Opportunity is just a short hop to the other side of the world.

In today’s global economy, no country represents a bigger opportunity than China. Home to more than 1.3 billion people and numerous cities with populations over 5 million, China is the world’s largest exporter, as well as the third-largest importer of U.S. goods. While large corporations have established a presence here, it is a lesser known fact that many small- and medium-sized American enterprises are already active here, too.

Have you considered expansion to the China market, but new languages and unknown regulations have been a barrier to taking action? Thinking you need global experience and a global network to make an impression internationally? No problem. Use ours.

UPS is one of the world’s largest customs brokers. We know the ins and outs of getting your products to customers in China because we have been doing business there for nearly 30 years. More than 225 operating facilities, two state-of-the-art hubs and over 200 flights weekly can help you get closer to a growing customer base.

Every day, competition for buyers grows and their demands evolve. Let this guide be your playbook for expanding business in China. We can help you respond with the enhancements needed to compete effectively, especially across e-commerce and mobile capabilities — very important among younger buyers in China. Let us help you address buyer needs and optimize the customer experience to differentiate yourself in the marketplace, from all-important post-sales support to the latest 3D printing capabilities. By leveraging our global network, you can help control your costs, while meeting the demands of customers in China.

Country Facts

- **Capital:** Beijing
- **Population:** 1,379,302,771 (July 2017 est.)
- **Area:** 9,596,961 km² (about 3.7 million mi²)
- **Language:** Standard Chinese or Mandarin

Economy

- **Currency:** Renminbi (RMB)
- **GDP (2017 est.):** Purchasing Power Parity: $23.12 trillion
- **Exports:** $2.157 trillion (2017 est.)
- **Major Industries:** Electrical and other machinery, including data-processing equipment, apparel, radio telephone handsets, textiles, integrated circuits
- **Imports:** $1.731 trillion (2017 est.)

China is the third-largest importer of U.S. goods.

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UPS offers more delivery options to China than any other carrier. We have over 200 weekly flights to and from major business centers, like Chengdu, Qingdao, and Zhengzhou. Our strategically located, state-of-the-art hubs in Shenzhen and Shanghai enable faster transit times, while our 225+ operating facilities give us efficiency and expertise across the many provinces and time zones in China. Whether your shipping needs involve small packages, large freight, or anything in between, UPS has the options and logistics to get your shipments to and from the other side of the world.

### Customs Brokerage Network

UPS is one of the world’s largest customs brokers. Our expertise with China’s unique documentation and customs requirements may help to reduce the chance of potential delays and extra fees. We offer 24/7 customs services with commodity and security inspections, smooth entry into the country and wheels-up clearance procedures that begin before our planes even land.

Learn more about all UPS Customs Brokerage Network options [here](#).

### UPS Capital®

UPS Capital services offers a full range of financing and insurance options to help you operate with greater productivity and minimize risk when shipping from the U.S. to China. These options include:

**Cargo Insurance**

Offered through UPS Capital Insurance Agency, Inc., this option insures your goods in transit anywhere in China or the world, no matter how they move or where they are in your supply chain.

**Trade Credit Insurance**

Offered through UPS Capital Insurance Agency, Inc., this option enables you to grow your business in China safely while protecting you against customer insolvency, bankruptcy and political risk.

**Global Asset-Based Lending**

For customers with goods warehoused with UPS in China, this option provides you with working capital through a revolving line of credit secured by those warehoused goods and goods in transit.

Learn more about all UPS Capital options [here](#).

### Billing Options

<table>
<thead>
<tr>
<th>Bill Shipper</th>
<th>Bill Receiver</th>
<th>Bill Third Party</th>
<th>Split Duty and VAT</th>
</tr>
</thead>
<tbody>
<tr>
<td>✔️</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Calculate the times and costs for your shipping needs [here](#).
We stay one step ahead of our competitors, so that you can stay one step ahead of yours.

When it comes to express delivery, nothing is more valuable than time. Or shall we say, the lack thereof? With UPS, you get an expansive network that has more delivery options to China than other carriers. And we offer the speed that can help you get places faster to claim more of the market as your own. Our shipping tools and technologies were designed around our customers, in order to centralize control, cut costs and increase productivity. They allow you to keep track of shipments for full visibility inbound and outbound, so you can always perform at your best.

**UPS® Export Services to China** (as of June 2018)

<table>
<thead>
<tr>
<th>Transit Times</th>
<th>UPS Worldwide Express Plus®</th>
<th>UPS Worldwide Express®</th>
<th>UPS Worldwide Express Freight™</th>
<th>UPS Worldwide Saver™</th>
<th>UPS Worldwide Expedited®</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beijing</td>
<td>2 days — 9 a.m.</td>
<td>2 days — noon</td>
<td>5 days</td>
<td>4 days — end of day</td>
<td>4 days</td>
</tr>
<tr>
<td>Guangzhou</td>
<td>n/a</td>
<td>3 days — noon</td>
<td>5 days</td>
<td>3 days — end of day</td>
<td>4 days</td>
</tr>
<tr>
<td>Qingdao</td>
<td>n/a</td>
<td>n/a</td>
<td>4 days</td>
<td>4 days — end of day</td>
<td>4 days</td>
</tr>
<tr>
<td>Shanghai</td>
<td>3 days — 9 a.m.</td>
<td>3 days — noon</td>
<td>3 days</td>
<td>3 days — end of day</td>
<td>4 days</td>
</tr>
</tbody>
</table>

Saturday Delivery is available from United States to China. (Not available in all areas. Always check the international time in transit system for details of service availability within a country.) (Subject to Custom/CIQ clearance delays.)

**Calculate the times and costs for your shipping needs here**

Faster and more delivery options to China than other carriers.

But where we really stand out is in facilitating your ability to do business there:

- Our team and technology make it easy to plan, ship and import.
- Our export tools enable you to:
  - Find and manage harmonized tariff codes.
  - Calculate landed cost estimates.
  - Check compliance information.

What does this mean for you? Rely on UPS to get your items to the outer reaches of Qingdao as readily as we can get them to the inner reaches of Los Angeles.
China Guide: Regions & Industries

Everyone knows Guangzhou is to Silicon Valley as Zhengzhou is to Dubuque, Iowa, right?

China is nearly the size of the continental United States and Alaska combined and every bit as regional. Knowing which areas are strong in which industries is as important there as it is here. For example, you wouldn’t want to build semi-conductors in Jiangxi any more than you’d want to build corn silos in the middle of Nevada. To help you find customers best suited for your business and to develop export strategies, UPS has partnered with the U.S. Commercial Service (USCS). The USCS is the trade promotion arm of the U.S. Department of Commerce that can help a company like yours export and grow sales to new global markets. Additionally, our Contract Logistics facilities in China allow you to stage products and provide service closer to potential customers. Our experience in all industries, from industrial machinery to medical equipment, ensures that, no matter what your shipping needs are to or from China, UPS has a solution.

1. Sichuan: Inland Province Leader
- Attracting major infrastructure programs due to national stimulus.
- Getting more attention from investors looking to relocate operations from coastal provinces.
- Key cities: Chengdu, Deyang, Leshan, Mianyang, Nanchong.

2. Chongqing: Provincial-Level Municipality
- Economic center of Upstream Yangtze area and modern manufacturing hub.
- Competitor with Sichuan as gateway to western China.
- Key cities: Chongqing is one of four municipalities with province-level status, which is the highest level of classification for a city, signifying a powerful local economy.

3. Henan: Large Agricultural Producer
- Agriculturally geared province and is also a major producer of coal and aluminum.
- Relatively poor province with a population of over 100 million.
- Key cities: Nanyang, Sanmenxia, Xinyang, Zhengzhou.

4. Hubei: Hub for Central Provinces
- Manufacturing and distribution hub for nearby regions.
- The steel sector, a major contributor to GDP, is consolidating due to overcapacity.
- Key cities: Huangshi, Jingmen, Jingzhou, Wuhan, Yuezhang.

5. Hunan: Potential Manufacturing Hub
- One of the largest provinces in central China and potential manufacturing hub.
- Agriculture is still a major component of the economy.
- Key cities: Changde, Changsha, Hengyang, Yueyang, Zhuzhou.

6. Beijing: The Capital City
- Capital of China and the second largest in population after Shanghai.
- Home to the headquarters of most of China’s largest state-owned companies and a major hub for the national highway and rail networks.
- Key cities: Beijing is one of four municipalities with province-level status.

7. Tianjin: The Next Beijing
- Domestic demand-oriented, with high disposable income and sophisticated consumers.
- Relatively expensive labor and water.
- Key cities: Tianjin is also one of four municipalities with province-level status.

8. Shandong: Massive Consumer Market
- Second-largest province in China and a recipient of major government healthcare investment.
- Export economy closely tied to Japanese and Korean markets.
- Key cities: Jinan, Qingdao, Weifang, Yantai.

9. Jiangxi: Rich in Natural Resources
- Rich in minerals, with important copper and tungsten centers.
- Relatively poor province loses talent and capital investment to richer neighbors.
- Key cities: Ganzhou, Jingdezhen, Nanchang, Pingxiang.

10. Guangdong: Wealthy Manufacturing Hub
- Traditionally export-oriented, with major cities and a wealthy population.
- Manufacturers are seeking a shift to higher value-added production.
- Key cities: Dongguan, Foshan, Guangzhou, Shenzhen.

11. Liaoning: Revitalizing Economic Development
- Old industrial base in north China, with heavy equipment and machinery companies based in the province.
- Revitalized itself through development zones and incentives after being overshadowed by southern coastal cities.
- Key cities: Anshan, Benxi, Dalian, Panjin, Shenyang.

12. Jiangsu: Industrial Center
- Heavily dependent on industry, but growth has remained relatively strong.
- Robust growth might be short-lived, as exorbitant loan levels are not sustainable.
- Key cities: Huai’an, Nanjing, Suzhou, Wuxi, Xuzhou.

13. Shanghai: Center of Commerce
- The largest city in China by population.
- The world’s busiest container port and a major Chinese transport hub.
- Key cities: Shanghai is one of four municipalities with province-level status.

- Developing a regional energy production base and a major high-speed rail network.
- Proximity to Shanghai brings commercial benefits, such as back-office functions.
- Key cities: Hangzhou, Ningsho, Wenzhou, Zhouzhan.

15. Fujian: Gateway to Taiwan
- Major beneficiary of new regulations that open up the economy to Taiwanese investment.
- Among the wealthiest national provinces, but GDP per capita is lowest of coastal provinces.
- Key cities: Fuzhou, Nanping, Quanzhou, Xiamen.
Imagine trying to do business on Christmas, Thanksgiving or New Years Day. That’s what it’s like trying to get things done on the first few days of Chinese New Year. Falling roughly between January 21 and February 20 each year, Chinese New Year is a time to celebrate with good food and relatives. What it’s not a time to do is to be at work, ready to send or receive a shipment. So take a cue from your new Chinese colleagues, have a great meal, spend time with your family and save the important deliveries for the following week. Keep in mind that rest days are Sundays and official holidays.

A day that makes Cyber Monday look like a quaint little trip to the corner store.

The world’s biggest online shopping day has nothing to do with Christmas or the Monday after Thanksgiving. It comes about two weeks before, on November 11 (i.e., 11/11). Singles Day started in the 1990s as a celebration of bachelorhood in China and quickly evolved into a juggernaut for online retail. It generates about double the sales of Cyber Monday and leads to a boon in business and a swell in shipping needs, so be sure to plan accordingly.

In China, companies do not do business together. Human beings do.

As such, business relationships are not created overnight. They are instead shaped from building personal relationships, or what the Chinese call guanxi. While guanxi may seem time-consuming now, the thing to remember is that it’s not about the deal you make today. It’s about all the deals you will make together in the future. So a little extra time up front makes a stable and lasting relationship for years to come.

Knowledge: the true gateway into China.

Believe it or not, getting your products in and out of China is the easy part. The challenging part is understanding the Chinese culture enough to build lasting business relationships. Your primer on entering this market begins with a few insights on how business is done (and not done) in this uniquely cultured land.
What do jewel-encrusted slot machines and antique liquor paintings have in common?

Both are prohibited from being shipped into and out of China. And while these items may sound awfully obscure, there may be equally unique or even common items you don’t realize are restricted. But don’t worry, because when UPS is your logistics partner, our expertise is your expertise. Use the information below (including a list of restricted items) to get you started, but know that we are also available to answer any specific questions. So whether you need links to import forms or to verify if ceramic poodle flower planters are allowed in China (yes), we’re here to help.

Essential Paperwork

Select the links below to access the forms you need.

U.S. Export Forms: from the U.S. to China
- Commercial Invoice (See UPS Paperless® Invoice solution below)
- Packing List
- U.S. Certificate of Origin
- Electronic Export Information (for any one commodity line level with a value over $2,500 or for any licensable shipment at any value)

U.S. Import Forms: from China to the U.S.
- Commercial Invoice (See UPS Paperless® Invoice solution below)
- Packing List
- Waybill/Shipping Label
- Import Power of Attorney*
- Bonds

To learn more about how to complete these forms, download this detailed reference guide that provides step-by-step instructions.

Find or search all international forms here ➔

*Additional documentation may be required for specific commodities or shipment values.

UPS Paperless® Invoice

UPS Paperless® Invoice helps to simplify your paperwork. It allows you to integrate order and shipment processing electronically, and it helps reduce customs holds by streamlining the customs clearance process through transmitting information digitally.

Learn more about UPS Paperless® Invoice here ➔

Prohibited/Restricted Items

In addition to the commodities that UPS prohibits to all countries served, it is prohibited to ship the following commodities to China.

- Antiques
- Artwork
- Defense Articles/Commodities
- Used Electrical Equipment and Machinery
- Electronic Cigarettes
- Gambling Devices
- Guns and Firearms
- Jewelry
- Knives
- Military Equipment
- Personal Effects
- Plants
- All publications, promotion materials, printed matter and others that threaten the state security, social and political stability, or are pornographic are prohibited.
- Products Made in Iran
- Soil
- Toy Guns
- Weapons: miscellaneous other than guns or knives
- Biological Materials: China Inspection and Quarantine (CIQ) prohibits the following commodities into China: pathogens of plants and animals (including fungi and germina, etc.), pests and other hazardous life-forms—Relevant animals, plants, animal or plant products, and other quarantinable products from plant and animal disease epidemic areas—Animal corpus.

Access a complete list of prohibited items here ➔

Unique Customs Info

China Customs assesses and collects tariffs. Because the U.S. is a member of the WTO, imports from the United States are assessed at the Most-Favored Nation (MFN) rate.

Samples and Advertising Materials to China:
When the value of the shipment is equal to or less than 5,000 Chinese Yuan (RMB) and the total duty and tax amount does not exceed 50 Chinese Yuan (RMB), the shipment may enter the country duty and tax free.

Special Clearance Requirements:
- Embassy or Diplomatic Shipments (including letters and documents)
- Exhibition Goods
- Solid Wood Packing Material
- Temporary Imports (Exhibition)
- USDA Inspections
- WEEE (Waste Electrical and Electronic Equipment) and RoHS (Restriction of the use of certain Hazardous Substances)

Find details and search Special Clearance Requirements here ➔

Prepayment of Duties and Taxes Online

A new service for consignees of cross-border shipments to prepay duties and taxes online prior to delivery for any package that is cleared by UPS brokerage. This service is available from the U.S., or any export country, to China and 15 other destination countries when UPS is the broker.

Visit ups.com/international ➔ or call UPS International Customer Service at 1-800-782-7892.
Now that you're ready to expand your business into China, making it a reality is simple. The following tools, links and glossary will help enable you to get your products where they need to be when they need to be there: safely, efficiently and by the rules. From convenient online tools that can help streamline your import/export process to useful third-party links to relevant government resources, we are committed to taking any guesswork and uncertainty out of your foray into the Chinese market.

### Online Tools

Use the convenient links below to help you with your shipping needs.
- **Calculate Time and Cost**: Find delivery dates, time and shipping costs for UPS services.
- **Import/Export Country Regulations**: Find country-specific facts and requirements that may impact your international shipment.
- **Days of Operation**: Find UPS-observed holidays in China.
- **UPS Import Control**: Take control of your inbound international shipments.
- **UPS Paperless® Invoice**: Electronic commercial invoices speed data to customs.
- **UPS TradeAbility®**: A suite of Web-based tools to help manage and track international trade.
- **Flex® Global View**: Supply-chain visibility for enterprises with a global reach.
- **Quantum View Manage®**: Get up-to-date information about shipments you send, or those you’re expecting, from one Web-based tool that is easily customizable.

### Helpful Links

- **International Trade Administration**
- **U.S. Commercial Service: U.S. Offices**
- **U.S. Commercial Service: China**
- **China Council for the Promotion of International Trade (CCPIT)**
- **American Chamber of Commerce China (Amcham)**
- **U.S.-China Business Council**
- **China General Administration of Customs**
- **Doing Business in China — U.S. Commercial Service**

### UPS Cost Definitions

UPS offers a variety of billing options to fit your business:

**Options**
- Charges can be billed to the shipper, receiver or a third-party payor.
- Charges for international shipping typically include freight, duties and taxes.
- Customers using UPS's automated shipping systems can choose to have the shipping charges billed to one party and duties and taxes to another. Or, via the “Split Duty VAT” (SDV) option, customers can bill the freight and duty to one party and the tax/VAT to another.*

Here are just some of the many UPS international billing options you may choose from.
- Shipper pays shipping costs; receiver pays duties and taxes.
- Receiver pays all charges (also referred to as “Freight Collect”).
- Shipper pays all charges (also referred to as “Delivery Duty Paid” or “Free Domicile”).
- Shipper pays shipping charges; a third party (could be in another country) pays the duties and taxes.

Unless otherwise indicated, shipping charges are billed to the shipper’s UPS account number and the consignee or receiver pays duties and taxes.

**Note**: A “Duties and Tax Forwarding Surcharge”*** is applied whenever the shipper requests that the duties and taxes be billed to a payor outside the destination country. The third party’s UPS Account Number is required.

*The UPS paper waybill does not support the SDV billing option.

### Customs Clearance Classification

Use this glossary to understand how the items you ship are defined by China customs. This will help with a speedy clearance process for all your deliveries.

**Document Shipment**
A shipment generally containing written, typed or printed communication of no commercial value. Document shipments are usually considered non-dutiable shipments and generally do not require export documentation (commercial invoice, etc.). Use the **Country Regulations** tool to confirm your shipment to China is defined as a document.

**Non-Document/Dutiable**
Any commodity not meeting the document qualifications of China.

**Non-Dutiable**
Goods that, due to their nature and/or value, are considered exempt from customs duty, usually based on value, weight or quantity. The type of goods that are considered non-dutiable may vary by country.

**Samples**
A low-value commodity that essentially has no commercial value. For textile goods to qualify as a sample, they must be mutilated or marked to render them not suitable for commercial use.
China Guide: Success Stories

We were once known for boxes. Now we help our customers think outside them.

At UPS, our entire business is built around helping our customers succeed. From trade compliance expertise to integrating technology, UPS helps you find the right solution for your business needs. Here are just a few examples.

See more success stories here ➤

Artaic
It took a NASA scientist to figure out how to make cost-effective mosaics. But when it came to the rocket science of coordinating suppliers as far away as China, his company turned to UPS. Watch how Artaic found a solution as customized as their products.

Watch the success story here ➤

mophie
To fulfill an order of chargeable smartphone cases, it takes manufacturers from all over China. Bringing them all together, however, takes only one UPS® shipment. Learn how mophie worked with UPS to consolidate an otherwise complex distribution network.

Read the success story here ➤

4moms
When you build a company around making moms' lives easier, the last thing you need is a financing situation that makes yours harder. Learn how UPS Capital Cargo Finance enables 4moms to deliver to its paying customers before having to pay its suppliers in China.

Read the success story here ➤

Become your own future success story
Consider these leading sectors for U.S. export and investment in China:

Commercial Sectors
• Safety and Security
• Automotive
• Aviation
• Environmental Technology
• Education and Training
• Healthcare
• Travel and Tourism
• Information and Communication Technology
• Oil and Gas
• Green Building
• Rail and Urban Rail
1. Select an International Service
Now that you’ve familiarized yourself with the regulations in China, choose the UPS International shipping services that best fit your import and export needs, from guaranteed delivery times to destinations and more.

Choose an international service here ➔

Use the following additional links to help you make your decision:
- Calculate times and costs of specific services.
- Calculate landed costs using UPS TradeAbility® Tools.

2. Choose an International Billing Option
Different businesses have different billing needs. UPS international billing offers a variety of options to best fit the requirements of your specific business model.

Choose a billing option here ➔

3. Prepare Your Shipping Label
You are now ready to prepare your shipping label. Use the following UPS Internet Shipping link to complete labels, fill out forms and make your payments.

Fill out necessary forms and labels here ➔

4. Create Required Documentation
Now that you’ve selected your shipping and billing options, let UPS guide you through the process of filling out each of the required export or import forms you’ll need to get your shipment to its final destination.

5. Entrust It to Your Worldwide Delivery Partner
It’s time to let UPS handle it from here. You can either drop off your shipment to one of thousands of UPS locations, including The UPS Store® locations and Drop Boxes, or you can schedule a pick-up using UPS On-Call Pickup® service. We’ll gladly pick up all of your ground, air and international shipments for a single fee, regardless of how many packages you have.

Find a drop-off location here ➔
Schedule a pick-up here ➔

6. Check Your Shipment Status
Your shipment may have left your hands, but it hasn’t left your sight. Use your UPS package’s tracking number to access information about your shipment at any point in the delivery process. You can receive information online at ups.com, by email or through optional services.

Track your shipment here ➔
Learn about more ways to track here ➔

That’s all there is to it. And it will get easier every time you do it. Keep this guide as a reference, and thank you once again for choosing UPS as your global delivery and logistics partner.

Selling in China?
Reach 500 Million Customers with Alibaba
Ready to expand your online business to Chinese customers? Consider Alibaba — China’s largest online marketplace — with 500 million active shoppers. Unlike Amazon, Alibaba does not sell directly to consumers. Instead, it operates marketplaces that connect buyers and sellers, and sellers operate their own storefronts. It currently boasts 7,000 U.S. businesses, mostly large companies and big-name brands. But, Alibaba plans to increase that to more than 1 million U.S. businesses in the next five years. Learn more here ➔