Governor Rick Snyder
November 14, 2016
Daily Briefing

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November 14, 2016
Monday

All Day	**RDS - China Trip**
All Day	**FYI: Yeshiva Beth Yehudah Dinner -- Detroit**
12:00 AM - 12:00 AM	**FYI: RGA Annual Conference, Orlando** 
All Day	**Attire: Suit/Tie**
All Day	**FYI: Flags Half Staff for Former Legislators Earl Nelson and Jan Dolan**
All Day	**Hangzhou/Chongqing**
All Day	**Weather: 72°/58° and chance of rain**
8:00 AM - 8:40 AM	**RDS Time/Breakfast -- Hangzhou JW Marriott** Asian Bistro, 1st floor
8:40 AM - 9:00 AM	**Travel to Provincial People's Great Hall**
8:40 AM - 8:40 AM	**FYI - Lindsay to check group out -- Luggage needs to be to the lobby by 9 AM**
9:00 AM - 9:45 AM	**RDS - Meeting with Vice Governor of Zhejiang Province, Feng Fei -- No.1 VIP Room, 3rd floor, Provincial People's Great Hall, No. 9 Sheng Fu Road, West Lake District** Purpose: Courtesy meeting with leadership of a key partner province, both in terms of total investment dollars, and in terms of membership in our Joint Working Group with Ministry of Commerce. Our side has no new collaborations in mind, but see if they propose any. Attendees: Mr. FENG Fei (“Mr. Fung”), Vice Governor of Zhejiang (“Juh-gee-ong”) Additional Zhejiang officials Kevin Kerrigan Brian Connors Ning Shao Allison Scott Jamie Clover Adams Dave Lorenz Emily Guerrant Lindsay Kirchinger Weiwei Lu, MEDC Trade Katelyn Wilcox, MEDC Protocol Courtney Henderson, Michigan-China Innovation Center

Note: Photo at the end of the meeting

Gift: Wooden Pen

OPEN Press

Talking Points:

- Zhejiang 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 (a major auto maker) with countless major automotive suppliers.
- Give an update on the Michigan-China Innovation Center.
- Encourage Mr. Feng to come to the Detroit Auto Show.

Attachment: Briefing



Staff/Detail
POC: BConnors

9:45 AM - 10:05 AM **Travel to JW Marriot**

10:05 AM - 10:45 AM **RDS Time -- Hangzhou JW Marriot**

10:45 AM - 11:30 AM **RDS - Meeting with Zhang Lin, VP of Geely -- Meeting Room 7, 3rd Floor, JW Marriott**
Purpose: Get an update on Geely and Volvo from a company insider with strong Michigan ties. Inquire about the Geely brand investment plans in North America.

Attendees:
Mr. ZHANG Lin, Vice President of Geely (RDS met 8/28/15 at Geely HQ)

Kevin Kerrigan
Brian Connors

Note: Group photo at the end of the meeting

No Gift

CLOSED Press

Talking Points:

- Michigan's leadership: ACM, MCity, Smart Corridor
- Inquire about Geely's and Volvo's efforts in "intelligent connected vehicles"
- Good seeing Zhang Lin again after last year's meeting with Li Shufu. Ask whether he has returned to Michigan recently.

Attachment: Briefing



Staff/Detail
POC: BConnors

11:30 AM - 12:00 PM

RDS - Meeting with Nicigo -- Meeting Room 8, 3rd Floor, JW Marriott
Purpose: Learn more about the intentions of a privately-owned company that has recently visited Michigan to explore development options for its business.

Attendees:
Mr. HE Chongzhong (Mr. "Huh"), Founder and CEO of NICIGO
Additional Nicigo team members

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

Note: Photo at the end of meeting.

Gift: Wooden Pen

CLOSED Press

Talking Points:

- Update on MCity, the American Mobility Council, and SMART Corridor.
- Discuss questions and opportunities for collaboration.

Attachment: Briefing



Staff/Detail
POC: BConnors

12:00 PM - 1:30 PM

RDS - Lunch with Joyson / Key Safety Systems -- Room 401, Man Ho Club, 4th Floor, JW Marriott
Purpose: Meet the chairman for the first time to congratulate him on his recent acquisition of Key Safety Systems (KSS) and thank him for his recent expansion projects. Discuss possible further expansion projects.

Attendees:
Mr. Jeff WANG, Chairman of Joyson
TANG Yuxin, VP of Joyson
Greg Herald, President of KSS Passive Safety Division

Kevin Kerrigan
Brian Connors
Ning Shao
Shusheng WANG, Advisor, Governor's China Advisory Board and Partner, Miller Canfield

Note: Photo at the end of the meeting.

Gift: Wooden Pen

CLOSED Press

Talking Points:

- Congratulate Jeff on acquisition of KSS, and thank them for entering Michigan about 5 years ago (through a smaller acquisition)
- Thank Jeff for continuing to invest in their headquarters location in Sterling Heights
- Inquire about future expansions and how we can help

Attachment: Briefing



Staff/Detail
POC: BConnors

1:30 PM - 2:15 PM

Travel to Airport

3:45 PM - 6:25 PM

Flight to Chongqing -- DEPART: Hangzhou Terminal 3, CZ8190
Arrival: Terminal 2A

7:00 PM - 7:45 PM

Travel to Chongqing JW Marriott

7:05 PM - 7:15 PM

RDS – LIVE Radio interview with Steve Kelly and Rick Albin on WOOD 1300 AM -- By Phone
Market: Western Michigan and online at woodradio.com

Time in MI: 6:05 AM - 6:15 AM

RDS to call: 001-616-451-0566
Call right at 6:05, live within 1 to 2 minutes

Purpose: Opportunity to discuss the trade mission to China and the value these trips add to economic development in Michigan.

Possible Topics:

- China trade mission- 6th visit in 6 years.
- How trade missions impact business at home in Michigan
- Gordie Howe International Bridge RFP
- 2016 election reflections
- Legislative priorities during lame duck
- Flint recovery efforts

Recent Articles:
Mlive: Autonomous vehicle bills cruise to Gov. Rick Snyder's desk- http://www.mlive.com/news/index.ssf/2016/11/autonomous_vehicle_bills_head.html
Mlive: Gov. Snyder, Detroit mayor to travel to China to promote investment in Michigan- http://www.mlive.com/news/detroit/index.ssf/2016/11/gov_snyder_detroit_mayor_to_tr.html
AP: Snyder taking 6th trade trip to China, 1st with Duggan- http://www.wilx.com/content/news/Gov-Snyder-in-China-400773841.html
Windsor Star: Construction jobs, economic boost on horizon as Howe bridge moves forward- http://windsorstar.com/news/local-news/communities-on-both-sides-of-border-excited-howe-bridge-moves-forward
Protesters lead march against Trump in Detroit http://detne.ws/2fjXZxX
Snyder calls for unity amid anti-Trump protests http://detne.ws/2fKOqH4
Thousands march in 4th day of anti-Trump protests http://usat.ly/2fkTcwd

Last interview: 11/7/16 re: election

Contact: 001-616-451-0566; back-up- 001-616-262-0440 (Steve cell)

7:20 PM - 7:30 PM

RDS – LIVE Radio interview with Michael Patrick Shiels of Michigan's Big -- By Phone
Market: Statewide and online at http://www.mibigshow.com/
(Lansing, Grand Rapids, Kalamazoo, Big Rapids/Reed City, Muskegon, Traverse City/Charlevoix/Petoskey, Benton Harbor/St. Joseph, Cadillac, Mt. Pleasant)

Time in MI: 6:20 AM - 6:30 AM

RDS to call: 001-517-485-7925
Call right at 6:20, live within 1 minute

Purpose: Opportunity to discuss the trade mission to China and the value these trips add to economic development in Michigan.

Possible Topics:

- China trade mission- 6th visit in 6 years.
- How trade missions impact business at home in Michigan
- Gordie Howe International Bridge RFP
- 2016 election reflections
- Legislative priorities during lame duck
- Flint recovery efforts

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AP: Snyder taking 6th trade trip to China, 1st with Duggan- http://www.wilx.com/content/news/Gov-Snyder-in-China-400773841.html
Windsor Star: Construction jobs, economic boost on horizon as Howe bridge moves forward- http://windsorstar.com/news/local-news/communities-on-both-sides-of-border-excited-howe-bridge-moves-forward
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Snyder calls for unity amid anti-Trump protests http://detne.ws/2fKOqH4
Thousands march in 4th day of anti-Trump protests http://usat.ly/2fkTcwd

Last interview: 11/7/16 re: election

Contact: 001-517-485-7925; Back-up- 001-517-795-5547

7:35 PM - 7:45 PM

RDS – LIVE Radio interview with Paul W. Smith of WJR 760 AM -- By Phone
Market: Southeast Michigan and online at wjr.com

Time in MI: 6:35 AM - 6:45 AM

RDS to call: 001-313-875-4480
Call right at 6:35, live within 1 to 2 minutes

Purpose: Opportunity to discuss the trade mission to China and the value these trips add to economic development in Michigan.

Possible Topics:

- China trade mission- 6th visit in 6 years.
- How trade missions impact business at home in Michigan
- Gordie Howe International Bridge RFP

- 2016 election reflections
- Legislative priorities during lame duck
- Flint recovery efforts

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AP: Snyder taking 6th trade trip to China, 1st with Duggan- http://www.wilx.com/content/news/Gov-Snyder-in-China-400773841.html
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Snyder calls for unity amid anti-Trump protests http://detne.ws/2fKOqH4
Thousands march in 4th day of anti-Trump protests http://usat.ly/2fkTcwd

Last interview: 11/9/16 re: election

Contact: Studio: 001-313-875-4480; Back-up: 001-313-218-9508

8:00 PM - 9:00 PM **RDS - Delegation Dinner -- TBD**

9:30 PM - 9:30 PM **Overnight Chongqing JW Marriott -- No.235 Min Sheng Road, Yu Zhong District, Chongqing, 400010, China**

Zhejiang Vice Governor, FENG Fei

EXECUTIVE SUMMARY

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

Purpose of Meeting/Event:
Courtesy meeting with leadership of a key partner province, both in terms of total investment dollars, and in terms of membership in our Joint Working Group with Ministry of Commerce. Our side has no new collaborations in mind, but see if they propose any.

Attendees:
Mr. FENG Fei ("Mr. Fung"), Vice Governor of Zhejiang ("Juh-gee-ong")
Additional Zhejiang officials

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

Talking Points:

- Zhejiang 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 (a major auto maker) with countless major automotive suppliers.
- Give an update on the Michigan-China Innovation Center.
- Encourage Mr. Feng to come to the Detroit Auto Show.

Attire: Business (tie)
Photo: Group photo
Gift: Michigan wood box with pen

BACKGROUND

Zhejiang Companies with Michigan investments include:

- Wanxiang (owns A123 and several other plants)
- Wanfeng (owns Meridian and Paslin)
- CW Bearings (R&D facility)
- C&U Bearings (R&D and production)
- Joyson (owns Key Safety Systems)
- NBHX (owns former Sellner wood interiors, Grand Rapids)
- Tuopu (testing, in Oakland County)
- Shenglong (sales and engineering, Oakland County)

Vice Governor FENG Fei



Feng Fei is responsible for industry and informatization science and technology, intellectual property, and production safety in Zhejiang province. He is also in charge of the Economic and Information Technology Commission of Zhejiang Province (a bureau of small- and medium-sized enterprises in Zhejiang), the Department of Science and Technology of Zhejiang Province (also known as the Intellectual Property Office of Zhejiang Province), the Zhejiang Provincial Administration of Work Safety, and the Yangtze Delta Region Institute of Tsinghua University, Zhejiang. He serves as the liaison of the Zhejiang Provincial Government with the Association of Industry and Commerce of Zhejiang Province, the Association of Science and Technology of Zhejiang Province, the Zhejiang Provincial Administration of Communications, Zhejiang Tobacco Corporation, and the Association of Handicraft Industry of Zhejiang Province.

Feng Fei was born in December 1962 and holds a master's degree and a PhD in engineering. He entered the workforce in November 1991 and joined the Communist Party of China in July 1985.

Zhejiang

The province is traditionally known as the "Land of Fish and Rice". True to its name, rice is the main crop, followed by wheat; north Zhejiang is also a center of aquaculture in China, and the Zhoushan fishery is the largest fishery in the country. The main cash crops include jute and cotton, and the province also leads the provinces of China in tea production. (The renowned Longjing tea is a product of Hangzhou.) Zhejiang's towns have been known for handicraft production of goods such as silk, for which it is ranked second among the provinces. Its many market towns connect the cities with the countryside. As of 1832, the province was exporting silk, paper, fans, pencils, wine, dates, tea and "golden-flowered" hams. Ningbo, Wenzhou, Taizhou and Zhoushan are important commercial ports. The Hangzhou Bay Bridge between Haiyan County and Cixi, is the longest bridge over a continuous body of sea water in the world. Zhejiang's main manufacturing sectors are electromechanical industries, textiles, chemical industries, food, and construction materials. In recent years Zhejiang has followed its own development model, dubbed the "Zhejiang model", which is based on prioritizing and encouraging entrepreneurship, an emphasis on small businesses responsive to the whims of the market, large public investments into infrastructure, and the production of low-cost goods in bulk for both domestic consumption and export. As a result, Zhejiang has made itself one of the richest provinces, and the "Zhejiang spirit" has become something of a legend within China. However, some economists now worry that this model is not sustainable, in that it is inefficient and places unreasonable demands on raw materials and public utilities, and also a dead end, in that the myriad small businesses in Zhejiang producing cheap goods in bulk are unable to move to more sophisticated or technologically more advanced industries. The economic heart of Zhejiang is moving from North Zhejiang, centered on Hangzhou, southeastward to the region centered on Wenzhou and Taizhou. The per capita disposable income of urbanites in Zhejiang reached 24,611 yuan (US$3,603) in 2009, an annual real growth of 8.3%. The per capita pure income of rural residents stood at 10,007 yuan (US$1,465), a real growth of 8.1% year-on-year. Zhejiang's nominal GDP for 2011 was 3.20 trillion yuan (US$506 billion) with a per capita GDP of 44,335 yuan (US$6,490). In 2009, Zhejiang's primary, secondary, and tertiary industries were worth 116.2 billion yuan (US$17 billion), 1.1843 trillion yuan (US$173.4 billion), and 982.7 billion yuan (US$143.9 billion) respectively. Zhejiang has the 3rd largest provincial GDP.

STAFF/DETAIL

Monday, November 14, morning, 9:00-9:45 AM

No.1 VIP Room, 3rd floor, Provincial People's Great Hall, No. 9 Sheng Fu Road, West Lake District

Vice President of Geely, ZHANG Lin

EXECUTIVE SUMMARY

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

Purpose of Meeting/Event:
Get an update on Geely and Volvo from a company insider with strong Michigan ties. Inquire about the Geely brand investment plans in North America.

Attendees:
Mr. ZHANG Lin, Vice President of Geely

RDS
Kevin Kerrigan
Brian Connors

Talking Points:

- Michigan's leadership: ACM, MCity, Smart Corridor
- Inquire about Geely's and Volvo's efforts in "intelligent connected vehicles"
- Good seeing Zhang Lin again after last year's meeting with Li Shufu. Ask whether he has returned to Michigan recently.

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

BACKGROUND

RDS met Zhang Lin at last year's Geely meeting with Chairman Li Shufu.

Volvo, which is owned by Geely, has been one of the most aggressive companies in connected and autonomous vehicle technology. Geely also aspires to the same and this will be a good chance to learn about their progress. Regarding Volvo's recent expansion South Carolina, Michigan was never considered for that assembly plant by the Volvo team in Sweden, but we hope that Geely will consider making some investments in Michigan in the future.

Geely
Headquartered in Hangzhou, Geely has complete vehicle and powertrain manufacturing bases in Linhai, Ningbo, and Luqiao in Zhejiang province and in Lanzhou, Xiangtan, Jinan, and Chengdu. Geely has a DSI automatic transmission R&D center and manufacturing factory in Australia.

In March 2010, Geely signed a deal worth U.S. $1.8 billion to buy Volvo cars from Ford Motor Company. It was the largest foreign purchase by a Chinese car manufacturer. Li Shufu says he was already thinking about Volvo in 2002. He said, "I just felt that with Ford owning all these brands, at some point it could give us an opportunity to get one of them, and Volvo was my favorite."

According to an October article in Forbes, Geely will soon launch an "affordable premium" global brand, with cars initially available in the U.S. They will all be plug-in hybrid and hybrid electric vehicles.

Geely Automobile's new global brand, Lynk & Co., has picked Germany as its key target market in Europe. Lynk plans to start sales of its first model -- the 01 compact crossover developed with Volvo -- in Europe and the United States in 2018, a year after the brand is introduced in China. Lynk unveiled the 01 in Berlin last week. Senior Vice President Alain Visser said Berlin was a symbolic choice for the launch event because, "we want to show German competitors that our product has the technology and the quality of a German engineered vehicle." Visser said Germany will be one of Lynk's first and key priority markets.

Internet sales

Plans for the European launch in 2018 are not yet complete, but the brand plans to emphasize Internet sales. Lynk also plans to build up its network of retail stores while using Volvo's dealer network or independent dealers for repair services and spare parts. Research shows that 10 percent of European and U.S. customers are eager to buy their next car over the Internet, Visser said, but less than 1 percent actually do so in Europe. "Internet car sales in Europe will grow but we have to be realistic," Visser cautioned. "Buying a car is the second most important purchase in your life [after buying a house] and is not the same as buying a pair of shoes over the Internet." For that reason, Lynk will need company-owned dealerships that also can deliver cars that customers bought on the brand's website, he said. Lynk estimates it will need more than 500 company-owned outlets in Europe. "We plan a combination of retail stores, shopping-mall stores and pop-up stores, not traditional dealer buildings outside cities," Visser said.

Volvo tech

Lynk's 01 is based on a new platform developed by Geely and Volvo, dubbed the Compact Modular Architecture. Late next year, Volvo will introduce the XC40 compact crossover, its first model built on that platform. Lynk plans at least five models including a compact sedan, but the range could expand even more, Visser said. Lynk will offer a 1.5-liter three-cylinder engine, plus a 2.0-liter four-cylinder engine built in China under license from Volvo. Europe and the United States probably will get only green powertrain variants, including a hybrid and a plug-in hybrid. A full battery-electric model is expected in 2019. "In China we will also sell cars powered by a gasoline engine only," Visser said. "The strategy for Europe and the United States is to focus on hybrids and electric models, but ultimately the customers will decide what they really want."

Connectivity

Geely's new brand was named Lynk to emphasize that its cars will offer a high level of connectivity. For example, owners might opt to earn money by sharing their vehicles with others when they do not need them. Lynk aims for annual global sales of 500,000 vehicles by 2022. The brand did not specify sales targets for Europe or the United States. Lynk says its cars will be priced competitively but declined to give details. It plans to keep prices low by offering a limited number of trim versions, rather than base models with a long list of options. Lynk parent Geely Automobile and Volvo Car Corp. are owned by China's Zhejiang Geely Holding Group.

STAFF/DETAIL

Monday, November 14, 10:45-11:30am
JW Marriott Hangzhou, Meeting Room 7 (3rd floor)
28 Hu Shu South Road
Hangzhou, 310006, China

Founder and CEO of NICIGO, Mr. HE Chongzhong ("Mr. Huh")

EXECUTIVE SUMMARY

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

Purpose of Meeting/Event:
Learn more about the intentions of a privately-owned company that has recently visited Michigan to explore development options for its business.

Attendees:
Mr. HE Chongzhong (Mr. "Huh"), Founder and CEO of NICIGO
Additional Nicigo team members

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

Talking Points:

- Discuss questions and opportunities for collaboration, raised by them, below
- Update on MCity, the American Mobility Council, and SMART Corridor.

Attire: Business (tie)
Photo: Group photo
Gift: Wooden Pen in Wooden Box

BACKGROUND

The company has submitted several topics for discussion:

- Nicigo is planning to establish an office in Michigan, can our team help?
- Nicigo is planning an R&D Center to develop autopilot, possibly in Michigan, are there any government supports we could make use of?
- Would we have any opportunities to cooperate with MCity?
- How can we connect with partners in our field in Michigan to collaborate?
- Nicigo is interested in providing Usage Based Insurance in the US market, are there policy supports for starting up such a business?
- As we understand it, insurance rates in Michigan are very high; is there some opportunity for us to cooperate with insurance companies in Michigan?

This is RDS' first meeting with NICIGO.

Mr. He (then an auto safety expert of Electric Auto Alliance and 863 Expert of National S&T Dept.) and a group of technical experts established Hangzhou NICIGO Technology Co., LTD in August 2014.

NICIGO's main product is N2 ADAS (Advanced Driver Assistance Systems), which is the world's first ADAS device with 4G feature. It's a significant telematics hardware for fleet management and Usage Based Insurance (UBI) provider. The device utilizes dual cameras and based on an artificial vision algorithm, N2 can detect vehicles, pedestrians, and lanes ahead. When the ADAS system detects potential collisions or lane departures, it will issue an alert to driver, allowing them to respond quickly.

NICIGO's target customers include the government, vehicle manufacturers, communications operators, drivers, insurance companies, fleets and Telematics Service Providers (TSPs).

HE Chongzhong



Mr. He Chongzhong, is the founder and CEO of Nicigo. He has visited Ford Motor Company, GM, and MCity twice.

STAFF/DETAIL

Monday, November 14, 11:30 am-12:00 pm
JW Marriott Hangzhou, Meeting Room 8 (3rd floor)
28 Hu Shu South Road
Hangzhou, 310006, China
Tel: 0571-85788888

Chairman of Joyson, Jeff WANG

EXECUTIVE SUMMARY

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

Purpose of Meeting/Event:
Meet the chairman for the first time to congratulate him on his recent acquisition of Key Safety Systems (KSS) and thank him for his recent expansion projects. Discuss possible further expansion projects.

Attendees:
Mr. Jeff WANG, Chairman of Joyson
TANG Yuxin, VP of Joyson
Greg Herald, President of KSS Passive Safety Division

RDS
Kevin Kerrigan
Brian Connors
Ning Shao
Shusheng WANG, Advisor, Governor's China Advisory Board and Partner, Miller Canfield

Talking Points:

- Congratulate Jeff on acquisition of KSS, and thank them for entering Michigan about 5 years ago (through a smaller acquisition)
- Thank Jeff for continuing to invest in their headquarters location in Sterling Heights
- Inquire about future expansions and how we can help

Attire: Business (tie)
Photo: Group photo
Gift: Wooden Pen in Wooden Box

BACKGROUND

Joyson recently acquired Key Safety Systems and is expanding its headquarters in Sterling Heights to accommodate the addition of 50 new professional positions related to R&D and engineering of auto components. The project will generate a total investment of $1.5 million, resulting in a $200,000 Michigan Business Development Program performance-based grant. Michigan was chosen over a competing site in Florida.

"Sterling Heights has been home to Key Safety Systems for 40 years, and they continue to be one of the City's best kept secrets. We couldn't be happier that they are continuing to invest in their headquarters location right here in Sterling Heights," said Sterling Heights Mayor Michael Taylor.

Key Safety Systems, Inc., headquartered in Sterling Heights, designs and manufactures advanced engineered safety products for global automotive and non-automotive markets.

This is RDS' first meeting with Mr. Wang.

Joyson

Founded in 2004, Ningbo Joyson Electronic Corporation (Joyson) is a leading global automotive supplier headquartered in Ningbo with group company facilities located throughout the Americas, Asia, and Europe. Joyson was listed on the Shanghai Stock Exchange in December 2011. Joyson develops and supplies high quality products and systems in the automotive electronics and automation, automotive component, and safety sectors. Its products include driver control systems, climate control systems, sensor systems, electronic control units, automated production lines, air intake systems, vehicle air management systems, windscreen washer systems, and rearview mirror systems.

In 2009, Joyson began to implement an M&A strategy as part of its efforts to upgrade product lines and acquire new technologies. The acquisition of Shanghai Huade started the expansion and integration of domestic product lines. The overseas acquisition of the Preh Group in Germany in 2011 brought the innovation and production quality of a

prestigious German automotive supplier with 95 years of history. With Joyson Electronics' market resources and financial strength, it is quickly expanding its global reach with a rapid upgrade in R&D and production capabilities. Joyson's customers include Volkswagen, General Motors, Ford, and BMW.

Investment

- In June 2016, Joyson expressed interest in acquiring embattled Japanese airbag supplier Takata.
- In 2016, Joyson acquired Key Safety Systems, a Michigan-based company that manufactures air-bags. The merger was completed in June 2016, making Joyson a global leader in the automotive supplier business with annual sales of over $3 billion and 20,000 employees worldwide. (http://www.keysafetyinc.com/)
- In 2014, Joyson Electronic acquired Quin GmbH, a German auto supplier that manufactures steering wheels, airbag covers, and other interior trim. Quin has locations in Germany, Poland, Romania, China, and Mexico. (http://www.quin-automotive.com/en/company/)
- In 2011, Joyson purchased German interior specialist Preh GmbH. The business continues to operate under the Preh name with headquarters in Bad Neustadt, Germany. (http://www.preh.com/en/)

Joyson Electronics website: http://en.joyson.cn/

Jeff WANG



Jeff Wang was born in 1970 and serves as the chairman of Joyson Electronic.

STAFF/DETAIL

Monday, November 14, 12:00-1:30 pm
JW Marriott Hangzhou, Man Ho Club, Room 401 (4th floor)
28 Hu Shu South Road
Hangzhou, 310006, China