

## Western firms increasingly admire — and want — Chinese technology

<b>Notes &amp; Cues:</b>	<b>Article:</b> <p>American officials have been treating technology bosses to classified briefings on the dangers of doing business in China. Those who operate there see things differently.</p> <p>For the first time last year, in an annual poll by the EU Chamber of Commerce in China, a majority of foreign companies (61%) said that domestic firms were as innovative as European ones, or more so. This year four-fifths of them saw opportunities in Chinese sparkiness.</p> <p>Today, acquiring a Chinese startup can help some foreign firms gain an edge. Takeover targets have their own research teams, patents, clients and, sometimes, lavish state subsidies.</p> <p>In some cases the technology is hard to find elsewhere. In 2017 Faurecia, a French firm that is the world's leading supplier of vehicle interiors, acquired Jiangxi Coagent Electronics, which develops human-machine interfaces. A person with knowledge of the deal says that Faurecia had been looking worldwide for a year before coming to China and spotting Jiangxi Coagent. "Faurecia said, 'Wow'," he says, and made the Chinese technology the core of its offer.</p> <p>All told, American technology companies have invested \$1bn in Chinese ones since the start of last year, according to Dealogic, a data provider. Without trade tensions and the technological cold war, deals would multiply. That they now might not will delight America's spooks. Its companies, less so.</p>
<b>Summary:</b>	