

# **U.S. - China Business Exchange**

## **November 8-9, 2017**



## CEO Delegation Companies

### **Air Products (APD)**

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Partner: Yankuang Group Co., Ltd.

Air Products signed an agreement with Yankuang Group Co., Ltd. for a \$3.5 billion coal-to-syngas production facility to be built in Yulin City, Shaanxi Province, China. Under the agreement, Air Products and Shaanxi Future Energy Group Co., Ltd. (“SFEC”), a subsidiary of Yankuang Group, intend to form an Air Products majority-controlled joint venture company which would build, own and operate an air separation, gasification and syngas clean-up system to supply the SFEC site. The air separation units are expected to produce approximately 40,000 tons-per-day of oxygen to support the production of about 2.5 million nm<sup>3</sup>/hour of syngas. SFEC would supply coal, steam and power and receive syngas under a long-term, onsite contract. [Witnessed by President Trump and President Xi]

### **Alaska Gasline Development Corporation (AGDC)**

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Partners:

- China Petrochemical Corp (Sinopec)
- China Investment Corporation (CIC)
- Bank of China (BOC)

The State of Alaska, Alaska Gasline Development Corporation (AGDC), China Petrochemical Corp (Sinopec), China Investment Corporation (CIC), and Bank of China (BOC) signed a Joint Development Agreement to advance Alaska LNG. The deal, involving total investment of up to \$43 billion, will create up to 12,000 American jobs during construction, reduce the trade deficit between the United States and Asia by \$10 billion annually, and provide China with clean, reliable and affordable energy for generations.

[Witnessed by President Trump and President Xi]

### **Archer Daniels Midland Company (ADM)**

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Partner: COFCO Group

Archer Daniels Midland Company (ADM) and COFCO Group signed a Memorandum of Understanding for the export of U.S. soybeans into China.

### **Bell Helicopter**

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Partner: Reignwood

Bell and Reignwood signed an agreement under which Reignwood has agreed to purchase an additional 50 Bell 505s, act as the exclusive reseller for the Bell 505 in China and establish a Bell 505 delivery and maintenance center. The new contract follows previous purchase agreements signed earlier this year with Reignwood for 60 Bell 505s, totaling 110 Bell 505 aircraft. The value is estimated at least \$50 million.

[Witnessed by Secretary Ross and Vice Premier Wang Yang]

## **Boeing**

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Partner: China Aviation Supplies Holding Company (CASC)

Signed a General Terms Agreement with China Aviation Supplies Holding Company (CASC) for 300 aircraft valued at approximately \$38B. This includes 260 737's and 40 widebodies (777's and 787's). Agreement will be signed by Boeing Commercial Airplanes President and CEO Kevin McAllister and CASC Chairman Jia Baojun.  
[Witnessed by President Trump and President Xi]

## **Caterpillar**

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Partner: China Energy Investment Corp

Caterpillar Inc, and China Energy Investment Corp signed a five-year strategic cooperative framework agreement.  
[Witnessed by Secretary Ross and Vice Premier Wang Yang]

## **Cheniere Energy**

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Partner: China National Petroleum Corporation

Cheniere Energy and China National Petroleum Corporation signed a “Memorandum of Understanding on Long-term LNG Sale and Purchase Cooperation.” According to the MOU, Cheniere Energy and CNPC will continue in-depth discussions to strengthen cooperation on LNG export projects and the long-term LNG procurement cooperation between China and the U.S.  
[Witnessed by President Trump and President Xi]

## **Dais Analytic**

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Partner: Gouanrui (Beijing) Technology Co., Ltd

Dais and Gouanrui (Beijing) Technology Co., Ltd entered into a multi-year, royalty-bearing license agreement for Guoanrui to produce and use Dais’s Aqualyte nanomaterial in a certain Heating, Ventilation and Air-Conditioning (“HVAC”) product used that addresses the growing market and end-user needs of greater HVAC system efficiency, and healthy indoor air quality which also promotes better cognitive abilities. In a second signing event held in Beijing, the Shanghai Ridge Dam Energy Technology Co. Ltd. Company Limited, of Shanghai, China agreed to purchase ME305 NanoClear Membrane Evaporator units for two industrial waste water cleaning systems.

## **Delfin Midstream**

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Partner: China Gas Holdings

Delfin Midstream, developing the first floating facility to export U.S. natural gas, has sealed a memorandum of understanding for a 15-year sales deal with city gas distributor China Gas Holdings to supply 3 million tons a year of liquefied natural gas (LNG) from 2021. The \$8 billion LNG project will be located 50 miles off the coast of Louisiana.

## **The Digit Group, Inc.**

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Partner: Gateguard

Joint Venture agreement signed with Gateguard to form a Smart Cities Lab in Shanghai to develop urban safety and security solutions for China. Contract value \$100 Million

Partner: Foton

Joint Venture agreement signed with Foton to design, develop and manufacture the next generation EV and Autonomous Vehicles for mass transportation. Contract Value \$310 Million [Secretary Ross and Vice Premier Wang Yang]

Partner: HeDa Group

Contract signed with HeDa Group to Design, Build and Operate a Virtual Reality Theme Park in Qingdao, China. Contract value \$1.5 Billion [Secretary Ross and Vice Premier Wang Yang]

## **The Dow Chemical Company**

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Partner: Mobike

Dow and Mobike are signing a memorandum of understanding to develop a business model to deliver Dow's high-quality products and solutions to Mobike products and projects via a long-term strategic partnership and cooperation on the product and market level. The collaboration seeks to develop lighter-weight and more environmentally-friendly Mobikes that will consistently provide an enhanced riding experience. Dow and Mobike are working closely to develop materials for Mobike's bicycles which help reduce the weight, enhance durability and maximize the comfort for users. The MOU will incentivize new U.S. exports as Dow supplies polyurethane and other products to Mobike's development of next generation bicycles. [Witnessed by Secretary Ross and Vice Premier Wang Yang]

## **Drylet, LLC**

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Partner: Nanjing Hoyo Municipal Utilities Investment and Administration Group

Forming a joint venture to sell and commercialize Drylet's biocatalysts, which will continue to be produced in the U.S.A., for wastewater remediation and the elimination of biosolids sludge that is generating 200+ billion tons of waste annually in China. This transaction is expected to generate tens of millions of dollars in annual revenues in the PRC, addressing the remediation of sewage treatment plants, lakes, rivers and other public water projects, and through the process

HOYO will also join Drylet as an equity investor. In addition, the venture is expected to lead to HOYO expanding into the United States with its PPP models, including an initial \$100 million investment for water and wastewater treatment.

## **GE**

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Partner: Juneyao Airlines

Juneyao Airlines Orders GENx Engines for its B787 Fleet. Juneyao Airlines, a subsidiary of Juneyao Group, reached an agreement with GE for the order of GENx-1B engines to power its 10 Boeing 787-9 aircraft. The engine order is valued at US\$1.4 billion at list price and includes a 15-year TrueChoice™ Overhaul agreement with GE Aviation for the time and material to repair and overhaul these engines. The aircraft will be delivered starting in 2018. [President Trump and President Xi]

## **GE**

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Partner: ICBC

ICBC Leasing Orders CFM LEAP-1B Engines for its B737 MAX Fleet. ICBC Leasing, a wholly-owned subsidiary of ICBC Group, the largest commercial bank in the world, today reached an agreement with CFM International for the order of 80 LEAP-1B engines to power 40 Boeing 737 MAX aircraft. The engine order is valued at nearly US\$1.1 billion at list price. ICBC Leasing is scheduled to begin taking delivery in 2018. [President Trump and President Xi]

## **GE**

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Partner: China Datang Group

GE and China Datang Group (CDT) signed a framework agreement for energy partnership, setting the stage for future joint projects and commercial deals. Under the agreement, GE will supply CDT with gas turbines, gas turbine components, and steam turbine components as well as services and IoT solutions for Chinese domestic projects. The proposed projects are valued in total at approximately US\$1 billion.

[Witnessed by Secretary Ross and Vice Premier Wang Yang]

## **Goldman Sachs**

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Partner: China Investment Corporation (“CIC”)

Goldman Sachs and China Investment Corporation (“CIC”) press release announcing the establishment of the China-US Industrial Cooperation Partnership, L.P. (“Cooperation Fund”). The Cooperation Fund will target \$5 billion in commitments with a broad mandate to invest in American companies in the manufacturing, industrial, consumer and healthcare industries, among others, that have or can develop a material business connection to China. The Cooperation Fund is designed to enhance commercial linkages and promote market access for US firms in China and will seek to improve the balance of the US-China trade relationship.

[Witnessed by President Trump and President Xi]

## **Honeywell**

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Partner: Oriental Energy

Oriental Energy to collaborate with Honeywell UOP on PDH projects.

Honeywell UOP and Oriental Energy Co., Ltd. have signed a memorandum of understanding on the adoption of UOP's C3 Oleflex™ units in Oriental Energy's five new Propane Dehydrogenation (PDH) projects to help convert propane into propylene. The total propylene production capacity for those five projects combined will reach 3 million tons per year, helping Oriental Energy become the largest on-purpose PDH producer in the world.

Spring Airlines selects Honeywell technology for new Airbus A320neo fleet

China's Spring Airlines selected Honeywell's suite of advanced cockpit technologies and industry-leading auxiliary power units for its future fleet of Airbus A320neo aircrafts. The Honeywell technologies will save Spring Airlines money while enabling safer and more efficient flight operations. [Witnessed by Secretary Ross and Vice Premier Wang Yang]

## **I. M. Systems Group, Inc. (IMSG)**

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Partner: Civil Aviation Telecom Co., Ltd.

IMSG and Civil Aviation Telecom Co., Ltd. (CATC) signed an agreement with CATC to implement its Weather Support Subsystem for China's Civil Aviation Flight Operations Collaborative Decision Making System. This subsystem is a concrete step to enhance China's aviation weather forecast and service capabilities, providing timely and robust help to the nation's effort to reduce flight delays and diversion, thus increasing China's overall air traffic management efficiency and system capacity in the future.

[Witnessed by Secretary Ross and Vice Premier Wang Yang]

## **Qualcomm**

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Partners: Xiaomi, Oppo and Vivo

Qualcomm is honored to be part of this trade delegation, which showcases the importance of win-win business relationships between the United States and China. The Company has signed three non-binding MOUs with Xiaomi, Oppo and Vivo to purchase semiconductors with an aggregate value of approximately \$12 billion over the next three years.

[Witnessed by President Trump and President Xi]

## **SAS**

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Partners: Shenzhen Zhenghong Technology Co. Ltd.

SAS signed a cooperation agreement with Shenzhen Zhenghong Technology Co., Ltd to jointly establish a world-class “Big Data Innovation Center for Smart Manufacturing” in Shenzhen’s Longhua district, which is a milestone breakthrough in the promising Big Data market for both U.S. and Chinese enterprises, strengthening the foundation for further business development of Smart Manufacturing in both countries. Although the initial agreement will result in approximately \$2 million in first year revenues for SAS, it is expected that this agreement will generate substantial opportunities for big data analytic products and services, and revenues over the next several years. Based on this agreement, there will be over \$30 million in new revenue generated for big data analytics products and services within the next two years.

[Witnessed by Secretary Ross and Vice Premier Wang Yang]

## **Stine Seed China**

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Partner: Beijing W. Seed

Stine Seed is entering into a joint venture agreement with Beijing W. Seed to further strengthen Stine’s China presence. Stine Seed’s goal with this new joint venture is to be able to deliver high performing genetics to Chinese farmers faster. The initial investment is 10 million Chinese Renminbi (\$1.52 million), but the potential of this joint venture is tremendous.

[Witnessed by President Trump and President Xi]

## **TEREX**

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Partner: Xuzhou Handler

Terex Utilities and Xuzhou Handler Special Vehicles Co., Ltd. have signed a strategic letter of intent for Xuzhou Handler to purchase 5,000 units of insulated aerial devices from Terex over a five-year period, with a total value of more than USD 250 million. These products will enable and support the continuing improvement and ongoing adoption of live line work practices in the Chinese public utility sector.

[Witnessed by Secretary Ross and Vice Premier Wang Yang]

## **Thermo Fisher Scientific**

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Partners:

- Beijing Municipal Commission of Science and Technology, Tsinghua University
- Beijing Novogene Bioinformatics Technology Co., Ltd
- Innovent Biologics (Suzhou) Co., Ltd

Thermo Fisher Scientific Inc., the world leader in serving science, announced three strategic MOUs signed with several Chinese prestigious parties to boost the development of life science, in particular precision medicine, which eventually enables Chinese partners to cure patients in China. The total value of three deals is up to 35 million US dollars over the next 12 months.

[Witnessed by Secretary Ross and Vice Premier Wang Yang]

## **U.S. Soybean Export Council (USSEC)**

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Partner: China Chamber of Commerce for Import and Export of Foodstuffs, Native Produce and Animal By-products (CFNA)

On November 8th, 2017, USSEC signed a Letter of Intent with CFNA for ten Chinese soybean importers to purchase from ten U.S. soybean exporters, a total of 8 million metric tons of U.S. soybeans valued at 3.4 billion U.S. dollars within 2017/18 marketing year ended by August 31, 2018.

[Witnessed by Secretary Ross and Vice Premier Wang Yang]

## **Viroment**

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Partner: Hangzhou Iron and Steel

Viroment executed an agreement with Hangzhou Iron and Steel addressing textile and sewage sludges for over 800 plants in Zhenjiang Province in order to achieve regulatory compliance. The value of the agreement is \$800M and is expected to create 200 jobs in each country while creating over 800,000 metric tons of reuse water per day.

[Witnessed by Secretary Ross and Vice Premier Wang Yang]

## **Viroment**

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Partner: Guangye Guangdong Environmental Protection Group, Co, LTD.

Viroment executed an additional agreement addressing the recently tightened sewage sludge solids disposal requirements in South China with Guangye Guangdong Environmental Protection Group, Co, LTD. The deal value is \$100 million, with the expectation that together they will create at least 50 jobs in each country. The resulting project will result in lower disposal costs while providing the availability of over 100,000 metric tons of clean reuse water, significantly impacting the local draw on the fresh water grid.

[Witnessed by Secretary Ross and Vice Premier Wang Yang]

## **Westinghouse Electric Company**

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Partner: State Nuclear Power Technology Company (SNPTC) and subsidiaries - State Nuclear Power Engineering Corporation (SNPEC) and State Nuclear Power Automation & Engineering Company (SNPAS)

As part of the trade mission, Westinghouse Electric Company affirmed that it has signed contracts with State Nuclear Power Technology Company (SNPTC) and subsidiaries - State Nuclear Power Engineering Corporation (SNPEC) and State Nuclear Power Automation & Engineering Company (SNPAS), for six new AP1000 nuclear power plants to be built at Haiyang (Units 3 and 4), Sanmen (Units 3 and 4) and two plants at an additional site, Lufeng (Units 1 and 2), in China in the coming years.

## **Non-CEO Delegation Companies**

### **American Ethane Company**

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The contract signed between American Ethane and Nanshan Group is a 20-year, take or pay agreement for American Ethane to supply 2.5 million annual tons of liquid Ethane from its terminal Development on the U.S. Gulf Coast to Nanshan Group in China. The economic value of the gas sale will exceed \$25 billion, with several billion dollars of infrastructures built in the United States and China.

### **Ford**

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On November 9, Ford Trading Company LLC. & Ford Motor (China) Ltd. signed an agreement on the export of American-made Ford and Lincoln vehicles to China. Also on November 9, Ford Motor Company & Changan Ford Automobile Co. Ltd. signed an agreement on the export of American-made automotive components.

Ford Trading Company LLC and Ford Motor Company, together with their respective Chinese partners, have today confirmed an agreement to export nearly \$10 billion in vehicles and auto parts from North America to China over three years. The agreement increases exports from North America to China by 30,000 vehicles from 2017-2019, and includes vehicles such as Explorer, Mustang, Lincoln Continental and Lincoln MKC.

### **GM**

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GM Executive Vice President Matt Tsien and SAIC-GM President Wang Yongqing participated in the group signing ceremony between the U.S. and Chinese companies in Beijing on Nov. 9. GM and SAIC-GM signed an agreement on intended purchases of vehicles and components from the U.S. over the next three years. The total value of SAIC-GM's intended purchases of products from the U.S. over the next three years is \$2.2 billion.

### **Montana Stockgrowers**

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The Montana Stockgrowers signed an MOU with Jingdong Century Trade Company (JD.com) for a total of \$200 million. JD agreed to buy \$200 million in beef from Montana over a three-year period. Previous to signing this deals, the Foreign Agriculture Service (FAS) in Beijing helped JD.com source beef and pork products from the United States.

### **Smithfield Food Inc.**

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Smithfield Food Inc. signed an MOU with Jingdong Century Trade Company (JD.com) for a total of \$1 billion. JD agreed to buy \$1 billion in U.S. pork from Smithfield Foods, Inc. over a three-year period. Previous to signing these deals, the Foreign Agriculture Service (FAS) in Beijing helped JD.com source beef and pork products from the United States. In three years, JD will purchase a total quantity of 330,000 MT from Smithfield. In 2018, JD's new purchases from Smithfield will total \$200 million; in 2019, \$300 million; and in 2010, \$500 million. The main products included in this deal are fresh pork products. In addition, JD will invest up to \$100m in a beef packing plant in Montana.

## **West Virginia**

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The state of West Virginia has entered into a memorandum of understanding with Shenhua corporation, the largest energy company in the world. The project is for the development of shale gases into petro chemical industries within the state of West Virginia. The projects will total \$83 billion over the next 20 years and will have a significant positive impact on not only West Virginia but surrounding states as well.