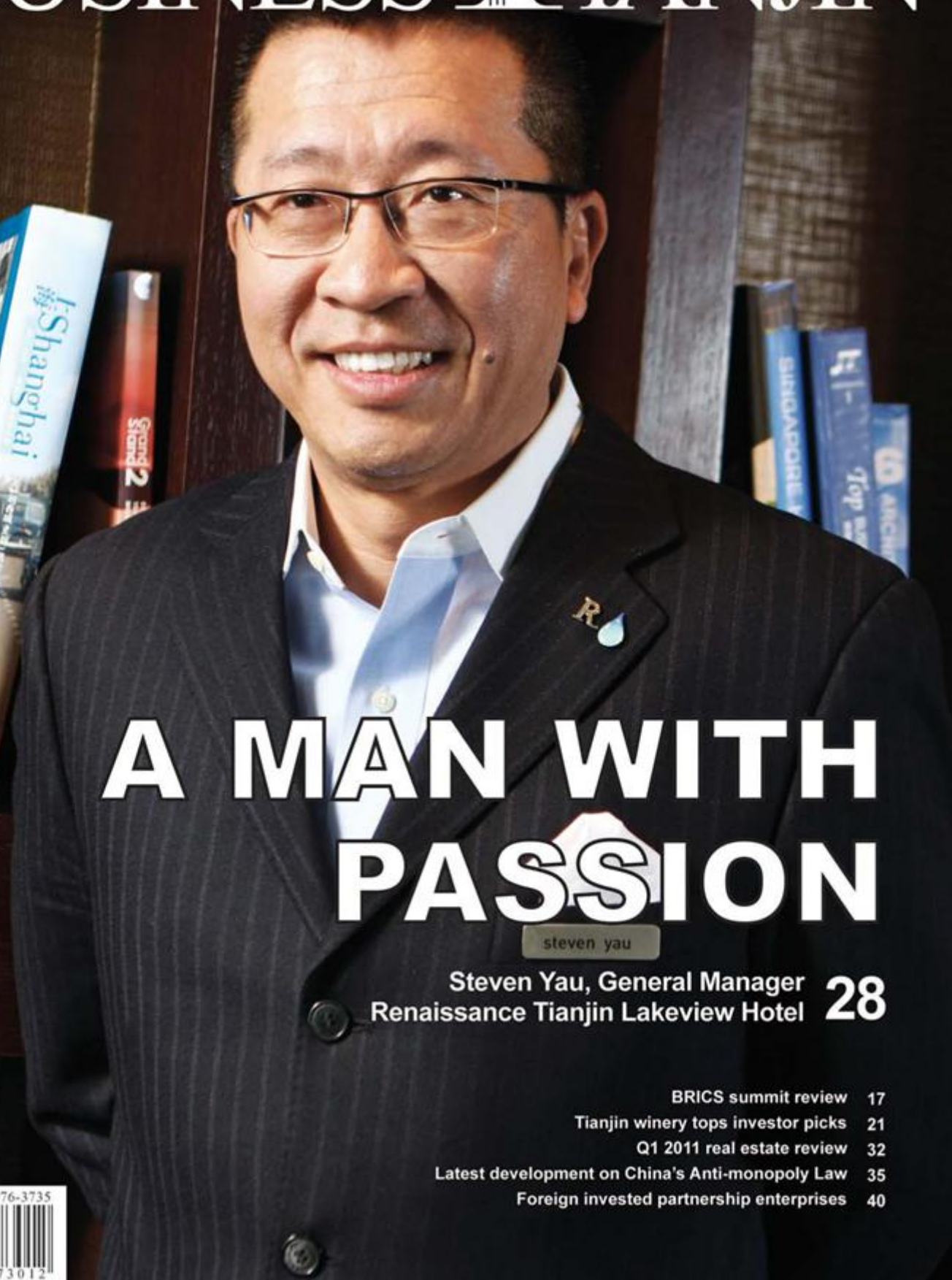


Insight Into a Changing Tianjin

BUSINESS MAGAZINE **TIANJIN**

津衛商務



A MAN WITH PASSION

steven yau

Steven Yau, General Manager
Renaissance Tianjin Lakeview Hotel **28**

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Business Tianjin / May 2011



The rise of the rest

Sanya's rapid development over the past twenty years has made the city a symbolic setting for the top-level meeting held 14 April between the leaders of the BRICS countries – Brazil, Russia, India, China and South Africa – five of the world's emerging economies. Economies whom Jim O'Neill, the chairman of Goldman Sachs Asset Management, argued could be the world's five most-dominant economies by 2050. This was the first year that South Africa was invited to the group, which has met three times so far, starting in 2009 in Yekaterinburg, Russia. [See P17](#)

Funds seek China exposure

Tianjin's best known wine bottler, Dynasty Wines, has caught the attention of fund managers since it listed in Hong Kong several years ago. A team of analysts in Beijing who crunch data for Lowes Wealth Management, a British-based fund, turned up several diamonds in China, among them Dynasty and China Gaoxian Fibre Fabric (which last year delivered a whopping 117%, the fund's best individual return on investment). [See P21](#)



Steven Yau, GM of Renaissance Tianjin Lakeview Hotel

Suited but tieless, approachable and engaging, Steven Yau is a man with passion. Both for the hotel industry, which he joined 36 years ago in Hong Kong, and for people. He's only ever worked for two employers, which is a sign of both his loyalty and belief in the qualities of professionalism and good management. [See P28](#)

Fear of appearing a lecherous western male

If indeed older and less-attractive western men are able to snare a young and good-looking Chinese woman, it concerns me that others might think I am in this category of man. Since I am married to a Chinese woman, do I too appear like the lecherous western male of ill repute? Do people look at us and wonder how I got her? [See P73](#)



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Business Tianjin

May 2011



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InterMediaChina

PUBLISHING DATE

May 2011

Business Tianjin is FREE

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TEL: +86 22 2576 0956

ISSN 2076-3735

Dear Reader,

Spring is bustling in the port city of Tianjin. Investment seminars, trade fairs, business symposia, housing exhibitions and school tours ensure residents and long-stay professionals find all the necessary, demanded and desired comforts for themselves and their families.

This month, our experts in domestic law contribute their knowledge on beginning, growing and protecting your organization's foray into China. Real estate and economy columns analyze the trends of the first quarter of 2011, and what to expect in the coming months. And two new leaders – one in education and one in hospitality – discuss their goals and approaches to successfully integrating with the local community.

To find upcoming business and leisure activities, or that vital business contact you've been seeking, review the reports from local chambers of commerce, the May calendar of events and our listings of the most frequented locations in town.

As always, we welcome your constructive input and inquiries. If you are interested in contributing to a future issue of *Business Tianjin*, or just have questions or comments on an article, please reach out to us at the contacts on this page.

Sincerely,

Jamie Michael Kern

Chief Editor – Business Tianjin magazine



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TIANJIN NEWS

Subsidies for hi-tech zone



Over the next 5 years, Tianjin Binhai Hi-tech Industrial Development Zone will allocate 1 billion CNY to support the development of small and medium-sized scientific and technological enterprises. According to the Incentive Policy, small and medium-sized scientific and technological enterprises registered in the zone may obtain free subsidies ranging from 100,000 to 600,000 CNY. Fast-growing enterprises that undertake the research and development of significant projects will obtain different levels of subsidies.
- *Tianjin Binhai News, 18 March*

Bubble trouble spoils "art shares" party



China's maiden "art stock exchange" has halted trade in its top two paintings after their share prices soared 1,700%, igniting concerns of a new bubble bursting. Just two months after the Tianjin Cultural Artwork Exchange listed shares in two Chinese paintings, it said it was pulling the paintings from trade to "reduce investment risks and protect investor rights." The Tianjin art exchange, which opened in January, operates by listing works of art and then offering investors fractional ownership. It listed seven new

paintings and a diamond on 11 March; they have gone up by 15%, the maximum daily gain according to exchange rules, in every trading day since then.
- *Reuters, 21 March*

Seawater desalination to double



According to Li Baochun, deputy director of the Tianjin Municipal Commission of Science & Technology, Tianjin's current desalination capacity accounts for 41% of the country's total, and the city plans to nearly double its capacity by 2015. On 6-7 April 2011, Tianjin jointly hosted the 2011 International Desalination and Water Reuse Forum with the International

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Desalination Association. An official also said that the city has also made a proposal to host the IDA World Congress in 2013. Tianjin is on the list of Chinese cities facing a severe water shortage.
- *Desalination & Water Reuse*, 23 March

Tianjin, Macau sign cultural, tourism pacts

The Governments of Tianjin and Macau inked four Memoranda of Understanding and agreements concerning cultural and tourism cooperation on the sidelines of the Macau Week activities held here. The College of Tourism and Service Management of Nankai University in Tianjin and the Macau Institute for Tourism Studies also signed a pact in relation to educational training, and the Tianjin Commission of Commerce and the Macau Trade and Investment Promotion Institute have agreed to step up exchange and cooperation in one of the MoUs. Tianjin mayor Huang Xing-guo said that he believed only by relaunching the air link between the two places could the tourism industry grow.
- *Macau Daily*, 28 March

Closing power plants and supplying efficient heating



The No.1 thermal power plant has four generators with a total installed capacity of 212,000 kW, which is heavily fuel-consuming and inefficient. A new and efficient plant will be built in a suburban area, causing less pollution to the city centre. The conversion programme consists of laying heating tunnels, designing electrical facilities, installing hot water and heating equipment, and assembling heating installations. The first-stage project has already started in Hedong District, right by the busy main roads. The whole project will be finished on 15 October, one month before heating day, when northern China turns on its indoor furnace heaters. Heping, Hedong, Hexi and Hebei districts will be included

in this project. Commercial tenants in these areas will also enjoy hot water and central heating in the forthcoming winters.
- *Enorth.com.cn*, 31 March

Reduced-price vegetables

Thanks to a programme launched at the end of last year, the cost of transporting



vegetables from farm to targeted supermarkets has decreased by about 30%. Prices in supermarkets are therefore around 10% lower than those in normal markets. More than 25 million CNY has been invested in this programme. Supermarkets like Carrefour and Vanguard have set up 68 specific counters in their stores for customers to select fresh, cheap vegetables. At present, some chain supermarkets have already signed contracts with local farmers for long-term supplies of various kinds of agricultural products of more than 30 kilograms with total value of 90 million CNY. The programme uses direct sales to reduce unnecessary middlemen from the chain. This cost-reduction benefits farmers and customers, and also guarantees the quality of agricultural products, particularly dairy products, which must always be fresh.
- *Enorth.com.cn*, 2 April

Vietnam-Tianjin electric deal

Electricity of Vietnam (EVN) inked a 65.23 million USD joint deal with Tianjin



Alstom Hydro and Hydrochina Zhongnan Engineering Corp. As per the deal, both Tianjin Alstom Hydro and Hydrochina Zhongnan will offer electro-mechanical equipment and technical services to Huoi Quang hydroelectric power plant project. French Development Agency is financing this deal. EVN will be the major investor. This power plant is Vietnam's third-biggest underground construction project and fourth-biggest hydroelectric power plant in its northern region. Once operational, this plant will have a capacity of 520MW and production capacity of about 1.904 billion kWh per annum. The first turbine is estimated to produce electricity

on 31 December 2014, the second on 30 April 2015.
- *Hydroworld.com*, 6 April

Eco-city business street opens

As the first element of infrastructure in the Sino-Singaporean Tianjin eco-city, the eco-business street opened in April. Twelve Chinese name brands have already signed to settle in while the interior decoration is still ongoing. The eco-city business street has a convenient location, with the eco-service centre located to the north, both the rail transit hub and the science park to the south, and high-class residential compounds on its eastern and western sides. The business street offers nine kinds of services: regular office work, finance, public welfare facilities, sports and leisure, retail, dining, hotels and apartments, tenement and square show.
- *Enorth.com.cn*, 11 April

Tianjin has 16,000 millionaires

According to an annual wealth report, the mainland has 960,000 millionaires and 60,000 billionaires. The population of millionaires in Tianjin has reached 16,000. Tianjin also has 1,180 billionaires this year, an increase of 150 over last year. One in every 1,400 individuals on the Chinese mainland now has personal assets of at least 10 million CNY (1.5 million USD), an increase of almost 10% from last year. Of the richest people in China, 35% earned their wealth from investing in real estate and shares. Others made profits from private business or high salaries. Hurun Wealth Report and GroupM knowledge centre co-released this report.
- *Enorth.com.cn*, 13 April

Tianjin metro line 9 to operate this year

Fares for Tianjin Metro line 9 have already been set, starting at 3 CNY and increasing in increments of 1 CNY with distance. Line 9 will transfer to lines 2 and 3, offering convenience and speed for nearby residents and commuters. The highest ticket price is for the distance from Tianjin Train Station to Donghai Road Station, while the lowest is from Tianjin Train station to Zhongshan Gate Station. During trial operations, tickets will begin at only 2 CNY per traveler. The whole project is estimated to finish in June.
- *Tianjin Paily*, 15 April

FINANCE

Central bank may hike rate again this year



China will likely raise interest rates further this year in a bid to squelch stubborn inflation and bring real deposit rates back into positive territory. Chinese inflation topped expectations at 4.9% in the year to February, near its fastest level in more than two years, and looks set to accelerate further in coming months as the economy races ahead and prices of food and commodities such as oil remain high. So far, the central bank

has relied mainly on quantitative tightening measures, notably hiking banks' reserve requirements, to mop up excessive liquidity in the economy. It has raised interest rates three times and bank reserve requirements six times since October, most recently on 18 March.

- Reuters, 1 April

IMF warns China of credit and asset bubbles

Projecting a 9.6% growth for China in 2011, the International Monetary Fund (IMF) has said that the country's economy faces increasing pressure from credit and asset bubbles. Even though the government has taken measures like increasing banks' reserve requirements and raising interest rates to fight inflation, credit growth remains high compared with the run-ups to previous credit booms and busts. Still, China along with India will continue its solid growth, despite concerns over rising oil prices and the fallout from the Japanese earthquake. China, which grew by 10.3%

in 2010, may witness a rise in inflation to 5% in 2011, as the economic engines shift to a growth model that favours domestic consumption over export-led growth. Inflation has been one of the major concerns for both consumers and the government.

- The Economic Times, 14 April

China Industrial Bank plans up to 50b-CNY bond issue

Mid-sized Chinese lender Industrial Bank said that it planned to raise up to 50 billion CNY (7.6b USD) by selling bonds in Shanghai or Hong Kong to fund asset expansion. Other Chinese lenders including Agricultural Bank of China (AgBank), China Minsheng Banking Corp and Bank of China have also unveiled fundraising plans this year even after the industry raised tens of billions of dollars in 2010 to meet tougher capital requirements. Industrial Bank, 13% owned by Hang Seng Bank Ltd, said the yuan-denominated bonds would have a maturity of up to 10 years, and would be sold either on Shanghai's interbank market



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or in Hong Kong. The bank will use the proceeds to acquire assets, and also plans to increase its stake in Union Trust Ltd by 4.9% to a total of 56.08%.

- Reuters, 29 March

China-Brazil plane deal kicks off summit



Chinese airlines have placed orders worth 1.4 billion USD with Brazilian aircraft manufacturer Embraer. The deal includes firm orders for 20 planes and an option to buy 15 additional aircraft. The pact comes as Brazil's President Dilma Rouseff began her visit to China looking to strengthen trade ties with Beijing. China is Brazil's biggest trading partner and foreign investor. China's economic success has seen a surge in demand for air travel within the country. Trade between China and Brazil has surged in the last 10 years. Demand for Brazilian natural resources has been increasing in China in the wake of the country's fast-paced economic growth. China has also made investments in Brazil, and its goods have been flooding the Brazilian markets.

- BBC News, 13 April

LAW & POLICY

Nationwide restrictions on smoking



China, the world's largest tobacco producer and home to a third of all smokers, has issued a national ban on lighting up in hotels, restaurants and other in-

door public spaces, the Health Ministry said in March. The rules, which take effect on 1 May and spell out education provisions about the dangers of tobacco, include restrictions on cigarette vending machines and on outdoor smoking that affects pedestrians. But there are considerable loopholes. The rules do not cover factories, offices or government workplaces, and, more importantly, they lack specific penalty guidelines. That detail has prompted shrugs among devoted smokers, many of whom have long since learned to ignore the no-smoking signs in hospital waiting areas, gymnasium locker rooms and elevators.

- New York Times, 25 March

EU backs first anti-subsidy duties on China

European Union governments endorsed a five-year tariff on imports of glossy paper from China, the EU's first challenge to Chinese state subsidies. Representatives from EU capitals gave majority backing to the duties, worth up to 39.1%, during a meeting in Brussels. The duties are to be launched by 17 May, replacing provisional duties in place since late last year. The EU's executive commission proposed the long-term duties after it ruled that China gives illegal subsidies to its paper makers, and that exporters dump paper on the EU market at artificially low prices. China has denied this. Although the sector is small, its challenge could trigger similar moves in other areas.

- GMA News, 1 April

New population controls?

China's government is currently faced with an aging population and low birth rates due to the government's one-child policy. That rule is being relaxed on wealthier families, but remains intact for the working class who are migrating to Beijing and Shanghai in search of employment. The government needs these workers in the city because an aging population is becoming more reliant on a working age tax base to sustain it. Beijing plans to start extensive research

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into the characteristics of the urban population. The city is home to roughly 19 million.

- *Forbes*, 2 April

Government academy urges carbon emissions peak by 2030



China, the world's biggest greenhouse gas emitter, should strive to reach a peak in emissions by 2030, a new government-sponsored study says, warning of the approaching limits to the nation's coal-powered economic ascent. China's high and rapidly climbing output of carbon dioxide, the main greenhouse gas pollutant from burning coal, oil and gas, has put it in the centre of negotiations for a new world pact to reduce the emis-

sions that fuel global warming. Beijing's vows to cut by 17% the carbon dioxide emitted from fossil fuels for each unit of GDP growth.

- *Reuters*, 7 April

LOGISTICS

China now world's 3rd tourist spot

China has overtaken Spain on the list of the world's top tourism destinations, becoming the third-largest attraction. Mr Man Hongwei, director of the international coordination department at the China National Tourism Administration, said that the number of international arrivals staying at least one night reached 55.66 million last year, up 9.4% on 2009. China's appearance in the top three was its first. It follows France, which had 78.95 million arrivals, and the United



States, which had 60.88 million, according to the UN World Tourism Organisation.

- *Straits Times*, 11 April

Murky future for Google maps in China

A spokesperson for the State Bureau of Surveying and Mapping recently revealed that Google had not submitted an application for an internet mapping services license by a 31 March deadline. "Administrative measures" for noncompliance include prohibiting the operation of Google Map's internet mapping services from 1 July. In response to the issue, Google China announced on 1 April that it is now communicating with the Chinese government to discuss how to provide internet mapping service products in China.

- *People's Daily Online*, 2 April



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TELECOM & TRANSPORTATION

China Auto Rental halts taxi business

The country's largest car rental agency, China Auto Rental Ltd, halted all taxi services two days after its primary competitor, eHi, was denounced on national television for profiting from the lucrative business that violates law. Taxi services, which cost three to four times the price of regular car rentals, catered to a niche market of the financially affluent, according to Yao Junhong, executive vice-president of the company. The gesture is the first such attempt in a booming industry, where a majority of the 5,000 to 10,000 registered car rental companies practically live on offering "chauffeur services", a fancy name for taxi operations. The services are illegal in regulations at both national and local levels, particularly in seven provincial-level administrations where taxi operations are limited to only licensed taxi companies.

- *China Daily, 18 March*

Britain may go for China's bullet trains



Britain may either rent or buy high-speed bullet trains manufactured by a Chinese firm. Gao Hucheng, China's international trade representative, said British Prime Minister David Cameron has shown willingness to cooperate with China in Britain's infrastructure and high-speed railway construction. CSR will lend a batch of train equipment to Britain for high-speed railway reconstruction. Thereafter, a joint venture may be established. This is the first time that China's high-speed rail technology will enter the British market. Britain plans to develop high-speed railways in the country over the next 15 years and promote bullet trains with a maximum speed of 362kph.

- *China Daily, 23 March*

High oil prices, rate hikes are positive for the market

China, Asia's biggest oil consumer, will raise retail gasoline and diesel prices after global crude costs increased, according to the National Development and Reform Commission. The ceiling for gasoline prices will rise by 500 CNY (76.40 USD) a metric ton and for diesel prices by 400 CNY; the cost of No. 3 jet fuel will rise by 500 CNY per ton to 6,840 CNY. The benchmark retail price of gasoline will increase by 0.37CNY per litre, and that of diesel by 0.34 CNY.

- *Bloomberg, 11 April*

GENERAL

China 'to overtake US on science' in two years

China is on course to overtake the US in scientific output possibly as soon as 2013 – far earlier than expected. That is the conclusion of a major new study by the Royal Society, the UK's national science academy. The country that invented the compass, gunpowder, paper and printing is set for a globally important comeback. An analysis of published research – one of the key measures of scientific effort – reveals an "especially striking" rise by Chinese science. The study charts the challenge to the traditional dominance of the United States, Europe and Japan. The figures are based on the papers published in recognised international journals listed by the Scopus service of the publishers Elsevier.

- *BBC, 29 March*

Wheat sales, no tariff cut ease corn supply worries



Expectations of more huge sales of US corn to China received a twin challenge in March: a plan to sell state wheat re-

serves for animal feed use, and a comment from a government official that there were no imminent plans to cut tariffs to encourage farm imports. China turned into a major buyer of US corn last year, having largely stayed out of the market for more than a decade. Many traders expect it to buy more in 2011 to fill the gap between its own production and the massive demand for animal feed and processed corn products. That theory gained traction when the US Department of Agriculture reported its sixth-largest single-day corn sale ever, with 1.25 million tonnes going to an unspecified buyer.

- *Reuters, 29 March*

China tells Unilever to hold back on price rises

China's state planning agency has told consumer giant Unilever to delay its plans to raise its prices in April as the government pursues its battle against rising inflation. Both Unilever and Procter & Gamble were planning to raise detergent and soap prices by up to 15% from 1 April, citing soaring raw material costs. The planned move caused a rush on purchases in Chinese department stores.

- *Financial Times, 2 April*

Facebook has not signed China deal

Facebook is evaluating the Internet market in China, but the social networking giant has not signed a business deal with any companies there. Shares of Chinese internet company Baidu Inc rose more than 4% to 147.93 USD after media reports that Facebook and Baidu had formed a partnership. Facebook, which has more than 500 million users, has been banned since 2009 in China, where the government exercises tight control over online information. The company opened a sales office in Hong Kong this year.

- *Reuters, 12 April*

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70%

The latest survey conducted among public officials shows 70% of cadres think they should make their property assets known to the public; 21% disagree. Public officials and citizens from more than 10 provinces and cities including Beijing, Shanghai and Tianjin were surveyed, according to the annual report on China's rule of law that was released by the Chinese Academy of Social Sciences.

80

The Beijing Real Estate Expo kicked off on 7 April, attracting overseas vendors from more than 20 countries and regions. The 80+ overseas property projects exhibited at the Expo doubled from last year, said the Expo's organisers.



51.7

The HSBC Purchasing Managers Index (PMI) for the Chinese services sector edged down to a 27-month low in March as rising costs, especially salaries, limited the expansion of business activity. The PMI, which aims to provide a timely snapshot of conditions in industries from restaurants to computing, fell to 51.7 from 51.9 in February.

9.5%

China's GDP accounted for 9.5% (second largest) of the world's total in 2010, nearly double the 5% (fifth) in 2005, said the National Bureau of Statistics.

179%

Sales revenue of home appliances in rural China in March surged 179% year-on-year to 34.48 billion CNY (5.3 billion USD), boosted by a nationwide subsidy programme for rural consumers.



3.5% and 7%

For 2011, China intends to reduce its energy consumption per unit of GDP by 3.5% compared to 2010, and decrease water consumption per 10,000 CNY of industrial value-added output by 7% year-on-year, reported the National Development and Reform Commission, adding that both goals were higher than market expectations.

55

Seventy percent of renewable resources in 55 cities are being collected for recycling, up from the 40% in 2006. The increase is due to a national pilot programme aimed at promoting a circular economy, said vice-minister of commerce Jiang Zengwei.



3rd

China has overtaken Spain for third place on the list of the world's top tourism destinations. It follows France, at 78.95 million annual arrivals, and the United States, which had 60.88 million, according to the UN World Tourism Organization.



3,000,000

As of 10 April, the Chinese government has provided relief valued at 30 million CNY (4.6m USD) in three batches of aid to Japan, including 10,000 tons of gasoline and 10,000 tons of diesel. The Red Cross Society of China added another 20 million CNY in donations following devastating earthquakes and tsunami.



3

China granted qualified foreign institutional investors (QFII) status to 3 foreign fund management companies in the first quarter of the year. QFII will be allowed to invest their clients' money, subject to certain investment quotas to be decided by the government, in China's stock and bond markets through the QFII scheme.

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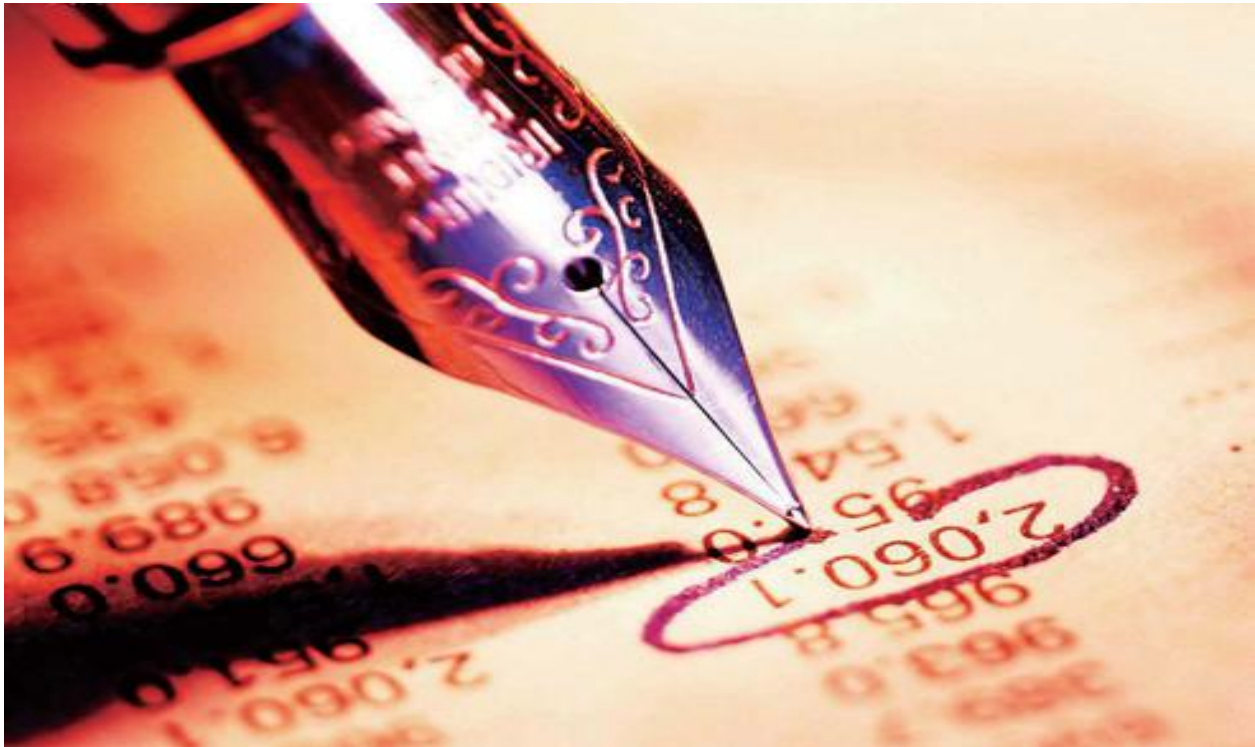
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May China Economy Report

Daniel Kenneth



Monetary tightening slows inflation, GDP growth

China's economy slowed down in the first quarter of this year, although high inflation continues to undermine Chinese consumers' purchasing power.

According to the National Bureau of Statistics, the Chinese economy grew at a pace of 9.7% in the first quarter of this year, which is slightly less than the 9.8% from Q4 2010.

Inflation rate remained above 5% over the 12 months ending in March, according to the latest government data released on 15 April. Food accounted for a majority of the increase, rising 11% over the period.

On 5 April, Beijing hiked interest rates for the fourth time in six

months: 1-year benchmark lending and deposit rates increased by 25 basis points to 6.31% per annum (p.a.) and 3.25% p.a. respectively.

The government has also raised minimum down payments for second-home purchases, and introduced higher property taxes in two of the country's largest cities, in an attempt to slow staggering growth in China's runaway property market, according to a 15 April CNN report.

Despite those efforts, new loans and the money supply still grew slightly more than analysts had expected in March. This implies that the Chinese government will have to continue its efforts to limit rising prices.

Inflation, not growth, continues to be China's top macroeconomic risk in Chinese policymakers' eyes – a

fact that calls for the continuation of tightening efforts, according to Qu Hongbin, HSBC co-head of Asian economics research.

Beijing can implement a few measures to control inflation. The first measure is to hike interest rates once more in Q2 2011. The second is to increase the required reserve ratio to limit interbank liquidity. The third is to allow further appreciation of Chinese Yuan. Putting controls over the property sector is another administrative measure that will be further implemented by Beijing to ensure inflation does not further disrupt social stability of China.

“Price controls will not work,” says Patrick Chovanec, Finance Professor at Tsinghua University. Over the past few weeks, the Chinese government strongly discouraged both foreign

and domestic companies from raising prices. The NDRC, China's top planning organisation, effectively stopped Unilever from raising its consumer products prices by 15%. These companies will see their profits erode as their costs (wages and raw materials) increase without the offset of raising prices. "That's a recipe for pent-up problems, not a solution to the real dynamics driving inflation. The solution is to get China's money supply back under control," says Chovanec.

Underground banking – its inception and role in China's economy

As Chinese public banks face tough credit and interest rate controls, unofficial loans will increase and provide capital to the private sector regardless of the central bank's effort to stem inflation.

In 2011, with inflation running at almost 5% and expected to rise, Beijing has already implemented several tightening measures. In response, a host of grey-market institutions were formed to get around formal restrictions in tightly controlled Chinese bank lending. Annual flows through these

institutions could involve 2 trillion CNY (305 billion USD) – equivalent to about 1/3 of GDP, according to a Financial Times report.

Beijing operates as if the banks account for all of the financing. That is one reason credit growth has continued to exceed official targets, fuelling the inflation that worries Beijing, reports Financial Times. Some senior banking officials deny the very existence of the informal sector. "The term 'shadow banking' doesn't really apply to China," says Jiang Jianqing, chairman of ICBC. "There are no financial institutions outside the supervisory and regulatory system here."

The main push for underground banking in China has been the strict rules in place on bank lending. The underground banking system has developed because interest rates in the formal financial sector are tightly controlled and kept within a narrow band. Mainstream banks, therefore, prefer to lend to large state-owned enterprises (SOEs) that are essentially backed by the government to pay back loans. Chinese mainstream banks effectively have no incentive to lend

to private enterprises, since they cannot charge higher rates to offset the greater risk of lending.

China has an ever-growing number of entrepreneurs and high net-worth individuals with excess savings. They have no desire to put their money in a bank when real interest rates on deposits are negative due to surging inflation. They are therefore happy to put money into informal channels that lend to cash-strapped, young, private companies that will pay 20-30% p.a. to obtain it, according to analysis by Financial Times.

"Credit quotas are ineffective," says Addes Qiang Liao, a director of Standard & Poor's in Beijing and a former official at the Chinese Banking Regulatory Commission. "Non-banks such as trust companies are a response to the regulated interest rate regime." China's underground banking industry makes it very difficult for the People's Bank of China to control money supply. Lending in 2010 was at least as much as the 9 trillion CNY quota set by Beijing for 2009, when the government aggressively released money to boost its economy amid the global financial crisis. In 2010, Beijing tried to contain inflation by reducing money supply, but it was not all that effective.

The trust companies and other underground banking institutions are particularly active in the politically sensitive real estate market. Informal money flows are a big reason why property prices continue to rise. Across China, money continues to flow into apartment blocks, gleaming office towers and shopping malls. Since developers cannot borrow money from banks until they own the land, many need to raise funds elsewhere. As they are willing to pay upwards of 10% for the privilege, that sort of return attracts lots of interest from those with a surplus to invest.

Interestingly, everyone has a stake in keeping the underground banking




system running and turning a blind eye to orders from Beijing. Because these trust companies do not take deposits from retail customers and act as simple intermediaries, Beijing is not concerned about them, explains Financial Times. Mainstream banks themselves take advantage of such un-regulated institutions, shifting loans off their balance sheets by selling them to the trust companies, who then slice them up for distribution among their clients, reports Financial Times.

Everyone has a stake in keeping the underground banking system running.

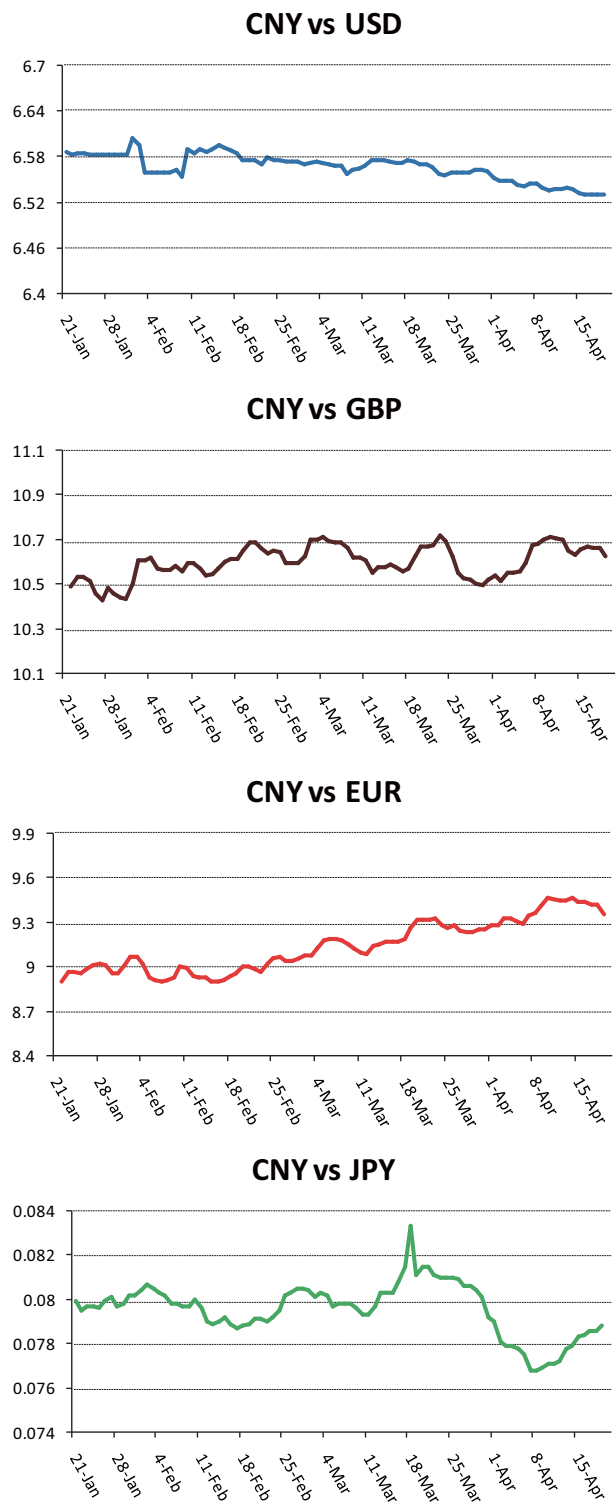
Local governments also have a great interest in keeping the land sales price high to fund their own annual budget. Developers obtain capital from this underground banking industry to bid higher prices for land auction. Local governments in many cases own the trust companies that help developers finance their purchase of the land, taking fees in the process, according to Financial Times. Plus, senior municipal bureaucrats are often among those who have the money and are seeking high returns.

Recently, Beijing has been trying to provide capital to private companies that elicit more economic activity than SOEs. These private companies, however, can only get up to 30-40% of available official financing and have to pay a higher price tag for financing from the underground banking industry.

A couple of decades ago, Beijing could control the entire centrally planned economy. The current market-oriented economy is much more complicated than sending down orders. And China has become much more prosperous as the result of this economic transition.

The message is clear: Beijing must adopt a floating interest regime that prices-in higher risk and allows major banks to operate under more reasonable regulations. Chinese leaders must be reminded of an old proverb: “As wind of change blows, some build walls, others build windmills.” On the surface, China has avoided a hard landing following the 2008-09 global crisis. Chinese regulators now have to recognise the built-up side effects of aggressive lending and prescribe a means of cleaning up the mess. 

Three-month CNY trends



Data source: Oanda.com interbank rate

The Rise of the Rest

Leaders of the BRICS met 14 April in southern China's Sanya. The summit was a clear sign to the West that the rest are rising.

By Ming Ou Lü

Luxurious five-star hotels and green, well-kept golf ranges. The tourist city of Sanya located on the island of Hainan, also called the Chinese Hawaii, has come a long way since the early eighties. Back then, one of the primary sources of income on the island was pineapple exports to the rest of China. Today, international hotel chains have placed shining white beacons along the sandy beaches of Sanya's Yalong Bay.

Sanya's rapid development over the past twenty years has made the city a symbolic setting for the top-level meeting held 14 April between the leaders of the BRICS countries –

Brazil, Russia, India, China and South Africa – five of the world's emerging economies. Economies which Jim O'Neill, the chairman of Goldman Sachs Asset Management, argued could be the world's five most-dominant economies by 2050. This was the first year that South Africa was invited to the group, which has met three times so far, starting in 2009 in Yekaterinburg, Russia.

“We should stay firmly committed to the common interests of BRICS countries, step up coordination in the international economic, financial and development fields and strengthen the standing and role of emerging markets

and developing countries in global economic governance,” President Hu Jintao told his colleagues Medvedev, Rouseff, Singh and Zuma at the summit.

Decline of the West

Indeed the primary focus of the BRICS is to give the emerging economies a stronger voice in global affairs. And though this new coalition of the emerging markets may just be a loose discussion club at present, the meeting in Sanya is a hard wakeup call for the developed world.

“The economies of the United States and Europe are now facing the real



prospect of being overtaken by China within 20 or even 10 years, with Brazil and India not so very far behind,” writes British historian Niall Ferguson in his book, *Civilization – the West and the Rest*. “The financial crisis that began in 2007 also seems to indicate a fundamental flaw at the heart of the consumer society, with its emphasis on debt-propelled retail therapy. The Protestant ethic of thrift that once seemed so central to the Western project has all but vanished.”

At the meeting the five countries signed an agreement that would allow them to use their own currencies instead of the US dollar in issuing credit or grants among each other.

“Our designated banks have signed a framework agreement on financial cooperation, which envisages grant of credit in local currencies and cooperation in capital markets and other financial services,” said Indian Prime Minister Singh at the summit.

The BRICS also issued a Sanya declaration outlining 32 agreement points. One of the more important agreement points was a call for a comprehensive reform of the United Nations Security Council, a reform that would give India, Brazil and South Africa more power.

It's about the economy

The focus of the summit, however, was economic issues.

The attitude amongst researchers of the Chinese Institute of International Studies (CIIS), a think tank sponsored by the Chinese Foreign Ministry, was clear before the summit. Jiang Yuechun, director of the Department for World Economy and Development in the CIIS, argued that the most important issue at the summit was to discuss a world without the current USD-regime.

“There are many aspects to reforming the global economy; however, the problem of the dollar-dominated world economy is the most central and the most difficult to solve,” said Jiang.

Therefore, the summit duly took a swing at the current international monetary order conceived after the collapse of the Bretton Woods system in 1971 and based on the USD as a fiat currency.

“Recognizing that the international financial crisis has exposed the inadequacies and deficiencies of the existing international monetary and financial system, we support the reform and improvement of the international monetary system, with a broad-based international reserve currency system providing stability and certainty,” agreed the summit in the Sanya declaration.

Issuing such statements requires a certain political clout in order to be



taken seriously, and the BRICS have previously shown that they are to be taken seriously when acting together.

Global clout

The biggest political manifestation so far from the BRICS was in Copenhagen in 2009, when the developing world stood against the USA on the issue of climate change.

“At the COP15-conference in Copenhagen, the future leaders of the world, the emerging markets, showed themselves. Before the meeting, Brazil, China, India and South Africa had forged an alliance which had the aim of pressuring the USA,” said Per Meilstrup, climate director of the Danish think tank Mandag Morgen.

Another recent global political issue, which the BRICS except South Africa agreed on, was abstaining from voting on UN Security Council resolution 1973 that implemented the no-fly zone over Libya.

“Muammar Qadhafi may be a threat to his own people but the bombing of Libya by France, Britain and the United States demonstrates beyond doubt that these three imperial powers are a threat to international peace and security,” wrote Siddharth Varadarajan, strategic affairs editor of the Hindu, Indian’s second largest English daily, about the ongoing civil war in Libya.

The Sanya declaration made clear that all the BRICS including South Africa were opposed to the continued bombing in Libya by the West.

“We maintain that the independence, sovereignty, unity and territorial integrity of each nation should be respected,” was another point of the Sanya-declaration.

In this matter, the BRICS are following the so-called Beijing-consensus, first coined by Joshua Cooper Ramo, former foreign editor of Time, in 2004, which stresses

that the principle of a country’s self-determination goes before the need for humanitarian intervention.

Jim O’Neill, chairman of Goldman Sachs Asset Management, estimates that the BRICS cumulative economies will overtake the US economy in 2018.

Not so fast

Not all people are equally convinced that the BRICS will be able to speak with a common voice in the future.

“The only thing Russia and China have in common is that they dislike the West more than they dislike each other,” says Barry Buzan, Montague Burton Professor of International Relations at the London School of Economics.

This was most evident in the avoidance of controversial themes in the Sanya declaration. One of those themes was the inclusion of the CNY in the International Monetary Fund’s (IMF) Special Drawing Rights (SDR) pool. Already a hot topic during the March-meeting of G20’s finance ministers in Nanjing, the BRICS couldn’t come forth with a common statement about the CNY’s inclusion in the SDR. The Sanya declaration only produced a vague statement about welcoming a discussion of the future composition of the SDR’s basket of currencies.

The SDR is a monetary unit that represents a claim on the basket of currencies that the IMF maintains in the SDR pool. Currently the pool consists of USD, EUR, JPY and

GBP. The critique of CNY is that the Chinese currency is not currently meeting the criteria for being a part of the SDR, due to the fact that it cannot be freely exchanged except for trade and investment purposes.

“There is a need for a broad-basing of the international monetary system. The SDR is an instrument to do that, but we still have no unanimity on the inclusion of the Chinese currency in the SDR as of now,” an anonymous official of one of the BRICS told the newswire AFP at the summit.

China is driving force

China is seen by many people as the central figure behind the BRICS cooperation. Several delegates from the other BRICS admitted in private conversations that Beijing was the primary force behind the group.

“Previously the developing countries acted individually and weren’t able to withstand pressure from the West. Now they can better coordinate their policy,” said Yang Jiemian, president of the Chinese think tank Shanghai Institute for International Studies and one of the shapers of China’s BRICS policy.

The Chinese are careful not to directly antagonise the USA or to overtly state that the BRICS cooperation is directed against the USA.

“The BRICS is not against the USA or anyone else. This is an economic cooperation between the big emerging markets. If the USA should one day decline and become an emerging market, they are welcome to apply for membership in BRICS,” replied Qu Xing, chief of the CIIS, when asked about whether the USA should feel threatened about the BRICS. ■

What would happen if we lost made-in-Japan?

Business Review, 12 April 2011

The shut down of Japanese enterprises following earthquakes and tsunami has seriously impacted the global economy. Every industry has experienced the labour pains of losing “made-in-Japan”.

From the USA to Malaysia, from Mexico to China, each corner of the world has to confront the severed industrial chain well-built by Japan.

As economists predicted before the catastrophe, Japan was bound to go bankrupt in 2018 on the increasing rate of its national debt. Meanwhile, the glory of high-quality made-in-Japan products seemed to diminish with Toyota recalls, and Apple now prospers where Sony and Toshiba once reigned.

In the quake aftermath, Japan has suffered more than natural disasters. Take the car industry for example: Toyota, Honda and Nissan announced suspension of all manufacturing work due to factory damage. Car producers who control core technologies can, however, recover in a comparatively short time.

Factories in China, India and even in the USA now lack the core supplies from Japanese companies, and can only lay off employees or cut costs to remain in business. It's a domino effect equally apparent in the laptop and cell phone industries.

In this age, how can multinational enterprises survive without one of their strongest links?



How eBay found a secret way into China

Bloomberg Businessweek, 14-20 April 2011

Online retailer eBay has struggled and failed numerous times to enter China's market. In 2003, a 150-million-USD purchase of China's then-top e-commerce site, EachNet, proved fruitless. In 2006, it merged that venture with Tom Online. But the influx of funding and western expertise couldn't capture market share from (free) leader Taobao. "It's very hard to compete with free," said eBay's Asia Pacific senior VP.

But now eBay has identified and attacked a neglected market in China – “linking Chinese entrepreneurs and exporters to eBay consumers elsewhere”. While other organisations, just as giant Alibaba.com, connects importers and exporters, they don't cater directly to consumers.

Transactions from eBay's China link, which now boasts 150 service agents catering to Chinese sellers, reached 4 billion USD in 2010. The company established a partnership with China Post and the US Postal Service to both allow overseas consumers to track their China purchases and provide free shipping to domestic sellers.

In the wake of internal probes within its competitors, eBay has imposed restrictions on 10-15% of its China-based sellers for not meeting standards.



A new way to buy artwork

Money Journal, 6 April 2011

A new method exists for purchasing artwork. The Tianjin Property Rights Exchange offers buyers partial property rights of works of art through subscription shares.

A painting by Qi Baishi is too expensive for most individual art investors, but sharing his delicate sketch-work of shrimp and foliage with other investors seems to be rather easy and more accessible.

Although the relevant principles and rules are still in amendment, one work appeared on the Shenzhen Property Rights Exchange and made a deal at around 100,000 CNY. But the exchange still remains cautious, especially in the aspects of selecting investors and controlling risks.

In the initial stages of shared artwork trading, some investors bought the whole property rights of a work of art, then outsourced to make profits from price differences. Based on this situation, the Exchange can hardly profit from famous artwork. Also, art fans who are unfamiliar with the auction are reluctant to buy pieces in this way.

Therefore, the Exchange needs to supply a trading platform. And most of all, it is more crucial to form a new trading model than to earn profits, which is still far off.



Who wants to be a triple trillionaire?

The Economist, 12 March 2011

China's central bank reported that despite a slight trade deficit in Q1 2011, foreign exchange reserves topped 3 trillion USD at the end of March. Much of the reserves are held in US government securities, commodities that are slowly declining in value relative to CNY.

Several options are available for investing its stash of cash. With only half of its reserves, “China could buy all of the outstanding sovereign debt of Spain, Ireland, Portugal and Greece, solving the euro area's debt crisis in a trice.” It could also acquire Apple, Microsoft, IBM and Google for less than a third of its savings.

Eyeing real estate, the Asian nation could essentially purchase every developed plot of land on Manhattan Island and in Washington DC, three times over. The entire US Department of Defense only holds assets worth 1.9 trillion USD.

This thought exercise, while demonstrating the vast currency reserves held by China, also expresses the significance of a move to diversify the nation's portfolio. “Any purchase big enough to warrant China's attention will also move the market against it.”



Funds Seek China Exposure

UK funds manager counts Tianjin-based Dynasty Wines among his best stock picks

By Mark Gao

Given the long-term potential of the economy here, it's no surprise that investors, fund managers and hedge funds of the world are keen on exposure to promising Chinese companies. That's not easy, of course, because Beijing's rules mean most foreign capital investment is limited to Chinese companies listed on overseas boards like New York and Hong Kong – though there are limited, government-approved foreign funds active in the mainland.

Tianjin's best known wine bottler, Dynasty Wines, has caught the attention of fund managers since it listed in Hong Kong several years ago. A team of analysts in Beijing who crunch data for Lowes Wealth Management (LWM), a British-based fund, turned up several diamonds in China, among them Dynasty and China Gaoxian Fibre Fabric (which last year delivered a whopping 117%, the fund's best individual return on investment).

Given its 30-year history and the growing Chinese thirst for wine, Dynasty has good credentials for investors. LWM got a 34% return on its 2010 investment in stock of Dynasty (which bottles 70,000 tons of wine a year – roughly 66.7 million bottles) say company officials.

As founder and head of Lowes Wealth Management, Justin Lowes runs his 3-million-USD fund business out of London and Beijing, where the firm bases its analysts. Lowes follows the Warren Buffet investment philosophy, the Value Premium, and has



Justin Lowes, Founder, Lowes Wealth Management

thus far delivered his investors over 40% annual returns, outperforming global stock markets.

Known as the Elite LWM East-West Fund, the LWM modus operandi is to outperform all major global markets (which it did in 2010) while

avoiding risk. LWM was named top performer in the 'active managed' funds sector in the second half of 2010 by Trustnet, a well known website publishing funds data.

Lowes is also fine with keeping cash on the sidelines until the right target



company is found. “We don’t feel the need to have 100% of our cash invested if we think the risk is too high. At the same time we don’t feel we have to buy 100 positions just to claim we’re less volatile and so lower risk.”

Lowes says the advantage of his fund over other funds (be they similarly sized or not) is that it’s more attuned to investors’ wishes and better at

protecting them from serious risk. Rather than spreading itself over a large number of stocks to appear to lower risk, the fund typically holds at most 35 stocks. Companies he invests in are solid and offer little chance of permanent capital loss, explains Lowes.

He’s keeping faith in the old-school ‘value premium’ of investment thinking,

which Lowes claims has “consistently and significantly” outperformed stock markets since it was first promulgated in the 1930s. But Lowes also credits his fund’s adherence to Warren Buffet’s three golden rules of investment: “Don’t lose money, don’t forget rule one, don’t use debt.”

In what kind of company do you like to invest?

Great value companies – companies that are trading at a huge discount to their real value and to their historical and competitor values. Companies that are profitable and that are, ideally, increasing both revenue and profitability consistently. We want companies with a lot of cash and current assets and with significant free cash flow. Ideally, we want a decent dividend.

On what sectors are you keenest in China?

On the one hand, I’m keenest on companies that service the infrastructure sector, but on the other hand we want companies that tap into the rising spending power of Chinese consumers. We don’t have any companies in either sector, although a Chinese pharmaceutical company might partially qualify. Obviously ‘hot’ sectors will typically have higher valuations. And we go for the value, not for the hype. Hence our investment in a Greek cement company!

What’s the biggest challenge in assessing value of target companies here?

Being able to trust the numbers.

Why do you think Warren Buffet has been so successful, in China and elsewhere?

The biggest reason, by far, is his fundamental value approach. He simply looks to buy a company at a significant discount to its real value. He will hold cash, sometimes for long periods, until he finds something that is right for him. And because he will



sit out something he doesn't believe in, he can avoid getting caught up in a bubble. The secret to success at investing is making decent returns whilst at the same time avoiding spectacular losses. Buffett sat out the whole tech boom but profited hugely during 2000, 2001 and 2002 when markets were falling as what he'd been buying all along – solid, profitable companies – suddenly came back into favour.

Can you share an example of an investment that performed better than you had expected?

Sure. Alliance Global is a Philippine conglomerate active in fast-food retailing, real estate, tourism and alcoholic beverages. It's McDonald's biggest franchiser in the Philippines. We bought at 4.50 PHP (Philippine peso) and planned to exit around 6.80. However, its ongoing performance was good and justified the ongoing rise in its share price, to a point. We sold at 7.85 and 9.40, by which point we judged the stock

no longer offered decent value. The stock is now trading at near 12 PHP. Whether this price is a good one for investors is an interesting question. Our view is that the current price not only doesn't offer good value but also does not provide any security against political risk.

34% return on a 2010 investment in stock of Dynasty Wines

What's an investment which disappointed you and why?

We bought Vodafone stock in the UK in late 2005, shortly before it wrote off 28 billion GBP in goodwill relating to their acquisition of Mannesmann Tally. Although the stock eventually recovered and we made a small profit, it was down a fair amount for much of the next year. This taught us a lesson. We now nearly always discount

the value of goodwill on the balance sheet by 100%.

What do you think is your competitive advantage over other similar-sized funds?

That would depend on how those funds go about their business. The reality of the fund management business is that a huge number of investment funds are closet-index trackers that very closely track their benchmark. Indeed, they are designed not to outperform or underperform their benchmark, as any manager that deviates from the benchmark suffers massive career risk. They typically offer little value to investors who are sold a range of such funds by advisors and end up hopelessly over diversified. Why on earth select one fund with hundreds of positions, let alone a dozen such funds? Investors in such a situation would be far better off with some sort of global tracker and the lower fees that would entail. **E**



A Royal Education

David Cook

Headmaster, Wellington College International Tianjin

When and why did you choose to be an educator?

I do not think it was ever a conscious choice. I never woke up one day and vowed to be a teacher. I could perhaps have been a university lecturer, but going to a school like Westminster was a better option and I took to teaching straightaway. Since then I have been passionate about teaching and always try to teach in schools I lead.

You were the Founding Headmaster of Repton School in Dubai. How did that post go for you?

It was an extraordinary experience. In five years we took Repton from a patch of ground in the desert, if a very big patch, to a thriving internationally-renowned school of 2,000 students. It was all very rapid, which is the Dubai way, if perhaps in retrospect a little too rapid.

Nevertheless, we came a very long way in a very short period of time. For instance, we received IBO authorisation for the Diploma Programme in a term and a half, rather than the normal three years. My family is still in Dubai and the children still attend Repton. They have received an excellent education. Two of them are Repton scholars, and they will miss Repton, as I do, but they are very much looking forward to coming to Wellington, as are a few of their teachers who will be joining me here.

What common challenges do you encounter as headmaster of an international school, and how do you deal with them?

This is a huge question! But let me focus on one area. Both Wellington and Repton set out to bring a new quality of education to their respective locations. At the core of achieving such a level of excellence are the values of the child and their parents. All parents want what is

best for their children, but to achieve that in the context of a school like Wellington, they have to reinforce at home the study values and skills taught at school.

This appears easier in Dubai, where most parents are native English-speakers. The early signs are encouraging here too, despite the fact that many parents do not speak English. Educating our parents in the way Wellington does things is, for us, a major responsibility in our partnership with them.

Education at all levels is in reality a partnership between teachers, parents and students, whereby the learning processes initiated at school are maintained, indeed encouraged, at home.

Would you explain Wellington's Eight Aptitudes model of learning?

The Eight Aptitudes model is based in part on the pioneering studies of Howard Gardner on multiple intelligences. We seek to develop and enhance the following aptitudes which are found within all of our





students: Linguistic and Logical, Social and Personal, Cultural and Physical, and Moral and Spiritual.

Each of these aptitudes is embedded in Wellington life, providing direction to the development of individual education. In this fashion the whole child is prepared to manage self, manage relationships and manage their own learning, work and performance.

Why did Wellington come to Tianjin?

If you look at the 21st century and the shift of global power from West to East, China is clearly going to be the dominant economic power.

Tianjin is the financial centre of the north of China, emulating Shanghai in the south. It is the city of growth and imagination, and a more promising a city for a great school than Beijing or Shanghai. It's the city of the future and we want to be a part of that future. We occupy an historic site in the heart of Tianjin.

So, given all this, it is not surprising we want to be the community school for Tianjin. The aim of everybody involved in the College is to strengthen Tianjin's position in attracting foreign investment through the provision of a world-class school.

As a growing number of international schools have settled in Tianjin, what unique aspects and advantages make Wellington stand-out?

The most obvious difference from the other schools in Tianjin is the partnership with the highly prestigious Wellington College in the UK. From top to bottom, there are the strongest of links: the curriculum, uniforms, house names, school language and our status as a royal foundation. We welcomed the Duke of York to Tianjin last September for the Inauguration of the College and he is now our Visitor to the College, performing a similar role to Her Majesty the Queen for the College in the UK. This is unprecedented amongst international schools.

We can highlight three other areas where the partnership is highly visible and productive. There are two Wellington UK members on the governing body, including Dr Seldon, the current Master. We have followed Wellington UK in adopting the Eight Aptitudes model of education, including the now-famous happiness or well-being lessons. Finally, we are bringing Wellington teachers to Tianjin.

We also have the best teachers. They are all fully-qualified teachers,

native-language speakers, coming with experience of top British and International schools, and all are totally committed to the ethos and values of the College. The reputation of the name Wellington was crucial in attracting what is probably the best teaching staff in China, if not the Far East. Moreover, Wellington in Tianjin will be an ideal place to teach with small class sizes, wonderful facilities and resources, motivated students, supportive parents and considerable professional development opportunities.

Wellington is the first UK school to introduce lessons in happiness into its curriculum. This may sound new to many people here. Tell us more about how these lessons will impact students.

Wellington College in the UK introduced the teaching of "happiness", or Well Being as it is formally called, in 2006. Here in Tianjin we will also be incorporating a focus on Well Being. The aim of this is to allow all students – and staff – to flourish, thrive and achieve what the ancient Greeks called eudaimonia, or a worthwhile life.

According to a British government report in 2008, Well Being can be defined as "a dynamic state, in which the individual is able to develop

their potential, work productively and creatively, build strong and positive relationships with others, and contribute to their community”.

Well Being at Wellington College is built around six key themes. These are the importance of physical health, of maintaining positive relationships with other people, and of developing a sense of perspective, to give ourselves the resilience to overcome adversity. It also focuses on our character strengths, how to identify them and employ them in a variety of everyday situations. Furthermore, it looks at the world, at ways of living sustainably in a conspicuously consumer-driven society, considering our place in the world and what our relationship to it might be. Finally, and perhaps most challenging, is a focus on meaning and purpose, to help us go at least some of the way to working out our response to the questions life asks us.

Achieving well being is a natural outcome of developing all of the Eight Aptitudes, another distinctive hallmark of the Wellington approach.

What are Wellington’s admission policies and current enrollment?

Enrollment has been encouraging and we will start with all age groups from nursery up to Year 12. I expected there to be more children at the younger age groups, but it is pretty well consistent across the ages. The admissions procedures are outlined on the school website at www.wellingtoncollegeintl.cn.

We are a school of selection and there are entrance tests, usually papers in Mathematics, English and Non-Verbal Reasoning. Those who sat the tests so far have done well, though some common weaknesses in English have been apparent. I do

know that children who are second-language English speakers are going to benefit enormously from Wellington’s English Academy and English as an Additional Language (EAL) provision. One of our English Academy teachers is already here in Tianjin to advise students on how they can improve their English speaking and writing skills before the College opens in August. There is some ground to make up.

“Education is a vocation, not a business.”

Tell us about your Scholarship and Bursary Programme.

The Wellington Scholarships will be awarded on merit at all age groups from Year 7 to Year 12, and will cover five disciplines: academic, sporting, music, drama and art. Most international schools only offer academic scholarships at Year 12.

Wellington is going to be an exceptional school, and we want to help exceptional people meet their full potential. By offering the scholarship programme from an earlier stage and in a far wider field of disciplines, we are investing more time and expertise in helping our students reach their potential, whatever the activity, therefore giving them the best possible start to their future university pursuits and career aspirations.

At the same time we do not want any student who has ability to miss out on a Wellington education due to financial reasons. The same idea also lies behind the Bursary provision. Further details of the Scholarship and Bursary Programme can be found on the College website.

What is your personal impression of Tianjin?

I really like the city. Tianjin is very picturesque, with the river, the water parks and the concession areas. There is almost a European feel about the city. It is also a very nice place to live, lacking the frenetic pace of life in cities like Beijing and Shanghai. It is also a lovely place to walk around, in stark contrast to Dubai, where it was either too hot or there were no pavements.

What do you usually do when off the clock?

I would normally spend my time with my family, but my wife Debbie and the children are currently in Dubai. They will join me in Tianjin in June and then all my spare time (and there isn’t a great deal as setting up a new school is very time-consuming) will be with the family. Debbie and I have six children, aged five to fourteen, so it is a full-time occupation in itself!

Any advice you may want to share for readers who would like to enter your industry?

I have never heard education being called an industry!

One of the many celebrities to pass through the doors of Repton was the American actress Hilary Swank, who told me of her unending admiration for teachers who gave their lives to something so tangible in achieving the best for all the children in their care, which she saw as far more rewarding personally than making films. What Hilary was getting at is that education is a vocation and not a business or an industry, and if this is your approach to teaching you will go a long way. **B**



A man with passion

Steven Yau
General Manager, Renaissance Tianjin Lakeview Hotel

Interview by Keith Crane

Suited but tieless, approachable and engaging, Steven Yau is a man with passion. Both for the hotel industry, which he joined 36 years ago in Hong Kong, and for people. He's only ever worked for two employers, which is a sign of both his loyalty and belief in the qualities of professionalism and good management. It's a career he began at Hong Kong's Repulse Bay Peninsula Hotel before becoming one of the first professionals to cross to the mainland, in 1982. Now he's been appointed general manager of Marriott's stunning new fourth city property, the Renaissance Tianjin

Lakeview Hotel together with its apartments and convention centre. He spoke with Business Tianjin about his vision on life, and the business.

You've experienced 36 years in the hospitality industry. What has changed the most?

Simply to say I've learnt a lot. But now I think it's not enough. When I started in the hotel business we thought we knew a lot, but in fact the world is too big. We mainly used to talk about quality. But then, there weren't many people travelling, only the rich and famous, so it was significant and appreciated.

Nowadays it's quite different because more and more people are traveling and expecting more, and you have to truly analyse and understand your business to ensure your human and marketing resources are focused on the right customer. Our people will always play an important role in our business, but again different generations have different expectations, and we have seen a change in this regard as well. Previously, staff had to work really hard. Now you don't let them work too hard; instead, you train them to work smart, and enjoy their work at the same time.



Running a hotel once required an iron fist. What does it need today?

First and foremost, the ability to work with different groups of people effectively and efficiently. Being able to communicate with Owners, Corporate Management, Hotel Associates, Customers and even the Local Government is critical in the success of a hotel. The locality and region that a hotel may be located in does influence how you manage these groups. A good manager today ensures that communication lines remain open and are in good relations.

The other big item that is required today is the understanding and the effective use of Informational Resources. I won't go into specifics, but the amount of technology associated with running a hotel today is quite extensive compared to what it was in the past. Being able to find and use this information is very important.

What's the most striking thing you have learned from the hotel industry?

The Associates. You always get a surprise. It's not because of the picture on the wall, the view, the coffee cup or fancy food, but the associates are the ones who truly matter in our business. Our industry is an elegant, personal-touch industry, and it's the people who make this happen. As I just mentioned, this generation has different expectations with different ways of thinking and we as managers must ensure we realize this; especially with the expected continue growth of new hotels in China.

Would you do it all again?

Yes. It's a very simple answer. I love to bring happiness to people. In Chinese there's a saying: giving is better than taking, and if you don't have anything, you don't have anything to share. But if you are fulfilled, so full of passion, then you can share it with people. How? Eating and drinking are our basic needs, and food you can

turn into something more tasteful, more meaningfully related to the lifestyle you can share.

Can you define your business philosophy?

People are number one, associates are number one, in cooperation with our financial goal and our long term strategy.

What makes Tianjin an attractive choice for Marriott's investment?

Everybody knows the focus of the world's economy has moved to Asia, and China's playing a very important role. Tianjin is right next to Beijing, the political centre, and I think the central government has decided to focus on Tianjin for economic development. Maybe by 2013, Marriott will have five properties here.

What are Renaissance Tianjin Lakeview Hotel's most distinctive features?

Big. Spacious. Perfect for almost any type of traveler. Even the



history of the Hotel is distinctive. Look at the sign on the roof. Tianjin Bin Guan. This name was here more than 50 years ago on a hotel that was considered to be an icon of Tianjin and part of its people. Now, coinciding with the relocation of the municipal government building just across the road, this brand new Renaissance inherits the old hotel's Chinese name, which truly is an honor.

What are your business strategies and plans for the future of Renaissance Tianjin Lakeview Hotel?

Basically we have three targets: long stay, tourism, and commercial business for the hotel and the convention centre in conjunction with the government activity – a lot of important meetings and exhibitions. Some of the rooms have been specially designed to accommodate these. Our strategy is to work with the market, to remain at a five-star level and of course to monitor the competition to ensure we remain the premier hotel of Tianjin.

In May 2010, Marriott launched its Nobility of Nature commitment. Please tell us about it.

It's a programme the Marriott introduced with the Sichuan government, working with local people. Marriott has put in 500,000 USD to save water and keep the environment natural. At the same time we support farmers, to stop them from cutting down trees to turn them into industrial plots by supporting sustainable businesses.

What would you say are your biggest achievements?

The ability to bring in my knowledge and experience gained throughout my career, and incorporate that with the different aspects of the local environment. You have to be able to see, understand, and relate to the differing viewpoints of all parties involved in order to be successful.

Also, developing people is one of my biggest achievements – I truly love it and it's a big part of my job. In regards to Tianjin, the Tianjin people are creative. They're thinking out of the box, and we can work together with the local talent to do the same. We want to promote the service industry, and I look forward to making Tianjin another part of that achievement by being a role model for my management team to follow.

In Chinese there's a saying: giving is better than taking, and if you don't have anything, you don't have anything to share.

What is the best advice you have received in your years in the industry?

To understand different cultures is the best advice. No matter what you say, once you encounter any difficulty, the first thing you come up with is what you know instead of what the other knows. So to work a successful operation, you have to know a different culture, its different way of thinking.

What drives/motivates you?

My company has offered me lots of opportunities, security and growth. And as a Chinese I'm glad the

country has developed so fast and successfully and I can contribute to that. I can do something for the country in my own profession. Is there nothing better than that? I can develop more people and leave a great memory.

You mentioned there is a labour shortage in the industry. How do you tackle it?

China's a big country. Most international people only see the surface, around the coast, but little knowledge of second- and third-tier cities further west. So very simply we'll be looking to recruit people there, train them up and grow with them together.

Can you describe your typical day?

I love my work. I don't know how other people do it, but I have a passion. I care about each single object within the hotel, but the priority is still the people.

I start at 7am, but it's not to look for problems, it's to look for something great. Something I can praise. Official hour is 9 o'clock and have a meeting. General management is normally spent in meetings, meetings, meetings. I also offer a lot of time to my associates in all the different departments. Because the hotel is new, they have a lot of experience but they haven't worked together before. My time belongs to them.

I also have to offer time to my customers and my owner. But I enjoy seeing every second that passes being meaningful. Of course I need to spend time with my boy and my wife, but usually it's only dinner time, as right after dinner it's back to the hotel.

Is there anything else you'd like to share with our readers?

I think that the hotel industry is not just about how you look, it's about working hard like any job and being professional in delivering a quality service. ☑



WELLINGTON COLLEGE
INTERNATIONAL
TIANJIN



Top of its Class - the new Wellington College campus

Wellington College International Tianjin is centrally located on a newly purpose-built campus in the city centre. It offers facilities superior to any city centre school in China. The magnificent campus echoes the distinctive classical style of Wellington College in England, designed by John Shaw in the nineteenth century and reminiscent of the work of Sir Christopher Wren, among the most highly acclaimed architects in British history. The new College is a unique blend of architectural heritage with the needs of modern education incorporating the very latest technology.

Along with fully equipped interactive classrooms, there are ICT and science laboratories, art, music and dance studios, a library, an indoor gymnasium, swimming pool, sports field and a state-of-the-art theatre. The Nursery school is housed separately in a purpose-built facility for young children on the same site. Ensuring the very best in quality, great attention was given to every detail, from the clean air system and imported furnishings, to an impressive range of health, safety and security features.

Wellington College International Tianjin is now complete, and will open in August this year providing children ages 2-18 years with a breadth and depth of education which goes beyond academic success into every sphere of life. Students will be stretched intellectually, artistically, aesthetically, physically, musically and spiritually. Students graduating from Wellington College will go on to further studies at the world's top universities and will lifelong be a part of the Old Wellingtonian's network of alumni. Teachers at Wellington College are recruited from among the leading schools in England and internationally, all sharing a deep sense of commitment to the mission and ethos of the College and a passion for learning and teaching.

Wellington College International Tianjin is set to become an icon on the city landscape, synonymous with educational excellence, innovation and creativity at the centre of a thriving and dynamic learning community. Moreover, it is an inviting community that includes the students, faculty, staff, parents and their families to be a part of the global Wellington family.

Wellington College International Tianjin will be holding Open Days on Saturday, 14th May, Saturday, 18th June, Saturday, 23rd July and Saturday, 6th August later this year. Places at the Open Days will be limited so if you are interested in attending an early booking is encouraged. For bookings and general enquires please contact the College by calling +86 22 8758 7199 or +86 187 2248 7836 (English). You may also register for the Open Days by emailing the College at registrar@wellington-tianjin.cn.

PRC Real Estate Market Review First Quarter 2011

CB Richard Ellis



Market performance

The China commercial property market turned bullish in the first quarter of 2011, bolstered by solid growth of the economy. Office market momentum accelerated, while the first-tier cities (Beijing, Shanghai, Guangzhou and Shenzhen) all witnessed quarterly growth higher than 4%. The widening gap between rentals in first- and second-tier cities reflected robust demand originating from the transformation of economies in the former, which underpinned more expansion and new set up of companies in the service sector.

Compared to soaring rentals registered in the office market, the performance of those in the retail property market

turned out to be more rational. The rentals edged up from around 0.5% to 3% for the majority of cities we cover. Although some international brands hit snags due to an inability to acclimate to the China market and announced shutdowns or strategy adjustments, more retailers eagerly attempted to tap into this fast-growing market.

In the first quarter, the Chinese government tightened controls on the housing market and required all major cities to issue local home purchase restrictions. At the end of January, Shanghai and Chongqing unveiled municipal property tax pilot programmes. Yet the milder-than-expected tax with limited scope is seen more as long-term measure to stabilise the market.

The combined effect of slack season and policy headwind has not severely dampened the luxury residential market: prices maintained an upward trajectory, recording q-o-q growths around 3% for most cities we track, and a more imminent 8% above for Wuhan and Chongqing. On the other hand, in a traditionally booming season of exhibitions and expos, increasing demand underscored the buoyancy of the luxury leasing market at the beginning of the year. The logistics facilities market continuously gathered steam, bolstered by domestic consumption with double-digit growth and revival of foreign trade as well. Presently the scarcity of land for logistics facilities around first-tier cities boosted rentals of existing projects in the vicinity.

*Land mania continues in second-tier cities?
A brief review on 2010 land sales market in selected cities*

China recorded land premiums totalling 2.7 trillion CNY for the whole of 2010, up 70.4% y-o-y against an 18% y-o-y growth registering for land sales area (including industrial use land). The upward land price reflects the broad-based surge in housing prices and the lack of supply. In the 15 cities we track, the land sales area in 2010 picked up 15.6% y-o-y. Fuelled by loosening liquidity and surging sales revenue of developers, the land price climbed to 2,749 CNY per sqm in terms of accommodation value, up 23%.

In light of new waves of tightening policies released across 2010, municipal governments, especially of first-tier cities and those described as with rapid housing price growth, turned more cautious in launching land supply. Meanwhile, developers were more enthusiastic to tap into cities overshadowed by fewer restrictions. Against this background, second-tier cities accelerated in land supply in 2010 and received favourable responses. Among them, cities in Bohai-rim and central-west China topped in land sales area for the closure of 2010. Boosted by aggressive city plans for constructing new business areas or development zones (e.g. Tianjin, Qingdao and Chongqing) and massive urban renovation and reconstruction (e.g. Dalian), land supply in some cities surged substantially (Wuhan: 82% y-o-y and Dalian: 136% y-o-y) or sustained at all-time high levels (e.g. Tianjin and Qingdao).

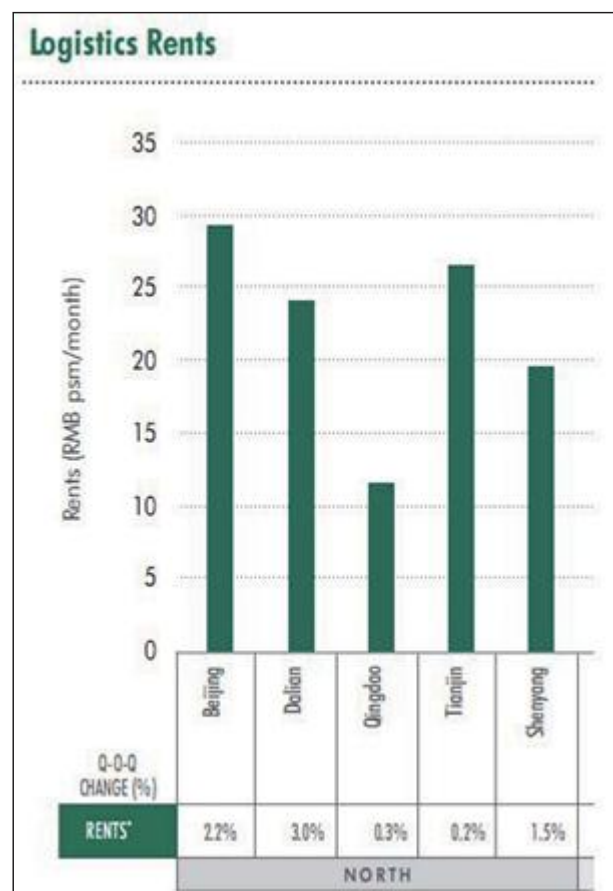
On the price front, the 2010 land sales market has not been dampened by the continuous tightening measures and has even gained vigour as manifested in all-time high prices registered across cities. After the rolling out of new home purchase restrictions in September, the land market saw resilient performance. Land parcels were sold at record high prices successively in Hangzhou, Nanjing and Guangzhou, indicating the optimistic outlook held by developers. As a consequence, high land prices in 2010 have reinforced the expectation on rising local house prices and reduced developers' willingness to slash prices.

North China

The first quarter of 2011 saw a rising trend in office markets across the five cities in North China. In the absence of new supply, robust demand, the overall vacancy rate remained low while rentals in the five cities rallied across the board. Beijing office market was the most prominent, with rentals rising by 7% in this quarter, a record high single quarter growth.

Due to the government control policies, luxury residential sales in the five cities in North China were negatively impacted. Selling prices saw a more moderate increase than that of the previous quarter, yet no decline registered. In the leasing market, driven by rising demand, luxury residential rentals in North China cities were all on a rise.

As for the retail property market, in the first quarter of 2011, foreign brands paced up in expanding across all cities of North China, while domestic retailers continued to open branches. New demand continuously encroached on vacant space, while the vacancy rate of retail property remained low, leading to the rental hike in most cities. Meanwhile, with the rapid development of retail and e-commerce, market demand for logistics facilities increased rapidly, but market supply was still limited, which drove the rentals for logistics facilities in the five cities in North China to edge up during the quarter.



Tianjin

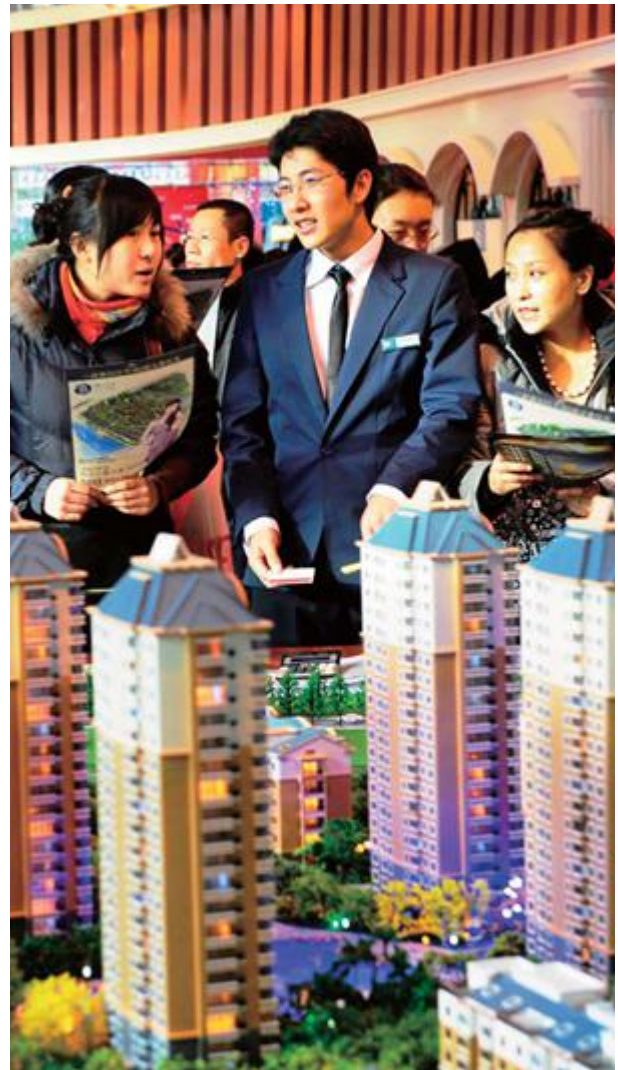
The sentiment of Tianjin's prime office market remained brisk in the first quarter of 2011. There were no new projects completed during the quarter, while some buildings with high vacancy in earlier periods showed notable improvement in absorption. Against this background, the overall vacancy rate dropped by 0.4 percentage points over last quarter to 12.7%, and the average rental was spurred by 1.5% to 109.3 CNY per sqm per month. In particular, 5000sqm of Tianjin City Tower, located on Youyi Road, was absorbed, and its vacancy rate was thus significantly dragged down by 20 percentage points.

Nevertheless, a total of 11 new office projects are in the pipeline for 2011, and will inevitably push up the overall vacancy rate in the following quarters.


Tianjin's recently released tightening measures stipulate that local households already owning a house or non-local buyers can only buy one additional house. On top of tightening measures promulgated in earlier months, these more restrictive policies have also been expanded to the whole city, covering the secondary market as well.

Nevertheless, prices in the luxury sector firmed up, with those of apartments rising an average of 6.9% q-o-q to 19,253 CNY per sqm. The luxury residential leasing market largely stabilised with the average rental of luxury apartments rising 0.5% q-o-q.

Tianjin's prime retail property market fared well for the first quarter of 2011. The overall vacancy came down to 13.5%, a q-o-q decline of 2.6 percentage points. International high-end brands continued to expand in Tianjin. For instance, Helena Rubinstein debuted in Hisense Plaza in March, and other newly opened shopping centres such as Aeon and Hedong Wanda Plaza registered sound absorption after opening for one



quarter. Against this backdrop, the average rental of ground floor marched up 3.4% q-o-q to 21.5 CNY per sqm per day.

Demand for logistics facilities in Tianjin further rallied, bolstered by the development of industrial, port and trade industries. In the first quarter of 2011, the average rent of logistics properties increased by 0.2% q-o-q to 26.6 CNY per sqm per month. The average industrial land price largely stabilised at 448.8 CNY per sqm, a slight 0.1% increase. Rentals are expected to remain in their upward trajectory over the short to medium terms. 





Simon Bai
Winners Law Firm

LATEST DEVELOPMENT ON CHINA'S ANTI-MONOPOLY LAW



Background

In August 2008, China adopted the landmark legislation Anti-monopoly Law (AML). Since then, three government authorities have been involved in the drafting of implementation rules and AML enforcement: the AML empowers the Ministry of Commerce with merger control in China; the National Development and Reform Commission (NDRC) deals with price-related monopolistic behav-

iors by business undertakings; while the State Administration for Industry and Commerce (SAIC) polices non-merger-related monopolistic behaviours.

Since 2008, each of these three AML enforcement agencies has been busy developing detailed legislative guidance regarding the specific aspects of the AML within its power. SAIC, for example, has issued two sets of



draft implementing rules for public comment, first in June 2009 and then again in May 2010. The NDRC, meanwhile, released a draft version of its rules on price-related monopolistic conduct in August 2009.

On 1 February 2011, a new set of implementing rules issued by the NDRC and SAIC (collectively the “Implementing Rules”) came into force, marking a major development in China anti-trust law by filling many gaps and clarifying issues on AML enforcement.

These Implementing Rules provide more detailed guidance regarding some of the basic concepts and prohibitions contained in the AML. The key features of the new Implementing Rules are discussed in this article.

New regulations

The new regulations issued by the SAIC (SAIC Rules) comprise the following:

Provisions of the Administration for Industry and Commerce for the Prevention of the Abuse of Administrative Powers to Exclude or Restrict Competition;

Provisions of the Administration for Industry and Commerce on the Prohibition of Acts Involving Monopolistic Agreements; and

Provisions of the Administration for Industry and Commerce on Prohibiting the Abuse of a Dominant Market Position

The new regulations issued by the NDRC comprise the following (the NDRC Rules):

Provisions on Anti-monopolistic Pricing; and

Provisions on Administrative Enforcement Procedures on Anti-monopolistic Pricing

Monopoly agreements

The Implementing Rules elaborates on prohibition of monopoly agreements under AML, including pricing and non-pricing anti-competitive practices. The following pricing monopoly agreements between competitors are prohibited:

- fixing or changing the prices of goods or services
- fixing or changing the price variation levels of goods or services
- fixing or changing commission fees or discounts affecting prices
- using agreed prices as a benchmark for transactions with third parties



- agreeing on a standard formula for price calculations
- agreeing to seek consent from competitors before changing prices

As regards non-pricing monopoly agreements, the following practices are illegal under the SAIC Rules:

- production or sales limitations
- market sharing or customer allocation or allocation of procurement of raw materials or suppliers
- restricting technological development and the procurement of, investment in or R&D or use of new technologies, processes and equipment and the adoption of new technical standards
- participating in joint boycott of customers and suppliers

It is noteworthy that sometimes it is difficult to draw a clear line between price-related and non-price-related conduct, and many agreements and conduct not related to pricing could have an impact on pricing.

Abuse of dominant position

What constitutes a dominant market position? Dominance refers to the ability to control the price, quantity or any other commercial terms for the commodities in a relevant market, or the ability to impede or affect the entry of other business operators into the relevant market.

Under the AML and the Implementing Rules, a company holding 50% of

market share of particular goods or services is deemed to be dominant. Similarly, two companies in combination holding 2/3 of a market or three companies holding 3/4 of a market are also presumed dominant. Nevertheless, any company holding less than 10% of the market is exempted from this presumption.

Under the Implementing Rules, the following pricing practices are considered to be abuse of dominant position and thus illegal unless reasonable justification can be provided under exceptional circumstances:

- charging unfairly high sale prices or paying unfairly low purchasing prices
- selling below cost
- refusing to deal by way of excessively high sale prices or excessively low purchase prices
- exclusive dealing by means of price discounts
- unfair fees on transaction prices
- price discrimination

Apart from the above, the Implementing Rules also specify non-pricing abuse of dominance, which includes the following:

- refusal to deal, including in the form of limiting sale volumes or delaying transactions
- imposing exclusivity obligations
- coercive tying or bundling of products in sale which are against trade customs, consumption habits of consumers, or without considering different product functions

- discrimination through different transaction volumes, varieties, qualities, payment terms or delivery methods

Leniency for whistle-blowers

Both NDRC Rules and the SAIC Rules provide for leniency when companies voluntarily report a monopolistic agreement to the relevant authorities, disclose “material evidence”, and cooperate fully with SAIC during the latter’s investigation. “Material evidence” is defined as evidence crucial in the commencement of an investigation by the authorities or instrumental to the determination that a monopolistic agreement has been reached. It is within the NDRC and SAIC’s sole discretion to decide whether other applicants might be granted leniency, taking into account the time in reporting such practices, importance of information supplied etc. There remains much uncertainty regarding how leniency is evaluated and granted, which needs more detailed interpretations by SAIC.

Conclusion

The latest legislation in anti-competitive practices provides the NDRC and SAIC with more substantive law to step up enforcement activities against monopolistic agreements, abuse of dominance, and abuse of administrative powers. Companies that have dominant positions in the market must now review their existing business behaviours – which might fall within the scope of anti-competitive practices under the Implementation Rules – as well as the extent to which such behaviours might be entitled to exemptions or justifications. Unless there exist justified reasons as provided by the Implementation Rules, businesses must now be careful not to engage in hardcore cartels or price-fixing, or appear to have done so. **■**

WINNERS has been recognized consecutively as "Tianjin Firm of the Year" by two international legal journals: *Asia Legal Business* from 2008-2010, and by *China Law & Practice* from 2009-2010.





Beijing Yingke Law Firm Tianjin Office

Beijing Yingke Law Firm Tianjin Office was established in April 2010. It is directly invested and managed by Beijing headquarters, sharing the same resources with Beijing headquarters and developing commonly. Yingke Law Firm Tianjin Office, located at Future Plaza in Tianjin financial center, is surrounded by a lot of famous enterprises and financial institutions. Our law firm is in superior geographical location, with swift transportation, elegant environment and advanced facilities. Yingke Law Firm Tianjin Office, all housed within a 1,000 square-meter office area, plans to have 100 lawyers and set up over 20 professional departments. In addition, Binhai New Area Office, all housed within a 400 square-meter

office area, is in preparation. We aim to achieve enlargement, specialization, reputation and internationalization, under the unified leadership of Beijing headquarters.

International Legal Affairs Department

The International Legal Affairs Department has reached 12 employees: 8 lawyers and 4 assistants. Our law team has profound theoretical foundation of law and rich legal practice experience, especially in international trade, maritime affairs, foreign investment, overseas financing, merger and acquisition, foreign direct investment, foreign labor, immigration studies abroad, foreign-related intellectual property, foreign-related civil and

commercial affairs, anti-dumping, litigation and arbitration, etc.

In the legal affairs of civil litigation or arbitration, our lawyer team has dealt with a lot dispute cases such as international trade, maritime affairs and various civil and commercial affairs, successfully handling cases of negotiation or mediation, litigation or arbitration. For many years, our law team has been actively involved in the above-mentioned fields, accumulating rich experience.

In the legal affairs of non-litigation, our law team has been repeatedly involved in the enterprise bond issuance, enterprise reform, asset reorganization, establishment and operation of foreign-capital enter-



prises, merger and legal services for foreign companies and foreign-related enterprises as legal consultant or special legal adviser. Our team is familiar with each link of international trade: negotiations, contracting, customs, commodity inspection, cargo insurance, international transportation, credit and so on, with rich experience in international trade settlement, transportation, insurance, risk, etc.

Our lawyer team is proficient to deal with all legal affairs in English, able to translate various legal documents in English skillfully, and has drafted various forms of contract in English or Chinese for companies, enterprises and institutions, government

agencies, social organizations and individuals.

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International Legal Affairs
International Trade, Overseas Investment, Foreign Direct Investment, Maritime, Foreign-related Civil and Commercial affairs, Anti-dumping, International Arbitration, Foreign-

related Criminal Litigation, Foreign-related Intellectual Property.



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Directly invested and managed by Beijing headquarters, Beijing Yingke Law Firm Tianjin Office was established in April 2010, based on the principles of good faith, diligence, professionalism and responsibility.

Practice Areas:

- **Corporate Legal Affairs**
Corporate Tax, Labor, Merger & Acquisition, Tendering & Bidding, Bankruptcy & Restructuring, Risk Management, Legal Consultancy, Resources & Energy, Environment, Finance, Banking, Insurance, Private Equity and Venture Capital, Security, etc.
- **International Legal Affairs**
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Garrigues Shanghai

Foreign Invested Partnership Enterprises a new investment vehicle

Foreign-invested partnership enterprises, as an alternative and significant investment vehicle for foreign investors, were introduced by the *Administrative Measures on the Establishment of Partnership Enterprises in China by Foreign Enterprises or Individuals* (FIP Measures) promulgated by State Council as effective from 1 March 2010. The FIP Measures have opened the door for foreign entities and individuals to invest directly in partnership enterprises in China, which were previously only available to domestic individuals and entities registered in China.

According to the FIP Measures, a foreign-invested partnership enterprise (FIP) can be established by two or more foreign enterprises or individuals (a wholly foreign-owned FIP), or by foreign enterprises or individuals together with Chinese natural persons, legal persons or other entities (a Sino-foreign FIP). In addition, a wholly domestic partnership

enterprise can also be converted into a FIP through admission of a foreign partner. Enterprises and individuals from Hong Kong, Macao, and Taiwan are treated as foreign investors under the FIP Measures.

Since the promulgation of the FIP Measures, dozens of FIPs have already been established in China.

Main features

Under PRC laws, basically, there are two types of partnership enterprises: general partnership and limited partnership. A general partnership is formed by general partners who bear unlimited joint and several liabilities for the debts of the partnership enterprise. This means general partners of a FIP are not shielded by the limited liability doctrine as available to shareholders of a limited liability company. A limited partnership is formed by a combination of general partner(s) without limited liability and lim-





ited partner(s) who only bear the liabilities for the partnership's debts to the extent of their contribution. In either case, a state-owned company or listed company cannot become a general partner of a FIP.

Apart from the requirement of at least one general partner with unlimited liability in a FIP, the main features of a FIP that differ from a foreign invested enterprise (FIE) include:

(i) no minimum capital requirement for a FIP, while there are different

minimum requirements of registered capital for a FIE subject to its business scope;

(ii) no ratio limit of non-cash contribution for a FIP, while non-cash assets shall not be more than 70% of total registered capital for a FIE;

(iii) no restriction on the contribution of labour for a FIP, while labour contribution is not allowed for a FIE;

(iv) no statutory timetable of contribution for a FIP, while a FIE shall follow its contribution schedule (no more than two years in most cases);

(v) unlike a FIE, generally speaking, the establishment of a FIP is not subject to prior approval but only registration with competent authorities;

(vi) unlike a FIE whose profit is generally based on a percentage of the capital contribution, the profit distribution of a FIP could follow a negotiated agreement between partners.

Registration process

Previously, approval by the Ministry of Commerce (MOFCOM) and its local counterparts was a prerequisite for all forms of FIEs in China, and only with approval by MOFCOM could a FIE be established and registered with the State Administration of Industry and Commerce and its local counterparts (AIC) for the issuance of a business license.

The FIP Measures clearly provide that the partners of a FIP can apply for establishment registration directly with local registration authorities without prior MOFCOM approval, except for FIPs investing in certain industries that require prior approval of the authorities according to the specific regulations.

The competent AIC is required to file records with MOFCOM in respect of the establishment or key changes of the FIP. At the same time, the *Regulations on the Administration of the Registration of Foreign Invested Partnership Enterprises* (FIP Registration Regulations), effective 1 March 2010, also set a consultation process for the establishment of a FIP if its business falls into (i) a "restricted" category as stipulated in the *Foreign Investment Industrial Guidance Catalogue* (Catalogue), which does not require "prior approval"; or (ii) other projects within the scope of responsibility of a particular governmental authority. In the above cases, the competent AIC is required to seek a written opinion from the relevant governmental authority within 5 days of the acceptance of



the application for establishment. As is the practice in Beijing, MOFCOM approval must first be obtained if the proposed business scope of the FIP falls into the restricted category of the Catalogue.

Restriction to industry

FIPs, as an alternative investment vehicle, cannot be adopted by foreign investors in all industries. The FIP Measures make unequivocal that a FIP is subject to the same industrial policies contained in the Catalogue as other types of FIEs. When establishing a FIP, the investors shall submit a statement confirming compliance with foreign investment industry policies to the competent AIC. The FIP Registration Regulations further provide that the partners of the FIP shall not establish a FIP under the Catalogue if its business falls into: (i) a “prohibited” category;

(ii) projects labeled “limited to equity joint ventures”, “limited to cooperative joint ventures”, “limited to equity joint ventures or contractual joint ventures”, “with the Chinese party having a controlling interest” or “with the Chinese party having a comparatively controlling interest”; or (iii) projects with requirements on maximum foreign ownership percentage.

Contribution

The FIP Measures generally require the foreign investor to make contributions in freely convertible foreign currencies or lawfully obtained Chinese yuan (CNY). The FIPs are not subject to the requirements of minimum amount, minimum percentage for current asset and statutory time limit for capital contribution, as is the case under the corresponding laws and regulations for FIEs.

The FIP Registration Regulations clarify the non-cash contributions (i.e., in-kind, land-use rights, intellectual property rights, other property rights or labour services at a value determined by agreements among the partners or appraised by official appraisal authorities appointed by all the partners) are fully recognised as valid capital contributions for FIPs. However, if the FIP is a limited partnership, the limited partner shall not be entitled to make capital contribution with labour services.

Taxation

According to the *Circular on Partners' Income Tax in Partnership Enterprise*, jointly issued by the Ministry of Finance (MOF) and the State Administration of Taxation (SAT) on 23 December 2008 with retroactive effect from 1 January 2008, tax pass-through treatment applies to partner-

ship enterprises established in China. Considering that neither the FIP Measures nor the FIP Registration Regulations have made any specific provisions on the tax treatment of FIPs, and that FIP is a special form of partnership enterprises, it is understood that tax pass-through treatment shall also apply to FIPs.

Under such pass-through treatment, a FIP will not be subject to relevant income tax, but the corporate partner and individual partner will instead be subject to enterprise income tax or individual income tax, respectively, to the extent of such partner's share of partnership income. In this regard, issues such as how to collect the taxation on foreign corporate partners are still unclear. It is expected that the MOF and the SAT will provide further regulatory guidance on relevant issues in light of FIPs in the future.

FIPs and Funds

The FIP Measures and the FIP Registration Regulations generally allow a foreign investor to establish a FIP with a main objective of making investments (Investment FI), leaving open the possibility that the central government may subsequently promulgate more specific regulations in this regard. AIC at the provincial or equivalent level shall be responsible for the registration of this kind of FIP. Such opportunity is of great interest to foreign private equity funds and investors who intend to conduct equity investment in China.

Because the FIP Measures and FIP Registration Regulations markedly lack specific provisions concerning the establishment of Investment FIPs, in practice, some authorities are adopting the criteria provided by the *Administrative Measures on Foreign-Invested Venture Capital Enterprises* (FIVCE Measures), as effective since 1 March 2003. According to the FIVCE Measures, establishing a non-legal-person entity requires

a minimum contribution of 10 million USD and prior MOFCOM approval. Since the FIP is considered one type of non-legal-person entity, some authorities also require that an Investment FIP be established with a minimum contribution of 10 million USD and prior MOFCOM approval. Nevertheless, since the FIVCE Measures are not expressly applicable to FIPs, such criteria and requirements are not clear and should be discussed and analysed in more detail.

Investment FIPs also still lack detailed rules on conversion and settlement of foreign exchange capital for equity investment. According to the current foreign exchange regulations, only investment companies with limited liability may convert their foreign exchange capital into CNY for investment in equity. An Investment FIP may encounter some obstacles if it intends to convert its foreign investment capital into CNY for investment in equity, as so far it is not expressly permitted.

To facilitate the investment activities of Investment FIPs, some local governments have developed or are proposing pilot programmes with respect to "Qualified Foreign Limited Partner" (QFLP). For instance, Shanghai has released the *Circular on Carrying Out the Pilot Scheme for Foreign Invested Equity Investment Enterprises in Shanghai* in 2010, and its Implementing Measures on 24 December 2010 (Shanghai PE Fund Rules), taking Pudong District as the pilot area. Under the Shanghai PE Fund Rules, if one partner of a FIP is recognised as a QFLP, such FIP may be granted an approved quota within which it could convert foreign exchange capital to CNY for equity investment. To apply for the recognition of a QFLP, such a partner shall at least fulfill the following conditions:

(i) hold assets worth no less than 500 million USD or manage assets valued at no less than 1 billion USD within a

fiscal year prior to the application; (ii) have a sound governance structure and no record of regulatory sanctions in the last two years; and (iii) have or its affiliate have more than 5 years of investment-related experience.

But for those Investment FIPs without quota, the obstacles in terms of their conversion of foreign exchange capital into CNY for equity investment are likely to continue.

Conclusion

The open door to FIP represents a laudable legislative breakthrough in China's foreign investment regime. Taking into account the FIPs' flexibility in management, capital structure, distribution of profits, undertaking of liabilities and other aspects, foreign investors may consider FIP an alternative investment vehicle if it fits their business plan and need.

Notwithstanding, there are still several legal uncertainties related to the operations of the FIP. It is expected that the framework for the establishment and operations of FIPs in China will be further defined as more specific rules are released on the finance, taxation, foreign exchange and other relevant matters of a FIP. ■

Garrigues has over 13 years of experience in advising companies in their investments in China. The team of experienced Western and Chinese professionals at Garrigues Shanghai provides legal advice to foreign companies on a wide range of issues such as incorporation of companies and negotiation of joint ventures, commercial contracting, M&A, tax, real estate, employment, intellectual property, arbitration and infrastructures, as well as to Chinese companies with investments abroad.





Philippe Healey,
Project Manager,
China IPR SME
Helpdesk

IPR Protection at Trade Fairs



Thousands of European SMEs participate in trade fairs and exhibitions in China each year. Trade fairs offer the opportunity for companies to showcase their products and identify new clients. Many companies, however, witness their IP being infringed at events in China. It can be a challenging issue to resolve but there are processes that can be put in place to minimise the risk of being infringed upon and to maximise the chance of a successful outcome if you do experience infringement.

Steps to take before the trade fair

First of all, you should identify your key IP assets (trademarks, patents, copyright) and register your rights in China at the earliest possible opportunity. This step is very important, because the basic rule in China is that unless the right in question is registered, it will not be enforceable. The concept of unregistered rights is not well-established in China.

Secondly, you should determine your strategy well in advance of the trade fair. Would you



rather take enforcement action at the trade fair or use the fair as an opportunity to gather evidence and build a case? It is recommended that you discuss your strategy with an experienced lawyer who is familiar with working at trade fairs in China.

If you are not certain about securing all necessary evidence and paperwork to carry out an action at the trade fair, then gathering evidence at the fair may be a better strategy. However, if you plan to take action at the trade fair,

prepare the required documents (certificate of IP right ownership, photographic evidence of the alleged infringing products, etc.) – some may need to be notarised and legalised which can take several months. Details of the documents required can be found in the helpdesk's trade fairs E-learning module at www.china-iprhelpdesk.eu.

In addition to preparing the documents, you should visit the trade fair's website or contact the organiser to gain information on any complaint

centre that may be at the trade fair and if there is any IP protection information available to you. If there is no complaint centre, check to see if the local IP authorities are authorised to enter the trade fair to ensure the enforcement of IP rights. Moreover, it is important to research if there are any 'suspicious' organisations (i.e. those you know or suspect to be handling infringing items) expected to attend. The organiser should be able to provide a list of exhibitors with their stall numbers, prior to the trade fair. This will allow you to adapt your strategy accordingly.

It may well be worth considering protecting your Intellectual Property by keeping your most valued IP assets a 'trade secret'. Trade secrets often protect valuable technical information that cannot be sheltered under other forms of intellectual property law.

At the trade fair: be proactive

Visit the trade fair during the set-up phase, and visit known, past or suspected infringers. Being aware of the 'usual suspects' and using the fair as a chance to make in-depth investigations and gather evidence may be as valuable as taking enforcement action at the trade fair. It might be useful to collect business cards, brochures and other information from any suspected infringers. While infringers may appear in various guises with different company names on their business cards, the individuals involved usually provide the same mobile phone number, which may enable various front-companies to be linked.

Furthermore, if you're exhibiting at a trade fair, review and consider what materials you are displaying and distributing, especially if they relate to new products. Remember, displaying products at trade fairs can constitute 'publication' (but not in all circumstances), which may affect their novelty value.

It is prudent to make yourself known to the authorities before any potential issues arise, and consult with them on specific issues that may apply to a particular event as early in your visit as possible. Thus, know where the relevant IP authorities are located at the fair and make contact, particularly if your agents/lawyers have a good working relationship with them. If you do discover infringement and you have all your documents present and in order, use the system that's in place and take the necessary enforcement action.

Keep in mind that enforcement action at a fair only addresses sales on the day. To deal with the source of infringing products, a longer-term solution is needed. Action on the day will often be combined with action after the fair. To learn more about taking action, visit www.china-iprhelpdesk.eu.

Determine your strategy well in advance of the trade fair.

After the trade fair

If you did take action at the trade fair, follow up with the authorities and conduct investigations to check whether the infringer has halted the infringing activities. Take further enforcement action if necessary. In case no action was undertaken at the fair, report to your legal or IP department and add the information to your records.

Prior to the next trade fair, you might also send cease-and-desist letters to known infringers, which include an order or request to halt an activity or else face legal action. It is best to have such letters drafted by a local lawyer, as there can also be risks associated with them (e.g., a requirement to bring

a suit or the possibility of the recipient claiming libel).

Case study: The removal of infringing goods from a trade fair

Case background

An Austrian SME attended a textile industry trade fair in China. On the opening day of the trade fair it took a tour of the exhibition and noticed that there were at least two Chinese participants displaying products very similar to its own. The Austrian company believed that some of its own products' patents were being infringed.

Action taken

The SME visited the official IPR office at the fair and completed a complaint form providing full details of the suspected infringement. Additional documents it was required to provide included:

- proof of patent ownership (patent certificate)
- copies of receipts showing that annuities for the patents had been paid
- a power of attorney in favour of the person filing the complaint
- notarised copies of the company incorporation documents

Note that without a registered patent, it would not be possible to successfully file a complaint at the trade fair for alleged patent infringement.


Outcome

Following thorough examination of the document, the IP Official was satisfied that the SME had proven its ownership of the patents in question and that there was enough cause to believe that its IPR had been infringed. The IP Official proceeded to approach the alleged infringers to inform them that a complaint had been filed against them and, as per trade fair practice, the infringers were given 24 hours

to respond to the claim. In this case the response was insufficient and the trade fair organiser removed the infringing item.

Key lessons

1. Ensure that you have registered your IP rights in China. If you want to successfully file a complaint at a trade fair you must provide evidence of ownership of the trademark or patent in question.
2. Carefully read the contract you sign with the organisers, and find out if there will be an IPR office at the trade fair. Find out what documentation is needed to have a complaint accepted.
3. If you want to take enforcement action at the trade fair you are attending, you must prepare all documents in advance. Allow at least a three-month window to prepare all documentation.

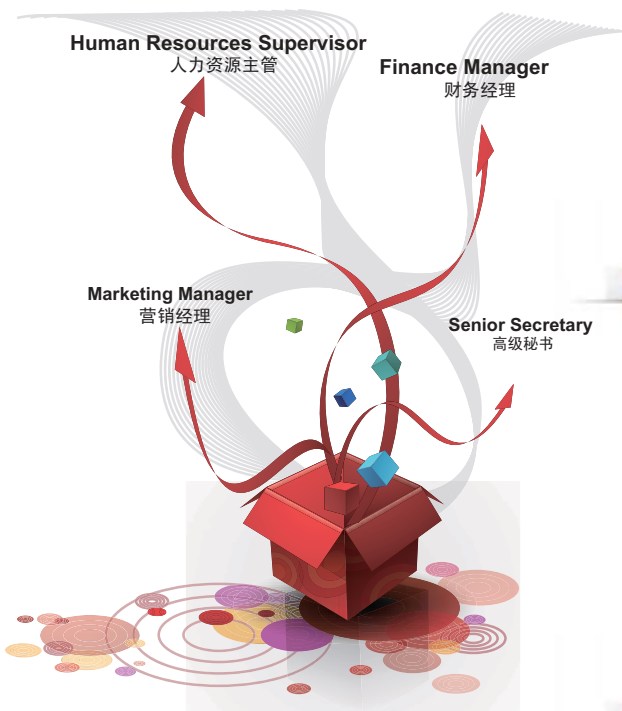
To learn more about protecting your IPR at trade fairs, visit www.china-iprhelpdesk.eu and take the helpdesk's free online training module on protecting your IPR at trade fairs. 



The China IPR SME Helpdesk is a European Commission funded project that provides free, practical, business advice relating to China IPR to European SMEs. To learn about any aspect of intellectual property rights in China, visit our online portal at www.china-iprhelpdesk.eu. For free expert advice on China IPR for your business, e-mail your questions to: enquiries@china-iprhelpdesk.eu. You will receive a reply from one of the Helpdesk experts within seven working days. The China IPR SME Helpdesk is jointly implemented by DEVELOPMENT Solutions and the European Union Chamber of Commerce in China (EUCCC).

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Marketing Manager 营销经理

Code: MM110501

JOB DESCRIPTION:

- Develop strategy for growth and expansion of current business
- Maintain and develop relationships with key customers
- Coordinate and execute planned events
- Lead a marketing/sales team
- Check sales proposals, presentations and contracts, negotiate and close contract with clients
- Prepare monthly report of activities and goals

WHO WE ARE LOOKING FOR:

- Bachelor's degree or above, major in marketing or business administration
- 5 years of marketing/sales experience
- Ability to meet multiple objectives in an entrepreneurial environment with little supervision
- Negotiation skills
- Good interpersonal skills
- Team-leading experience
- Proficiency in written and spoken English

Human Resource Supervisor 人力资源主管

Code: HRS110502

JOB DESCRIPTION:

- Establish and implement HR policies and projects
- Manage the recruitment process
- Communicate and coordinate internal and external communication
- Develop a training program that supports the needs of the business and enhances the performance of individuals
- Organize and manage training activities, develop and improve the content of training courses, manage and file training results, ensure the effect of training courses on the improvement of employees' actual working ability
- Develop relationships with agency and arbitration bureau
- Coordinate with other departments

WHO WE ARE LOOKING FOR:

- Comprehensive knowledge of HR policies and practices
- Strong mentoring and counseling skills
- At least 3 years of experience in a similar position
- Patient, good at communicating with people at all levels
- Degree in Human Resources, Business Administration or related discipline
- Works well under high pressure
- Good spoken and written Mandarin and English

Finance Manager 财务经理

Code: FM110503

JOB DESCRIPTION:

- Responsible for accounting department
- Prepare and analyze periodic financial reports
- Coordinate monthly closing and budget control
- Handle tax declarations
- Support all CFO responsibilities
- Manage cash flow

WHO WE ARE LOOKING FOR:

- Education in Finance
- Several years of experience in the financial field
- Highly organized
- A fine eye for details
- Good spoken and written English
- Team player, sense of responsibility

Senior Secretary 高级秘书

Code: GA110504

JOB DESCRIPTION:

- Responsible for providing senior-level secretarial and clerical services for the GM
- Provide office support service
- Represent GM in events and business issues
- Perform other related duties as required

WHO WE ARE LOOKING FOR:

- office administration experience
- an understanding of the western cultural and political environment
- analytical, problem-solving, time management and decision-making skills
- computer skills including the ability to operate computerized accounting, spreadsheet and word processing programs at a highly proficient level
- demonstrate sound work ethics
- Fluent English (speaking, reading and writing); candidates with Spanish proficiency will be preferred.

When Boomers retire will Generation Y take the lead?

How to deal with four generations in one work population

By Susan Salzbrenner

The demographics of the pool of available talent have always been changing, but never before has the change in worker attitude and preference been as pronounced and significant as now. At the moment, four different generations compile the workforce: Traditionalists, Baby Boomers, Generation X and Generation Y. They represent the past, present and future workforce. The practice of “One size fits all” with standardised processes and procedures for all employees might make work easier for the HR department, but it fails to take generational diversity into account.

The four generation phenomenon

Each generation always brings with it a new set of perspectives on work. Learning to value the change new generations offer and adopt their ideas is a major challenge for HR professionals, as it means a change in systems, compensations methods, talent development tactics, etc.

So, who are these generations, currently struggling to work together efficiently? The Traditionalists/Matures – born before 1946 – are dedicated to a job and a company for the rest of their work life. The Baby Boomers – born between 1946 and 1964 – live to work, while Generation X – born between 1965 and 1980 – works to live. Generation Y, or ‘Millennials’ – born 1981 through 1994 – can be described as living in the moment. This youngest generation is often regarded by others as overconfident, less attached to the company, and self-assured. For this generation, job satisfaction plays a



more important role than monetary rewards, which is also why they are more prone to sudden career changes. Aware of their value and knowledge, Millennials like to challenge the status quo. Due to rapid technological development, they expect everyone to be using equipment with the same confidence and natural curiosity as they do.

How does this affect HR management?

By understanding the different values and attitudes of the generations, Human Resource professionals can leverage their talent pool in a way that appeals to the respective talented employee.

1) To retain top performers and maximise productivity, HR departments

need to provide their employees with the right form of management, compensation model, training method and technology.

2) HR succession planning will need to take talent shortages due to generation shifts into account. Baby boomers are by far the largest group in the workforce right now and will leave a huge gap when they retire in the years to come.

3) The Human Resources Department needs to ensure that knowledge of older generations is passed on. The transfer of knowledge, internal history and context to certain organisational situations is vital to generational diversity, and guarantees a smooth operation after one generation has left the workforce.

4) Different experiences, expectations to work and historical background might lead to conflicts between those generations. HR is responsible for ensuring that these groups can work side-by-side and encourage cross-generational teams to mitigate existing stereotypes.

5) In terms of HR Recruitment and Employer Branding, it is important to be aware of these generational changes, to understand the needs of upcoming generations of talented future employees.

Retaining future workforce in the war for talent

Due to its drastically different work attitude and approach to career planning, Generation Y needs to be approached differently in order to keep its members engaged and attached to your company. After looking at their profile, HR professional might want to consider changes in their organisational compensation structure. Advancing flexible benefit structures is a great way to reflect different lifestyles and motivate these employees. By “compensating” instead of just bluntly paying a salary, a company can attract and retain a highly self-assured employee by giving way to personal flexibility. This should not be understood as paying a higher salary, but providing extra benefits in-

stead of pay increases, e.g. paid child care, private pension funds, paid education/courses while on the job.

As previously mentioned, with four generations under one roof, the “one size fits all” saying no longer holds truth. Corporate culture should be able to create work practices for a diverse work population. Employees with such extreme varieties in terms of their family and marital status, as well as their values, will naturally lead to a need for more choices. Giving access to technology and knowledge will hopefully create an atmosphere of constant learning. While new generations are used to finding information on the internet, older generations may be encouraged to seek help to keep up. This should lead to a cycle of exchange of best practices and transfer of knowledge from old to young, and vice versa.

Generational gap in China

China’s Generation Y-ers are just as educated, confident, and independent decision-makers as their Western counterparts, but they may also be the least understood and therefore least-effectively managed part of the workforce in China today.

Born after 1980, just after the launch of the Reforming and Opening Up period, they only know a China that is already an established economic powerhouse. These youths raised under Deng Xiaoping are taking things for granted, while their previous Generation (Gen X) saw China emerge from the rural and backwards society to a booming economy. China’s speedy transformation over the past 30 years has created a generation gap that is far more dramatic than the one in the west.

The Chinese Generation X still adheres to the traditional Chinese values that encourage people to know their place in the social hierarchy, to play their parts and thus strive for harmony. They therefore make life decisions not solely based on their wishes and

expectations, but in accordance with the expectations of elders. This does not apply to Generation Y.

Two factors have led to a new “breed” of Chinese workers that distinguishes itself from previous generations by being outspoken about beliefs, confident about knowledge, argumentative, and sensitive to criticism. The first factor was an enhanced social liberalisation during their childhood, which meant more exposure to Western lifestyle. Some might have gone abroad to study or learn English, while others have or are working for multinational companies and have friends from overseas. The second factor is that most of these Gen Y workers were born throughout the years of the stringent one-child policy. The four-two-one pyramid – four grandparents and two parents raising one child – led to the development of a generation with a strong sense of self-worth and self-centeredness.

Joining a company, these employees have high expectations of their employer for continued development, ongoing new responsibilities and training. What they forget is that these responsibilities cannot only be acquired but also have to be performed. It therefore has to be ensured that they stay in the position long enough to actually perform the tasks at hand and earn experience. Easily said! But hard to do when you have a workforce that starts looking at recruitment pages at the first sign of failure or is headhunted on a monthly basis.

Nevertheless, companies in China have to find a solution for managing Generation Y. They have the opportunity to work with China’s best-educated generation so far, which is able to speak up, thinks critically and creatively, and is confident in its ability. In order to bridge the gap, managers in China and elsewhere need to perfect the art of style-switching: adapting their management style to the employee at hand. ■

INQUIRING ABOUT PRODUCTS

询问产品

VOLUME 41

Hello! Sales department. How may I help you?

您好! | 销售部(1), | 我能 | 为您 | 效劳 | 吗?
nínhǎo! | xiāoshòu bù, | wǒ néng | wéinín | xiàoláo | ma?

I'm interested in a couple of items in your new catalogue, and I would like to inquire about them.

我 | 对 | 你们 | 新目录(2) | 里 | 的 | 几项(3) | 产品(4) | 感兴趣(5), | 想 | 询问(6) | 一下。
wǒ | duì | nǐmen | xīn mùlù | lǐ | de | jǐ xiàng | chǎnpǐn | gǎn xìngqù, | xiǎng | xúnwèn | yīxià.

We are offering a special price on a few of the products. Which products did you have in mind?

我们 | 针对 | 几项 | 产品 | 提供(7) | 特价(8)。 | 你 | 对 | 哪些 | 产品 | 有 | 兴趣?
wǒ men | zhēnduì | jǐ xiàng | chǎnpǐn | tígōng | tèjià. | nǐ | duì | něixiē | chǎnpǐn | yǒu | xìngqù?

We're particularly interested in the products shown on page 5 and page 7 of your catalogue.

我们 | 对 | 你们 | 目录 | 第五页 | 和 | 第七页 | 上的 | 产品 | 特别地(9) | 感兴趣。
wǒ men | duì | nǐ men | mùlù | dì wǔ yè | hé | dì qī yè | shàng de | chǎnpǐn | tèbié de | gǎn xìngqù.

These are our promotional items this month. We offer quantity discounts for larger orders.

这是 | 我们 | 本月的 | 促销(10) | 产品 | 之一。 | 大量 | 订购(11) | 会有 | 折扣(12)。
zhè shì | wǒ men | běnyuè de | cùxiāo | chǎnpǐn | zhī yī. | dàliàng | dìnggòu | huì yǒu | zhékòu.

That sounds good. Could you send me more details about these 2 items, including their manuals?

听起来 | 不错。 | 你 | 可以 | 发给 | 我 | 关于 | 这 | 两款 | 产品 | 更多 | 详细(13) | 资料, | 包括(14) | 说明书(15) | 吗?
tīng qǐ lái | búcuò. | nǐ | kěyǐ | fā gěi | wǒ | guānyú | zhè | liǎngkuǎn | chǎnpǐn | gēng duō | xiángxì | zīliào, | bāokuò | shuōmíng shū | ma?

Certainly. I will fax or E-mail the information to you later.

当然。 | 我 | 稍后(16) | 会 | 把 | 资料 | 传真(17) |
dāngrán. | wǒ | shāohòu | huì | bǎ | zīliào | chuánzhēn

或 | 电子 | 邮件 | 给您。
huò | diànzǐ | yóujiàn | gěi nín.

Okay, I'll get back to you after I've reviewed the details. Thanks.

好的, | 我 | 看完 | 详细 | 资料 | 后 | 会 | 再 |
hǎo de, | wǒ | kàn wán | xiángxì | zīliào | hòu | huì | zài

联系你(18)。 | 谢谢。
liánxi nǐ. | Xièxiè.



- | | | | | | |
|---------|-------------|------------------|-----------|-----------------|-------------------------|
| (1) 销售部 | xiāoshòu bù | sales department | (11) 大量订购 | dàliàng dìnggòu | larger order |
| (2) 目录 | mùlù | catalogue | (12) 折扣 | zhékòu | discount |
| (3) 几项 | jǐ xiàng | a couple of | (13) 详细 | xiángxì | detail |
| (4) 产品 | chǎnpǐn | Product/item | (14) 包括 | bāokuò | include |
| (5) 感兴趣 | gǎn xìngqù | be interested in | (15) 说明书 | shuōmíng shū | manual/instruction book |
| (6) 询问 | xúnwèn | inquire | (16) 稍后 | shāohòu | later |
| (7) 提供 | tígōng | offer | (17) 传真 | chuánzhēn | fax |
| (8) 特价 | tèjià | special price | (18) 再联系你 | zài liánxi nǐ | get back to you |
| (9) 特别地 | tèbié de | particularly | | | |
| (10) 促销 | cùxiāo | promotional | | | |

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EUROPEAN CHAMBER IN TIANJIN

Glamorous Tianjin, Vigorous Binhai

Tianjin government dialogue and investment tour Series

Starting in March, the European Chamber Tianjin Chapter in cooperation with each industrial zone, has been hosting a series of investment tours around Tianjin. Members will have the opportunity to see Tianjin's impressive development firsthand, meet and directly speak with government officials, and tour factories of the chief industries and leading European companies in each industrial area.

25 March, Visit to TEDA – an important part of Tianjin Binhai New Area

Tianjin Binhai New Area, a new pole of economic growth in northern China. Accelerating the development and opening of Binhai New Area has become part of national strategy. Through years' of development and construction, major indicators in Binhai New Area have all increased by over 20% annually.

On 6 December 1984, TEDA was established with the approval from the State Council of the People's Republic of China. It is one of the first designated development areas in China, and an important part of Tianjin Binhai New Area.

There are nine major industries in TEDA: auto, biopharmaceuticals, food and beverage, new energy & new materials, machinery manufacturing, electronics and telecommunication, modern services, petrochemicals, and aerospace.

More than 40 members from Beijing and Tianjin attended this whole-day event, experiencing first-hand the rapid development of TEDA via stops at TEDA Development Exhibition Hall, NovoNordisk (Danish, biopharmaceutical industry) and Bongrain (French, food industry).

In the coming months, we will explore two newly announced State-level development areas: WuQing and XiQing.



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ICE

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Sierre - Paris - Tianjin

An idea that has gained ground

In 2009, the Caves de Courten Association presented a collection of photographs by Dr Robert Bolognesi in Sierre (Switzerland), entitled « ice, journey to the land of icebergs ». These pictures were exhibited afterwards at the town Hall of the 14th arrondissement in Paris. Today, the European Chamber Tianjin Chapter, which maintains privileged relations with the City of Sierre, has invited the Dr Robert Bolognesi to China to reveal this exhibition to you and to give a conference on the icebergs of Greenland.

This is the beginning of a new pathway between Valais and China.



대항구 3월 월례회 개최



대항구 4월 월례회 개최

1. The 2nd Tianjin Korea Chamber of commerce & industry football match

Date: 10 April 2011

Venue: Tianjin Normal University playground

Winning team: RED River

1. 제2회 천진한국인(상)회 회장배 축구대회

○ 일 시 : 2011년 04월10일

○ 장 소 : 사범대학교 운동장

○ 우승팀 : RED 금강

○ 참석자 : 황찬식 회장님, 신동환 상임부회장

2. Korean ambassador to China visits Tianjin

Date: 19-20 April 2011

Venue: Tianjin Korea Chamber of commerce & industry; Tianjin Korean International School

Content: Inspect Tianjin Korean International School
Forum between North China Association and large council advisory Immigrants in Tianjin symposium

2. 주중대한민국 류우익 대사님 천진방문

○ 일 시 : 2011년 04월19~20일

○ 장 소 : 천진한국인(상)회/천진한국국제학교

○ 내 용 : 1. 천진국제학교 시찰
2. 재중화북연합회 회장단 및 대기업 자문단간담회
3. 천진지역 교민 간담회 등

3. Dagang district March regular meeting opening ceremony

Date: 18 March 2011

Content: Speech by vice chairman
Speech by general affairs
Latest news from the Korea Chamber of Commerce & Industry in Tianjin

3. 대항구 3월 월례회 개최

○ 일 시 : 2011년 03월18일 (금) 17:00

○ 장 소 : 화하선로관

○ 내 용 : 1. 부회장님 인사말
2. 총무님 인사말
3. 천진한국상회 한국인회 최근소식

○참 석자 : 회원사9 명

4. Dagang district April regular meeting

Date: 8 April 2011

Content: Speech by vice chairman
Speech by general affairs
Latest news from the Korea Chamber of Commerce & Industry in Tianjin
Discussed election of the next vice chairman
Attendants: 9 member companies

4. 대항구 4월 월례회 개최

○ 일 시 : 2011년 04월08일 (금) 17:00

○ 장 소 : 산수궁 식당

○ 내 용 :
1. 부회장님 인사말
2. 총무님 인사말
3. 차기 부회장 선거 관련 토의
4. 천진한국상회 한국인회 최근소식

○ 참석자 : 회원사 9명 참석

Address: 1F, Fenglin Hotel, No. 6 Binshui West Road, Nankai District, Tianjin
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Http: www.tjkorcham.net E-mail: hanshanghui@hanmail.net



AmCham-China Tianjin Chapter

Events Review

Young Professionals Luncheon:

Start your own business in China: a foreign invested partnership enterprise (FIPE)

On Thursday, March 31st, AmCham-China, Tianjin Chapter, in cooperation with the German Chamber, European Chamber and Swiss Chamber, hosted a Young Professionals Luncheon at Nikko Hotel Tianjin. The event featured two speakers: Guido Greber representing GG Management and He Xin representing the Delegation of German Industry and Commerce Beijing. Our speakers addressed the process, requirements and questions of setting up a Foreign Invested Partnership Enterprise (FIPE). This, our first Young Professionals event, had a great turnout and we are all looking forward to the next one.



Upcoming Event

Tenth Annual Charity Golf Tournament

10:00AM – 9:00PM, Saturday, May 14th

It's time to dust off the clubs and swing into spring at AmCham-China, Tianjin Chapter's Tenth Annual Charity Golf Tournament on Saturday, May 14th. For the 2011 tournament, AmCham-China, Tianjin Chapter will once again support the Jian Hua Foundation for disabled children.

The 2011 tournament also marks the tenth anniversary of this charity event. Don't miss this opportunity to enjoy a round of golf and make a difference in children's lives. All proceeds will be donated to the Jian Hua Foundation.

Venue:

Tianjin Kingkey Country Golf Club
天津京基乡村高尔夫俱乐部
North side of Jingang Road, Balitai Town, Jinnan District, Tianjin
天津市津南区八里台镇津港公路北侧
Tel: +86 22 5883 0606

Tickets:

Individual: RMB 850*

Non-golfers: RMB 300 to attend the awards banquet.

* The fee includes greens fee, facilities and caddies, registration pack, lunch on the course, awards banquet, and raffle.

For more information, please call at 022-2318 5072, or send an e-mail to amandahe@amchamchina.org.

Room 2918, 29F The Exchange Tower 2, 189 Nanjing Lu, Heping District
Tel: +86 22 2318 5075 Fax: +86 22 2318 5074
Website: www.amchamchina.org



Chamber Report



BENCHAM
BENELUX CHAMBER
OF COMMERCE
IN CHINA

BenCham – the Benelux Chamber of Commerce in China – strengthens the business, government and community ties between Belgium, The Netherlands, Luxembourg and China. With offices in Beijing, Shanghai and one newly established in the Pearl River Delta, we provide a wide range of services to ensure our members' success in China.

ECO-FRIENDLY PRO-POOR BAMBOO PRODUCTION



BenCham is proud to be part of the Eco-Friendly Pro-Poor Bamboo Production project. This project is co-funded by the EU and implemented by INBAR, EUPIC, SFD and BenCham. The overall aim of the project is sustainable revival of livelihoods in post-disaster. As bamboo has exceptional strength and a high shock resistance, one of our objectives is to promote the use of bamboo instead of wood and other non-renewable building materials in the reconstruction of post earth quake Sichuan. Furthermore, by enhancing the local bamboo industry, the project wants to create employment and enhance the livelihood opportunities of the less fortunate in Sichuan. Striving for a more sustainable world, the project also promotes bamboo as an economic sustainable and eco-friendly construction material and as a resource for consumer goods.



UPCOMING EVENTS

- 10 May 2011: Business Event: Change of Leadership in China in 2012
- 11 May 2011: Young Professional Event: I am a YP and I want to be a leader
- 11 May 2011: Training: Working across cultures
- 17 May 2011: Training: Empowering your executive assistant
- 20 May 2011: SME Event: Supply Chain Beyond Compliance

To keep updated on upcoming events, please email us at office-bj@bencham.org or visit our website www.bencham.org

PAST EVENTS

- 20 April 2011: CSR: Eco-Friendly Bamboo Investments
- 21 April 2011: CSR: Health and safety on the work floor
- 21 April 2011: Training: Work more effectively with outlook
- 22 April 2011: Training: International business etiquette
- 28 April 2011: Social Event: Social financial networking event

To keep updated on upcoming events, please email us at office-bj@bencham.org or visit our website www.bencham.org

SICHUAN INVESTOR STUDY TOUR

BenCham is organising a fully funded Investor Study Tour to Sichuan to promote the bamboo industry in this region. This study tour (28 October to 3 November 2011) is open for investors, people with an interest in using bamboo as a resource, and materials scientists. The Study Tour offers besides exciting visitations to local bamboo plants and manufacturers, a bamboo investment overview, workshops and great networking opportunities. This study tour will provide you with a clear understanding of the opportunities and risks of Sichuan bamboo.



Are you interested? Please download our brochure from www.switchasia.org, or contact us at bamboo@bencham.org.

BENCHAM BEIJING OFFICE

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OUR LINKEDIN FAMILY

All BenCham members are invited to become part of the BenCham LinkedIn group.

To go directly to our member group, please visit: www.linkedin.com/groupRegistration?gid=105429.

YEARLY SPONSORS

BENCHAM YEARLY SPONSORS	PLATINUM SPONSOR 	GOLD SPONSORS 			SILVER SPONSORS
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Camera di Commercio Italiana in Cina
中国意大利商会
China-Italy Chamber of Commerce

The purpose of the China-Italy Chamber of Commerce (CICC) is to create and develop economic and trading relationships between China and Italy. The CICC facilitates the access of Italian enterprises to the Chinese market through a wide range of services and benefits on top of organising events to deepen the knowledge of the Chinese market and its regulations. In addition, the CICC carries out networking activities that strengthen Italian-Chinese cooperation.

PAST EVENTS

15 April **The price is right: A look at valuation issues arising in acquisitions** **Renaissance Capital Hotel, Beijing**

The presentation looked at the practice of Private Equity funds and financial investors, and the factors that influence valuations: how to make the price "right". Other important aspects to bear in mind when doing a M&A operation include information from listed companies: similar deals do matter but other aspects can modify value greatly, such as non-core assets, off-balance-sheet items and contract terms in the Sales and Purchase Agreement.

The seminar was presented by Mr. Francois Magni, Associate Director of Deloitte Beijing, and Ms. Hui Cao, Senior Associate of Steptoe & Johnson LLP Beijing Office.

This event was organised by the China-Italy Chamber of Commerce, the Benelux Chamber of Commerce, the European Chamber of Commerce, the Spanish Chamber of Commerce and the Singapore Chamber of Commerce.

20 April **Promotion, Eco-Friendly Bamboo Investments - information session** **INBAR HQ, Beijing**

During the "Eco-Friendly bamboo Investments: information session", INBAR and BenCham provided all the information needed to decide whether you want to join the Investor Study Tour, and to support your investments in bamboo.

The information session gave an overview on the bamboo industry worldwide and the investment possibilities in China, and particularly in Sichuan, explaining also the importance of bamboo as a means of global climate mitigation and poverty alleviation.

This event was organised by the China-Italy Chamber of Commerce, with the Benelux Chamber of Commerce in China and the International Network for Bamboo and Rattan (INBAR).

22 April **Seminar, IPR customs-related issues** **Capital Club, Beijing**

The presentation focused on Chinese laws and practices in the areas of precondition, administrative procedures and requirements to implement proactive and effective IPR protection at the Customs level. The seminar introduced possible imminent amendments in the law, which may enter into force in June 2011. The speakers offered a practical approach to Customs Protection of IPRs, making reference to typical cases and case studies, with reference to Eu-China and Asia-China bilateral practices.

Mr Li QunYing, IPR Chief Director of the General Administration of Customs of the P.R.C., provided detailed technical insight, analysing the topic from the official perspective of the Customs authority.

Hylands Law Firm, with the participation of Mr Zhou Jie, attorney-at-law, expert on IPR, and with Mr Lian Yunze, attorney-at-law and trademark attorney in the Intellectual Property Group of the Beijing Office, further developed the topic. We thank them for their expertise on the matter, matured during years of constant work with some of the most renowned brands and businesses in China.

This event was organised by the China-Italy Chamber of Commerce in cooperation with Hylands Law Firm, AustCham Beijing, MayCham China, the Spanish Chamber of Commerce and SwissCham Beijing.

For any information or request, please visit our website www.cameraitacina.com or contact our offices:

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Fax.: 0086 20 8365 2983
infoguangdong@cameraitacina.com

CALENDAR

MAY 2011

MON	TUE	WED	THU
30	31	Special Days May.01 International Labour Day May.04 Chinese Youth Day May.08 World Red-Cross Day May.08 Mother's Day May.17 World Telecommunications Day May.23 International Milk Day May.31 World Non-Smoking Day	
2 Jinshanling and Three Towers of Simatai 🏠 The Beijing Hikers Club ¥ 380CNY ☎ +86 10 6432 2786 ✉ info@beijingshikers.com	3	4	5
			12 China International Building Material Technology & Equipment Expo 🏠 Beijing China International Exhibition Center (CIEC) 12-14 MAY
16	17		19 China International Exhibition on Police Equipment Anti-Terrorism Technology Expo 🏠 Beijing China International Exhibition Center (CIEC) 19 - 21 MAY
23 Star Wars Soundtrack Concert — UMich Concert Band 🏠 Tianjin Concert Hall ⌚ 19:30 ¥ 30/60/90/120/180/280 CNY ☎ +86 22 2332 0068	24	25	26 China International Cleaning Industry Expo 🏠 China National Convention Center(CNCC) 26 - 28 MAY

JUNE 2011

一 MON	二 TUE	三 WED	四 THU	五 FRI	六 SAT	日 SUN	
		1	2	3	4	5	1 China Building 🏠 China National Convention Center(CNCC) 1 - 3 JUNE
6	7	8	9	10	11	12	7 China International Environmental Protection Exhibition 🏠 Beijing China International Exhibition Center (CIEC) 7 - 10 MAY
13	14	15	16	17	18	19	10 Tianjin Private Equity Conference 🏠 Meijiang Conference and Exhibition Center 10 - 12 MAY
20	21	22	23	24	25	26	
27	28	29	30	31			

TIANJIN & BEIJING EVENTS

FRI	SAT	SUN
		<p>1</p> <p>Tianjin Auto Trade Expo 📍 Meijiang Conference and Exhibition Center 01-03 MAY</p>
<p>6</p> <p>The 4th Tianjin International Jewellery Fair 📍 Beijing China International Exhibition Center (CIEC) 06-09 MAY</p>	<p>7</p> <p>China International Green Food & Organic Food Expo 📍 Beijing China International Exhibition Center (CIEC) 07-09 MAY</p>	
<p>13</p> <p>Piano Solo Concert 📍 Western Shore Art Salon ⌚ 20:00 ¥ 100 CNY ☎ +86 22 2326 3505</p>	<p>14</p> <p>Classical Music Appreciation 📍 Western Shore Art Salon ⌚ 20:00 ¥ 100 CNY ☎ +86 22 2326 3505</p>	
<p>20</p> <p>Romance and Elegance—The Journey of European Music 📍 Tianjin Concert Hall ⌚ 19:30 ¥ 50/100/120/180/280/380 CNY ☎ +86 22 2332 0068</p>		
<p>27</p> <p>Moscow Symphony Orchestra Tianjin First Show 📍 Tianjin Concert Hall ⌚ 19:30 ¥ 50/100/180/280/380/500CNY ☎ +86 22 2332 0068</p>	<p>28</p> <p>The 18th Pacific Economic Cooperation Council (PECC) in Tianjin 📍 Meijiang Conference and Exhibition Center May.28 - Jun.1</p>	<p>29</p> <p>Claudia Yang Piano Solo Concert 📍 Tianjin Concert Hall ⌚ 19:30 ¥ 50/80/120/180/280/380 CNY ☎ +86 22 2332 0068</p>

TIANJIN & BEIJING EVENTS

<p>16</p> <p>China (Beijing) International Steel Tube Industry Exposition 📍 Beijing China International Exhibition Center (CIEC) 16-18 MAY</p>	<p>17</p> <p>Beijing International Tourism Expo 📍 China National Convention Center(CNCC) 17-19 MAY</p>	<p>22</p> <p>Clean Energy Expo China 📍 China National Convention Center(CNCC) 22-24 MAY</p>	<p>26</p> <p>Biological Industry Conference 📍 Meijiang Conference and Exhibition Center 26-28 MAY</p>
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Selected DOMESTIC FLIGHTS

for more, contact editor@businessjian.com
(1=Mon, 2=Tue, 3=Wed, 4=Thu, 5=Fri, 6=Sat, 7=Sun)

From Tianjin

DEST	DEP	ARR	Flight No	Days
Changchun	10:55	12:35	GS6571	1234567
Changsha	09:10	11:25	CA1467	1234567
Chengdu	13:00	15:30	8L9976	1234567
Chifeng	14:10	15:15	MU2135	1.3.5.7
Chongqing	11:55	14:25	PN6238	1234567
Dalian	11:10	12:00	GS7579	1234567
Fuzhou	07:55	11:55	MF8138	1234567
Guangzhou	13:50	17:00	HU7201	1234567
Guiyang	08:10	12:30	GS7465	1234567
Haikou	09:10	14:05	GS7561	1234567
Hangzhou	13:15	15:00	MF8377	1234567
Harbin	16:00	17:55	CZ3125	1...5..
Hefei	15:20	16:50	GS7463	1.3.5.7
Huhhot	14:00	15:15	GS7468	1234567
Kunming	15:40	18:55	CA1401	1234567
Nanjing	15:00	16:35	FM9291	1234567
Nanning	13:15	18:15	MF8377	1234567
Ningbo	13:10	15:10	GS6603	1234567
Qingdao	08:35	09:35	GS7575	1234567
Sanya	15:00	18:50	CA1389	1234.67
Shanghai	09:00	10:50	FM9134	1234567
Shenyang	11:30	12:45	3U88617
Shenzhen	16:35	19:40	ZH9936	1234567
Taiyuan	11:05	12:30	GS6601	1234567
Urumqi	16:00	21:50	CZ6928	1..4.6.
Wuhan	08:00	09:45	GS6695	1234567
Xiamen	14:30	17:05	MF855	1234567
Xi'an	08:10	09:55	GS7465	1234567
Yantai	08:20	09:20	GS7421	1234567
Yinchuan	09:20	11:05	CZ6457	.2345.7
Yuncheng	09:00	10:25	GS6677	1234567
Zhengzhou	12:10	13:30	HU6609	1234567

To Tianjin

ORIGIN	DEP	ARR	Flights No	Days
Changchun	13:15	15:05	GS6572	1234567
Changsha	18:20	20:15	CA1468	1.34.67
Chengdu	09:40	12:10	8L9975	1234567
Chifeng	15:55	17:05	MU2136	1.3.5.7
Chongqing	08:55	11:15	PN6237	1234567
Dalian	20:10	21:05	GS7580	1234567
Fuzhou	08:30	12:25	MF8137	1234567
Guangzhou	08:05	11:00	CZ3133	1234567
Guiyang	13:10	17:25	GS7466	1234567
Haikou	14:55	19:25	GS7562	1234567
Hangzhou	21:55	23:55	MF8378	1234567
Harbin	18:45	20:45	CZ3126	1...5..
Hefei	20:10	21:40	GS7464	1.3.5.7
Huhhot	09:00	10:10	GS7467	1234567
Kunming	07:40	12:10	8L9975	1234567
Nanjing	22:55	00:45(+1)	FM9292	1234567
Nanning	19:05	23:55	MF8378	1234567
Ningbo	16:00	18:05	GS6604	1234567
Qingdao	10:40	11:40	GS7576	1234567
Sanya	19:50	23:20	CA1390	1234567
Shanghai	12:10	14:10	FM9133	123456.
Shenyang	13:35	14:55	3U88627
Shenzhen	12:25	15:40	ZH9935	1234567
Taiyuan	15:55	17:00	GS6602	1234567
Urumqi	09:20	15:05	CZ6927	1..4.6.
Wuhan	20:10	22:00	GS6696	1234567
Xiamen	13:45	16:15	MF856	1234567
Xi'an	15:50	17:25	GS7466	1234567
Yantai	19:20	20:20	GS7422	1234567
Yinchuan	11:55	13:25	CZ6458	.2345.7
Yuncheng	15:20	16:40	GS6678	1234567
Zhengzhou	19:20	21:00	HU6463	1234567

Airline Code

3U Sichuan Airlines
8L Lucky Air
BK Okay Airways
CA Air China
CZ China Southern Airlines

FM Shanghai Airlines
GS Grand China
HO Juneyao Airlines
HU Hainan Airlines
JD Deer Air

MF Xiamen Airlines
MU China Eastern Airlines
NS Northeast Airlines
PN West Air
SC Shandong Airlines

VD Kunpeng Airlines
ZH Shenzhen Airlines



Selected INTERNATIONAL FLIGHTS

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(1=Mon, 2=Tue, 3=Wed, 4=Thu, 5=Fri, 6=Sat, 7=Sun)

From Beijing

DEST	DEP	ARR	Flight No	Days
Addis Ababa	21:05	07:50(+1)	ET605	1.3.5.6
Amsterdam	11:55	15:10	KL0898	1234567
Bangkok	17:05	21:15	TG615	1234567
Brussels	01:30	05:45	HU491	.2.4.67
Delhi	20:25	01:35(+1)	CA947	1.3.56.
Dubai	23:55	04:20(+1)	EK307	1234567
Frankfurt	10:30	14:40	LH721	1234567
Hanoi	15:30	18:20	VN901	.23.5.7
Helsinki	10:55	14:25	AY052	1234567
Hong Kong	10:00	13:35	CX347	1234567
Istanbul	23:55	05:25(+1)	TK021	1234567
Kuala Lumpur	16:00	22:30	CA971	1.3.567
London	12:10	15:15	BA0038	12345.7
Los Angeles	21:00	18:00	CA983	1234567
Madrid	00:05	06:35	CA907	.234.67
New York	13:00	13:30	CA981	1234567
Osaka	00:00	00:00	JL886	1234567
Paris	13:40	17:35	AF125	1234567
San Francisco	16:00	00:40(+1)	CA985	1234567
	11:45	14:40	KE852	1234567
Seoul*	14:00	17:00	KE856	1.3.5.7
	21:20	00:15(+1)	KE854	1234567
Singapore	00:10	06:20	SQ801	1234567
Sydney	16:50	07:50(+1)	CA173	1.345..
Tel Aviv	22:00	04:00(+1)	LY096	.2.4..7
Tokyo	16:40	21:00	JL024	1234567
Ulaanbaatar	08:35	10:50	CA901	1234567
Vancouver	15:50	11:50	CA991	1234567

To Beijing

ORIGIN	DEP	ARR	Flight No	Days
Addis Ababa	01:10	19:25	ET604	1.3.5.6
Amsterdam	17:35	09:55(+1)	KL0897	1234567
Bangkok	10:10	15:50	TG614	1234567
Brussels	12:30	05:30(+1)	HU492	.2.4.67
Delhi	03:15	11:45	CA948	.2.4.67
Dubai	04:10	15:10	EK306	1234567
Frankfurt	17:15	09:30(+1)	LH720	1234567
Hanoi	10:05	14:30	VN900	.23.567
Helsinki	18:00	07:55(+1)	AY051	1234567
Hong Kong	17:00	20:20	CX312	1234567
Istanbul	23:45	15:00(+1)	TK020	1234567
Kuala Lumpur	23:40	06:00(+1)	CA972	1.3.567
London	16:30	10:25(+1)	BA0039	1234.6.
Los Angeles	01:40	05:20	CA984	1234567
Madrid	11:25	05:10(+1)	CA908	123.56.
New York	16:50	18:20(+1)	CA982	1234567
Osaka	09:45	12:20	JL885	1234567
Paris	18:55	11:45(+1)	AF126	1234567
San Francisco	14:50	17:55(+1)	CA986	1234567
	09:15	10:25	KE851	1234567
Seoul*	11:40	12:50	KE855	1.3.5.7
	19:00	20:10	KE853	1234567
Singapore	08:45	14:50	SQ802	1234567
Sydney	21:00	05:50(+1)	CA174	.2.456.
Tel Aviv	21:55	13:45(+1)	LY095	1.3..6.
Tokyo	09:45	12:50	JL023	1234567
Ulaanbaatar	11:50	14:00	CA902	1234567
Vancouver	13:50	16:15(+1)	CA992	1234567

From Tianjin

DEST	DEP	ARR	Flight No	Days
Hong Kong	08:35	12:00	KA1103	1234567
Seoul*	11:10	14:00	KE806	1234567
Nagoya	13:05	16:50	JL840	1234567
Kuala Lumpur	15:50	22:15	D7 2613	1.3.567

To Tianjin

ORIGIN	DEP	ARR	Flight No	Days
Hong Kong	13:00	16:10	KA1104	1234567
Seoul*	09:20	10:10	KE805	1234567
Nagoya	09:35	11:55	JL841	1234567
Kuala Lumpur	08:30	14:35	D7 2612	1.3.567



* Flights from Beijing/Tianjin to Seoul, from Seoul to Beijing/Tianjin provided by Korean Air. Schedules are subject to government approval and may be changed without prior notice.

Airline Code

AC Air Canada	EK Emirates	LH Lufthansa	SQ Singapore Airlines
AF Air France	ET Ethiopian Airlines	LY El Al Airlines	SU Aeroflot Airlines
AY Finnair	EY Etihad Airways	MS Egypt Airlines	TG Thai Airways International
BA British Airways	HU Hainan Airlines	NH All Nippon Airways	UL Sri Lanka Airlines
CA Air China	JL Japan Airlines	NZ Air New Zealand	VN Vietnam Airlines
CX Cathay Pacific	KA Dragon Air	QF Qantas Airways	
CZ China Southern Airlines	KE Korean Air	QR Qatar Airways	
D7 Air Asia	KL KLM-Royal Dutch Airlines	SK Scandinavian Airlines	

Transportation

TRAINS

BJ-TJ-TEDA (¥14)

Train	Departs	Arrives
4493	13:10	16:08

TEDA-TJ-BJ (¥14)

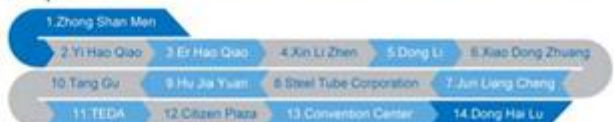
Train	Departs	Arrives
4494	08:05	11:21

LIGHT RAIL

TJ - BINHAI (¥6)

Train	Monday - Friday		Saturday - Sunday	
	Time	Freq (min)	Time	Freq (min)
Zhong Shan Men (TJ - Binhai) ¥6 First: 06:30 Last: 21:00	06:00 - 06:45	15	06:00 - 07:00	15
	06:45 - 07:54	5 - 8	07:00 - 08:00	12
	07:54 - 11:00	10 - 12	08:00 - 10:55	8 - 10
	11:00 - 15:58	15	10:55 - 15:17	12 - 15
	15:58 - 18:15	10 - 13	15:17 - 17:25	8 - 10
Dong Hai Lu (Binhai - TJ) ¥6 First: 06:30 Last: 21:00	06:00 - 07:00	15	06:00 - 07:00	15
	07:00 - 08:17	8 - 10	07:00 - 10:50	10 - 12
	08:17 - 10:05	11 - 13	10:50 - 12:20	15
	10:05 - 15:05	15	12:20 - 14:32	12
	15:05 - 17:02	10 - 12	14:32 - 17:40	8 - 10
	17:02 - 17:58	5 - 8	17:40 - 18:30	12 - 13
	17:58 - 18:30	10 - 12	18:30 - 21:00	15
	18:30 - 21:00	15	—	—

Stops:



TIANJIN-BEIJING AIRPORT Shuttle Bus

¥70 one way

Tianjin - Beijing Airport Terminals 2/3

04:00-18:00, runs every 45 minutes
Tian Huan Distance Bus Passenger Station
The junction of Hongqi Lu and Anshan Xi Dao
Tel: +86 1686 8999

Beijing Airport Terminals 2/3 - Tianjin

07:00, 08:00, 09:00 then every 30 minutes until 23:00
Exit on the 1st floor at Gate 11/Terminal 2 and Gate3/Terminal 3
Tel: +86 10 6455 8718

TEDA-BEIJING AIRPORT SHUTTLE BUS

¥80 one way

TEDA - Beijing Airport Terminals 2/3

06:30-19:30, runs every hour
1st Avenue, TEDA
Tel: +86 22 6620 5188

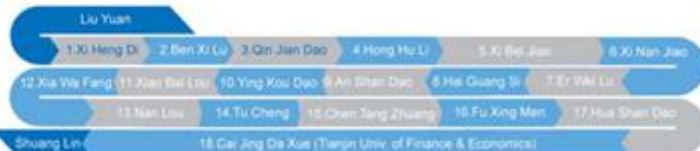
Beijing Airport Terminals 2/3 - TEDA

10:00-22:00, runs every hour
Exit on the 1st floor at Gate 11/Terminal 2 and Gate3/Terminal 3
Tel: +86 10 6455 8718

No. 1 Metro Stops: METRO Tianjin

Metro line 1

Metro line 1 is from Liu Yuan station to Shuang Lin station. It crosses Beichen, Hongqiao, Nankai, Heping, and Jinnan districts
¥2-5, depending on distance travelled
06:00-22:00, runs every 10 minutes, 5 minutes during peak hours
Tel: +86 22 6028 6777



BULLET (C) TRAIN

TJ ~ BJ (¥58 - ¥69)

Train	Tianjin	Beijing
C2002	06:25	06:55
C2202	06:40	07:15
C2004	06:55	07:25
C2006	07:10	07:40
C2008	07:25	07:55
C2010	07:45	08:15
C2012	07:55	08:25
C2014	08:20	08:50
C2016	08:35	09:05
C2018	08:45	09:15
C2272	08:55	09:25
C2020	09:20	09:50
C2022	09:30	10:00
C2024	09:55	10:25
C2026	10:05	10:35
C2204	10:15	10:50
C2028	10:30	11:00
C2030	10:40	11:10
C2032	10:50	11:20
C2034	11:10	11:40
C2036	11:35	12:05
C2038	12:00	12:30
C2040	12:30	13:00
C2042	13:20	13:50
C2206	13:30	14:05
C2044	13:50	14:20
C2046	14:00	14:30
C2048	14:25	14:55
C2050	14:50	15:20
C2052	15:05	15:35
C2054	15:20	15:50
C2056	15:35	16:05
C2058	15:55	16:25
C2060	16:20	16:50
C2208	16:30	17:05
C2062	16:45	17:15
C2064	17:05	17:35
C2066	17:15	17:45
C2068	17:45	18:15
C2210	18:15	18:50
C2070	18:30	19:00
C2072	18:40	19:10
C2074	19:00	19:30
C2076	19:10	19:40
C2078	19:20	19:50
C2080	19:45	20:15
C2082	20:35	21:05
C2212	21:00	21:35
C2084	21:15	21:45
C2086	21:25	21:55
C2088	21:35	22:05
C2090	21:55	22:25
C2282	22:05	22:35
C2092	22:15	22:45
C2094	22:45	23:15

BJ ~ TJ (¥58 - ¥69)

Train	Beijing	Tianjin
C2001	06:35	07:05
C2003	07:00	07:30
C2005	07:10	07:40
C2271	07:20	07:50
C2007	07:30	08:00
C2009	07:45	08:15
C2011	08:00	08:30
C2013	08:10	08:40
C2015	08:45	09:15
C2201	08:55	09:30
C2017	09:10	09:40
C2019	09:30	10:00
C2021	09:40	10:10
C2023	09:55	10:25
C2025	10:05	10:35
C2027	10:15	10:45
C2203	10:30	11:05
C2029	10:55	11:25
C2031	11:30	12:00
C2033	11:45	12:15
C2035	11:55	12:25
C2037	12:15	12:45
C2205	12:55	13:30
C2039	13:15	13:45
C2041	13:40	14:10
C2043	13:50	14:20
C2045	14:10	14:40
C2047	14:45	15:15
C2049	15:00	15:30
C2051	15:10	15:40
C2053	15:20	15:50
C2207	15:40	16:15
C2055	16:20	16:50
C2057	16:30	17:00
C2059	16:40	17:10
C2061	16:55	17:20
C2063	17:25	17:55
C2065	17:40	18:10
C2067	17:50	18:20
C2069	18:00	18:30
C2071	18:20	18:50
C2209	18:30	19:05
C2073	19:05	19:35
C2075	19:15	19:45
C2077	19:40	20:10
C2079	19:50	20:20
C2081	20:05	20:35
C2281	20:25	20:55
C2083	20:45	21:15
C2211	21:15	21:50
C2085	21:40	22:10
C2087	22:20	22:50
C2089	22:30	23:00
C2093	23:00	23:30

TG ~ BJ (¥70-¥118)

Train	Tanggu	Beijing
C2272	08:29	09:25
C2292	09:29	10:25
C2274	12:14	13:10
C2276	13:44	14:40
C2286	15:45	16:43
C2294	16:34	17:30
C2296	17:09	18:05
C2278	18:14	19:10
C2298	19:24	20:20
C2280	19:59	20:55
C2282	21:39	22:35

BJ ~ TG (¥70-¥118)

Train	Beijing	Tanggu
C2271	07:20	08:14
C2291	08:05	08:59
C2273	10:45	11:39
C2275	12:35	13:29
C2285	14:30	15:25
C2293	15:20	16:14
C2295	15:55	16:49
C2277	16:55	17:49
C2297	17:55	18:49
C2279	18:50	19:44
C2281	20:25	21:19

Wuqing ~ BJ

Train	Wuqing	Beijing
C2202	06:52	07:15
C2232	08:12	08:35
C2204	08:32	08:55
C2206	09:32	09:55
C2208	10:47	11:10
C2210	11:42	12:05
C2212	13:22	13:45
C2214	14:32	14:55
C2234	15:37	16:00
C2216	15:47	16:10
C2218	16:27	16:50
C2224	17:42	18:05
C2220	17:52	18:15
C2222	20:07	20:30

BJ ~ Wuqing

Train	Beijing	Wuqing
C2201	06:45	07:05
C2203	08:15	08:35
C2205	08:40	09:00
C2207	09:10	09:30
C2209	09:50	10:10
C2211	11:25	11:45
C2213	13:40	14:00
C2223	13:45	14:05
C2231	14:50	15:10
C2215	16:15	16:35
C2217	17:20	17:40
C2219	18:25	18:45
C2221	19:45	20:05
C2233	20:15	20:35



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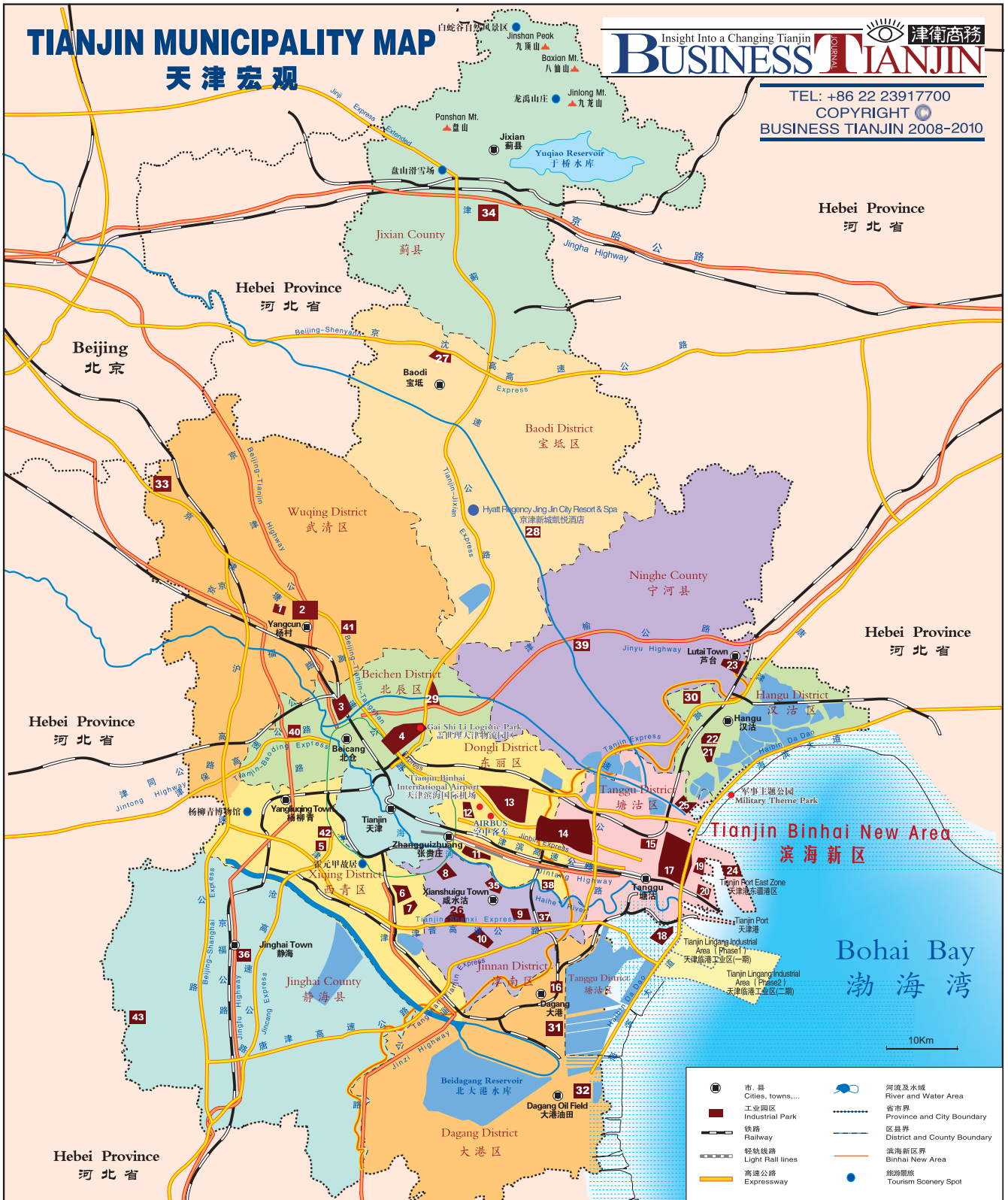


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Tianjin Industrial Parks & Economic Development Areas



Insight Into a Changing Tianjin

BUSINESS TIANJIN

津衛商務

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List of Tianjin Industrial Parks & Economic Development Areas

- | | | | |
|---------------------------------------------------------------------------------------------|------------------------------------------------------------------------|----------------------------------------------------------|-----------------------------------------------------------------------|
| 1 TEDA Yat-Sen Scientific-Industrial Park
TEDA 逸仙科学工业园 | 10 TEDA (Jinnan) Microelectronic Industrial Park
TEDA 微电子(津南)工业区 | 19 Tianjin Port Container Logistics Center
天津港集装箱物流中心 | 28 Tianjin Baodi Jiuyuan Industrial Park 天津宝坻九园工业园区 |
| 2 Wuqing Development Area
武清开发区 | 11 Dongli Economic Development Area
东丽经济开发区 | 20 Tianjin Port Free Trade Zone
天津保税区 | 29 Tianjin Beichen Economic Development Area
天津北辰经济开发区 |
| 3 Beichen Hi-Tech Industrial Park (North)
北辰科技园(北区) | 12 Tianjin Airport International Logistics Zone
天津空港国际物流区 | 21 TEDA Chemical Industrial Park
TEDA 化学工业区 | 30 Tianjin Chadian Industrial Park 天津茶淀工业园区 |
| 4 Beichen Hi-Tech Industrial Park (South)
北辰科技园(南区) | 13 Tianjin Airport Industrial Park
天津空港物流加工区 | 22 Hangu Chemical Industrial Park
汉沽化学工业区 | 31 Tianjin Dagang Petrochemical Industrial Area 天津大港石化产业园区 |
| 5 Tianjin Hi-Tech Industrial Park
Huayuan Industrial Development Area
天津高新技术产业园区华苑产业区 | 14 TEDA West
天津经济技术开发区(西区) | 23 Ninghe Economic Development Area
宁河经济开发区 | 32 Tianjin Wuqing Dawanggu Economic Development Area
天津武清区大王古经济开发区 |
| 6 Xiqing Development Area
西青开发区 | 15 Dagang Development Area
大港开发区 | 24 Dongjiang Duty-Free Port Area
天津东疆保税港区 | 33 Tianjin Jijian Economic Development Area 天津蓟县开发区 |
| 7 TEDA (Xiqing) Microelectronic Industrial Park
TEDA 微电子(西青)工业区 | 16 Tanggu National Marine Hi-Tech Development Area
塘沽国家海洋新技术开发区 | 25 Sino-Singapore Eco-City
中新生态城 | 34 Tianjin Ji County Economic Development Area 天津蓟县开发区 |
| 8 Jinnan Economic Development Area (West)
天津市津南经济开发区(西区) | 17 Tianjin Economic-Technological Develop. Area (TEDA)
塘沽国家海洋新技术开发区 | 26 Tianjin Bailai Industrial Park
天津八里台工业园区 | 35 Tianjin Jinnan Xinda Industrial Park 天津津南鑫达工业园区 |
| 9 Jinnan Economic Development Area (East)
天津市津南经济开发区(东区) | 18 Tianjin Port Bulk Cargo Logistics Center
天津港散货物流中心 | 27 Tianjin Baodi Economic Development Area
天津宝坻经济开发区 | 36 Tianjin Jinghai Economic Development Area 天津静海经济开发区 |
| | | | 37 Tianjin Jinnan Economic Development Area 天津津南经济开发区 |
| | | | 38 Tianjin Junliancheng Industrial Park 天津军粮城工业园区 |
| | | | 39 Tianjin Panzhuang Industrial Park 天津潘庄工业园区 |
| | | | 40 Tianjin Shuangkou Industrial Park 天津双口工业园区 |
| | | | 41 Tianjin Wuqing Fuyuan Economic Development Area
天津武清福源经济开发区 |
| | | | 42 Tianjin Zhongbei Industrial Park 天津中北工业园区 |
| | | | 43 Tianjin Ziya Industrial Park 天津子牙工业园区 |

CHINA MAP 中国地图

Business Tianjin
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500km



EVENT REVIEW



The Expat Show Beijing 2011 was held at the World Trade Centre in Beijing on Sunday, 27 March. Featuring stalls from businesses, groups and organisations with a focus on expat-related business, the fair is now in its third year and hosts some of the most recognisable companies in Beijing, as well as some lesser-known groups which made for some pleasant surprises. The World Trade Centre, in the Central Business District, made for an excellent location, with its ample conference rooms able to host many dozens of stalls and convenient location at the junction of subway lines 1 and 10 (Guomao station).

The setup of the event would be familiar to anyone who has attended a trade fair or even a freshman fair upon starting university. In a large conference room, dozens of organisations had stalls, from which they plied visitors with brochures and handouts, and engaged in chitchat about who they are and what they do. The range of organisations was impressive, including financial, educational and healthcare institutions, restaurants, travel planners, chambers of commerce, local media outlets, hotels, charities and NGOs. These included schools like Rego, Harrow and Beanstalk International Bilingual School; clinics and hospitals such as Pu'hua International and United Family Healthcare; travel companies such as Hertz and Beijing Hikers; media companies such as Beijing Review, Global Times, Chinese Economic Review and eChinacities; the Thai, Dutch and Singaporean Chambers of Commerce; educational programs such as the MBA courses from Rutgers and Tsinghua

The Expat Show Beijing 2011

universities; financial organisations such as Essential Finance; and community groups such as the Scout movement (in uniform, no less), orphan charities and cat adoption centres. All told, there were over 100

different stalls, making for a great demonstration of the range and depth of expat-focused activities available in Beijing.

The event was large enough, in fact, to necessitate two conference rooms, one with a small stage and a seated area at the far end on which numerous short performances were held. These included a demonstration of Tibetan song and dance, in full ethnic garb, and skits in English from students of the international schools, offering superb demonstrations of what your money can buy! Also, the restaurant stalls offered not just samples of their fine wares, as so often is the case, but the chance to buy meals and dine at nearby tables. Ganges and Taj Mahal in particular scented the conference rooms with their pleasant curries, while Le Fromage de Pekin and Bruno Boulangerie offered more traditional western food with cheeses, wines and breads. For visitors these made a welcome distraction, allowing you to rest your feet and gather your strength before plunging back into the thick of the stalls.

The visitor numbers, to this observer's eye, were for Beijing lacking their usual density. Perhaps the Expat Show remains something of an underappreciated event in Beijing. If so, this is unfortunate, as there really was something for everybody there, from preschoolers to retirees and everyone in between. ■

DINING

TIANJIN

Chinese

China Station

2F, Radisson Plaza Hotel Tianjin
No. 66, Xinkai Lu, Hedong District
Tel: +86 22 2457 8888

中国站

河东区新开路66号天津天诚丽笙世嘉酒店2层

Ding Tai Fung

No. 18, the junction of
Zi Jin Shan Lu and Binshui Dao
Hexi District

Tel: +86 22 2813 8138

鼎泰丰

河西区宾水道与紫金山路交口18号

Fortune Restaurant

2F, Crowne Plaza Tianjin Binhai
No. 55, Zhongxin Da Dao
Airport Industrial Park

Tel: +86 22 5867 8888 ext. 2355

富淳中餐厅

空港物流加工区中心大道55号
天津滨海圣光皇冠假日酒店2层

Fountain Lounge

Hyatt Regency Jing Jin City
Resort & Spa

No. 8, Zhujiang Da Dao
Zhouliang Zhuang, Baodi District
Tel: +86 22 5921 1234

碧泉茶园

宝坻区周良庄珠江大道8号
天津新城凯悦酒店

Shui An

1F, The Astor Hotel Tianjin
No. 33, Tai'er Zhuang Lu
Heping District

Tel: +86 22 2331 1688 ext. 8920

水岸中餐厅

和平区台儿庄路33号天津利顺德大饭店豪华精选酒店1层

Tao Li Chinese Restaurant

6F, Hotel Nikko Tianjin
No. 189, Nanjing Lu, Heping District

Tel: +86 22 8319 8888 ext. 3561

桃李中餐厅

和平区南京路189号
天津日航酒店6层

Zen5es

4F, The Westin Tianjin
No. 101, Nanjing Lu
Heping District

Tel: +86 22 2389 0088

中国元素中餐厅

和平区南京路101号
天津君隆威斯汀酒店4层



Indian

Bawarchi Indian Restaurant

No. 69, bldg. B, Shang Gu
Tianta Lu, Nankai District
Tel: +86 22 2341 2786
芭瓦琪印度餐厅
南开区天塔路上谷商业街B座69号

Japanese

Kasumi

1F, Crowne Plaza Tianjin Binhai
No. 55, Zhongxin Da Dao
Airport Industrial Park
Tel: +86 22 5867 8888 ext. 2322
霞日式料理
空港物流加工区中心大道55号
天津滨海圣光皇冠假日酒店1层

Kushi Grill

2F, Radisson Plaza Hotel Tianjin
No. 66, Xinkai Lu, Hedong District
Tel: +86 22 2457 8888
串烧
河东区新开路66号天津天诚丽笙世嘉酒店2层

Seitara

Sheraton Hotel Tianjin
Zi Jin Shan Lu, Hexi District
Tel: +86 22 2731 0909
清太郎日本料理
河西区紫金山路喜来登大酒店

Thai



Kudos Thai Restaurant & Lounge Bar

No.88, Chengdu Road, Heping District
Tel: +86 22 2332 9988
www.livekudos.org
泰莲泰国餐厅
和平区成都道88号

YY Beer House

(Behind International Building)
No. 3, Aomen Lu, Heping District
Tel: +86 22 2339 9634
粤园泰餐厅
和平区澳门路3号(国际大厦后侧)

Western

1863 the Dining Room

1F, The Astor Hotel Tianjin
No. 33, Tai'er Zhuang Lu
Heping District
Tel: +86 22 2331 1688 ext. 8918
1863 至尊餐厅
和平区台儿庄路33号天津利顺德大饭店豪华精选酒店1层

Café@66

1F, Radisson Plaza Hotel Tianjin
No. 66, Xinkai Lu, Hedong District
Tel: +86 22 2457 8888
咖啡66
河东区新开路66号天津天诚丽笙世嘉酒店1层

Café Majestic

1F, The Astor Hotel Tianjin
No. 33, Tai'er Zhuang Lu
Heping District
Tel: +86 22 2331 1688 ext. 8910
凯旋咖啡厅
和平区台儿庄路33号天津利顺德大饭店豪华精选酒店1层

Chateau35 Wine Bar & Bistro

Opposite No. 79, Changde Dao,
Heping District
Tel: +86 151 2251 1218
古堡35西餐葡萄酒吧
和平区常德道79号对面

Glass House

Hyatt Regency Jing Jin City
Resort & Spa
No. 8, Zhujiang Da Dao
Zhouliang Zhuang, Baodi District
Tel: +86 22 5921 1234
水晶厨房
宝坻区周良庄珠江大道8号
京津新城凯悦酒店

La Seine

No. 50, Tianjin Italian Style Town
Ziyou Dao, Hebei District
Tel: +86 22 2446 0388
赛纳河法国餐厅
河北区自由道意大利风情街50号

Paelleta Spain

No. 50-52, Kaifeng Dao
Xiao Bai Lou, Hexi District
Tel: +86 22 2311 0081
百意达海鲜饭
河西区小白楼欧式风情街50-52号

Pan Shan Grill & Wine

2F, Main Building
Sheraton Hotel Tianjin
Zi Jin Shan Lu, Hexi District
Tel: +86 22 2731 3388 ext.1820
盘山葡萄酒扒房
河西区紫金山路天津喜来登大酒店主楼2层

Prego

3F, The Westin Tianjin
No. 101, Nanjing Lu
Heping District
Tel: +86 22 2389 0088
意大利餐厅
和平区南京路101号天津君隆威斯汀酒店3层



Seasonal Tastes

1F, The Westin
Tianjin, no. 101
Nanjing Lu
Heping District
Tel: +86 22 2389 0088
“知味”全日餐厅
和平区南京路101号
天津君隆威斯汀酒店1层

Spectrum All-Day Dining

7F, Hotel Nikko Tianjin
No. 189, Nanjing Lu, Heping District
Tel: +86 22 8319 8888 ext. 3570
彩西餐厅
南京路189号天津日航酒店7层

Terrace Cafe

1F, Sheraton Hotel Tianjin
Zi Jin Shan Lu, Hexi District
Tel: +86 22 2731 3388
燕园咖啡厅
紫金山路天津喜来登大酒店1层

Venezia Club

No. 48, Tianjin Italian Style Town
Ziyou Dao, Hebei District
Tel: +86 22 8761 3413
威尼斯酒吧
河北区意大利风情街48号

Wyndsong Restaurant

1F, Crowne Plaza Tianjin Binhai
No. 55, Zhongxin Da Dao
Airport Industrial Park
Tel: +86 22 5867 8888 ext. 2333
风之细语西餐厅
空港物流加工区中心大道55号
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Bars

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Zi Jin Shan Lu, Hexi District
Tel: +86 22 2731 3388 ext. 1845
JV'S 酒吧
河西区紫金山路天津喜来登大酒店
主楼1层

O'Hara's

1F, The Astor Hotel Tianjin
No. 33, Tai'er Zhuang Lu
Heping District
Tel: +86 22 2331 1688 ext. 8919
海维尔
和平区台儿庄路33号天津利顺德大
饭店豪华精选酒店1层

Qba Bar

2F, The Westin Tianjin
No. 101, Nanjing Lu
Heping District
Tel: +86 22 2389 0088
Q 吧
和平区南京路101号
天津君隆威斯汀酒店2层



Accounting

LEHMANBROWN

雷博國際會計
International Accountants

Tianjin Office:

Unit 2901 - 104
The Exchange Tower 2
No. 189, Nanjing Lu
Heping District
Tel: +86 22 2318 5056
Fax: +86 22 2318 5001
E-mail: tianjin@lehmanbrown.com
天津市和平区南京路189号
津汇广场
2座29层2901-104室

Beijing Office:

6/F, Dongwai Diplomatic Building
No. 23, Dongzhimenwai Dajie
Beijing
Tel: +86 10 8532 1720
Fax: +86 10 85322746
E-mail: beijing@lehmanbrown.com
北京朝阳区东直门外大街23号,
东外外交办公大楼602

Shanghai Office:

Room 1501 & 1504, WanTai
International Building,
No. 480, North Urumqi Lu
Jing An District
Tel: +86 21 6249 0055
Fax: +86 21 6288 1636
E-mail: shanghai@lehmanbrown.com
上海市静安区乌鲁木齐北路480号
1501& 1504

Associations

ICCO (International Committee for Chinese Orphans)

ICCO is a volunteer organisation dedicated to improving the lives of Tianjin's disabled orphans.
iccosecretary@gmail.com
www.tjcco.org

Tianjin Toastmasters Club

The club helps men and women learn and practice the arts of public speaking, listening, and leadership in a friendly social environment.
victorwangwq@yahoo.com.cn

TICC (Tianjin International Community Center)

Association and meeting place for foreign passport holders and their families in Tianjin. Organise monthly coffee mornings, luncheons and social/fundraising events, supporting local charities.
ticc_09@hotmail.com
tianjin.weebly.com

Banks

Bank of East Asia (BEA)

Bldg. G, Rome Gardens
No. 47, Youyi Bei Lu, Hexi District
Tel: +86 22 2332 1662
东亚银行有限公司
河西区友谊北路47号罗马花园G层

China Bohai Bank

Bldg. 1, Magnetic Capital
Binshui Xi Dao, Nankai District
Tel: +86 22 5839 1358
渤海银行
南开区滨水西道奥城商业广场1号楼

Citibank

18F, The Exchange
No. 189, Nanjing Lu, Heping District
Tel: +86 22 8319 1988 ext. 73812
花旗银行
南京路189号津汇广场18层

HSBC, Tianjin Branch

Ocean Shipping Plaza
No. 1, Haihe Dong Lu
Hebei District
Tel: +86 22 5858 8888
香港上海汇丰银行天津分行
河北区海河东路远洋广场1号

Woori Bank

Bldg. 1, Magnetic Capital
Binshui Xi Dao, Nankai District
Tel: +86 22 2338 8008
友利银行
南开区滨水西道奥城商业广场1号楼

Car Dealers

Porsche Center Tianjin

No. 59, Qiche Yuan Zhong Lu
Airport Industrial Park
Tel: +86 22 2435 9911
天津保时捷中心
空港物流加工区汽车园中路59号

Chambers

European Chamber, Tianjin Chapter

Room 15A17, Suite 17, Magnetic Plaza
Binshui Xi Dao, Nankai District
Tel: +86 22 5838 7993
中国欧盟商会天津分会
南开区滨水西道奥城商业广场17座
15A 17室

**German Business Circle Tianjin
Deutscher Unternehmerkreis
Tianjin, DUT**

Office 803, Huake Center
No. 3, Kaihua Dao, Huayuan
Industrial Area, Nankai District
Tel: +86 22 8371 7855
天津德国人联谊会
南开区华苑产业区开华道3号华科
创业中心803室

**German Chamber of
Commerce, Tianjin Office**

No. 3, Yuliang Lu, Nankai District
Tel: +86 22 2301 1709
德国商会天津分会
南开区育梁路3号

**The American Chamber of
Commerce, Tianjin Chapter**

Room 2918, 27-29F, bldg. B
The Exchange
No. 189, Nanjing Lu, Heping District
Tel: +86 22 2318 5075
美国商会天津分会
和平区南京路189号津汇广场B座
27-29层2918室

Tianjin Japanese Association

Room 607, International Building
No. 75, Nanjing Lu, Heping District
Tel: +86 22 2313 2522
天津日本人会
和平区南京路75号国际大厦607室

**Tianjin Korean Chamber of
Commerce & Industry**

1F, Feng Lin Hotel
No. 6, Binshui Xi Dao
Nankai District
Tel: +86 22 2395 7991
天津韩国商会
南开区滨水西道6号枫林宾馆1层

Education

International Schools

International School of Tianjin

Weishan Lu, Jinnan District
Tel: +86 22 2859 2001
国际学校天津分校
津南区津南微山路

Tianjin International School

No. 1, Meiyuan Lu, Huayuan
Industrial Area, Nankai District
Tel: +86 22 8371 0900
天津国际学校
南开区华苑产业区梅苑路1号

Tianjin Rego International School



No. 38, Huandao Xi Lu
Meijiang Nan, Hexi District
Tel: +86 22 8816 1180 ext. 212
Mobile: +86 138 2090 0420
E-mail: j.zheng@regoschool.com
Web: www.regoschool.org
天津瑞金国际学校
河西区梅江南环岛西路38号

Tianjin GEMS World Academy



Unit 3-307, TEDA MSD Block C 79
1st Avenue, TEDA
Tel: +86 22 6622 7888
天津杰美司国际学校
开发区第一大街79号泰达MSD-C
区3楼307室

Wellington College
International Tianjin

No. 1, Yide Dao, Hongqiao District
Tel: +86 22 8758 7199 ext. 8001
Mobile: +86 187 2248 7836
registrar@wellingtoncollegeintl.cn
www.wellingtoncollegeintl.cn
天津惠灵顿国际学校
红桥区义德道1号

Kindergartens

**Hopeland International
Kindergarten & Day Care Center**

No. 46, Xiaguang Dao
Weijin Nan Lu, Nankai District
Tel: +86 22 2392 3803
华兰国际幼稚园
南开区卫津南路霞光道46号

Language Schools

Alliance Française de Tianjin

2F, Education Centre Building,
North gate of Balitai Campus,
Tianjin Normal University, Wujiayao
Street, Hexi District
Tel: +86 22 2354 0218/0229
天津法盟
河西区吴家窑大街师范大学八里台
校区北门教育中心大楼2层

**Care International Language
Training**

Room 1402, bldg. 3, Chengji
Centre, Nanjing Lu, Heping District
Tel: +86 22 2737 3937
凯尔语言培训中心
和平区南京路诚基中心3号楼1402室

Goethe German Language Centre Tianjin Foreign Studies University

Bldg. 3, Tianjin Foreign Studies University
No. 177, Machang Dao
Hexi District
Tel: +86 22 2326 5642
天津外国语学院 歌德语言中心
河西区马场道117号天津外国语学院3号楼

Universities

Nankai University
No. 94, Weijin Lu, Nankai District
Tel: +86 22 2350 1583
南开大学
南开区卫津路94号

Raffles Design Institute, Tianjin

Block H, no. 28, Jinjing Lu
Xiqing District
Tel: 400 688 7300
天津莱佛士设计学院
西青区津静路28号H座

Tianjin University

No. 92, Weijin Lu, Nankai District
Tel: +86 22 2740 7575
天津大学
南开区卫津路92号

Event Planning



InterMediaChina is Tianjin's premiere event planning company. We will pinpoint the features that can make your event a success and ensure that your target audience is reached through superb advertising and promotion. Also arrange the following:

- Budgeting
- Selecting and reserving the event site
- Transportation and parking

To set up an event with InterMediaChina, please send e-mail to gm@intermediachina.com

Exhibition Centre

Tianjin International Exhibition Centre

No. 32, Youyi Lu, Hexi District
Tel: +86 22 2801 2988
天津国际会展中心
河西区友谊路32号

Hotels & Apartments

★★★★★ Hotels

Crowne Plaza Tianjin Binhai

No. 55, Zhongxin Da Dao
Airport Industrial Park
Tel: +86 22 5867 8888
天津滨海圣光皇冠假日酒店
空港物流加工区中心大道55号

Golden Crown Hotel

No. 18, Nanjing Lu, Hexi District
Tel: +86 22 2303 8866
金皇大酒店
河西区南京路18号

Golden Ocean Hotel

No. 338, Nanjing Lu, Nankai District
Tel: +86 22 2746 6666
金泽大酒店
南开区南京路338号

Holiday Inn Tianjin Riverside

Phoenix Shopping Mall
Haihe Dong Lu, Hebei District
Tel: +86 22 2627 8888
天津海河假日酒店
河北区海河东路凤凰商贸广场

Hotel Nikko Tianjin

No. 189, Nanjing Lu, Heping District
Tel: +86 22 8319 8888
天津日航酒店
和平区南京路189号

Hyatt Regency Jing Jin City Resort & Spa

No. 8, Zhujiang Da Dao
Zhouliang Zhuang, Baodi District
Tel: +86 22 5921 1234
京津新城凯悦酒店
宝坻区周良庄珠江大道8号

Radisson Plaza Hotel Tianjin

No. 66, Xinkai Lu, Hedong District
Tel: +86 22 2457 8888
天津天诚丽笙世嘉酒店
河东区新开路66号

Raffles Tianjin

No. 219, Nanjing Lu, Heping District
Tel: +86 22 2321 5888
天津莱佛士酒店
和平区南京路219号

Renaissance Tianjin Hotel

No. 105, Jianshe Lu, Heping District
Tel: +86 22 2302 6888
天津滨江万丽酒店
和平区建设路105号

Renaissance Tianjin Lakeview Hotel

No. 16, Binshui Dao, Hexi District
Tel: +86 22 5822 3388
万丽天津宾馆
河西区宾水道16号

Sheraton Hotel Tianjin

Zi Jin Shan Lu, Hexi District
Tel: +86 22 2731 3388
天津喜来登大酒店
河西区紫金山路

TEDA International Club Tianjin

No. 7, Fukang Lu, Nankai District
Tel: +86 22 5869 5555
天津泰达国际会馆
南开区复康路7号

The Astor Hotel Tianjin

A Luxury Collection Hotel
No. 33, Tai'er Zhuang Lu, Heping District
Tel: +86 22 2331 1688

天津利顺德大饭店豪华精选酒店
和平区台儿庄路33号

The Westin Tianjin

No. 101, Nanjing Lu, Heping District
Tel: +86 22 2389 0088
天津君隆威斯汀酒店
和平区南京路101号

Tian Bao International Hotel

No. 368, Jingmen Da Dao, Baoshui District
Tel: +86 22 2576 1588
天津天保国际酒店
保税区京门大道368号

Tianjin Saixiang Hotel

No. 8, Meiyuan Lu, Huayuan Industrial Area, Nankai District
Tel: +86 22 2376 8888
天津赛象酒店
南开区华苑产业区梅苑路8号

★★★★★ Hotels

Best Western Byronn Hotel Tianjin

No. 90, Xi'er Dao, Airport Industrial Park
Tel: +86 22 8486 0000
天津空港白云酒店
空港物流加工区西二道90号

Dickson Hotel

No. 18, Binshui Dao, Hexi District
Tel: +86 22 2836 4888
帝城大酒店
河西区宾水道18号

Jinbin International Hotel

No. 135, Anshan Dao, Heping District
Tel: +86 22 8331 1818
晋滨国际大酒店
和平区鞍山道135号

Apartments

Astor Apartment

No. 32, Tai'er Zhuang Lu, Heping District
Tel: +86 22 2303 2888
利顺德公寓
和平区台儿庄路32号

Crystal Palace Hotel Apartment

No. 28, Youyi Lu, Hexi District
Tel: +86 22 2835 6666
水晶宫饭店公寓
河西区友谊路28号

Modena Residence Heping Tianjin

No. 37, Xining Dao, Heping District
Tel: +86 22 2781 2288
天津和平名致精品酒店公寓
和平区西宁道37号

Sheraton Apartment

Zi Jin Shan Lu, Hexi District
Tel: +86 22 2731 3388
喜来登公寓
河西区紫金山路



Somerset International Building Tianjin

No. 75, Nanjing Lu, Heping District
Tel: +86 22 2330 6666
天津盛捷国际大厦服务公寓
和平区南京路75号

Somerset Olympic Tower Tianjin

No. 126, Chengdu Dao, Heping District
Tel: +86 22 2335 5888
天津盛捷奥林匹克大厦服务公寓
和平区成都道126号

Somerset Youyi Tianjin

No. 35, Youyi Lu, Hexi District
Tel: +86 22 2810 7888
天津盛捷友谊服务公寓
河西区友谊路35号

TEDA International Club Tianjin

No. 7, Fukang Lu, Nankai District
Tel: +86 22 5869 5555
天津泰达国际会馆公寓
南开区复康路7号

The Lakeview, Tianjin-Marriott Executive Apartments

No. 16, Binshui Dao, Hexi District
Tel: +86 22 5822 3322
天津万豪行政公寓
河西区宾水道16号

Tianjin Centre Residences

No. 219, Nanjing Lu, Heping District
Tel: +86 22 5868 2888
天津中心公寓
和平区南京路219号

Logistics

LOGISTICSTIANJIN can provide a full range of LOGISTICS SERVICES:

- Import and Export shipments
- Pick up/deliver shipments and documents
- Inland container transportation
- Customs clearance
- Inspection and quarantine declaration
- Warehousing in bonded zones

For further details, please send e-mail to service@logisticstianjin.com

Printing Material

TIANJINPRINT is a 24-HOURS professional printing service provider. Provides the highest level of service by employing the most advanced equipment, superior customer service, and excellent quality control systems, to ensure that customers receive the highest quality products and services. Print, including design, prepress, finishing, binding and inserting. For projects or inquiries, please send e-mail to info@tianjinprint.com

Promotional Products

PROMOTIANJIN is a traditional promotional products agency serving major corporations and non-profit agencies since 1998. Based in Tianjin, it has been actively serving accounts in financial services, health care, media, non-profit, advertising, cultural affairs and home and industrial furnishings fields. Main clients are organizations of all sizes throughout China and abroad. For further details, please send e-mail to gm@promotianjin.com

Real Estate

CB Richard Ellis Tianjin
9th Floor, Unit 903, Tower 1
The Exchange, No. 189
Nanjing Road, Heping District
Tel: +86 22 8319 2178
www.cbre.com.cn
世邦魏理仕天津分公司
和平区南京路189号津汇广场写字楼1号楼9层903单元

DTZ Tianjin
12th Floor, Tower 1, The Exchange
No. 189, Nanjing Road, Heping District
Tel: +86 22 2313 9751
www.dtz.com/cn
戴德梁行天津办事处
和平区南京路189号津汇广场1号楼12层

Jones Lang LaSalle, Tianjin
Unit 3509, The Exchange Tower 1
No. 189, Nanjing Road
Heping District
Tel: +86 22 8319 2233
www.joneslanglasalle.com
仲量联行天津分公司
和平区南京路189号津汇广场写字楼1号楼3509室

Savills Tianjin
Unit 2601-02, Centre Plaza, No. 188, Jiefang Road, Heping District
T: +86 22 5829 3388
www.savills.com
第一太平戴维斯天津
和平区解放路188号信达广场塔楼2601-02室

Rentals



CAR/BUS Rental Services in Tianjin and Beijing with reasonable rates.

To make a reservation or enquiry, please send e-mail to info@chinabustravel.com or call +86 135 0207 0987

Serviced Office

The Executive Centre
29F, bldg. 2, The Exchange
No. 189, Nanjing Lu, Heping District
Tel: +86 22 2318 5000
天津德事商务中心
南京路189号津汇广场2座29层

Travel Agencies

THE STARS TRAVEL Tianjin's travel agency specializing in tourism for foreigners
Tel: +86 159 2200 0555
E-mail: info@thestarstravel.com

Tianjin China International Travel Service
No. 22, Youyi Lu, Hexi District
Tel: +86 22 2810 9123
天津中国国际旅行社
河西区友谊路22号

Tianjin China Travel Service
No. 16, Pingshan Dao, Hexi District
Tel: +86 22 2430 1330
天津市中国旅行社
河西区平山道16号

Spas

Dikara Spa
4F, Radisson Plaza Hotel Tianjin
No. 66, Xinkai Lu, Hedong District
Tel: +86 22 2457 8888 ext. 3910
迪卡拉水疗中心
河东区新开路66号 天津天诚丽笙世嘉酒店4层

Heavenly Spa by Westin
6F, The Westin Tianjin
No. 101, Nanjing Lu, Heping District
Tel: +86 22 2389 0088
威斯汀天梦水疗
和平区南京路101号天津君隆威斯汀酒店6层

Oasis SPA at Sheraton
1F, Sheraton Hotel Tianjin
Zi Jin Shan Lu, Hexi District
Tel: +86 22 2731 3388 ext. 2227
喜来登绿洲
河西区紫金山路天津喜来登大酒店1层

Dental Clinics

Aichi International Dental Centre
4F, Huaju Department Store

No. 72-74, Xikang Lu
Heping District
Tel: +86 22 8568 5606
爱齿口腔医疗中心
和平区西康路72-74号华恒百货4层

Tianjin Dental Hospital
No. 75, Dagu Lu, Heping District
Tel: +86 22 2711 9191
天津口腔医院
和平区大沽路75号

Hospitals

Binhu Hospital of Chinese Traditional Medicine
(Next to IG Supermarket)
Huanhu Nan Li, Ti Yuan Bei
Hexi District
Tel: +86 22 2330 0706
滨湖中医医院
河西区体院北环湖南里(津工超市旁)

Tianjin Children's Hospital
No. 225, Machang Dao
Hexi District
Tel: +86 22 2351 85305
儿童病专科医院
河西区马场道225号

Tianjin First Central Hospital
No. 24, Fukang Lu, Nankai District
Tel: +86 22 2362 6249
天津第一中心医院
南开区复康路24号

Tianjin International SOS Clinic 1F, Sheraton Hotel
Zi Jin Shan Lu, Hexi District
Tel: +86 22 2352 0143
天津国际(SOS)紧急救援诊所
河西区紫金山路天津喜来登大酒店公寓楼1层

Golf Clubs

Aroma (Tianjin) Golf Club
Green base, Guangang Senlin Park
Dagang District
Tel: +86 22 6328 5000
阿罗马(天津)高尔夫俱乐部
大港区官港森林公园绿化基地处

Regal Rivera Golf Club
Jingjin New Town
No. 1, Zhujiang Nan Lu, Baodi District
Tel: +86 22 2966 9266
帝景高尔夫俱乐部
宝坻区珠江南路1号京津新城

Tianjin International Hot Spring Golf Club
No. 5, Zhongxin Da Dao
Airport Industrial Park
Tel: +86 22 2489 0391
天津国际温泉高尔夫俱乐部
空港物流加工区中心大道5号

Tianjin Pearl Beach
International Golf Country Club
Yingcheng Hu, Hangu District

Tel: +86 22 6720 1818
天津龙海国际高尔夫乡村俱乐部
汉沽区营城湖

Yang Liu Qing Golf Club
(Overpass the northern bridge)
Yijing Lu, Yang Liu Qing Zhen
Xiqing District
Tel: +86 22 2792 2792
杨柳青高尔夫俱乐部
西青区杨柳青镇一经路(立交桥北)

Golf Studios

Golf Clinic/LAB/Golf Fitness/Pro Shop/Golf Club Coupons
B2, no. 92-1, Huaqiao Building
Nanjing Lu, Heping District
Tel: +86 22 2392 1936
吉恩吉高尔夫诊断中心
和平区南京路92号增1号华侨大厦B2

Gyms

Powerhouse Gym
Binjiang Shopping Center, Kaifeng Dao
Xiao Bai Lou (1902 Street)
Hexi District
Tel: +86 22 2302 2008
宝力豪健身俱乐部
河西区小白楼滨江购物中心

Sheraton Hotel Fitness Center
Inside Sheraton Hotel Tianjin
Zi Jin Shan Lu, Hexi District
Tel: +86 22 2731 3388 ext. 2228
喜来登健身美容中心
河西区紫金山路喜来登饭店内

Westin Workout

WESTIN WORKOUT
5F, The Westin Tianjin
No. 101, Nanjing Lu, Heping District
Tel: +86 22 2389 0088
威斯汀健身馆®
和平区南京路101号天津君隆威斯汀酒店5层

Swimming Pools

Swimming Pool by Westin
5F, The Westin Tianjin
No. 101, Nanjing Lu, Heping District
Tel: +86 22 2389 0088
威斯汀室内游泳池
和平区南京路101号天津君隆威斯汀酒店5层

BEIJING

Clinic

Vista Clinic
B29, Beijing Kerry Centre
No. 1, Guanghua Lu
Chaoyang District, Beijing
Tel: +86 10 8529 6618
维世达诊所
北京市朝阳区光华路1号北京嘉里中心B29

SERVICES

SERVICES

SERVICES

SPORTS

TEDA & TANGGU

Brazilian

Salsa Churrasco

11F, Holiday Inn Binhai Tianjin
No. 86, 1st Avenue, TEDA
Tel: +86 22 6628 3388 ext. 2740
巴西烧烤餐厅
开发区第一大街86号天津滨海假日酒店11层

Chinese

Wan Li Chinese Restaurant

2F, Renaissance Tianjin TEDA
Hotel & Convention Centre
No. 29, 2nd Avenue, TEDA
Tel: +86 22 6621 8888 ext. 6750
万丽轩中餐厅
开发区第二大街29号天津万丽泰达酒店及会议中心2层

Yue Chinese Restaurant

2F, Sheraton Tianjin Binhai
Hotel
No. 50, 2nd Avenue, TEDA
Tel: +86 6528 8888 ext.
6220/6222
采悦轩中餐厅
开发区第二大街50号
天津滨海喜来登酒店2层

Japanese

Sake n Sushi Bar

11F, Holiday Inn Binhai Tianjin
No. 86, 1st Avenue, TEDA
Tel: +86 22 6628 3388 ext. 2730
寿司吧
开发区第一大街86号天津滨海假日酒店11层

Italian Restaurant

Bene Italian Kitchen

2F, Sheraton Tianjin
Binhai Hotel
No. 50, 2nd Avenue,
TEDA
Tel: +86 6528 8888
ext. 6230/6232
班妮意大利餐厅
开发区第二大街50号
天津滨海喜来登酒店2层

Teppanyaki

Baiyi Teppanyaki

No. 2-1-6, King Buyer Shopping Mall
No. 32, 3rd Avenue, TEDA
Tel: +86 22 6629 5488
百一铁板烧
开发区第三大街32号鸿泰仟佰汇商业广场2-1-6号

Yupin Teppanyaki Restaurant
Royal Palace

No. 10, 2nd Avenue, TEDA
Tel: +86 22 6621 8038
御品法式铁板烧
开发区第二大街10号御景园

Western

Brasserie Restaurant

Renaissance Tianjin TEDA
Hotel & Convention Centre
No. 29, 2nd Avenue, TEDA
Tel: +86 22 6621 8888 ext. 3711
万丽西餐厅
开发区第二大街29号天津万丽泰达酒店及会议中心

Feast All Day Dining Restaurant



1F, Sheraton Tianjin Binhai Hotel
No. 50, 2nd Avenue, TEDA
Tel: +86 6528 8888 ext. 6210
盛宴全日西餐厅
开发区第二大街50号
天津滨海喜来登酒店1层

Parrot Restaurant & Bar

No. 88, Huanghai Lu, TEDA
Tel: +86 22 6620 1663
鹦鹉西餐厅酒吧
开发区黄海路88

BARS

Dublin Irish Pub

No. 137, 3rd Avenue, TEDA
Tel: +86 22 6629 2963
督伯林爱尔兰西餐吧
开发区第三大街137号



Happy Soho Live Music & Dance Bar

(Opposite of Central Hotel)
No. 16, Fortune Plaza
Third Avenue, TEDA
Tel: +86 22 2532 2078
欢乐苏荷酒吧
开发区第三大街财富星座16号
(中心酒店对面)

Chamber

Tianjin TEDA Chamber of

Commerce/International
Chambers of Commerce
A-2, Investment Service Centre
No. 19, Hongda Jie, TEDA
Tel: +86 22 2520 1071
天津开发区商会/国际商会
开发区宏达街19号投资服务中心A-2

Education

International Schools

TEDA International School
No. 72, 3rd Avenue, TEDA
Tel: +86 22 6622 6158
泰达国际学校
开发区第三大街72号

Tianjin TEDA Maple Leaf
International School

No. 71, 3rd Avenue, TEDA
Tel: +86 22 6622 6888
天津泰达枫叶国际学校
开发区第三大街71号

Kindergartens

Gymboree Play & Music

2F, bldg. 1, Golden Street Centre
Zhongxin Bei Lu, Tanggu District
Tel: +86 22 6636 7699
金宝贝
塘沽区中心北路阳光金地中心
1号楼2层

Exhibition Centre

Tianjin Binhai International
Convention & Exhibition Centre

5th Avenue, TEDA
Tel: +86 22 6530 2888
天津滨海国际会展中心
开发区第五大街

Hotels



Dosen Residences

TEDA Fashion Plaza
Aoyun Lu, TEDA
Tel: +86 22 6628 5656
德圣公馆
开发区奥运路泰达时尚广场

Holiday Inn Binhai Tianjin

No. 86, 1st Avenue, TEDA
Tel: +86 22 6628 3388
天津滨海假日酒店
开发区第一大街86号

Holiday Inn Express Tianjin
Binhai

TEDA Fashion Plaza
No. 11, Aoyun Lu, TEDA
Tel: +86 22 5988 8999
天津滨海快捷假日酒店
开发区奥运路11号泰达时尚广场

Renaissance Tianjin TEDA
Hotel & Convention Centre

No. 29, 2nd Avenue, TEDA
Tel: +86 22 6621 8888
天津万丽泰达酒店及会议中心
开发区第二大街29号

Sheraton Tianjin Binhai Hotel

No. 50, 2nd Avenue, TEDA
Tel: +86 22 6528 8888
Fax: +86 22 6528 8899
天津滨海喜来登酒店
开发区第二大街50号
<http://sheraton.com/tianjinbinhai>

TEDA International Hotel & Club

No. 8, 2nd Avenue, TEDA
Tel: +86 22 2532 6000
泰达国际酒店暨会馆
开发区第二大街8号

Spas

Touch Spa

2F, Renaissance Tianjin TEDA Hotel
& Convention Centre
No. 29, 2nd Avenue, TEDA
Tel: +86 22 6570 9504
开发区第二大街29号天津万丽泰达酒店及会议中心

Yue Spa

15F, Holiday Inn Binhai Tianjin
No. 86, 1st Avenue, TEDA
Tel: +86 22 6628 3388
开发区第一大街86号天津滨海假日酒店15层

Dental Clinics

Aichi International Dental
Centre

Cuiheng Plaza
No. 211, 3rd Avenue, TEDA
Tel: +86 22 6629 1079
爱齿口腔医疗中心
开发区第三大街211号翠亨广场

Hospitals

TEDA Hospitals

No. 65, 3rd Avenue, TEDA
Tel: +86 22 6520 2000
泰达医院
开发区第三大街65号

Western Hospital

1F, Jiafu Garden, 2nd Avenue
TEDA
Tel: +86 22 6620 8676
名医会馆
开发区第二大街加孚园底商

Golf Clubs

Tianjin Warner International
Golf Club

No. 1, Nanghai Lu, TEDA
Tel: +86 22 2532 6009
天津华纳高尔夫俱乐部
开发区南海路1号

Gyms

Champs Elysees

2F, Renaissance Tianjin TEDA
Hotel & Convention Centre
No. 29, 2nd Avenue, TEDA
Tel: +86 22 6621 8888
香榭丽舍健身俱乐部
开发区第二大街29号天津万丽泰达酒店及会议中心2楼

Holiday Inn Binhai Hotel
Fitness Centrer

15F, Holiday Inn Binhai Tianjin
No. 86, 1st Avenue, TEDA
Tel: +86 22 6628 3388 ext. 2960
天津滨海假日酒店健身中心
开发区第一大街86号天津滨海假日酒店15层



To include your advertising in the next issue, please write to classified@business-tianjin.com before the 15th day of the current month.

Tianjin's role in China's Green Future

by Keith Crane

In school, Jonathan Watts was told that if everyone in China were to jump at precisely the same time, the impact would shift the planet's motion. It scared him then, as does China's voracious appetite for world resources now.

When a Billion Chinese Jump is Watt's journey across the country, from Shangri-La to Xanadu, looking at the environmental damage China has wrought through its rapid development, and its new struggle to adopt greener, more scientific development to secure a more sustainable future.

Tianjin has played a pivotal role in the process – from a former home to state-owned factories channeling “from the industrial blacklands of the northeast to the most polluted sea in China”, to its present vision of creating the Binhai New Area joint project with Singapore, “touted as the most environmentally-friendly city in China and an example for developing nations across the planet.”

On the way Watts is impressed with the high-speed train from Beijing, “far faster than any train I've been on in the UK” before meeting Wang Meng, the planner charged with making the ambitious Binhai project “fly”.

Watts lists the area's planned credentials: 20% of its power from renewable sources including heat contained in the earth; domestic water use of less than 120 litres per person per day, half supplied by rain and recycling; every building insulated and double glazed for optimum energy conservation; 60% of waste recycled and car journeys down by 90% with light rail. “Overall there would be an average of 12 square metres of parkland, grassland, or wetland for each resident”, he writes.

He is encouraged by knowing that Wang has previously been in charge of much of Tianjin's recent urban planning, and this is a much smaller scale, an easier task.

Watts compares Binhai to Shanghai's own attempt, Dongtan, designed by British firm Arup, which has ground to a halt. “The Tianjin Project had a greater chance of success because it was being run and funded by the central government. China's leaders had invested a great deal of political capital in the project.”

Yet he ends the chapter couching his enthusiasm with a mix of caution. “If the eco-label at Tianjin proved to be nothing more than a marketing gimmick to sell up-market real-estate...it would quickly become an environmental cul-de-sac...If ...it could reach stringent renewable energy, waste recycling, and carbon goals...it could be followed by 400 new similar sized communities due to spring up across China” in the next 20 years.

It's a hopeful dream for Tianjin, and a must read for those in the city trying to make it happen.

“When a Billion Chinese Jump” is published by Faber and Faber.

If you want to purchase this book, please send an email to BOOKS@INTERMEDIACHINA.COM, we will deliver the book to your door.



Language: English
Hardcover: 448 pages
Price: 250 CNY + Shipping

QUOTATIONS OF THE MONTH

Ideals are like the stars - we never reach them, but like mariners, we chart our course by them. (Carl Schurz)

Success is getting what you want; happiness is wanting what you get. (Ingrid Bergman)

To open a shop is easy; to keep it open is an art. (Chinese proverb)

If you're never scared or embarrassed or hurt, it means you never take any chances. (Julia Sorel)

Fear of appearing a lecherous western male

By Mike Cormack

The topic of the attraction between western men and Asian women has been much discussed, but there's a further negative side-effect which I'd like to discuss. I'm sure I'm not the only man in China to which this has happened.

If indeed older and less attractive western men are able to snare a young and good-looking Chinese woman, it concerns me that others might think I am in this category of man. Since I am married to a Chinese woman, do I too appear like the lecherous western male of ill repute? Do people look at us and wonder how I got her?

One of the most depressing times I've had in China was shopping with my wife, trying to find me some new jeans. While I may not be as fat as John Goodman or Mao Xinyu, I'm not the 130lb rake I was as a student. Browsing through stores like H&M and Uniqlo, I was unable to find a pair over a 36" waist. Seeing the two of us walking together in a shopping-mall mirror, I was unpleasantly reminded of our physical differences. I'm not especially tall, but my wife is both short and trim. "My god!" I thought, horrified. "I'm one of the fat lecherous western men! Oh no!"

Not that my wife is an insipid, servile pushover. She is intelligent (with a Masters in IT from a top university), translates books in her spare time, is nearly bilingual (unlike me), is the very





epitome of thoughtful, kind, helpful, and, to my eyes, exceptionally attractive. She's also no pushover, and our relationship has been based on equality and unity from the start. I've had the misfortune to observe several Chinese-western couples, where the man seems to delight in teasing her and showing her up, especially in front of his friends. Quite why they do this I don't know, but I'm sure if I ever dared trying any of that nonsense with my wife, she wouldn't put up with it for even a fraction of a second. So she's independent and forthright: good things in my book. But then this makes me worry, again – is she too good for me? Have I somehow managed to strike gold with someone who would otherwise be out of my league?

The success of a marriage can be determined by the ability of each partner to enable the other to grow.

Perhaps this is just paranoia. In fact, my wife and I have a great deal in common: we have similar family backgrounds, despite the difference in nationality; both of us like reading, computing, cats, writing, the arts, outdoor walks, dining out and being hospitable; I'm only 18 months older than her, and although we had had very different life experiences, we both seemed to have arrived at the same juncture at exactly the same time.

I would argue that the success of a marriage can be determined by the ability of each partner to enable the other to grow. In this case, I don't think my wife and I have anything to fear: she has taught me a great deal about Chinese customs and culture, about computing, about patience and serenity. In return, I've taught her about western literature, music and cooking. We have helped each other come through bad experiences and enjoyed our good times together, and having been together nearly four years, I guess I can say without doubt that we're a good couple. Getting into a relationship was actually the last thing I was planning when I first arrived in China, but it seems to have worked out wonderfully.

But I still sometimes wonder if people think I'm just a lecherous westerner on the make. Maybe this will only end when that archetype dies. May that day be soon! ■

INQUIRIES
WELCOME



GEMS students have gained acceptance to 355 universities in 28 countries.
Won over 300 international and regional awards.



GEMS World Academy

Tianjin Eco City, China

A New World of Education Awaits

The GEMS World Academy, Tianjin Eco City, (GWA-TEC) will be the most modern, prestigious international school in Tianjin and the region.

Developed by GEMS Education, the world's largest private KG to Grade 12 education provider, GWA-TEC will offer state of the art facilities that break traditional boundaries. The school will provide its students with state of the art, stimulating learning environments of the highest quality.

In line with the Tianjin Eco-City's target to achieve 100% green buildings, GWA TEC's groundbreaking campus is projected to be one of the most sustainable schools in the world.

The curriculum will feature a fully integrated education, with a particular focus on sustainable development, where students can learn first hand through the eco-features of their own school facilities and the surrounding Eco City development.



The Varkey GEMS Foundation is a not for profit education Foundation. Its goal is to impact one hundred underprivileged children for every child enrolled in a GEMS school. 10 million will be impacted globally.

Curriculum

In September 2011, GWA-TEC intends to implement the International Baccalaureate (IB) curriculum at the Primary (PYP) and Middle Year (MYP) levels, encompassing Pre-K to Grade 8, (4yrs-14yrs of age) in preparation for eventual IB authorization. The process of IB authorization, which all schools aspiring to become IB World Schools must go through, requires extensive preparation and teacher professional development. This culminates in an authorization visit by a team from the IB before final IB approval is considered. GWA-TEC has hired fully certified, internationally experienced staff with extensive IB experience.

Facilities

Education facilities at GWA TEC include; a planetarium, media centre, 300 seat auditorium and theatre, 200 metre athletic track, multi-purpose gymnasium, swimming pool, tennis, basketball and volleyball courts, AstroTurf playing field, health and fitness centre, library, ICT labs, dance, drama and art studios.

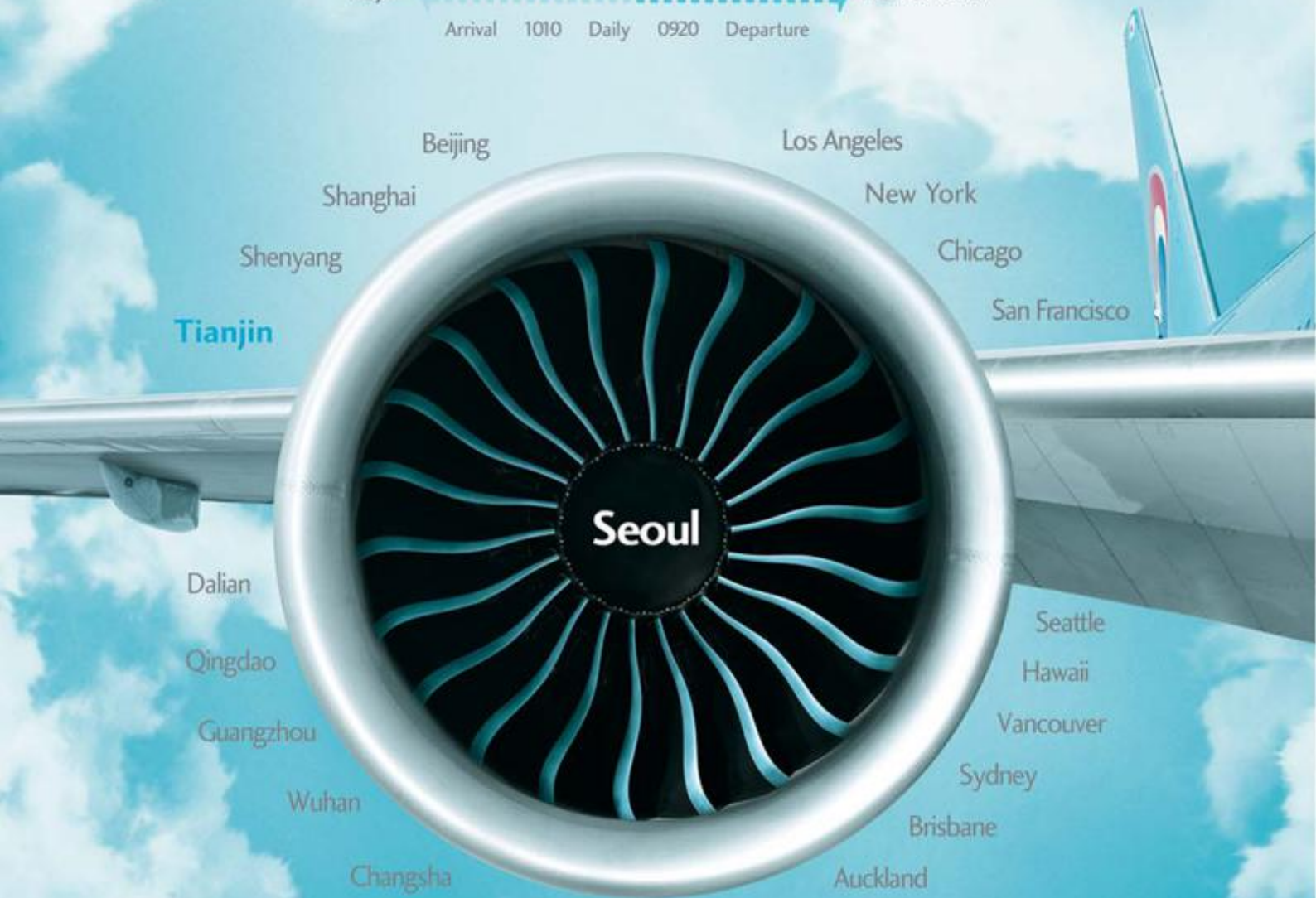
**GWA-TEC will open on Wednesday,
September 7th, 2011.**

For more information and inquiries,
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