

Internships in China

Intern2China – An Initiative by
the Benelux Chamber of Commerce

Benelux Chamber of Commerce in China

Wednesday 27 February 5-7:00 PM | Shanghai



Round of Introduction

- **General Manager:** Thomas Knoop
- **Commercial Director:** Jonathan Xu
- **Business Development:** Tjan Ho Lai
- **Business Operations:** Kim Steen



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1. Benelux Chamber of Commerce in China

Speaker: Tjan Ho Lai

荷比卢商会

An introduction 关于我们



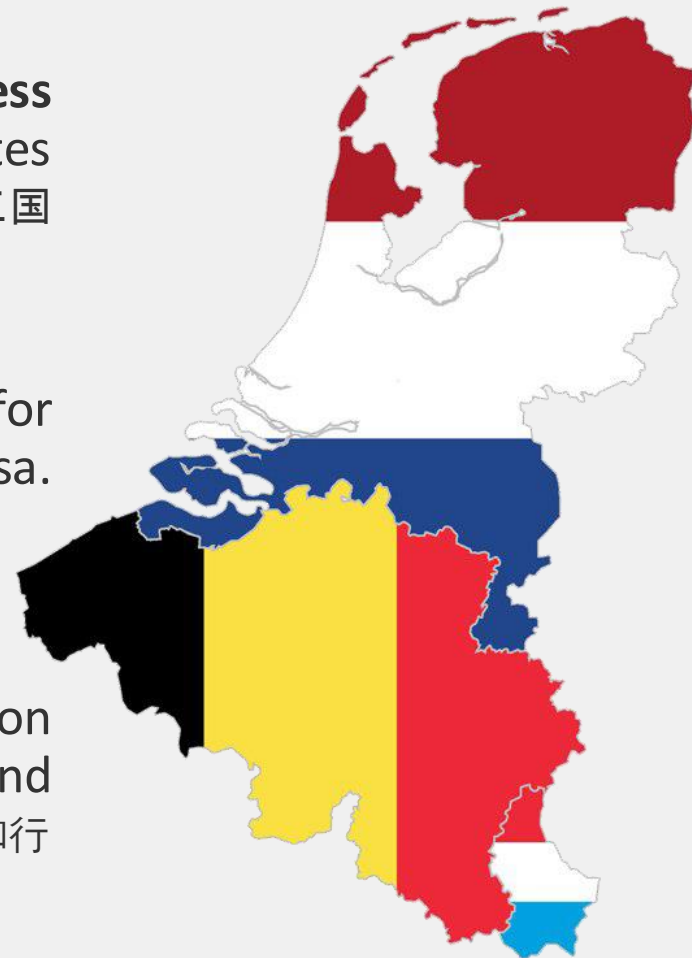
Supporting the Benelux business community

支持荷比卢经济联盟

The Benelux Chamber of Commerce in China is the official **Benelux business platform & community** in China, working closely with the 3 Consulates General. 在中国的荷比卢商会是荷比卢经济联盟在中国的官方商务平台和社群，与三国驻中国总领事馆紧密合作。

As a *non-profit* Chamber, we create **opportunities** to maximise benefits for organizations and professionals to **succeed and lead** in China and vice versa. 作为一家非营利性商会，我们最大限度创造机会，帮助企业和专业人士在中国利益最大化，取得成功并成为行业领头羊。

We **inform & connect** through events, we communicate relevant information & changes and we *promote the interests* of Benelux businesses, large and small. 我们通过组织各类活动与荷比卢商企、个人进行联结，我们传递相关行业资讯和行业趋势信息，推广荷比卢经济联盟大大小小的企业的利益。



Across Mainland China 我们在中国大陆的分布

Our 3 Chapters 3个办公室

North China 华北地区 | Beijing 北京

East China 华东地区 | Shanghai 上海

South China 华南地区 | Guangzhou 广州
(Pearl River Delta 珠三角地区)



The Chamber of Commerce's focus 我们的专注

Collaboration between people, organizations and opportunities to succeed and lead in China 联结个人/组织并紧密合作，在中国成功发展并引领行业

A strong tight-knit business **community** to exchange knowledge with peers 一个强盛且紧密团结的团体，会员同行之间可以相互交流经验



Organize **content**-driven events on a variety of topics to stay current on trends 组织主题多样内容驱动的活动，以紧跟商业趋势

Deepen the understanding of, and collaboration, with **China** (companies & individuals) to increase insights and opportunities 扩大与中国的合作，提供关于形式和挑战的最新观点

Our business community 我们的商业社群

500+ Benelux companies are based in the Yangzi River Delta

500+ 荷比卢企业位于长三角地区

Among them, 160+ are company members of the Benelux Chamber in Shanghai 其中上海地区成员企业160+家

Circa 20% of those companies are members of multiple Chapters (North / East / South China-PRD) 这些企业中约有20%是我们跨地区分会成员 (华北/华东/华南-珠三角)

We also connect with 5000+

Benelux university alumni in SH

在上海我们还与超过5000位毕业于荷比卢国家大学校友联结



Endorsed by the 3 Consulates General 三国总领事馆的大力支持



Pascal Buffin

Consul General of the
Kingdom of Belgium
比利时王国驻上海总领事



Consulate General of the Kingdom
of Belgium in Shanghai



Marjo Cromptvoets

Consul General of the Kingdom
of the Netherlands
荷兰王国驻上海总领事



Kingdom of the Netherlands



Tania Berchem

Consul General of the
Grand Duchy of Luxemburg
卢森堡大公国驻上海总领事



GRAND-DUCHÉ DE LUXEMBOURG
Consulat général à Shanghai



benelux 荷比卢商会
chamber of commerce in china

We offer access to 70+ events/year 每年70+场丰富多样的活动

Community 社群

- Gala dinner 年度晚宴
- Best of awards ceremony
商会年度颁奖晚宴

China 中国

- Outreach series 中西联结系列
- Trade missions 贸易代表团互访
- Economic outlook 经济全景展望

Collaboration 联结与合作

- Welcome back to business 秋季酒会
- CNY drinks 新年酒会
- Christmas dinner 圣诞晚宴
- Inter-Chamber mixers 多商会联合社交会

Content 内容

Gather knowledge from Experts 专家分享

- Legal Experts 法律
- Financial 金融
- HR 人力资源

Peer Platforms 同行交流

- Executive 管理层
- SME Entrepreneurial 中小企业
- Young professionals 职场新人
- CFO 首席财务官
- Technology 技术人才
- Job board 招聘平台



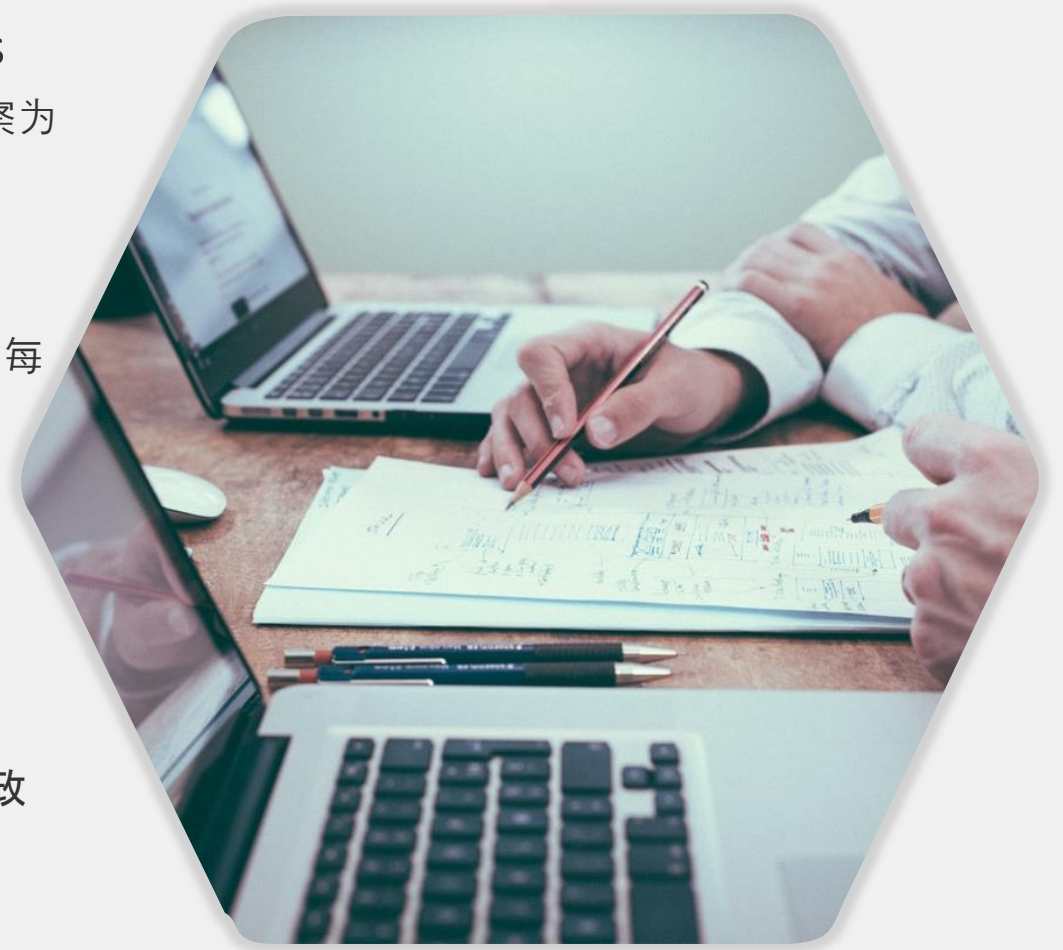
Provide insights in doing business in China 获得在中国经商的有效行业信息

70+ events per year, of which more than half focus on business insight 每年70多场活动，一半以上以商业洞察为主题

3 to 5 publications per year, consolidating knowledge that helps decisionmakers in China 我们每年在网站上发布3到5个由各类专家提供的行业报告

Publication examples 专业报告与交流

- Sino-Benelux Business Survey 中国-荷比卢商业调查
- CEO survey CEO调查
- HQ - subsidiary communications 总部 - 子公司交流
- Dialogue with SH municipal government departments 与上海政府部门的通气会



Instrumental to increasing member visibility 增加您的市场曝光度和品牌可见度



SOCIAL MEDIA



2200 Followers
2200 多个关注者



4200 Followers
4200 多个关注者



10.5k Newsletter recipients
10.5K多站内信接收人



WEBSITE



3 Websites
3个网站



3 Chapters in China
3个办公室



7.5k Website visits
超过7500次点击率



EVENT ATTENDANCE



4 Major events / year
4场大型商会活动/年



70 Business events / year
70 多场主题活动/年



2000 attendees / year
2000+ 活动参与者/年



Our community covers all industry sectors

我们的会员来自各行各业



CHEMICAL
化工



MEDICAL
& PHARMA
医药



BANKING
& FINANCE
银行和金融



LOGISTICS
& SUPPLY CHAIN
物流和供应量



LEGAL
& IP
法律&知识产权



SUSTAINABILITY
可持续发展



AGRICULTURE
农业



INDUSTRY
& TECHNOLOGY
工业和技术



MARKET INSIGHT
& STRATEGY
市场洞察和策略



TRADE COUNCIL
& LOCAL GOVERNMENT
贸易组织和国家机构



CONSUMER
GOODS
消费品



Industry Practice groups + Alumni

行业小组 + 荷比卢校友会



Design & Construction

设计与建筑

Architecture, Smart Cities, Real Estate,
Construction materials 建筑、智慧城市、房地产、
建筑材料



Agri&Horti/Flori-culture/Future Food

(设施)农业/花卉/未来食品

Agriculture/Horticulture/Floriculture, Future foods /
Alt. Protein, Food innovation, Plant based nutrition
农业/花卉/未来食品/替代蛋白质, 食品创新, 植物性
营养



Biotech/Medtech/High Tech 生物技术/医疗技术/高科技

Biotech clusters, High Tech center, Medical &
Analytical technology 生物技术集群, 高科技中心,
医疗与分析技术



Logistics, Shipping & Marine 物流、航运和海运

Road/Sea/Rail/Air logistics, Marine
services, Shipbuilding 公路/海运/铁路/空运物
流, 海事服务, 造船



Green Finance 绿色金融

Green investments, Fund management &
trading, banking 绿色投资, 基金管理与交易,
银行业



Benelux University Alumni 荷比卢三 国大学校友会 (留学归国人员)

All-university alumni events, Career Fair and
link with universities 各类校友会活动, 招聘会以
及与荷比卢大学的联结



A glance of our members per industry* 各行业会员代表

 <p>TRADE COUNCIL LOCAL GOVT.</p>						<p>FLANDERS INVESTMENT & TRADE</p>	
 <p>MEDICAL & SEMICON</p>							
 <p>BANKING & FINANCE</p>						<p>BANQUE INTERNATIONALE À LUXEMBOURG</p>	
 <p>SUSTAINABILITY & DESIGN</p>							
 <p>INDUSTRY & TECHNOLOGY</p>							
 <p>FOOD & BEVERAGE</p>							

A glance of our members per industry* 各行业会员代表

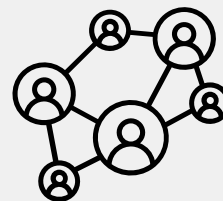
 <p>LEGAL & IP</p>						
 <p>CHEMICAL & PHARMA</p>						
 <p>AGRICULTURE</p>						
 <p>MARKET INSIGHT & STRATEGY</p>						
 <p>LOGISTICS & SUPPLY CHAIN</p>						

Member benefits 会员权益



Events 活动

- ✓ Be a speaker and share insight as market leader 成为发言人，分享观点和洞察
- ✓ Attendance at dedicated events and networking initiatives 参与主题活动和社交活动
- ✓ Priority invitation on themed events 热门活动的优先参与权



Connections 联结

- ✓ To all business partners among our members 与我们会员中潜在的商业伙伴联结
- ✓ To local and national administrations 与本土和国家政府机构联结
- ✓ To Benelux representatives of the governments and trade organizations 与荷比卢地区政府和贸易组织的代表们联结



Exposure 品牌知名度

- ✓ Article in our social media to welcome you with your name as a new member, your expertise, how to connect with you 通过我们的社交宣传渠道发布您的信息
- ✓ Any news that you would like us to share throughout the year 通过我们官方平台分享您的新闻
- ✓ All year round use of the Benelux Job Board 一整年免费使用我们的招聘平台

What our members say 成员公司如何评价我们



“The Benelux countries have a long history to be the European hub of trade, culture and innovation to the world. Today, this hub is again thriving with the rise of China. As a leading biotech innovator from the region with over 20 years in China, UCB is proud to support the Chamber to connect European and Chinese businesses and people through the Benelux hub to achieve greater success and prosperity. ”

“荷比卢三国长期以来一直是欧洲为世界提供贸易、文化和创新的中心。今天，随着中国的崛起，这个枢纽更加蓬勃发展。作为该地区领先的生物技术创新者，UCB在中国拥有20多年的经验，很自豪能够通过商会支持荷比卢经济联盟并联结欧洲和中国的企业和个人，以实现两地更大的成功和繁荣。”



Wu Xin, UCB 吴昕, 优时比公司
Former CEO, China 以前中国区总裁



What our members say 成员公司如何评价我们

“As Belgian-Chinese brand and innovation consultancy in Shanghai, the Benelux Chamber of Commerce in China has given us a great opportunity to extend our reach and visibility within its networks, both in China and back in Belgium. We have been able to engage in meaningful discussions with some of its members around their China operations leading to new business developments and opportunities. Events organized by the Benelux Chamber of Commerce continue to be a welcoming and great platform to network and share experiences.”

“作为一家设立在上海的比利时-中国品牌和创新咨询公司，荷比卢商会一直给予我们很大的机会来扩大我们的影响力，让我们更多接触中国和比利时的市场。我们通过商会，和一些会员有非常有意义的交流，并发展成新的业务关系。荷比卢商会组织的活动也一直是友好开放的社交和经验分享的平台。”

Jan Van Loon
Founder & CEO, White Caviar Commercial
Consulting Shanghai
创始人 & CEO, 瞰微（上海）商务咨询



Our membership structure 成为我们的会员

Membership Value 会员价值	Member Type 类型	Shanghai 上海	All China 中国
<ul style="list-style-type: none"> ✓ Latest view on China market and how Benelux companies are navigating the Chinese economy 关于中国市场的最新观察，以及荷比卢企业如何在中国发展 <ul style="list-style-type: none"> • From social media & newsletter 通过我们的社交平台 and 站内邮件 • Multiple official yearly publications 每年有针对性的发布 ✓ Get exposure for your company 增加您的知名度 <ul style="list-style-type: none"> • Member spotlight 成为会员首月专享的新会员介绍 • Share activities and news on the Chamber WeChat/newsletter/LinkedIn 在我们的微信公众号/站内信/领英等平台发布您公司的新闻 ✓ Find your talent through our Job Board 通过我们的招聘平台找到合适的人才 ✓ Make business contacts and share knowledge with peers 和其他商业人士达成业务联系并分享行业信息 <ul style="list-style-type: none"> • Several events per month, focusing on knowhow/regulation and networking 参加每月丰富活动并与相关产业人士取得联系 	Large Enterprise 大型企业 +500 employees worldwide	¥ 8,100	¥ 16,500
	Small & Medium Enterprise 中小型企业 10-500 employees worldwide	¥ 6,200	¥ 13,000
	Small/Micro Enterprise 小微企业 1-10 employees worldwide	¥ 3,000	n/a
	Overseas members 海外会员	¥ 5,200	n/a
	Individual members 个人会员	¥ 980	n/a
	Students 学生会员 • The exposure on our platforms depends on our publications calendar • New price list effective from the 1st January 2024	¥ 525	n/a

Join our national and regional sponsors

成为我们的国家和地区赞助商



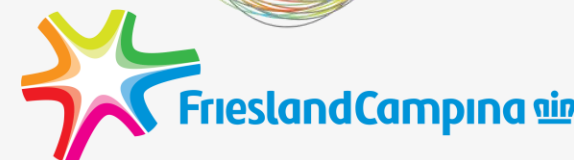
中荷产业园
Sino-Dutch Industrial Park



AkzoNobel



苏州高铁新城
SUZHOU HIGH-SPEED RAIL NEW TOWN



National Platinum
国家白金赞助商

Regional Gold
地区黄金赞助商

National Silver
国家白银赞助商



benelux 荷比卢商会
chamber of commerce in china

Our sponsorship offering 成为赞助商

	Platinum 白金		Gold 黄金		Silver 白银		Community 社团
Logo on promotion materials and in team email signature 在所有推广渠道和商会员工邮件签名中显示赞助商logo	Left or Top		Middle		Right or Bottom		-
Dedicated mailing and WeChat 邮件&微信公众号中的推广	National 2 per year 国家赞助商 每年2场	Regional 1 per year 地区赞助商每 年1场	National 1 per year 国家赞助商 每年1场	-	-	-	-
Sponsor dedicated event 定制活动数量							
Tailor made services 量身定制服务	2 times per year 每年两次		1 time per year 每年一次				
Best of Benelux Award sponsor 奖项赞助	1 st choice 第一选择		2 nd choice 第二选择		-		-
Regular event tickets 主题活动赠票	No limit, as needed 无数量限制, 按需赠票		10 tickets/year 每年10张赠票		-		-
Highlighted by speaker on our signature social events 大型社交活动时被主持人点名致谢	√		√		√		-
Advertising in social media & communication 社交媒体&其它宣传	√		√		√		√
Pricing* National 国家赞助商 *subject to 1% VAT	¥ 150,000		¥ 100,000		¥ 50,000		-
Pricing* Regional 地区赞助商	¥ 90,000		¥ 60,000		-		¥ 20,000

Benelux Chamber Team - Shanghai 我们的团队



Thomas Knoop

General Manager
thomas@bencham.org



Jian Lu

Deputy General Manager
jian@bencham.org



Jonathan Xu

Commercial Director
jonathan@bencham.org



Teresa Liu

Finance & Office Manager
teresa@bencham.org



Taylor Zhou

Event Manager (External)
taylor@bencham.org



Lucy van Eck

External Communication
lucy@bencham.org



Kim Steen

Business Operations
kim@bencham.org



Tjan Ho Lai

Business Development
tjan@bencham.org



Board of Directors (Executive Committee)



Karel Eloot
Chairman

McKinsey & Company



Bas Kreukniet
President

NTS China



Lucy Lei
External Relations

Eric Salmon & Partners



Tom Chen
Treasurer

CFL Flooring



Annie Tao
Secretary

ING Bank



Jacquélien Postigo Brussee
Marketing

Jibe

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For more info: <https://shanghai.bencham.org/>



2. Intern2China

Speaker: Jonathan Xu

What is the current situation?

- There is an inflow of **Benelux students** in Shanghai who are staying here for **6 months - 1 academic year**, who are seeking **general support** and **support to find an internship**. This number of incoming Benelux students is predicted to increase every year.
- We are connected to a network of Benelux students both in the Benelux and in Shanghai from various universities and universities of applied sciences.
- Our members have shown **great interest** in these young professionals BUT, our members find it difficult to find the right interns and they cannot easily provide an internship visa to the young professionals.
- According to the the Rules and Regulations of the PRC, foreign nationals (with exceptions for France, Singapore and Germany) **may only do an internship within the framework of an overseas study**. The intern **must have a Chinese university as a visa sponsor**. **The only correct visa for foreign nationals to do an internship in China is a student residence permit, marked with “Off Campus Internship”**.

A Comparison of Solutions

As mentioned in the previous slide, Benelux students can still do an internship in China while being registered at a Chinese university. But this brings a lot of **limitations and challenges**. **The most flexible, secure and safe way is “Intern2China”.**

CHINA ENROLLED STUDENTS (NON-INTERN2CHINA)

For Belgian, Dutch or Luxembourgish Nationals who participate in Existing Exchange Studies.

Short-Term Enrolled Student

X2 Visa to S2 Visa

- Benelux University & local company **need** to have a partnership with a local university.
- Students needs to be **in China** before the process can start.
- Student follows a certain amount of classes at a local university and decides to do an internship at a local company.
- **Not every local university supports this idea and might not approve.**
- The local university stays liable for the students' life.
- Max. duration of 180 days.

Long-Term Enrolled Student

X1 Visa to Student Residence Permit to Student Residence Permit with “Internship” in Description

- Benelux University & local company **need** to have an agreement with a local university.
- Student needs to be **in China** before the process can start.
- Student follows a certain amount of classes and does an internship, **made mandatory by the local university.**
- Local universities **are unaware of the right procedures.**
- The local university stays liable for the students' life.
- Max. duration of 6 months.

INTERN2CHINA STUDENTS

For all Nationals.

Language & Internship Program

Student will receive an Internship/Study Residence Permit

- Benelux universities are **not** bound to a partnership with a local university.
- Student can start the whole “Internship Permit” and process **abroad.**
- Students will be immersed in a **three-week Chinese language course** at our partner university ECNU.
- Students will have a **minimum of three months** availability for their internship.
- The Chamber is **aware** of the right procedures.
- Max. duration of 5 months (internship).

Our Solution

The 'Intern2China' Program



What this entails:

- **Full guidance** to finding and **securing** an internship position in China.
- **Full support** to our members and interns to attain the right visa.
- **Full practical** support to Benelux interns arriving in China, introducing housing, mental health wellness, transportation, tourism, life and the Chinese culture.

Benefits

- **Bridges** the friendship and collaboration between young professionals, the Benelux region, and China.
- **Help** Benelux and local companies in China to acquire young talent from the Benelux.
- **Teach** Benelux Young Professionals more about China & advance the further communication between Sino & Benelux Academics.
- **Fosters** the innovative development of the Benelux - Sino relations & supports more growth of business actions between the Benelux and China.
- **Pre-selected candidates and companies through the Benelux Chamber's Platform (matchmaking process).**

The Process

Connection	Confirmation	Coordination	Completion
<p>Step 1 Student in Benelux is interested in doing an internship in China, registers on intern2china.org, signs the matchmaking agreement and transfers the internship support fee.</p>	<p>Step 5 The student registers at East China Normal University for the "Intern2China" language course program.</p>	<p>Step 9 The Chamber will organize a "Survival Guide" webinar for all students.</p>	<p>Step 13 The student gets connected to the employer in Shanghai and finalizes the language courses.</p>
<p>Step 2 Intern gets connected to the Benelux Chamber staff through the Intern2China program.</p>	<p>Step 6 The student pays the university fee and receives the invitation letter from the university for visa application purposes.</p>	<p>Step 10 The student arrives in Shanghai and supports the entire relocation process (finding the right accommodation, SIM card, apps, etc.)</p>	<p>Step 14 The Chamber organizes a "Bootcamp Day" entails using WeChat, Alipay, Didi, Meituan, daily life. in China (see Bootcamp Day file for more info)</p>
<p>Step 3 Benelux Chamber finds potential internship places & conducts interviews with students/companies.</p>	<p>Step 7 The Chamber issues "Confirmation on Internship Acceptance" to student.</p>	<p>Step 11 The student registers at the International Office of ECNU and applies for a Internship/Study Residence Permit.</p>	<p>Step 15 The student starts his/her internship.</p>
<p>Step 4 Employer holds interviews with students & signs contract with student.</p>	<p>Step 8 The student applies for the X1 visa in his or her home country.</p>	<p>Step 12 The students receives the Internship/Study Residence Permit and starts the language courses (3 weeks).</p>	<p>Step 16 The student is ready to work, possessing basic skills on how to manage one's daily life in China.</p>

Costs Overview

The 'Intern2China' Program

Internship Support Fee – 350 EUR

- Intake interview with the Benelux Chamber of Commerce.
- Personalized matchmaking process, based on skills and industry interests.
- Airport pick up and assistance with finding an apartment, SIM card set up, apps, etc. (Benelux Bootcamp Day).
- Continuous support during the internship period (on demand).

University Fee – 11000 CNY

- Study/Internship Visa Sponsoring (not including visa application fees).
- Three weeks of Chinese language and culture courses.

Terms

- The Benelux Chamber of Commerce is **not liable** for any **cancellations** on the **Intern's** or **Employer's side**;
- Only companies who are **lawfully** registered in the People's Republic of China are eligible for this service;
- The Benelux Chamber of Commerce is in **no means** responsible for the management of the Intern;
- Any dispute regarding the labor contract between the Employer and the Intern is to be **solved between these 2 parties.**
- Participating in the “Benelux China Bootcamp Day” **is included in the internship support fee.**
- Employers are advised to prepare a minimum reimbursement of **100 RMB** per working day and a maximum of **200 RMB** per working day.

Stories of Success

Here are some highlights of candidates coming from different backgrounds.



Arthur

Intern at DaWo Law Firm in 2023
LLM in Law Student
Ghent University



Ditte & Esmee

Interns at Benelux Chamber in 2023-2024
MSc International Business Students
University of Groningen



Jeroen

Intern at Hamlet NV in 2024
BSc Creative Marketing Student
University College of Saxion

3. Application procedure

Speaker: Tjan Ho Lai

Register here:

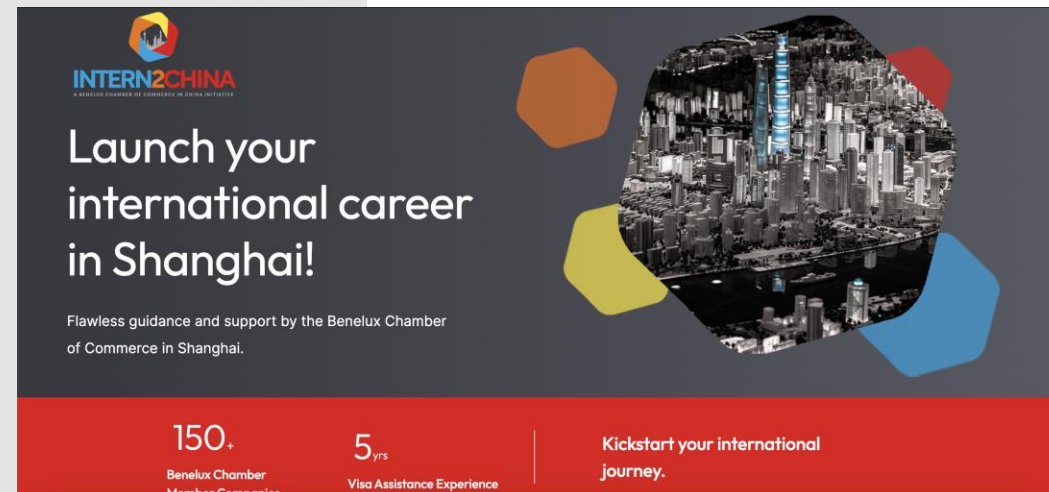
<https://crm.intern2china.org/>

For more info:

<https://intern2china.org/>



The screenshot shows the Intern2China portal. At the top, there is a navigation bar with the logo 'INTERN2CHINA' and the text 'A BENELUX CHAMBER OF COMMERCE IN CHINA INITIATIVE'. To the right, it says 'Guest User | Sign In'. Below the navigation bar, there are three buttons: 'Support Center Home', 'Open a New Ticket', and 'Check Ticket Status'. The main content area has a heading 'Welcome to the Intern2China portal' and two buttons: 'Open a New Ticket' (blue) and 'Check Ticket Status' (green). The text below the heading describes the program as a gateway to unparalleled internship opportunities in the world's second largest economy, offering transformative journeys in Shanghai, the Netherlands, and Luxembourg. It mentions that the program empowers students and professionals, providing invaluable skills and cultural insights. A paragraph states that the program uses an application system where every request is assigned a unique number for tracking progress and responses online. A link 'APPLY HERE!' is provided. At the bottom, there is a list of services: international career, visa assistance, professional matchmaking, Chinese training, cross-cultural experience, business development, Benelux companies, and global economy.



The banner features the Intern2China logo at the top left. The main text reads 'Launch your international career in Shanghai!'. Below this, it says 'Flawless guidance and support by the Benelux Chamber of Commerce in Shanghai.' The right side of the banner shows a stylized, colorful cityscape of Shanghai. At the bottom, there are three statistics: '150+ Benelux Chamber Member Companies', '5 yrs Visa Assistance Experience', and 'Kickstart your international journey.'

4. Testimonial

Speaker: Kim Steen

My Internship Experience in China



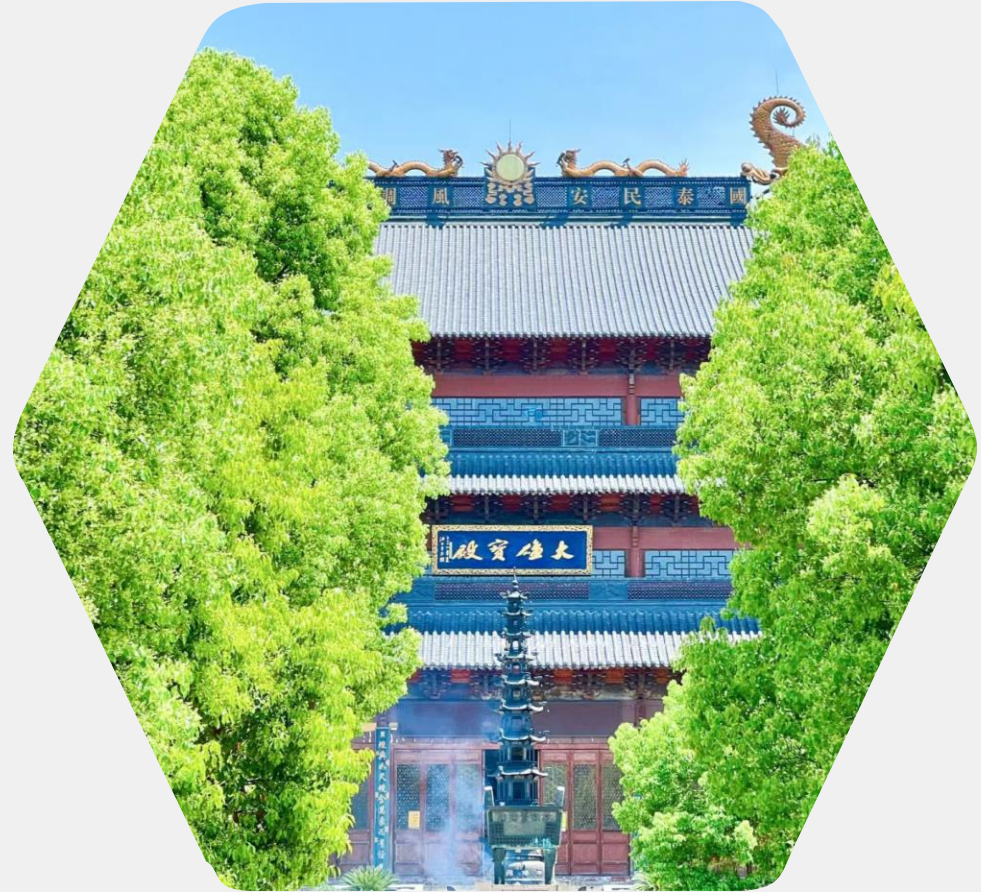
Kim Steen



**FLANDERS
INVESTMENT
& TRADE**

Seeking Balance and Growth

- Fast-growing economy
- Exposure to a dynamic market
- Chinese Culture



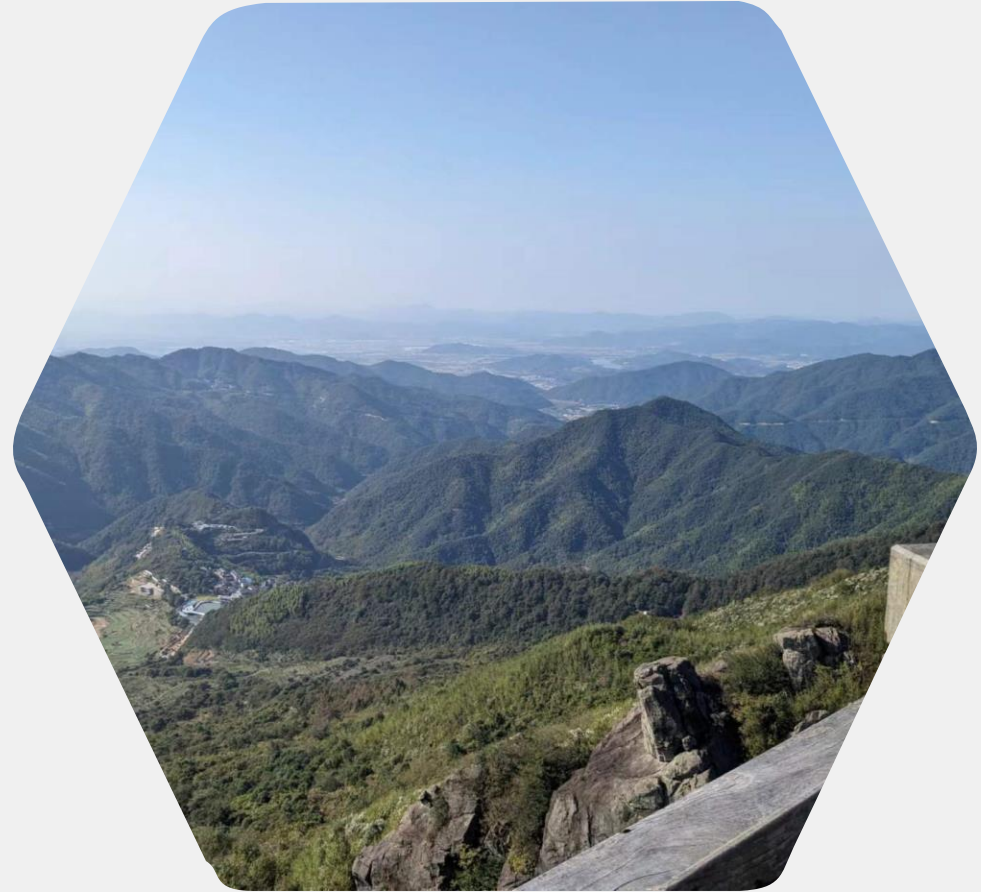
Rising like the Shanghai Skyline

- Market research
- Project management
- Cross-cultural communication
- Networking
- Personal growth



Some Mountains I had to Climb

- Visa challenges
- Language barrier
- Deadlines



Guided by New Horizons

Competitive advantage

- Global mindset
- International relations
- Adaptability and resilience

Personal advantage

- Cultural immersion
- Travel opportunities
- Personal reflection



5. Q&A

Speakers: Jonathan Xu, Tjan Ho Lai, Kim Steen

Important dates!

Date	Description
Deadline 15 December	Registration Intern2China Benelux Chamber of Commerce (Internship Support Fee 350 EUR)
Between 15 - 31 December	Matchmaking Internship member company through Benelux Chamber of Commerce
Deadline 31 December	Registration ECNU (Administration Fee 400 CNY)
Deadline - 15 January	Payment ECNU (University Fee 11.000 CNY)
Deadline - 17 February	Arrival Benelux student in Shanghai, China
Between 17 – 24 February	Relocation Process: 1 week hotel_– welcome, workshops & guidance, digital ecosystem, housing, transportation, mobile phone, do’s and don’ts
Between 24 Feb – 14 March	ECNU Program: Chinese language and culture course
Between 17 March – 17 July or 17 August	Internship at member company of Benelux Chamber of Commerce for 4 to 5 months
After Internship	Stay in touch as Alumni of Benelux Chamber!

Thank you for listening!