



Sourcing from China: trends, risks, and solutions

Join us for this deep dive with on-the-ground experts into how China's manufacturing clusters have evolved, best practice when working with Chinese suppliers and OEM manufacturers, managing risk, and accessing support for engaging with Chinese suppliers at the Spring Canton Fair in April 2024.

- **Date:** 27 February 2024
- **Time:** 9:30 to 10:30 (GMT)

The latest Trade Barometer research from Santander UK showed that, of the 40% of businesses with supply chain operations in China, only 14% have plans to move away from China completely. This is compared to 62% who plan to merely reduce dependence in the future. At the same time, the British Chamber of Commerce in China sentiment survey, which covered 300 members and British companies, found that 'businesses are showing a slow return to optimism, with 46% positive about 2024 prospects.'

This reflects the reality of China's ongoing importance as a sourcing and manufacturing market for international businesses. Even in the era of China+1 supply chain diversification, understanding and navigating the complexities of sourcing and manufacturing in China continues to be vital for optimising production, ensuring efficiency, and securing a competitive edge.

To understand the current environment, join us and on-the-ground experts from Acclime, including Russell Brown OBE, Song Lin, and Gary Jiu, for this deep-dive event. They will explore how China's manufacturing industries have evolved in the context of supply chain diversification and how this impacts best practice when it comes to engaging with Chinese suppliers and OEM manufacturers. The session will provide you with insights across the end-to-end journey of working with suppliers and manufacturers in China, including how to:

- Assess and select suitable suppliers.
- Audit supplier creditability
- Manage price negotiation.
- Assure product quality.
- Ensure smooth delivery.
- Structure payment terms.
- Manage and optimise supplier relationships.
- Adapt to a 'China+1' sourcing strategy.
- Develop a China strategy.

Attendees will also get exclusive insights and access to support engaging with Chinese suppliers and manufacturers at the Spring Canton Fair in April 2024, the largest trade fair in China with representation from suppliers across most product categories.

We invite attendance from companies with both existing sourcing or manufacturing operations in China and those with ambitions to find manufacturers and suppliers to supply their business in the UK market.

Join us

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