Yue, Reporter for City Morning Express • Ms. Xu Yin, Editor for Fospel • Mr. Song GuanHua, Travel Blogger • Ms. Want WenJuan, Editor at Business & Luxury Travel Magazine

Agenda:

9:00 AM - 9:30 AM	Tour around Tea Farm
9:30 AM - 10:00 AM	Tea Ceremony, Yucha Hall (followed by photo)
10:00 AM – 10:10 AM	Governor gives opening remarks introduces Michigan tourism
10:10 AM - 10:30 AM	Group Interview and Media Q&A, Yucha Hall

No Gift

OPEN Press

Talking Points:

- The Pure Michigan campaign is all about highlighting the diversity of our state – a state blessed with abundant natural beauty, authentic destinations, unique experiences, and friendly people.
- We realize that when Chinese visitors come to America for the first time they will likely head to one of the coasts. However, we want to be a place they consider for a second or third visit in the United States or a place to consider if they want a true "American" experience.
- Many Chinese students come to Michigan universities. Visiting friends and family is a big opportunity to explore all of Michigan.
- Michigan has vibrant urban areas, including Detroit (America's great comeback city) and Grand Rapids (home of Art Prize).
- Michigan has unspoiled nature, clean air, and an abundance of fresh water.
- Michigan is surrounded by 4 of the 5 Great Lakes and has more than 11,000 inland lakes.
- 19.3 million acres of forests found in Michigan.
- Michigan has 103 state parks and 5 national parks, including Sleeping Bear Dunes National Lakeshore and Pictured Rocks National Lakeshore.
- Michigan is America's summer golf capital with more than 650 public golf courses in the state.
- Michigan is a friendly and welcoming destination for visitors. It provides a very authentic, all-American experience.
- Michigan's Upper Peninsula was named one of Lonely Planet's Top 10 Value Destinations in the World for 2017 and was the only destination in the United States on the list.
- Detroit is the gateway into Michigan, and right now in Detroit, people are coming together to show their pride and show the world that it is America's Comeback City
- Detroit is America's Great Comeback City
- Major projects currently underway in Detroit

Attachments: Briefing



Staff/Detail
POC: Dave Lorenz/BConnors

10:30 AM - 11:15 AM **Travel to Hangzhou JW Marriott**

11:15 AM - 12:00 PM **RDS Time/Change Clothes -- Hangzhou JW Marriott**

12:00 PM - 1:30 PM **RDS - Lunch with Wanfeng Group Chair, Madam Chen Ailian -- Cru Restaurant, 2nd Floor, JW Marriott**

Purpose: Meet Madam Chen who runs the family business and who has now become a major shareholder in Michigan with the two significant acquisitions of Paslin (robotics) and Meridian (magnesium). Encourage two additional investments in Michigan under consideration, which would be carried out through Wanfeng's two subsidiaries, run by her two sons. The first could be a greenfield aluminum wheel plant; the second could be a significant expansion of a robotics company.

Note: RDS attended Wanfeng Jinyuan Acquisition Celebration on 4/18/16 in Warren

Attendees:
Madam CHEN Ailian, Chair of Wanfeng Group ("Wahn-fung Group")
Additional members of Wanfeng team, **TBD**

Kevin Kerrigan
Brian Connors
Ning Shao
Courtney Henderson, Michigan-China Innovation Center
Shusheng Wang, Miller Canfield
Olivia Deng, Miller Canfield

Note: Photo at the end of the meeting

Gift: Wooden Pen in Wooden Box

CLOSED Press

Talking Points:

- Learn more about Chen's plans for the two companies and discuss ways that Michigan can help, particularly with the two possible expansions.
- Update on MCity, the American Center for Mobility, and the SMART Corridor.

Attachment: Briefing



Staff/Detail
POC: BConnors

1:30 PM - 2:15 PM

RDS - Meeting with Chairman of Minth, Shi Jianhui -- Meeting Room 7 (3rd floor), JW Marriot Hangzhou

Purpose: Meet for the first time the recently appointed Chairman Shi (Chairman Chin, who RDS met in Ann Arbor 10/7/13, is now 'Chairman Emeritus') and get an update on his plans for his current Michigan facilities. Get an update on his new office in Wixom. Also, try to explore whether Minth might consider a larger facility in Michigan in the medium term. – the company has considered consolidating operations into a Michigan headquarters and new North/Midwest manufacturing facility.

Attendees:
Mr. Shi Jianhui ("Chairman Shih"), Chairman of Minth
Joanne Zhai, Assistant to Chairman
Michelle Yan, Minth Staff

Kevin Kerrigan
Brian Connors
Courtney Henderson

Note: Photo at the end of the meeting

Gift: Wooden Pen

CLOSED Press

Talking Points:

- Direct discussion to their operations and plans in North America
- Because the founder, Chairman Emeritus Chin, has bolder ambitions to make Minth an electric systems integrator and maybe EV player, update CEO on MCity, the American Center for Mobility, and the SMART Corridor.

Attachment: Briefing



Staff/Detail
POC: BConnors

2:15 PM - 3:00 PM

RDS - Meeting with ZYNP -- Meeting Room 7+8 3rd floor

Purpose: Meet senior leadership of an auto supplier and logistics company that has already made a substantial investment in Michigan, and encourage their further investments.

Attendees:
Mr. Dang Zengjun ("Mr. Dahng"), Chairman, ZYNP
Chairman's assistant
Rimma Tabakh, Partner, Grant Thornton
Julia Qi, China Practice Group, Grant Thornton

Kevin Kerrigan

Brian Connors
Courtney Henderson, Michigan-China Innovation Center

Note: Photo at the end of the meeting

Gift: Wooden Pen

CLOSED Press

Talking Points:
- Discuss their possible plans to bring R&D and some production to Michigan
- Learn about the state of their business and plans, given the challenges facing traditional lower-tier components suppliers.

Attachment: Briefing



Staff/Briefing
POC: BConnors

3:00 PM - 3:45 PM

RDS - Meeting with Quanxing -- Meeting Room 7 (3rd floor), JW Marriott Hangzhou
Purpose: Persuade Quanxing to locate a 20-person facility in Michigan, for sales, R&D, and testing. The facility would be their first footprint in North America.

Attendees:
He Wenhua ("Huh"), CEO of Quanxing ("Chew-en-shing")
WANG Jianping, Quanxing General Manager of International Sales

Kevin Kerrigan
Brian Connors
Courtney Henderson, Michigan-China Innovation Center
Lianne Yan, Dickinson Wright

Note: Photo at the end of the meeting

Gift: Wooden Pen

CLOSED Press

Talking Points:
- Learn details about their decision-making and thinking about the location
- Michigan's investment advantages
- Specific automotive programs: MCity, ACM, SMART Corridor, IACME/LIFT

Attachment: Briefing



Staff/Detail
POC: BConnors

3:45 PM - 4:45 PM **RDS Time -- Hangzhou JW Marriott**

4:45 PM - 5:15 PM **RDS - Pre-reception Networking with Grant Thornton -- Meeting Room 7+8, 3rd Floor, JW Marriott**
Purpose: Attend a small networking session and have a group photo with a partner with the purpose of generating investment leads for Michigan.

Attendees:

TC Cai	Partner	Grant Thornton
Julia Qi	Manager	Grant Thornton
Wilson Zhang	Director	Grant Thornton
Forrest Wu	Director	Grant Thornton
Zengyu Chen	Manager	Grant Thornton
Xiaolin Gong	President	China Mergers&Acquisitions Association
Erina Tao	General Manager	Zillion Fortune
Chufang Shen	CEO	United Fund
David Chen	Chairman	AccuService Group Co.,Ltd
Jessica Xie	Vice President	Hylant Group
Zengjun Dang	General Manager	Zynp Corporation
Haidong Yang	Senior Director	Fosun Group
Liang Hong	Vice General Manager	Fosun Group
Jim Chen	Partner	Yunneng Investment
Peihao Shi	Chairman	Shanghai Yongli Belting Co., Ltd.
Yong Li	Director	Shanghai Yongli Belting Co., Ltd.
Zhiyin Gao	CEO	Highlight Vision Limited

Governor's Delegation

No Gift

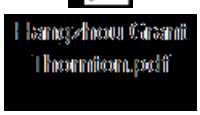
CLOSED Press

Talking Points:

- Give quick welcome remarks to the group and network around the room.
- Thank them for being a dinner banquet partner.

Attachment: Briefing





Staff/Detail

POC: BConnors

5:15 PM - 5:45 PM

RDS - Pre-reception Networking with North American Chinese Society of Automotive Engineers -- Meeting Room 9+10, 3rd Floor, JW Marriott

Purpose: Short Network and group photo with a very influential group of Michigan loyalists working in the Chinese auto industry. Meet for the second time (last was at Shanghai reception), Mr. Shen Feng, who RDS will give an award to during the ceremony that follows.

Attendees:
Mr. SHEN Feng ("Mr. Shun"), Head of Volvo China and President of North American Auto Professionals Association (RDS met at Shanghai reception)
HUANG Yong, Director of Chery-Jaguar Land Rover Automotive (RDS met 9/6/13 at Chongqing Machinery meeting)
Mr. Michael XU, General Manager of Shanghai Fourth Button Information Technology
CHEN Chaozhou, Director of Volvo Cars Technology
Ms. Claire YANG, General Manager of Beijing AuyoSye Information Technology
Ms. Michelle DU, General Manager of Minth Group
Tekla WEN, General Manager of Shanghai Chun Yi Culture Communication

Michigan Governor delegation

No Gift

CLOSED Press

Talking Points:

- Give quick welcome remarks to the group and network around the room.
- Shen Feng is the VP at Volvo and the head of Volvo China. He recently became the president of the North American Auto Professionals Association.
- Thank them for their 'partnership' (sponsorship) of the dinner banquet.

Attachment: briefing



Staff/Detail
POC: BConnors

5:45 PM - 6:05 PM

RDS - Meeting with Wanxiang -- VIP Lounge, 3rd Floor

Purpose: Prior to the dinner reception, meet briefly to reconnect with the CEO of Wanxiang, the son of Lu Guanqiu. Learn about Wanxiang's potential expansion plans in Michigan and the progress of the Karma and A123.

Attendees:
Mr. LU Weiding ("Mr. Lou"), CEO of Wanxiang ("Wan-she-ong")

Additional Wanxiang team members:
Mr. Guan Dayuan
Mr. Chen Jun
Mr. Feng Limin
Mr. Ping Jun
Mr. Han Lingyu
Mr. Wei Junyong
Mr. Yuan Feng

Kevin Kerrigan
Brian Connors
Ning Shao
Courtney Henderson, Michigan-China Innovation Center

Note: Photo at the end of meeting

Gift: Wooden Pen

CLOSED Press

Talking Points:

- Inquire about the state of the Karma and A123 operations and ask if there is any way we can help.
- Send regards to his father who is being treated at the Mayo clinic in the U.S. for some ailment.
- Update on MCity, the American Center for Mobility, and the SMART Corridor.

Attachment: Briefing



Staff/Detail
POC: BConnors

6:05 PM - 7:15 PM

RDS - REMARKS - Large Dinner Banquet -- Grand Ballroom 3rd Floor, Hangzhou JW Marriott
Purpose: Mobilize and build relationships with current and future stakeholders doing business between Michigan and Zhejiang at a large banquet dinner with 200 guests organized by Michigan side, together with several sponsors.

Note: there are five sponsors of this event, but they should be referred to as “Partners”.

Attendees:
“Partner”: Mr. Lu Weiding, CEO, Wanxiang (son of Chairman Lu)
“Partner”: Mr. TC Cai, Partner, Grant Thornton
“Partner”: Mr. Shen Feng, President of North American Automotive Professionals Association
“Partner”: **TBD**, Lear China

"Partner": **TBD**, Visteon China
More on head table, **TBD**

Agenda:

6:05 PM - 6:07 PM	Governor Enters, Brian to emcee
6:07 PM - 6:17 PM	Representative of Zhejang Province
6:17 PM - 6:30 PM	RDS remarks & video (same video as the one shown at Auto City)
6:30 PM - 6:35 PM	RDS presentation of "Goodwill Ambassador Award" to Mr. Shen Feng ("Shun Fung") for his contributions to building ties between Michigan and China, as President of North American Automotive Professionals Association (based in Shanghai)
6:35 PM - 6:40 PM	Wanxiang CEO, Lu Weiding Remarks
6:45 PM – 7:15 PM	Dinner Served
7:15 PM	RDS to depart dinner

CLOSED Press

Talking Points:

- Mention "partners" (actually sponsors, but they want to be called "partners"): Wanxiang ("Wahn-she-ong"), Grant Thornton, North American Auto Professionals Association, Lear, and Visteon.
- Zhejiang (Juh-gee-ong") is a very close economic partner with Michigan. It is the single biggest province of origin for investment in Michigan.
- Zhejiang is also a partner in Michigan's joint working group with the Zhejiang provincial Department of Commerce.
- Zhejiang is also a great automotive province, the home of Geely (top 10 auto maker and owner of Volvo) with countless major automotive suppliers.
- Updates on MCity, the American Center for Mobility, and the SMART Corridor. And Michigan-China Innovation Center.

Attachment: Briefing



Staff/Detail
POC: BConnors

7:30 PM - 9:00 PM **RDS Time/Dinner -- Asian Bistro, Private Room**

9:30 PM - 9:30 PM **Overnight, Hangzhou JW Marriott -- 28 HuShu South Road, Hangzhou, China 310006**

Cultural Outing and Tourism Media at
Dragon Well Tea Retreat Center

EXECUTIVE SUMMARY

Staff Lead: Dave Lorenz, Vice President Travel Michigan, lorenzd@michigan.org, 517-243-3073

Purpose of Meeting/Event:
Visit a treasured tea area. Discuss tourism and leisure travel opportunities in Michigan with select travel media from Hangzhou.

Attendees:
Media Attendees:

- Ms. Bian YanFei, Reporter for www.zjol.com.cn
- Ms. Jiang Yue, Reporter for City Morning Express
- Ms. Xu Yin, Editor for Fospel
- Mr. Song GuanHua, Travel Blogger
- Ms. Want WenJuan, Editor at Business & Luxury Travel Magazine

RDS
Kevin Kerrigan
Brian Connors
Ning Shao
Courtney Henderson, Michigan-China Innovation Center
Allison Scott
Jamie Clover Adams
Dave Lorenz
Emily Guerrant
Lindsay Kirchinger
Jeanne Broad, MEDC Trade
Weiwei Lu, MEDC Trade
Katelyn Wilcox, MEDC Protocol

Event Line-by-line

9:00-9:30 am	Tour around Tea Farm
9:30-10:00 am	Tea Ceremony (Yucha Hall)
10:00-10:10 am	Governor gives opening speech and introduces Michigan tourism
10:10- 10:30 am	Group Interview and Q&A with media

Talking Points:
Pure Michigan Talking Points

- The Pure Michigan campaign is all about highlighting the diversity of our state – a state blessed with abundant natural beauty, authentic destinations, unique experiences, and friendly people.
- We realize that when Chinese visitors come to America for the first time they will likely head to one of the coasts. However, we want to be a place they consider for a second or third visit in the United States or a place to consider if they want a true "American" experience.
- Many Chinese students come to Michigan universities. Visiting friends and family is a big opportunity to explore all of Michigan.
- Michigan has vibrant urban areas, including Detroit (America's great comeback city) and Grand Rapids (home of Art Prize).
    - Also offers classic American small towns (like Holland, Traverse City, and Bay City).
- Michigan has unspoiled nature, clean air, and an abundance of fresh water.
- Michigan is surrounded by 4 of the 5 Great Lakes and has more than 11,000 inland lakes.
- 19.3 million acres of forests found in Michigan.
- Michigan has 103 state parks and 5 national parks, including Sleeping Bear Dunes National Lakeshore and Pictured Rocks National Lakeshore.
- Michigan is America's summer golf capital with more than 650 public golf courses in the state.
    - LINKS ranked Michigan 2nd Best Golf in the nation in 2015.

- Michigan is a friendly and welcoming destination for visitors. It provides a very authentic, all-American experience.
- Michigan's Upper Peninsula was named one of Lonely Planet's Top 10 Value Destinations in the World for 2017 and was the only destination in the United States on the list.

Detroit Message

- Detroit is the gateway into Michigan, and right now in Detroit, people are coming together to show their pride and show the world that it is America's Comeback City.
    - The perception of Detroit is that it is dangerous, when in reality the people in Detroit are incredible welcoming and excited to showcase their city.
- Detroit is America's Great Comeback City
    - Home to more than 300,000 businesses and 13 Fortune 500 companies.
    - Detroit ranks in the top 9 real estate markets in the U.S. as of June 2015.
    - USA Today ranked Detroit's Midtown one of its 10 Best Up and Coming Neighborhoods in the U.S.
    - Detroit is attracting young talent, entrepreneurs, and start-ups (especially in tech and creative industries).
        - In Detroit, the cost of living is much lower than other major cities, and people can have a much greater impact on their community.
        - The Detroit region ranks 1st in the concentration of industrial and mechanical engineers.
- Major projects currently underway in Detroit include:
    - The District Detroit will feature 50 blocks of businesses, parks, restaurants, and bars with Little Caesar Arena at the district's epicenter. The arena will be home to the Detroit Red Wings and is scheduled to open next year.
    - A new 5.3 km rail system along Woodward Avenue will transport visitors along key business, university, shopping, and cultural districts, offering efficient and affordable transportation through the core of downtown Detroit.
    - High-end brands such as Nike, John Varvatos, and Shinola can be found in downtown Detroit, while the Somerset Collection and Great Lakes Crossing offer high end and outlet shopping opportunities in metro Detroit.
    - Detroit was named the best American city for sports travel by hotels.com and SeatGeek.
    - Detroit has 4 professional sports teams and 3 are located downtown.

Attire: Business casual
Photo: Photo at event
Gift: None

BACKGROUND

Hangzhou

This will be first time RDS or Dave Lorenz is addressing Hangzhou media regarding travel opportunities in Michigan. By hosting the visit at a tea village, the message will be sent that the governor and the state of Michigan appreciate Chinese tradition and culture.

Hangzhou's signature drink is a green tea
https://www.travelchinaguide.com/intro/cuisine_drink/tea/dragon-well-tea.htm

Chinese Travelers to Michigan

- Thousands of Chinese visitors come to Michigan each year for business, to attend university, and to visit family members. Michigan's tourism efforts will, in part, encourage those travelers to extend those trips and explore Michigan as a vacation destination as well.
    - More than 7,000 Chinese students are studying in the state.
    - More than 100 Chinese enterprises have invested in Michigan.

- Direct flights from Beijing and Shanghai on Delta Airlines.
- In 2015, 9 percent of international travelers to Michigan came from China, making China the third largest inbound market into Michigan.

    - Travelers from China made up 8 percent of all international travelers to Detroit and 10 percent of international travelers to Michigan overall.
- The U.S. Department of Commerce estimates travelers from Asia, including China, spend an average of $2,459 per visitor while in the United States.
- The average length of U.S. stay of Asian travelers to Michigan (including Chinese) was 19 nights.
- In March 2017, a new law will take effect that will allow Chinese visitors to Michigan to operate a vehicle in the state.
    - Travelers will need to carry their valid Chinese driver's license and an English translation of the license that contains their photo and identifies what their driving privileges are (i.e. if they may operate a regular passenger vehicle, a motorcycle or a vehicle larger than a standard passenger vehicle).

Media Attendees

Ms. Bian YanFei, Reporter for www.zjol.com.cn
UV: 495,000
This website is under the Zhejiang All-Media Travel center which covers the 35 print publication and websites of the Zhejiang Media. It is the mainstream website in the Zhejiang province and includes coverage of news, automotive and travel lifestyle.

Ms. Jiang Yue, Reporter for City Morning Express
Circ: 1,490,000
In addition to a print newspaper, City Morning Express has media platforms including television, radio, and internet. It is the second largest evening paper in the country and the top in Zhejiang Province.

Ms. Xu Yin, Editor for Fospel
Circ: 113,000
This publication is focused on high-end and luxury consumers with targeted distribution in more than 18 cities. It operates on a database distribution method to reach intended audiences.

Mr. Song GuanHua, Travel Blogger
Followers: 443,976
Song Guanhua is a well-known photographer and travel writer who has published three travel books and has more than 5 million visits to his blog. He has traveled extensively in China as well as the U.S., France, Italy, Switzerland, and more. He appreciates all of the experiences from traveling and shares his experiences, feelings, and thoughts with followers through photos and words.

Ms. Want WenJuan, Editor at Business & Luxury Travel Magazine
Circ: 70,000
Business & Luxury Travel Magazine was established in 1984 and is sponsored by Hangzhou Daily group. The magazine has a circulation across the country and focuses on a combination of recreation and fashion with short introductions of tourist attractions and shopping. It publishes monthly, with each edition featuring 180 full color pages.

STAFF/DETAIL
Sunday, November 13, 9:00-10:30 am
Dragon Well Tea Retreat Center
No. 148, Shifeng Longjing, Hangzhou

Grant Thornton Pre-Reception Networking

EXECUTIVE SUMMARY

Staff Lead: Brian Connors, Executive Director, Michigan-China Innovation Center, connorsb@michiganchina.org, 517-455-6344

Purpose of Meeting/Event:
Attend a small networking session and have a group photo with a partner with the purpose of generating investment leads for Michigan.

Attendees:

Guest Name	Title	Company/Organization Name
TC Cai	Partner	Grant Thornton
Julia Qi	Manager	Grant Thornton
Wilson Zhang	Director	Grant Thornton
Forrest Wu	Director	Grant Thornton
Zengyu Chen	Manager	Grant Thornton
Xiaolin Gong	President	China Mergers&Acquisitions Association
Erina Tao	General Manager	Zillion Fortune
Chufang Shen	CEO	United Fund
David Chen	Chairman	AccuService Group Co.,Ltd
Jessica Xie	Vice President	Hylant Group
Zengjun Dang	General Manager	Zynp Corporation
Haidong Yang	Senior Director	Fosun Group
Liang Hong	Vice General Manager	Fosun Group
Jim Chen	Partner	Yunneng Investment
Peihao Shi	Chairman	Shanghai Yongli Belting Co., Ltd.
Yong Li	Director	Shanghai Yongli Belting Co., Ltd.
Zhiyin Gao	CEO	Highlight Vision Limited

RDS and whole Governor's delegation

Talking Points:

- Give quick welcome remarks to the group and network around the room.
- Thank them for being a dinner banquet partner.

Attire: Business (tie)
Photo: Group photo
Gift: None

BACKGROUND

We've asked Grant Thornton to identify clients who have an interest in making investments in the US and hope this session may generate some leads.

Grant Thornton
Grant Thornton is one of the world's leading organizations of independent audit, tax, and advisory firms, with more than 40,000 employees across more than 130 countries.

Established in 1981, Grant Thornton was one of China's first accounting firms, and among the first Chinese accounting firms to qualify to engage in securities business, futures, and financial audit work, in addition to audit work for large state-owned enterprises. It is also a PCAOB registered firm and has been awarded the H-Share license, which enables it to sign off audits of Chinese-incorporated companies that are listed in Hong Kong (which are known as 'H-Share companies').

Grant Thornton has a network of 23 offices throughout mainland China and Hong Kong with access to more than 200 partners and more than 4,000 professionals. It serves a broad base of clients including over 160 public companies, more than 3,000 stated-owned enterprises, private companies, and multinational companies.

STAFF/DETAIL

Sunday, November 13, 4:45-5:15 pm
JW Marriott Hangzhou, Meeting Rooms 7 and 8 (3rd floor)
28 Hu Shu South Road
Hangzhou, 310006, China

North American Auto Professionals Association Pre-Reception Networking, with Mr. SHEN Feng

EXECUTIVE SUMMARY

Staff Lead: Brian Connors, Executive Director, Michigan-China Innovation Center, connorsb@michiganchina.org, 517-455-6344

Purpose of Meeting/Event:
Short Network and group photo with a very influential group of Michigan loyalists working in the Chinese auto industry. Meet for the second time (last was at our Shanghai reception), Mr. Shen Feng, who RDS will give an award to during the ceremony that follows.

Attendees:
Mr. SHEN Feng ("Mr. Shun"), Head of Volvo China and President of North American Auto Professionals Association (in Shanghai)
HUANG Yong, Director of Chery-Jaguar Land Rover Automotive
Mr. Michael XU, General Manager of Shanghai Fourth Button Information Technology
CHEN Chaozhou, Director of Volvo Cars Technology
Ms. Claire YANG, General Manager of Beijing AuyoSye Information Technology
Ms. Michelle DU, General Manager of Minth Group
Tekla WEN, General Manager of Shanghai Chun Yi Culture Communication

RDS and Michigan Governor delegation

Talking Points:
- Give quick welcome remarks to the group and network around the room.
- Shen Feng is the VP at Volvo and the head of Volvo China. He recently became the president of the North American Auto Professionals Association.
- Thank them for their 'partnership' (sponsorship) of the dinner banquet.

Attire: Business (tie)
Photo: Group photo
Gift: None

BACKGROUND

The North American Auto Professionals Association is a Shanghai based association of auto professionals who have spent time in the industry in North America. The vast majority were expats in Michigan who have since returned to auto jobs in China. They love Michigan.

RDS has met Shen Feng before at a Governor's Michigan reception in Shanghai. He has agreed to be a speaker at the Auto Show and the U.S. China Auto Forum. Shen Feng is also putting on an annual event for his association that features Michigan and has invited everyone to come (B. Connors is planning to attend in Shanghai in late January).

STAFF/DETAIL

Sunday, November 13, 5:15-5:45 pm
JW Marriott Hangzhou, Meeting Rooms 9 and 10 (3rd floor)
28 Hu Shu South Road
Hangzhou, 310006, China

Michigan-Hangzhou Governor's Reception & Gala Dinner

EXECUTIVE SUMMARY

Staff Lead: Brian Connors, Executive Director, Michigan-China Innovation Center, connorsb@michiganchina.org, 517-455-6344

Purpose of Meeting/Event:
Mobilize and build relationships with current and future stakeholders doing business between Michigan and Zhejiang at a large banquet dinner with 200 guests organized by Michigan side, together with several sponsors.

Note: there are five sponsors of this event, but we're calling them "partners", not sponsors, as we recognize them

Key Attendees:
"Partner": Mr. Lu Weiding, CEO, Wanxiang (son of Chairman Lu)
"Partner": Mr. TC Cai, Partner, Grant Thornton
"Partner": Mr. Shen Feng, President of North American Automotive Professionals Association
"Partner": TBD, Lear China
"Partner": TBD, Visteon China
More on head table, TBD

Whole Michigan delegation, including half of the Michigan trade delegation

Event Line-by-line:
6:05 PM - 6:07 PM Governor Enters, Brian to emcee
6:07 PM - 6:17 PM Representative of Zhejang Province
6:17 PM - 6:30 PM RDS remarks & video
6:30 PM - 6:35 PM RDS Presentation of "Goodwill Ambassador Award" to Mr. Shen Feng ("Shun Fung") for his contributions to building ties between Michigan and China, as President of North American Automotive Professionals Association (based in Shanghai)
6:35 PM - 6:40 PM Wanxiang CEO, Lu Weiding Remarks
6:45 PM – 7:15 PM Dinner Served
7:15 PM RDS to depart dinner

Talking Points:
- Mention "partners" (actually sponsors, but they want to be called "partners"): Wanxiang ("Wahn-she-ong"), Grant Thornton, North American Auto Professionals Association, Lear, and Visteon.
- Zhejiang (Juh-gee-ong") is a very close economic partner with Michigan. It is the single biggest province of origin for investment in Michigan.
- Zhejiang is also a partner in Michigan's joint working group with the Zhejiang provincial Department of Commerce.
- Zhejiang is also a great automotive province, the home of Geely (top 10 auto maker and owner of Volvo) with countless major automotive suppliers.
- Updates on MCity, the American Center for Mobility, and the SMART Corridor. And Michigan-China Innovation Center.

Attire: Business (tie)
Photo: Group photo
Gift: Giving award to Mr. Shen Feng, as part of program

BACKGROUND

The feature of the dinner is Zhejiang province. We have invited mostly attendees from Zhejiang, although some will be traveling from outside areas including Shanghai.

Zhejiang province is a big source of investment because of the close links between Michigan and Zhejiang in the auto supply chain. Additionally, it has a very high proportion of privately owned companies which tend to be more dynamic and fast moving when it comes to making strategic investments.

B. Connors will staff RDS for toasting the sponsors.

STAFF/DETAIL

Sunday, November 13, 6:00-7:15 pm
JW Marriott Hangzhou, Grand Ballroom (3rd floor)
28 Hu Shu South Road
Hangzhou, 310006, China

Wanfeng Group Chair, Madam CHEN Ailian

EXECUTIVE SUMMARY

Staff Lead: Brian Connors, Executive Director, Michigan-China Innovation Center, connorsb@michiganchina.org, 517-455-6344

Purpose of Meeting/Event:
Meet Madam Chen who runs the family business and who has now become a major shareholder in Michigan with the two significant acquisitions of Paslin (robotics) and Meridian (magnesium). Encourage two additional investments in Michigan under consideration, which would be carried out through Wanfeng's two subsidiaries, run by her two sons. The first could be a greenfield aluminum wheel plant; the second could be a significant expansion of a robotics company.

Attendees:
Madam CHEN Ailian, Chair of Wanfeng Group ("Wahn-fung Group")
Additional members of Wanfeng team, TBD

RDS
Kevin Kerrigan
Brian Connors
Ning Shao
Courtney Henderson, Michigan-China Innovation Center
Shusheng Wang, Miller Canfield
Olivia Deng, Miller Canfield

Talking Points:

- Learn more about Chen's plans for the two companies and discuss ways that Michigan can help, particularly with the two possible expansions.
- Update on MCity, the American Center for Mobility, and the SMART Corridor.

Attire: Business (tie)
Photo: Photo at meeting
Gift: Wooden Pen in Wooden Box

BACKGROUND

Wanfeng is currently in a good position to investment more in Michigan. It has sent a group to Michigan twice to investigate opportunities for expansion. This is RDS' first time meeting Madam Chen. RDS did a recorded video message for the deal closing ceremony of the Paslin plant.

There are two companies underneath Wanfeng that are controlled by two different sons (Wanfeng Jinyuan and Wanfeng Auto). Wanfeng Auto acquired Meridian, which is a magnesium company with a major Michigan operation in Eaton Rapids. Wanfeng Jinyuan acquired Paslin, a robotics company. Paslin is considering a significant expansion of the robotics company. Wanfeng Auto is considering a greenfield aluminum wheels manufacturing facility (potentially similar in scale to CITIC Dicastal).

Wanfeng Group

Wanfeng Group manufactures and sells auto parts and equipment, including aluminum alloy wheels, motorcycle alloy wheels, and magnesium alloys. It also produces industrial robot automation systems, low pressure casting machines, gravity casting machines, various kinds of casting auxiliary equipment, and other products. The company also produces and sells hybrid vehicles and electric vehicle powertrain assembly systems, provides technical services and system control solutions, offers coating services, and manufactures lightweight metal components.

Investment

- Wanfeng Auto founded a subsidiary company called Wanfeng General Aviation in 2015. It plans to manufacture aircrafts, provide flight training, and build airports. In March 2016, the company signed an agreement to transfer technologies with Direct Fly, a Czech producer of ultra-light aircraft. Direct Fly will launch large-scale production in China and initially produce about 100 to 150 aircraft per year. Wanfeng Aviation will also build an aircraft

R&D center in the Czech Republic. Wanfeng began building an aviation town in Xinchang, Zhejiang in May 2016.

- In March 2016, Wanfeng Technology, a subsidiary of Wanfeng Auto that manufactures robotics, acquired Paslin Co., a Michigan-based auto supplier. Paslin was incorporated in 1937 and is based in Warren, Michigan. It designs, manufactures, and markets automated welding and assembly systems primarily to the automotive manufacturing industry worldwide (http://www.paslin.com/).
- In 2013, Wanfeng acquired Meridian Lightweight Technologies, a Canadian company that is the largest supplier of lightweight magnesium castings in the world. Meridian operates manufacturing locations in Strathroy, Ontario; Eaton Rapids, Michigan; Ramos Arizpe, Mexico; Sutton-in-Ashfield, United Kingdom; and Anting, Shanghai, China. Its customers include Tesla, Porsche, and Mercedes Benz. Since December 2013, Meridian Lightweight Technologies has operated as a subsidiary of Wanfeng Auto Holding Group (http://www.meridian-mag.com/).

CHEN Ailian



Chen Ailian, born in 1958, serves as the chair of the Wanfeng Group. She is the second wife of textile-equipment tycoon Wu Liangding. Wu is the chairman of Zhejiang Zhongbao Group. He split the business in 1982 into three independent enterprises. He kept control of the flagship, Zhejiang Zhongbao Corp., while his oldest son Wu Jie started a machinery maker now called Zhejiang Rifa Holding Group (Shenzhen-listed), and Chen Ailian started Zhejiang Wanfeng Auto Group.

STAFF/DETAIL

Sunday, November 13, 12:00-1:30 pm
JW Marriott Hangzhou, Cru Restaurant (1st floor)
28 Hu Shu South Road
Hangzhou, 310006, China

Chairman of Minth, SHI Jianhui

EXECUTIVE SUMMARY

Staff Lead: Brian Connors, Executive Director, Michigan-China Innovation Center, connorsb@michiganchina.org, 517-455-6344

Purpose of Meeting/Event:
Meet for the first time the recently appointed Chairman Shi (Chairman Chin, who we once met in Ann Arbor, is now 'Chairman Emeritus') and get an update on his plans for his current Michigan facilities. Get an update on his new office in Wixom. Also, try to explore whether Minth might consider a larger facility in Michigan in the medium term. – the company has considered consolidating operations into a Michigan headquarters and new North/Midwest manufacturing facility.

Attendees:
Mr. Shi Jianhui ("Chairman Shih"), Chairman of Minth
Joanne Zhai, Assistant to Chairman
Michelle Yan, Minth Staff

RDS
Kevin Kerrigan
Brian Connors
Courtney Henderson

Talking Points:

- Direct discussion to their operations and plans in North America
- Because the founder, Chairman Emeritus Chin, has bolder ambitions to make Minth an electric systems integrator and maybe EV player, update CEO on MCity, the American Center for Mobility, and the SMART Corridor.

Attire: Business (tie)
Photo: Photo at meeting
Gift: Michigan wood box with pen

BACKGROUND

Minth is building a major plating facility in Mexico and increasingly is facing pressure to move more of its production to Mexico. It still has a facility in East Tawas that has struggled somewhat and it recently moved its North American headquarters from Farmington Hills to Wixom. Minth is also considering another plant (potentially plating) in Indiana. It hasn't made any specific commitments there as of our last check in. Minth also recently acquired an electric motors company. Qin is rumored to have ambitions to become an electric vehicle systems producer, maybe even an electric vehicles producer. He is attempting to acquire companies that will advance this aim.

Minth
Minth Auto Parts Company began as a small factory on the outskirts of Ningbo in 1992. In 1997, the company organized its various branch companies into a single group company, Minth Group Limited, focusing on the exterior auto-parts of passenger vehicles in mainland China. In December 2005, Minth Group was listed on the Hong Kong Stock Exchange. Minth has since expanded to become a leading supplier in the design, manufacturing, and sales of body structural parts, trim, and decorative parts of passenger vehicles.

Minth provides products to many world-renowned international automakers. Together, Minth's customers represent 80 percent of the total global auto market share. By locating its production facilities in close proximity to its customers, Minth is able to immediately respond to customer demands. The group has established over 30 production facilities across China.

Minth has also been steadily stepping into the global market. It is constantly increasing its export sales globally and enhancing its R&D capabilities, with a team of 600 specialists. It has established sales and design centers in international

auto markets including Detroit, Tokyo, and Munich. It also has production facilities in the U.S., Thailand, and Mexico. Minth plans to expand into emerging markets such as India, Brazil, and Russia.

Minth's production facilities have introduced many advanced production lines and the processes include extrusion, co-extrusion, roll-forming, bending, stamping, injection, surface treatment (which includes plastic & metal painting), plating, chroming, anodizing, and more.



SHI Jianhui

Shi Jianhui is the Chairman and CEO of Minth. He has been involved in the Chinese auto-parts industry since 1993 and joined Minth in 1997. Mr. Shi has held a variety of positions in the company, including General Manager of Operations (leading both the domestic and international business departments), Head of the R&D Center, and Head of Human Resources. He graduated from Zhejiang University of Technology, where he majored in design and manufacturing, and obtained an EMBA from Cheung Kong Graduate School of Business in 2007.

STAFF/DETAIL

Sunday, November 13, 1:30-2:15 pm
JW Marriott Hangzhou, Meeting Room 7 (3rd floor)
28 Hu Shu South Road
Hangzhou, 310006, China

ZYNP General Manager, Dang Zengjun

EXECUTIVE SUMMARY

Staff Lead: Brian Connors, Executive Director, Michigan-China Innovation Center, connorsb@michiganchina.org, 517-455-6344

Purpose of Meeting/Event:
Meet senior leadership of an auto supplier and logistics company that has already made a substantial investment in Michigan, and encourage their further investments.

Attendees:
Mr. Dang Zengjun ("Mr. Dahng"), Chairman, ZYNP
Chairman's assistant
Rimma Tabakh, Partner, Grant Thornton
Julia Qi, China Practice Group, Grant Thornton

RDS
Kevin Kerrigan
Brian Connors
Courtney Henderson, Michigan-China Innovation Center

Talking Points:

- Discuss their possible plans to bring R&D and some production to Michigan
- Learn about the state of their business and plans, given the challenges facing traditional lower-tier components suppliers.

Attire: Business (tie)
Photo: Photo at meeting
Gift: Michigan wood box with pen

BACKGROUND

RDS has never met Mr. Dang before, but Frank Yang, of subsidiary Incodel, in Michigan, is a fixture at DCBA events, and has crossed paths with RDS.

In 2005, ZYNP's North American operations were founded in Romulus to provide supply chain management for Tier 2 suppliers. ZYNP USA currently has more than 30 employees (full time and part time), a 240,000 square foot warehouse, and might be interested in bringing production and R&D to Michigan as well.

In China, ZYNP manufactures a more traditional car part and is concerned that its market will shrink as the auto industry advances toward electric vehicles. It is interested in developing new products to support electric vehicles.

ZYNP, Romulus (http://www.zynp.com/engineering.html), received a Michigan Strategic Fund grant in July, 2013 to expand to a scale of 51 new jobs over several years, and a $9.1 million, expanded operations and added R&D center. Michigan beat Texas to secure this expansion.

ZYNP is a Tier One and Tier Two automotive supplier that manufactures cylinder liners, piston rings, and bearings for gasoline and diesel engines. ZYNP's China manufacturing operations are located in Mengzhou, Henan Province, and the company employs 3,500 personnel in China and North America.

STAFF/DETAIL

Sunday, November 13, 2:15-3:00 pm
JW Marriott Hangzhou, Meeting Room 8 (3rd floor)
28 Hu Shu South Road
Hangzhou, 310006, China

CEO of Quanxing (Chu-when Shing), HE Wenhua ("Mr. Huh")

EXECUTIVE SUMMARY

Staff Lead: Brian Connors, Executive Director, Michigan-China Innovation Center, connorsb@michiganchina.org, 517-455-6344

Purpose of Meeting/Event:
Persuade Quanxing to locate a 20-person facility in Michigan, for sales, R&D, and testing. The facility would be their first footprint in North America.

Attendees:
He Wenhua ("Huh"), CEO of Quanxing ("Chew-en-shing")
WANG Jianping, Quanxing General Manager of International Sales

RDS
Kevin Kerrigan
Brian Connors
Courtney Henderson, Michigan-China Innovation Center
Lianne Yan, Dickinson Wright

Talking Points:

- Learn details about their decision-making and thinking about the location
- Michigan's investment advantages
- Specific automotive programs: MCity, ACM, SMART Corridor, IACME/LIFT

Attire: Business (tie)
Photo: Photo at meeting
Gift: Wooden Pen in Wood Box

BACKGROUND

Quanxing Machining Group has been deciding on a location for its U.S. operations for the past year. It was considering Seattle and Detroit, and recently decided to incorporate in Michigan. However, they have not yet. Quanxing's U.S. location will focus on sales, R&D, and machine testing. It plans to hire 20 people.

Quanxing was established in July 2000. It develops and manufactures the steering systems of trucks, minibuses, and cars. The company assembles 3.2 million truck steering pumps and 30 million sets of steering systems annually, making it the largest steering system manufacturer in China.

The company uses ZF Steering Systems and other international advanced technology and equipment to manufacture domestic first-class steering system products.

Nexteer is an important customer. But so is PACCAR in Seattle, hence their dilemma.

STAFF/DETAIL

Sunday, November 13, 3:00-3:45 pm
JW Marriott Hangzhou, Meeting Room 7 (3rd floor)
28 Hu Shu South Road
Hangzhou, 310006, China

Wanxiang CEO, LU Weiding, Pre-Reception Meeting

EXECUTIVE SUMMARY

Staff Lead: Brian Connors, Executive Director, Michigan-China Innovation Center, connorsb@michiganchina.org, 517-455-6344

Purpose of Meeting/Event:
Prior to the dinner reception, meet briefly to reconnect with the CEO of Wanxiang, the son of Lu Guanqiu. Learn about Wanxiang's potential expansion plans in Michigan and the progress of the Karma and A123.

Attendees:
Mr. LU Weiding ("Mr. Lou"), CEO of Wanxiang ("Wan-she-ong")
Additional Wanxiang team members:

- Mr. Guan Dayuan
- Mr. Chen Jun
- Mr. Feng Limin
- Mr. Ping Jun
- Mr. Han Lingyu
- Mr. Wei Junyong
- Mr. Yuan Feng

RDS
Kevin Kerrigan
Brian Connors
Ning Shao
Courtney Henderson, Michigan-China Innovation Center

Talking Points:

- Inquire about the state of the Karma and A123 operations and ask if there is any way we can help.
- Send regards to his father who is being treated at the Mayo clinic in the U.S. for some ailment.
- Update on MCity, the American Center for Mobility, and the SMART Corridor.

Attire: Business (tie)
Photo: Group photo
Gift: None

BACKGROUND

RDS has met Mr. Lu during an earlier meeting.

The relaunch of Karma is the reincarnation of the old Fisker brand, which was acquired by Wanxiang. It has established a small R&D center in Troy.

Wanxiang Group
Founded in 1969, Wanxiang Group is a multinational automotive components manufacturing company headquartered in Hangzhou. It is one of the largest China-based automotive components companies.

Wanxiang America
Wangxiang America was established in 1994. The current headquarters is in Elgin, Illinois. Involved in automotive and industrial markets in the U.S., Wanxiang America is the source for all of Wanxiang Group/China's products in the United States. The American arm of the America-China Bridge Program, a unique program to give American companies an inside track when trading with China, is also based out of this office.

The President of Wanxiang America is Ni Pin, who is the husband of Lu Guanqiu's youngest daughter. He graduated from University of Kentucky with a PhD in economics. Ni started the company in 1994 with a $20,000 investment at the behest of Lu Guanqiu. Since then, Ni has turned that personal investment into a $4 billion company with interests in auto parts, real estate, and renewable energy. The company typically invests in distressed companies, then works to stabilize and grow the company, creating jobs along the way.

Wangxiang America has invested in more than 60 projects in the U.S. since 2010. The company also may have become the largest Chinese corporate investor in U.S. real estate. In 2014, Wanxiang America received U.S. bankruptcy court approval to buy the assets of Fisker Automotive, a manufacturer of plug-in hybrid sports cars that was declared bankrupt in November 2013. In 2012, Wanxiang America acquired A123 Systems, a bankrupt electric car battery maker with U.S. federal backing. Wanxiang eventually won approval to proceed from the Committee on Foreign Investment in the U.S.

Wanxiang America website: http://www.wanxiang.com/index.html



LU Guanqiu

Mr. Lu Guanqiu was born in 1945, and serves as the chairman of the Wanxiang Group. Mr. Lu was born in Yuhang, Hangzhou, into a peasant family. When he was 15 years old, he dropped out of school and became an ironsmith. In July 1969, he co-founded a factory with six other peasants, producing small agricultural machines. Lu later developed his factory into the present Wanxiang Group. It eventually became a large manufacturing conglomerate and a leading producer of automobile facilities and components.

Lu has a son and three daughters. His son Lu Weiding is the CEO of Wanxiang Group, and his daughters are in charge of Wanxiang's branches in Shanghai, Beijing, and the U.S.



LU Weiding

Mr. Lu Weiding was born in 1971, and serves as the CEO of Wanxiang Group. He is the son of Lu Guanqiu.

STAFF/DETAIL

Sunday, November 13, 5:45-6:05 pm
JW Marriott Hangzhou, VIP Lounge (3rd floor)
28 Hu Shu South Road
Hangzhou, 310006, China