



ECMDC

欧盟中国城市发展委员会  
EU-CHINA MUNICIPAL DEVELOPMENT COMMISSION

## EU-China Municipal Development Commission

**To:**

Ms. Mehri Madarshahi  
Mr. Hermann Winkler  
Snow How China  
France and Austria

August 13<sup>th</sup>, 2017

**From:**

ZHANG Yi  
Chairman of ECMDC  
No. 283, Avenue Louise, Brussels, Belgium  
No.1 Xiushui Street, Beijing, P. R. China

**Ref.: Letter of Intent**

Dear Ms. Mehri Madarshahi and Mr. Hermann Winkler,

I am happy to know that China-Europe Association for Technical and Economic Cooperation Sports Industry Branch (CEATEC-SIB), the partner of ECMDC has held a successful meeting with you and the team of Snow How China (SHC) on August 13<sup>th</sup>, 2017 in Paris.

On the basis of the previous communication, ECMDC and CEATE-SIB will form the consortium to work with Ms. Mehri Madarshahi and SHC to implement the upcoming cooperation with a view to upgrading the competence of Chinese winter sports athletes and organizing the related commercial activities. We come to know that SHC has proved to be the reliable and capable partner to accomplish these objectives at the meeting of August 13<sup>th</sup>. Henceforth, in this Letter of Intent, ECMDC indicates its willingness of cooperation, and will work with its partner CEATE-SIB to move on in line with this timetable.

When the Delegation of CEATEC-SIB comes back to China in the middle of August, ECMDC will hold the official meeting with CEATEC-SIB to discuss the action plan concerning the cooperation with SHC. On the basis of the action plan, ECMDC and CEATEC-SIB will officially form the consortium to prepare the commercial contract, which will be jointly signed with Ms. Mehri Madarshahi and SHC. In the commercial contract, the responsibilities, rights and interests of the concerned parties will be defined clearly. The commercial contract can be prepared within one month.

With the coming of Beijing 2022 Winter Olympics, there will be a huge market and golden opportunity in China for European partners to be engaged in the development of winter sports. ECMDC sincerely believe that the joint efforts between the concerned parties will surely bring forth the fruitful achievements.

With the best regards,

Yours,



ZHANG Yi