



Foreign Affairs and  
International Trade Canada

Affaires étrangères et  
Commerce international Canada

Canada



## Doing Business in China's Aerospace Sector



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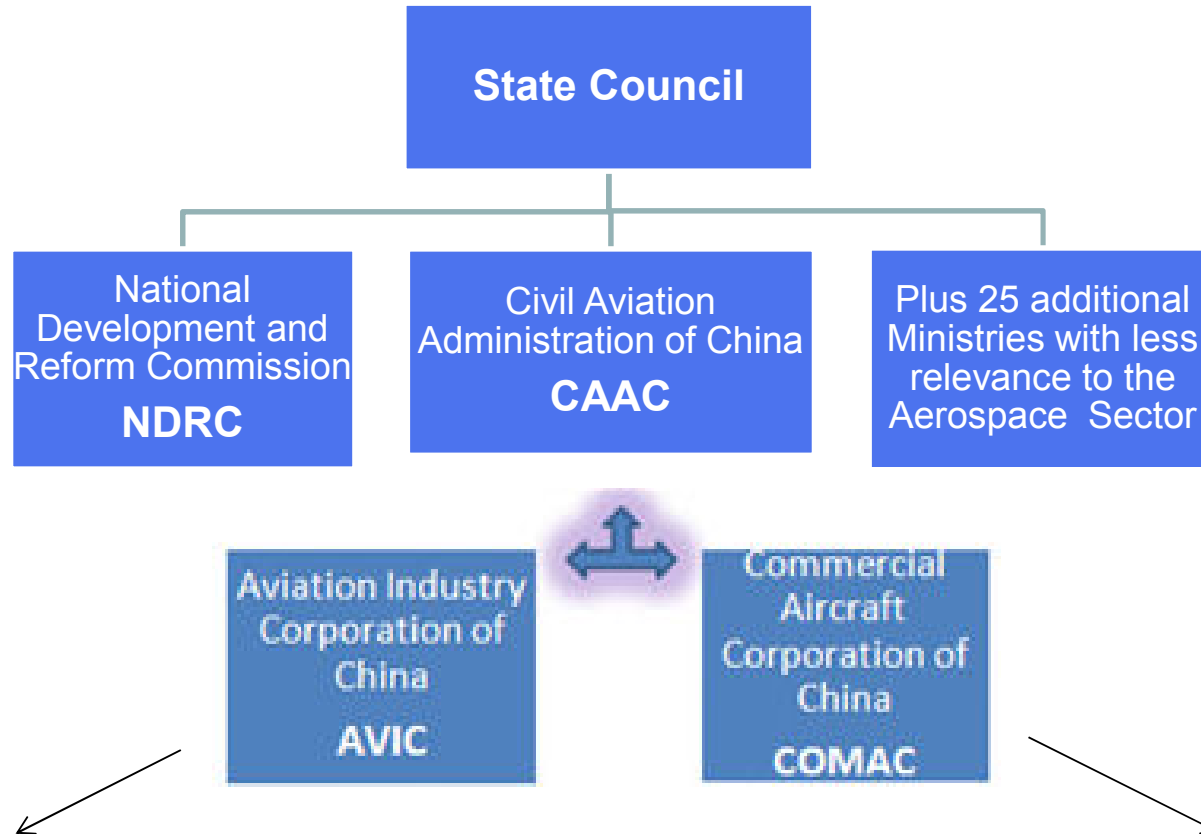
# Trade Commissioner Service

**We Offer...**

**...hands-on knowledge of China's Aerospace  
market and business environment, and  
...access to our network of business people and  
officials in China**



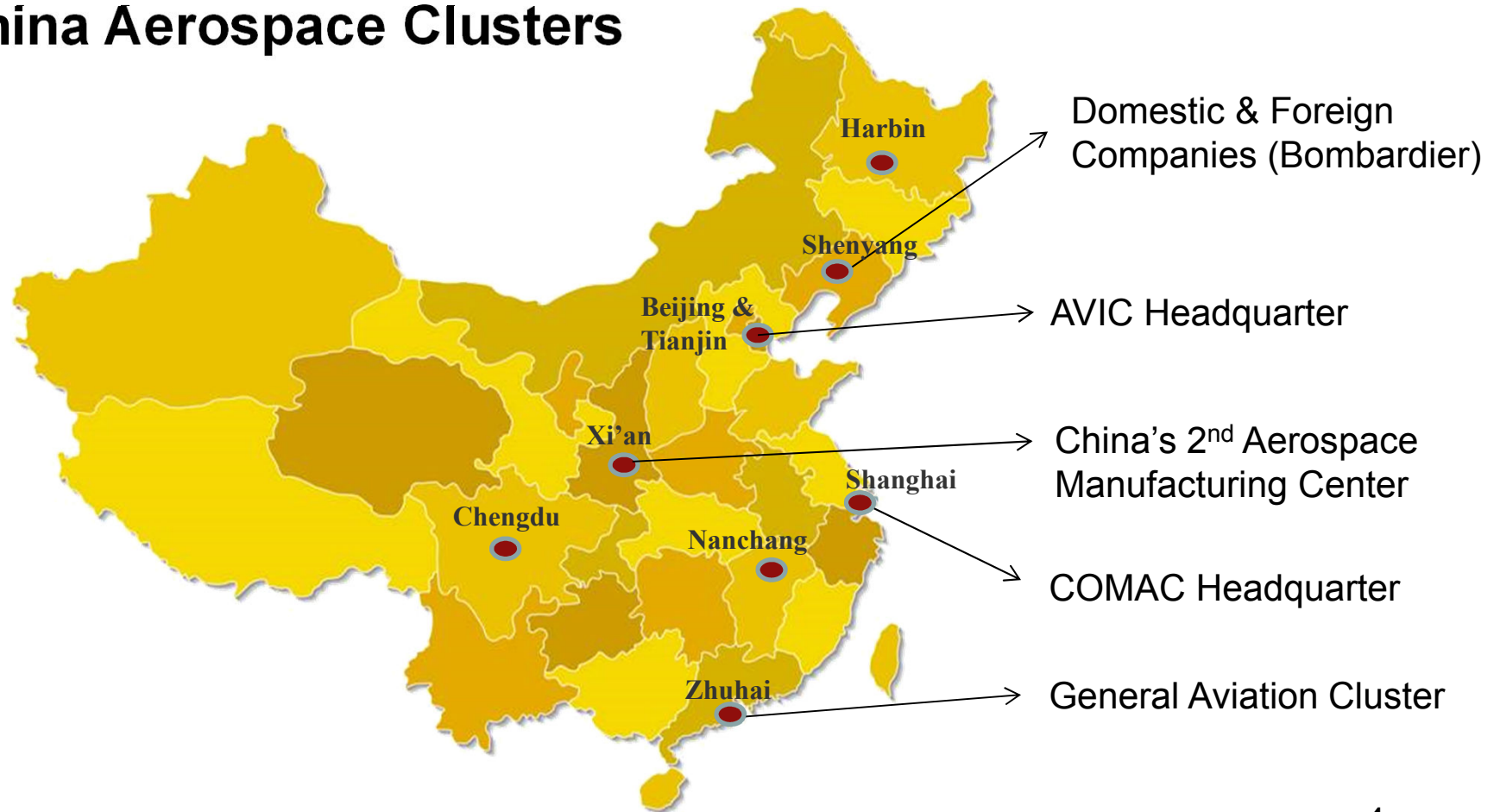
## China's Aerospace Structure



**200 subsidiaries//400,000 employees//10 Business units:** defense, transport aircraft, aviation engine, helicopters, avionics, general aviation aircraft, aviation R&D, flight test, trade & logistics, asset management.

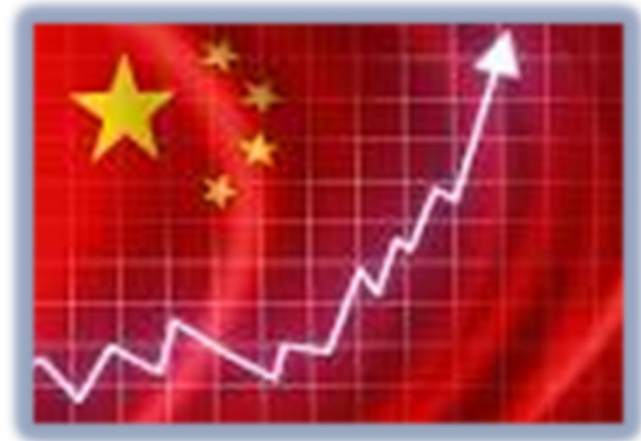
**New - 2008 // 15,000 employees// Focus:** Aircraft development, systems integration, marketing, customer service & certification

## China Aerospace Clusters



## Growing Aerospace Market

- ➔ 2nd largest aerospace market
- ➔ 7-11 % annual growth predicted for next 20 Years
- ➔ Chinese airlines expect to triple their fleets in the next 20 years, this represents roughly 5,000 new aircraft:
  - ➔ Large passenger aircraft 3400
  - ➔ 870 twin aisle aircraft
  - ➔ Regional jets 700
  - ➔ 600 Business Jets





# Opportunities

## Chinese Aircraft & Engine Development Programs



COMAC C919 156 to 180 seats



AVIC Commercial Engine

- Maintenance Repair & Overhaul (MRO)
- Pilot Training – China will need 17,000 commercial pilots by 2015
- Air Traffic Management, Aviation Services & Technology
- General Aviation

## Challenges

Canadian companies looking to do business in China should be aware of a number of challenges:

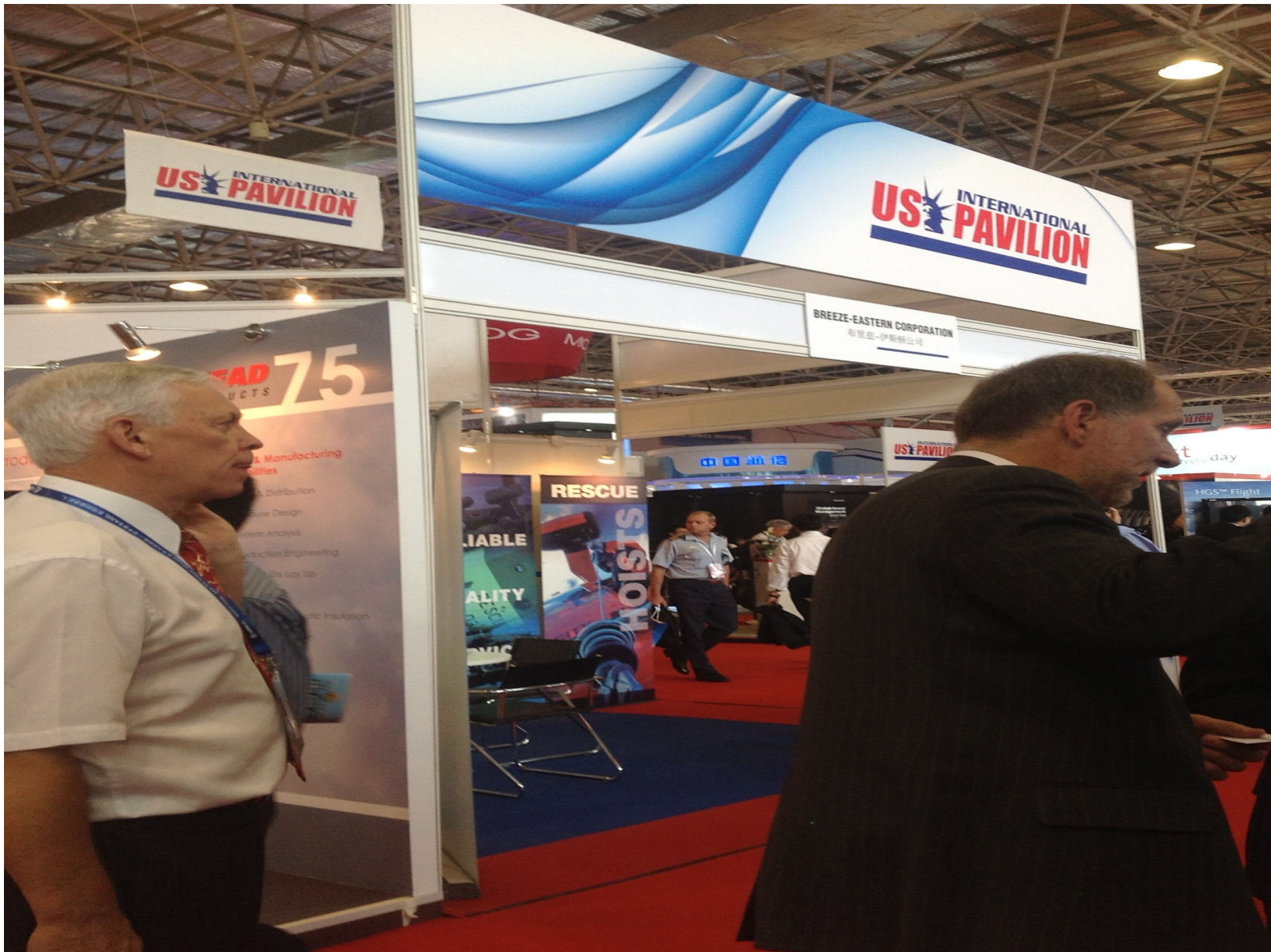
- Intellectual Property Rights
- State – Owned – Enterprises
- Chinese Government regulations
- Canada's Export Controls regulations
- Cultural Differences
- Competitive market place















# FRENCH AEROSPACE INDUSTRY



HUTCHINSON AEROSPACE

ELTA

SAINT GOBAIN SULLY

**HUTCHINSON**  
AEROSPACE  
Aerospace Solutions For the





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# AEROSPACE REVIEW





## Trade Commissioner Service

Our four main services:

- ➔ Assist with preparation for International Markets
- ➔ Assess your Market Potential
- ➔ Find Qualified Contacts
- ➔ Resolve Business Problems



## Major Aerospace Events

### In China:

“China will be the world’s next big driver for the world market in aviation”

**Beijing Aviation Expo, Sept. 2013**

**China Airshow November 2014 (Zhuhai)**

**China Mission Feb 2014**

### Outside China:

**Paris Airshow June 2013**

**Singapore Airshow Feb. 2014**



## China Aerospace Trade Commissioners

### **Embassy of Canada to China, Beijing**

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## Helpful Links

- ✈ Canadian Embassy in Beijing Email: [infocentrechina@international.gc.ca](mailto:infocentrechina@international.gc.ca)  
Website: [www.china.gc.ca](http://www.china.gc.ca)
- ✈ Foreign Affairs and International Trade Canada 125 Sussex Dr . Ottawa ,  
ON K1A 0G2 Website: [www.tradecommissioner.gc.ca](http://www.tradecommissioner.gc.ca)

### Useful Websites

- ✈ LinkedIn – Please see the [Trade Commissioner Service's LinkedIn](#) group:  
[Doing Business in China](#) and the [Doing Business in Global Aerospace Markets](#).
- ✈ Trade Commissioner Website : [Navigating the business environment](#) ,  
[Tips for business travellers](#), [Business etiquette](#)