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Note 1

8 April 2018

**Note of Meeting between First Minister and British Ambassador to China
Barbara Woodward
British Embassy, Beijing**

The First Minister (FM) and British Ambassador (BA) met at the start of the FM's visit so that the FM could outline her programme and receive a brief on China and current UK-China relations from the BA.

Note 2

Monday 9th April.

Note of Meeting between First Minister and Minister Chen, Ministry of Education, Beijing

Minister Chen welcomed the First Minister and thanked her for the support given to the visit of the (then) Vice Premier Liu last November (2017) to Scotland.

The Minister said there had been much progress since the last time the FM visited China. He said that the cooperation in the field of education between Scotland and China was increasing in scale, was of the highest quality and had the most potential for future development.

The First Minister agreed and was pleased to have met VP Liu during the successful people to people strategic dialogue held in Edinburgh last year.

FM told Minister Chen that on the Sunday she had arrived in Beijing she had met with the Confucius Institute for Scotland's Schools (CISS) scholars from Scotland who were currently taking part in a one year language immersive programme. She was struck by how quickly they had developed their language skills and their appreciation for Chinese culture. FM said their enthusiasm for learning about a new culture while having the opportunity to share their pride in their own culture with their Chinese counterparts illustrated the importance of meaningful people to people exchange and dialogue.

FM was pleased to note that around 9000 Chinese students were studying at Scottish universities. She highlighted the quantity and quality of R&D collaborations between Chinese and Scottish Universities in number of fields and was proud that 5 of our Scottish universities are ranked among the top 200 universities in the world.

The FM then introduced the representatives from the Scottish universities (Dundee, Glasgow, Aberdeen, St Andrews and Abertay) who had accompanied her to this meeting.

Minister Chen welcomed the delegation. He added that his priorities were to see more new collaborations between universities; to deepen existing co-operations and

partnerships with Scotland; to support more opportunities for young people to experience each other's cultures as well as to promote further collaboration on language teaching.

Minister Chen and the FM concluded the meeting by agreeing that the people to people collaboration particularly in the fields of education and culture were key not only to ensuring sustainable economic growth but also in underpinning meaningful and constructive diplomatic relations.

Note 3

Monday 9 April 2018

Note of Meeting between First Minister Nicola Sturgeon and Chinese Vice Premier Hu Chunhua

Chinese Leadership Compound, Beijing, People's Republic of China

- Vice Premier Hu Chunhua (VP) welcomed the First Minister to China and reflected on his recent successful visit to Edinburgh in 2016. The First Minister (FM) indicated she was pleased that the Scottish Government was able to host and expressed regret at being unable to meet him on that occasion.
- They both discussed the long standing friendship between Scotland and China, and how they can continue to develop this for the benefit of both nations and peoples.
- They also reflected on the recent announcement of a direct air route between Edinburgh and Beijing and the many opportunities that would bring to further strengthen relations.
- Key topics of discussion included on key areas of collaboration including trade and investment, education and culture and they committed to further cooperate in those areas.
- Both also reflected on recent successes in Sino-Scottish relations including the recent positive trade statistics for Scottish exports to China.
- They also discussed progress made since the First Minister last visited China in 2015 and the recent successful visit of former Vice Premier Liu Yandong to Edinburgh in December 2017.
- The FM also outlined her programme for the week and engagements she would be undertaking in Beijing, Shanghai and Hong Kong.
- The FM indicated that following on for her visit in 2015 where she discussed the importance of gender equality she would build on this by discussing the issue of children's rights at an event with UNICEF and the Chinese People's Association for Friendship with Foreign Countries the following day.
- She made clear that promoting equality and a respect for human rights and social values is a key part of Scotland and China's relationship.
- They finished the meeting by agreeing to commit to further cooperation in the key areas of trade and investment, education, tourism and culture with a commitment to deepening and broadening Scotland and China's relationship.

Note 4

Monday 9th April. Beijing.

Meeting with China National Petroleum Corporation (CNPC) - Vice Chairman.

The First Minister began the meeting by underlining the Scottish Government's support for CNPC's and Petro-China's (PC) [REDACTED]

The Vice Chairman (VC) gave an overview of CNPC and PC's operations across the world. [REDACTED]

The FM welcomed the visit and confirmed she would be glad to meet the delegation to discuss [REDACTED] opportunities in further investment in the North Sea.

[REDACTED]

Note 5

Monday 9th April. Beijing.

Meeting with China National Offshore Oil Corporation - Chairman Yang Hua

The Chairman welcomed the First Minister and began the meeting by giving a brief overview of CNOOC's activities in the North Sea since they last met in Beijing in 2015.

The First Minister thanked the Chairman for his strong commitment to the North Sea during a challenging time for the industry; noting that it was 3 years ago that the Oil and Gas task force has been set up to support production, employment and safety within the industry. FM wanted to pay tribute to CNOOC that while driving up production and efficiency (with the lowest lift cost in the North sea), employee safety had always been and continues to be their first priority. FM encouraged the chairman to continue having this a first priority.

The First Minister then asked how further investment, particularly in technology and innovation could be sustained in the North Sea. Also what opportunities there were for Scottish supply chain companies to work with CNOOC in projects across the world.

Chairman Yang responded that other countries could learn much from Scotland in terms of how to support the sector in times of economic challenge and the expertise in Scotland is an asset to CNOOC.

[REDACTED] FM noted that an advantage of operating in a mature basin like the North Sea is that there is significant and established knowledge & expertise to assist in extracting what are considerable remaining reserves.

Note 6

Monday 9th April. Beijing.

Meeting with State Development & Investment Corporation (SDIC)

The First Minister thanked President Shi Hongxiang for the meeting and recalled the successful launch of Red Rock Power Ltd in Edinburgh the year before last.

President Shi gave the FM an overview of the Chinese Government's priorities in green, low carbon and sustainable development.

FM noted that SDIC's investment in renewables in China was not only making a significant contribution to meeting future energy needs but also contributed to protecting the environment and protecting the health of the population.

President Shi said windfarms were one component of SDIC's portfolio with other areas of priority including life sciences (and in particular precision medicine), big data, emerging industries and new technologies. FM noted that these were areas that Scotland had considerable expertise and strength. Indeed there were a number of Scottish Universities who were part of this delegation who were working with Chinese universities on R&D projects that would be of interest to SDIC.

President Shi concluded the meeting by saying he was keen to explore more opportunities for investment in Scotland both in renewables and in those aforementioned areas. The FM welcomed this and offered the services of SDI to identify appropriate projects and support.

Note 7

10 April 2018

Meeting between First Minister and Mr Luo Shugang, Minister of Culture and Tourism

Ministry of Culture and Tourism, Beijing

Key Points

- The Minister for Culture and Tourism (MC) welcome the First Minister (FM) as the first foreign guest of the newly merged Ministry of Culture and Tourism and said the meeting he had with the FM in 2015 where they signed the MoU on Culture was still fresh in his memory and that much has been achieved and progressed since then, which the FM agreed with.
- FM referenced the recent visit of former Vice Premier Liu Yandong to Edinburgh and the significant and successful cultural elements of her programme. She indicated that she was pleased to see that China Shanghai International Festival and Edinburgh International Festival would be signing an MoU a couple of days later and also indicated that the Scottish Government support the plans of the Royal Military Tattoo to perform in China and would welcome the MC's support in achieving that which the MC said he would be happy to provide.
- The First Minister also invited the MC to attend the Culture Summit in August and he indicated that he hoped he will be able to attend.

- The MC said that Scotland has a rich cultural heritage and is a very dear place to the people of China, and he was pleased the new direct flight will allow many more people to visit Scotland from China.
- He said he was keen to see more promotion of city level cooperation and on creative industries between Scotland and China and FM agreed it would be useful to progress this and the event on the centenary of Muriel Spark she was attending on Thursday in Shanghai was an example of cooperation in creative industries.
- The First Minister then invited the Cultural Delegation from Scotland which had accompanied her to the meeting and on elements of the visit to introduce themselves to the MC.
- The FM and MC agreed there is a great many opportunities for further collaboration on culture between Scotland and China and looked forward to seeing these develop over the coming months and years.

Note 8

11 April 2018

Meeting between First Minister and Weng Tiehui, Vice Mayor of Shanghai Mayoral Office, Shanghai

Key Points

- The Vice-Mayor (VM) welcomed the First Minister (FM) and said she remembered fondly meeting her in Edinburgh at the Regional Leaders Forum during the UK-China People to People Dialogue in December 2017, and said that the FM's visit to Shanghai will help further strengthen relations between Scotland and Shanghai. The FM said it was a pleasure to be in Shanghai and to have welcomed the VM to Edinburgh in December.
- The VM outlined that Shanghai is China's economic centre and indicated the strong cooperation it has with Scotland in Education and Culture as well as T&I. FM and VM agreed that the upcoming signing of the MoU between EIF and China Shanghai International Festival was a good example of the growing regional cooperation following the P2P. In education Fudan University and Glasgow University have also partnered on creating a Confucius Institute. Both agreed that continuing close cooperation in education and culture and the foundations for future wider cooperation in other areas.
- The FM outlined some of the key components of her programme which would contribute to the above, including an event to celebrate the centenary of Muriel Spark and her work being translated into Chinese and a series of signings on Life Sciences between Scottish and Chinese Universities.
- They agreed there should be further cooperation in the areas of Education, Culture and T&I. As well as this they indicated they would like to see more people to people exchanges going forward.
- The meeting closed with the FM thanking the VM for hosting her and the VM wishing the FM a very successful visit.

Note 9

Wednesday 11th April, Shanghai.

Meeting with Chief Executive of C-Trip - Jane Jie Sun.

Jane Sun welcomed the First Minister and gave an overview of C-Trip operations in China making particular reference to their customer services call centre in China which employed over 10,000 people.

FM discussed the success of C-Trip's investment in Skyscanner which has given Skyscanner access to the C-Trip's significant resources while still retaining their individual brand. FM was pleased the number of tourists from China was growing and this would be accelerated by the announcement of the new direct flight from Edinburgh to Beijing. The FM said that due to Scotland's size visitors could enjoy a dynamic city environment and then in less than an hour experience the beautiful rural side of Scotland.

Ms Sun was keen to work closely with Skyscanner to develop more products – particularly in light of the new direct flight from Beijing to Edinburgh. This would be an opportunity to bring many more tourists to Scotland as a first destination. Ms Sun was also impressed by the quality and diversity of the work force in Edinburgh particularly in terms of language skills.

[REDACTED]

FM said that the SDI team would offer support to C-Trip to help develop products that would attract more Chinese tourists to Scotland.

The FM also invited Ms Sun to Scotland to experience what we had to offer for herself and Ms Sun accepted the invitation.

Note 11

Thursday 12th April. Shanghai.

Meeting with Chairman of Sanpower – Yuan Yufei

[REDACTED]

The First Minister also gave an overview of the R&D strengths and expertise in Scotland in the life sciences sector.

The Chairman moved on to talk about his investment in House of Fraser explaining that the Glasgow store had the highest revenue of any of his retail properties globally. He planned to invest more in the chain and wanted to ensure the business would be well equipped to adapt faster to changes in the market.

[REDACTED]

Note 12

Thursday 12th April. Shanghai. Meeting with China Ocean Engineering Shanghai (COES). President Hong Chong.

President Chong opened the meeting by giving the First Minister an overview of the company.

The President confirmed that COES were keen to establish a project base in Dundee; which he would like to call *COES Caledonia*. He outlined his plans to engage with the local community and employ local people in Dundee. He then introduced [REDACTED] to the First Minister who would be setting up the office in Dundee. The President then gave a brief overview of the opportunities, as he sees them, for collaboration between COES and the Scottish oil & gas sector not just in Scotland but internationally.

The First Minister thanked President Chong for the tour of the COES museum and agreed that *COES Caledonia* was a good choice of name. The FM assured the President that SDI would be ready to provide support and advice to establish their new office in Scotland.

The First Minister explained that the North Sea still had a great deal of potential with over 20bn barrels of oil still to be extracted. That said she recognised that decommissioning was an important and significant aspect of the industry. The president and the FM also talked about Scotland as a leader in renewables and the opportunities for collaboration within the broader context of COES' commercial priorities.

The FM invited the President to visit Scotland where she would welcome further discussion in the opportunities for investment.

Note 13

Meeting between First Minister and Chief Executive of Hong Kong, Carrie Lam Chief Executive's Office, Hong Kong 13 April 2018

Key Points

- The Chief Executive (CE) welcome the First Minister (FM) to Hong Kong and said she was very pleased to be able to meet with her again. The FM congratulated the CE on being the first female CE of Hong Kong.
- CE said innovation and tech are key areas of focus for HK and she was encouraged that this was an area of focus of the FM's visit. Both agreed there is more HK and Scottish HEI's can do to collaborate together on this area and the CE outlined plans for an Innovation & Tech Hub to be created in HK's Bay Area and the opportunities that would bring.

- CE indicated that there are 4 key areas for innovation in HK where they are investing \$10bn HKD: Fintech; Biotech; AI & Robotics & Smart Cities. FM indicated that these areas of focus align very closely with Scotland. Creative Industries is also an area of common interest.
- Given the synergies in this and other areas the FM invited the CE to Scotland to see what it has to offer in these and other areas. The CE indicated she would very much like to visit and both agreed to identify a suitable date in the future.
- They discussed the Edinburgh International Festival and the CE said she would like to see more HK companies perform at it. The FM said she would connect the EIF with the relevant department in HK. The FM also indicated that she would connect Creative Scotland with HK to explore wider cultural collaborations.
- They discussed the recent announcement of a direct route between Beijing and Edinburgh and the CE said she one day there would be a direct route between HK and Scotland.
- They closed the meeting by agreeing that the relationship between HK and Scotland is a strong and growing one.

Actions

- [REDACTED] to follow up the points on EIF and Creative Scotland.