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Dear Readers

This month, we had the opportunity to interview Carsten Schulz, CTO of the SCHLOTE GROUP, and gain some valuable insights into his company's journey.

SCHLOTE is one of the most important manufacturers of high precision machinery for the automotive industry. The company specializes in mechanical processing of engine, transmission and chassis components with its own production facilities in Germany, China and the Czech Republic.

Currently, the SCHLOTE GROUP is an association of nine companies with a total of 1,500 staff members, who specialize in various different fields within the automotive supply industry.

The corporate culture that Schlote has developed in China is world class, and Mr Schulz especially thank Mr Gao for the great work done. He mentioned that they can do much more work, but they should also create the conditions, organizationally, to relocate some functions and sales activities to China, and not operate exclusively from Europe.

Their products are primarily manufactured by means of machining operations and then finished using various manufacturing processes and technologies. The production lines are designed for small-, medium- and large-series production, although they also offer manufacturing and prototyping of individual parts.

We appreciate Mr. Schulz time and the opportunity to learn more about the Schlote Group. We wish them continued success.

In finance news, China has introduced the National Administration of Financial Regulation (NAFR), a new financial regulatory body aimed at bolstering and improving the country's financial supervision. The establishment of the NAFR is considered a crucial milestone in China's ongoing efforts to enhance its financial oversight through institutional reforms, according to experts.

China's housing market demonstrated resilience and stability, benefiting from a range of supportive policies. Major cities witnessed a sustained increase in home prices compared to the previous month, according to officials and analysts. However, while the property sector continues to recover steadily, there are concerns about its ability to maintain this upward momentum. As a result, experts recommend fine-tuning and intensifying relevant policy measures to boost consumer sentiment and unleash housing demand.

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Best wishes.

Mary Smith

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TIANJIN NEWS

DEALS WORTH \$11B INKED AT WORLD INTELLIGENCE CONGRESS IN TIANJIN



During the seventh World Intelligence Congress (WIC), a major artificial intelligence (AI) event held from May 18 to 21 in Tianjin, deals worth approximately 81.5 billion yuan (about 11.58 billion U.S. dollars) involving 98 key projects were signed. According to the organizer, the newly inked projects involve industrial chains in various fields such as novel information technologies, automobiles, biomedicine, equipment manufacturing, new energy, and new material.

TIANJIN RANKS NO.1 FOR FOREIGN TRADE IN Q1



Tianjin Port saw its foreign trade top 498 billion yuan (about 72 billion U.S. dollars) in the first quarter of 2023, up 24% year on year, according to Tianjin Customs. Over the period, its trade with countries along the Belt and Road totalled 180.77 billion yuan, up 49.7% year on year. The port's trade with its major partners, the Association of Southeast Asian Nations, the European Union, the United States, Australia, the Republic of Korea and Brazil, accounted for 56.9% of its total foreign trade volume in the first three months of this year.

TIANJIN 226 NUCLEIC ACID SAMPLING BOOTHS TO BE REPURPOSED AS BREAKFAST STALLS



A catering company, the Puyidao Catering Management Co, in the Jinghai district of the Tianjin Municipality neighbouring Beijing recently purchased 226 nucleic acid sampling booths from a local trade platform for redeploying in the residential service sector, the Tianjin Daily reported. The price of the purchase was 4.78 million yuan (\$690,382). Puyidao plans to transform the purchased sampling booths into residential service stations such as breakfast stalls, mini hair salons and locksmiths.

EXPANSION OF AN INTER-PROVINCIAL MARRIAGE REGISTRATION



China's State Council has approved the expansion of an inter-provincial marriage registration pilot program to 21 provincial-level regions across the country, a move welcomed by the migrant population, who no longer need to return to their hometowns to register their marriage. The program will be carried out in places including Beijing, Tianjin and Shanghai, as well as Hebei Province, Anhui Province and Hainan Province, the State Council said in the announcement.

REFRIGERATION INDUSTRY GIANT DANFOSS LAUNCHES R&D TESTING CENTRE IN TIANJIN



Global refrigeration industry giant Danfoss Group has announced that its Global Green Refrigerants Compressors Laboratory has been put into operation in Tianjin. Covering an area of approximately 7,000 square metres, with a total investment of 140 million yuan (about 20 million U.S. dollars), this is Danfoss' largest capital increase in Tianjin since it settled in the city back in 1996.

HUAWEI SHARPENS NEW STRATEGIC COOPERATION PACTS WITH TIANJIN



Chinese telecommunications equipment giant Huawei Technologies Co. has secured a series of broad cooperation pacts with local governments in its home market, boosting the company's push into traditional industries. Huawei recently signed a "strategic cooperation framework agreement" with the municipal government of Tianjin, where the company pledged to support the coastal city's smart ports, computing resources and telecoms infrastructure, according to a report by the Tianjin Daily. Huawei will employ 5G, artificial intelligence (AI) and cloud computing technologies to help Tianjin's digital transformation, company chairman Howard Liang Hua said.

TIANJIN AIRPORT WI-FI SERVICES UPDATED



On May 10, the newly upgraded Tianjin Airport Free WiFi was put into trial operation in Terminals 1 and 2. Users can open "WiFi Setup" on their cell phone or laptop, and choose the network "TianJinAirport-Free" to connect. After one authentication, the device can access the Internet with one click in the terminal within three months without re-authentication.

TIANJIN UNIVERSITY LAUNCHES HIGH-SPEED NON-INVASIVE BCI SYSTEM WITH 216 TARGETS



Tianjin University's neuroscience team has made a ground-breaking achievement by launching a high-speed brain-computer interface (BCI) with 216 targets during the 7th World Intelligence Congress 2023. This cutting-edge device enables users to type at impressive speeds using their thoughts while wearing a compact BCI device and interacting with a virtual keyboard featuring 216 keys. The system also incorporates commonly used syllables in both Chinese and English spelling, offering seamless one-click switching between Chinese and English input methods.

SPIRIT-CLASS CRUISE SHIP SET TO MAKE CHINESE DEBUT OUT OF TIANJIN



The 85,619-ton Spirit-class Mediterranean, currently run by Adora Cruises, is slated to kick off its debut Chinese cruising season based out of Tianjin Port sometime during Q4 2023. The 12-deck Mediterranean, which came out of Kvaerner Masa-Yards Helsinki New Shipyard in Finland, and was first launched in June 2003, is scheduled for a few new upgrades. The ship will soon be heading into the burgeoning Chinese cruise-holiday space.

FINANCE



MORE CHINESE BANKS CUT DEPOSIT INTEREST RATES AS MARGINS SHRINK

At least three nationwide Chinese banks lowered interest rates on deposits following a similar move by smaller rivals as lenders battle shrinking margins. Mid-sized national banks, including China Zheshang Bank Co., Hengfeng Bank Co. and China Bohai Bank Co., said they have lowered deposit rates as much as 30 basis points, or 0.3 of a percentage point, on some deposits. After the adjustment, these lenders will pay an annual 1.85% for a one-year deposit, down from 1.95%. They will pay 2.95% on three-year deposits, down from 3.2%, and on five-year deposits, down from 3.25%.

LINKEDIN TO CUT 716 JOBS AND SHUT DOWN CHINESE APP INCAREER



LinkedIn, the world's largest social media platform for professionals, is cutting 716 positions and shutting down its jobs app in mainland China, the California-based company announced. The decision was made amid shifts in customer behaviour and slower revenue growth, CEO Ryan Roslansky in a letter to employees. "As we guide LinkedIn through this rapidly changing landscape, we are making changes to our Global Business Organization and our China strategy that will result in a reduction of roles for 716 employees," he said.

CHINA INCREASES VISA FEES FOR INBOUND US CITIZENS



The visa fee for American citizens traveling to China, excluding journalist visa, was raised to US\$185, starting from May 30, the Chinese embassy in the United States announced on May 15. The move is a response to similar actions taken by the US earlier, the embassy said. The US increased the application fees for all types of non-immigrant visas for Chinese travellers from April 3, with the biggest rise of US\$110 for a Type E visa.

BMW TO START MAKING NEW EVS IN CHINA FROM 2026

BMW is working hard to build an EV future, and the upcoming Neue Klasse is crucial to the plan. The new EV



architecture will underpin medium-size vehicles, with the first arriving in 2025 from the BMW factory in Hungary. BMW will also produce the upcoming EVs in China at the BMW Brilliance Automotive factory in Shenyang from 2026.

CHINA IMPLEMENTS MORE STRINGENT VEHICLE EMISSION STANDARDS



China has implemented the China VI-b emission standards for vehicles as from July 1, 2023, banning production, imports and sales of models that don't comply with the standards, the Ministry of Ecology and Environment said in a joint statement with four other authorities. Industry observers noted the upgraded emission standards may boost sales of models that comply with current standards amid further stabilized prices, while accelerating the promotion of new-energy vehicles (NEVs).

CHINA RAISES BASIC RETIREE PENSIONS BY UP TO 3.8%



China has raised the basic monthly pension for retirees nationwide by up to 3.8% from the level of 2022, together with the launch of a fairer and more balanced distribution mechanism, as

the nation strives to secure and improve livelihoods, a joint notice issued by the Ministry of Human Resources and Social Security and the Ministry of Finance said. In order to ensure a fair pension distribution, incentive mechanisms are being adopted, such as paying more to get more and paying for longer periods to get higher pay-outs, the notice said.

CHINA IN THE WORLD

50 FOREIGNERS' MOST-FAVOURERED CHINESE BRANDS UNVEILED



50 most-favoured Chinese brands voted by foreigners at the activity "Give a Like for My Favourite China's Brands (2022-2023)" were released in Shanghai. Hosted by Xinhua News Agency's National Brands Project, China Economic Information Service, China Today magazine and China.org.cn, the event aims to promote the achievements of China's domestic brands and improve their global recognition.

CHINA TO IMPLEMENT GARBAGE SORTING IN ALL CITIES BY 2025



China plans to implement garbage sorting in over 90% of residential communities in cities at or above the prefecture level by the end of this year, and then raise the coverage ratio to 100% by the end of 2025. Ni Hong, minister of housing and urban-rural development, said at a recent meeting

in Qingdao, east China's Shandong Province, that garbage sorting is one of the ministry's priorities this year.

CHINESE ROVER FINDS EVIDENCE OF LIQUID WATER ON MARS



Chinese researchers have revealed for the first time evidence of liquid water on Mars formed from frost or snowfall, based on data collected from the country's Mars rover Zhurong. The discovery is of great significance for understanding the evolution of Mars' climate and the search for habitable environments, and also provides key clues for the future search for life. The finding, published in the international academic journal *Advances in Science and Research*, showed that features such as crusted surfaces, cracks, granulation, polygonal ridges and band-shaped water marks were discovered on the Martian sand dunes in the landing area of the Zhurong rover.

FIRST CITY TO BAN PEDESTRIANS FROM USING THEIR MOBILE PHONES WHILE CROSSING THE ROAD



In mid-April, the draft regulation on zebra crossing safety management in Xiamen Special Economic Zone was submitted to the 12th meeting of the Standing Committee of the 16th Xiamen Municipal People's Congress in Fujian Province. It will be the first local regulation on zebra crossing safety management in China. Xiamen wants to pass legislation that guides pedestrians not to sit, lie, stay, or browse electronic devices while crossing roads.

\$790 million

Argentina has decided to shift from the US dollar to the renminbi for all settlements of imports from China, a win-win development that will help Argentina strengthen its foreign exchange reserves and boost the renminbi's global profile, experts said. Around \$790 million of monthly imports is expected to be paid in renminbi, which will help reduce the demand for US dollar payments and have a positive impact on the country's foreign exchange reserves, according to an Argentinian government statement.



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For the first time in the 13-year history of the annual Beijing International Film Festival, two outstanding actresses, Antonia Zegers from Chile and Line Renaud in France, jointly received the Tianan Award for Best Leading Actress, one of the ceremony's most highly regarded honours. The 10 awards, selected from 15 contending films shortlisted from 1,488 titles from 93 countries and regions, were unveiled on in Beijing.



50

Featuring large public artworks, exhibitions, fashion markets, art forums, and workshops, the 3rd Bund Art Festival kicked off on May 6 in Shanghai. Among the most prominent works on display was a giant cat graffiti on Fangbang Middle Road, which connects the Bund Finance Centre with Yu Garden. Cartoonist and artist TANGO, who is well-known for his love of cats, created the graffiti as well as a host of other cat-related artworks for the festival.



¥115 million

Local farm producers have enjoyed sharp rises in sales since local authorities explored an e-commerce mode that integrates farmland production and farmers. A leadership group for rural e-commerce work at the street and village levels has been founded. Efforts have been made to actively cultivate rural e-commerce talent, and moved various distinctive local agricultural products to online platforms. To date, more than 2,000 villagers have engaged in rural e-commerce. In the first quarter, the online retail sales exceeded 115 million yuan.



¥1.52 billion

Buoyed by robust holiday ticket sales, China's 2023 box office hit the 20 billion yuan milestone earlier than last year, according to film data platforms Maoyan and Beacon. This came after China recorded the third highest-grossing May Day holiday when around 1.52 billion yuan was generated over five days through May 3, mostly by the comedy *Godspeed* and action film *Born to Fly*, a dramatic depiction of China's elite pilots testing new fighter jets.



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Marvel Studios' latest superhero film, *Guardians of the Galaxy Vol. 3*, has taken China's box office by storm, dethroning Chinese test pilot-themed movie *Born to Fly* as the country's new box office champion. As the third instalment in the *Guardians of the Galaxy* franchise and the 32nd film in the Marvel Cinematic Universe, the movie has grossed around 200 million yuan since its domestic release on May 5 in multiple formats, including IMAX. As part of the "Filmed for IMAX" program, the movie provides 26% more picture in IMAX theatres than standard screens.



19.2%

Profits at China's major industrial companies declined at a slower pace in March amid a steady recovery in industrial production, the National Bureau of Statistics said. Experts said the slower decline rate in March came amid the gradual rebound in both supply and demand, adding that more efforts should be made to further stabilize employment and ease burdens faced by enterprises, particularly small and medium-sized ones.



87.6%

China's consumption registered robust growth during the five-day May Day holiday, according to data released by the Ministry of Commerce, or MOC. Sales figures from key retail and catering enterprises nationwide monitored by MOC jumped by 18.9% year-on-year during the holiday, the ministry said. In the meantime, pedestrian traffic grew by 121.4% compared to the same period last year. And there was also an 87.6% year-on-year increase in turnover, the MOC said.



412%

Convention and exhibition businesses in Guangdong province have shown strong recovery since early this year, with a significant increase seen both in exhibition numbers and area, according to the local industry association. The number of exhibitions in Guangdong increased 330% year-on-year to 116 in the first three months, with exhibition areas soaring 412% year-on-year during the same period to 4.36 million square metres, said the Guangdong Fairs Organizers Association.





While the NAFR assumes regulatory responsibilities for the financial industry, excluding the securities sector, it will also take on certain functions from the People's Bank of China (China's central bank) and the China Securities Regulatory Commission.



CHINA ESTABLISHES NEW FINANCIAL REGULATORY AUTHORITY

China has introduced the National Administration of Financial Regulation (NAFR), a new financial regulatory body aimed at bolstering and improving the country's financial supervision. The establishment of the NAFR is considered a crucial milestone in China's ongoing efforts to enhance its financial oversight through institutional reforms, according to experts.

The NAFR is tasked with comprehensive strengthening of institutional regulation, behavioural supervision, functional regulation, penetrating supervision, and continuous regulation. Its establishment is intended to provide robust support and protection for the development of China's new economic model and the promotion of high-quality growth, as stated by Li Yunze, Party secretary of the administration.

During the unveiling ceremony held in Beijing, Li emphasized the three major tasks that the NAFR must undertake, including serving the real economy, preventing and controlling financial risks, and deepening financial reforms. The administration is expected to bring all financial activities under regulatory purview,

address regulatory gaps and blind spots, promote coordination between central and local governments, and firmly uphold the principle of avoiding systemic financial risks.

Vice-Premier He Lifeng, a member of the Political Bureau of the Communist Party of China Central Committee, attended the ceremony and officially revealed the administration's nameplate. The NAFR, directly functioning under the State Council (China's Cabinet), has been established based on the former China Banking and Insurance Regulatory Commission. This restructuring is anticipated to fortify and enhance financial regulation in the country, tackling longstanding issues and challenges within the financial sector, as reported by Xinhua News Agency.

Zeng Gang, director of the Shanghai Institution for Finance and Development,

highlighted that the institutional reform's primary goal is to achieve comprehensive regulation of all financial activities. The reform aims to improve the quality and effectiveness of financial regulation, effectively manage and mitigate financial risks, and safeguard against systemic risks. The establishment of the NAFR allows for better coordination between mixed-ownership operations, segmented regulation, behavioural regulation, entity supervision, functional regulation, and prudential regulation.

Wang Jiaqiang, a senior researcher at the BOC Research Institute, emphasized that the NAFR's functions and responsibilities have been expanded and strengthened. These include unified supervision of financial sectors beyond securities and overall responsibility for safeguarding the rights and interests of financial

consumers.

This reform is expected to enhance the coverage and effectiveness of financial regulation, address long-standing issues such as regulatory gaps, overlaps, and arbitrage, and promote standardized and unified financial products and services. Wang further noted that the reform will reinforce China's financial risk management capabilities, strengthen prevention and disposal measures, crack down on violations of laws and regulations, and improve the overall quality and effectiveness of financial regulation.

In light of these developments, China's financial industry can anticipate stronger regulatory constraints but also a more stable financial environment as financial regulation enters a new phase of robust supervision and oversight, according to Wang.



INTERVIEW WITH
CARSTEN SCHULZ
CTO OF SCHLOTE GROUP

Schlote

A KEY PLAYER IN MACHINING

SCHLOTE is one of the most important manufacturers of high precision machinery for the automotive industry. The company specializes in mechanical processing of engine, transmission and chassis components with its own production facilities in Germany, China and the Czech Republic.

Currently, SCHLOTE GROUP is an association of nine companies with a total of 1,500 staff members, who specialize in various different fields within the automotive supply industry.

The individual companies of the SCHLOTE GROUP serve as development partners and series suppliers to the automotive and automotive components industry, the metal casting industry, and the mechanical engineering sector. The range of services covers the design and production of die-casting moulds, tooling and equipment, the mechanical processing of products, and the assembly of finished components.

Their products are primarily manufactured by means of machining operations and then finished using various manufacturing processes and technologies. The production lines are designed for small-, medium- and large-series production, although they also offer manufacturing and prototyping of individual parts.

This month, we had the opportunity to interview Carsten Schulz, CTO of SCHLOTE GROUP, and gain some valuable insights into his company's journey.

■ **Thank you for your time, Mr. Schulz. Could you tell us how the Schlote Group got its start?**

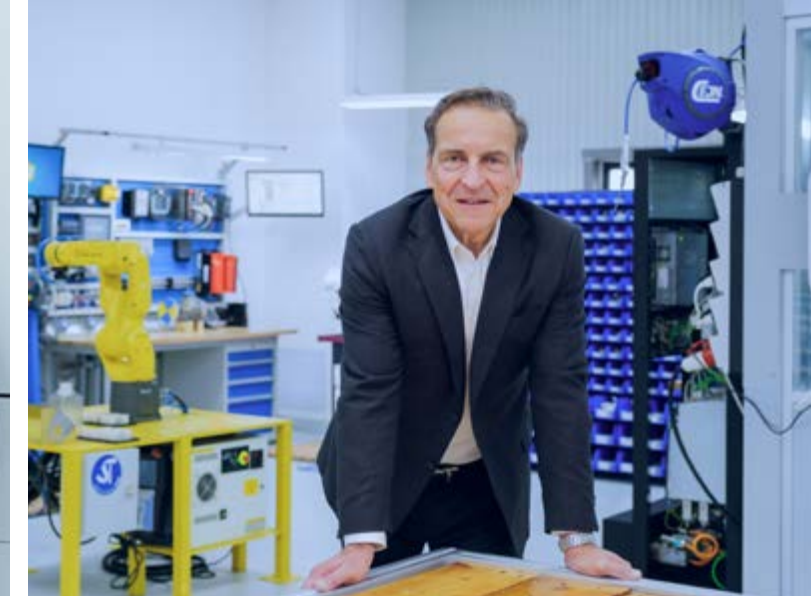
The Schlote Group's beginnings trace back to the Schlote family, with my parents being part of it. They started in Hildesheim with a lathe and a drilling machine in their basement, working on castings for Claude Sening. That's how it all began.

■ **So the Schlote family has been involved for over 50 years?**

Yes, indeed. Although I'd like to clarify that I've been around since 1998. I initially intended to build my career at Thyssen in Germany. However, I decided to venture independently in 1997. I met Mr. Schlote at an event, and he had a dream of working together, and so I became not only the managing director but also a shareholder.

■ **So you started as an engineer?**

Yes, I began as an engineer. However, I want to emphasize that it's not just about working for Mr. Schlote, it's about being a friend and contributing to society.



■ **It's clear that you've built a strong relationship with Mr. Schlote. You've mentioned that you have children. Are they also involved in the business?**

Yes, all four of my children are shareholders in the company.

■ **It's great to see that the family tradition continues. We've noted a significant milestone in the globalization of your group, particularly the opening of a factory in Tianjin in 2014. Could you tell us more about the reasons behind choosing Tianjin as a location?**

We decided to open a factory in Tianjin primarily due to our strategic partnership with Volkswagen. As Volkswagen wanted to establish a presence in China, we followed suit. Our goal was to work on castings together with Volkswagen, which led to the decision to build a factory in Tianjin.

The corporate culture that Schlote has developed here is world class, and I should especially thank Mr Gao for the great work done in China. We can do much more work, but of course, we should also create the conditions, organizationally, to relocate some functions and sales activities to China, and not operate exclusively from Europe.

■ **It's evident that Volkswagen played a pivotal role in your expansion to China. What's your strategic plan for the future development of the Tianjin facility?**

We plan to expand our production, emphasizing electrification and chassis-related components. Additionally, we're considering extending our services to other industries, like trains and medical equipment. Our core strength lies in machining, and we aim to be a global leader in this field.

■ **It's clear that the automotive industry is shifting towards electrification and new technologies. Do you think the Schlote Group is well-prepared to adapt to these rapid changes in the industry?**

Absolutely. We're well-prepared for the shift towards electromobility and we continue to invest in innovation. Our goal is to be a key player in producing parts for electric drives while maintaining our position as a machining service provider for various industries.

In any case, all the old products will still be around. It will not happen overnight; it will continue for the next 5 to 10 years. And of course, we can also produce machines for any part of the electric drive that is made of aluminum, die-cast or other materials. Incidentally, we already do this in Europe, where we have large lines for motor housings and stator housings. We are currently building them in the Czech

Republic, for motor housings in Germany, in Wernigerode, and here, we are about to place an order with ZF. But the fact is that for us, the growth of the market can't go fast enough.

■ **Why do you think it was a good decision to establish the R&D department here in China? Some European companies feel afraid to transfer their R&D department from Europa to China because they fear they will lose their know-how.**

Fear is never a good thing, and nobody can keep anything secret in this world. We should try to keep moving forward and use the time to our advantage. We must keep developing every day. Something may be good today, but there must be something better tomorrow.

■ **What do you consider to be the hardest challenge that you have had in your career or in your current role?**

We've experienced multiple times already that people trust us when everyone else says "that's not possible". We built the factory in China in 14 months and we started producing sample parts on time. In Germany, we built a factory in Herzgau-Rode for the Magna company. We had to plan, approve, build, and ramp it up in 12 months. Three years later, there was a strong demand in Italy, and we had it done in 6 months. This was in 2020, when COVID-19 had just appeared. These were all incredible challenges.

Of course, the experience in China is unforgettable. I still remember the first time I measured the width

机械加工的核心

施洛特集团是由多家企业组成的联合企业，旗下各个工厂在汽车零部件供应行业中拥有各自不同的专业方向。

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在我们的数控加工中心以及自动化生产线上，我们对不同合金材料的铸件进行加工。主要包括铝合金、铁合金、钢合金以及锻造材料。

我们的产品主要通过切削加工工艺进行生产并通过不同的加工工艺和技术进行进一步的加工处理。生产线设计用于小批量、中等批量以及大批量生产。此外，我们还提供单个零件以及母型生产。

在集团旗下的9家企业中，总共拥有员工1500名。企业的厂区总面积达到92000平方米。除了功能性的办公区之外，我们还在占地大约50500平方米的土地上兴建起了现代化的生产车间，共员工使用。

施洛特集团首席执行官：Carsten Schulz 先生

of the property in steps (around 220 m). The biggest challenge was the time in which it had to be done. And of course, it's not easy for us, as a company, to cope economically with this growth.

■ You've mentioned the importance of adaptability and staying ahead in the industry. What global trends do you foresee in the next five years that could impact the Schlotte Group?

The focus for us will be on electric mobility and digitalization. As a machining service provider, we must keep up with automation, robotics, PLC programming, and new technologies. Young professionals should consider specializing in these areas.

■ I imagine it was hard to not be allowed to come to China personally during the pandemic?

Of course, it was a very difficult time, but the China team around Mr. Gao dealt with it excellently. They even developed further; I am totally thrilled. It's also good for business when you know that everything is growing together again. It's not just me, there are also other people involved where information must be exchanged, and that can't all be done remotely. When it comes to the details, tools, technology, or cooling lubricants etc., people must work together here in the factory.

■ How do you manage the balance between your personal life and your very busy professional life?

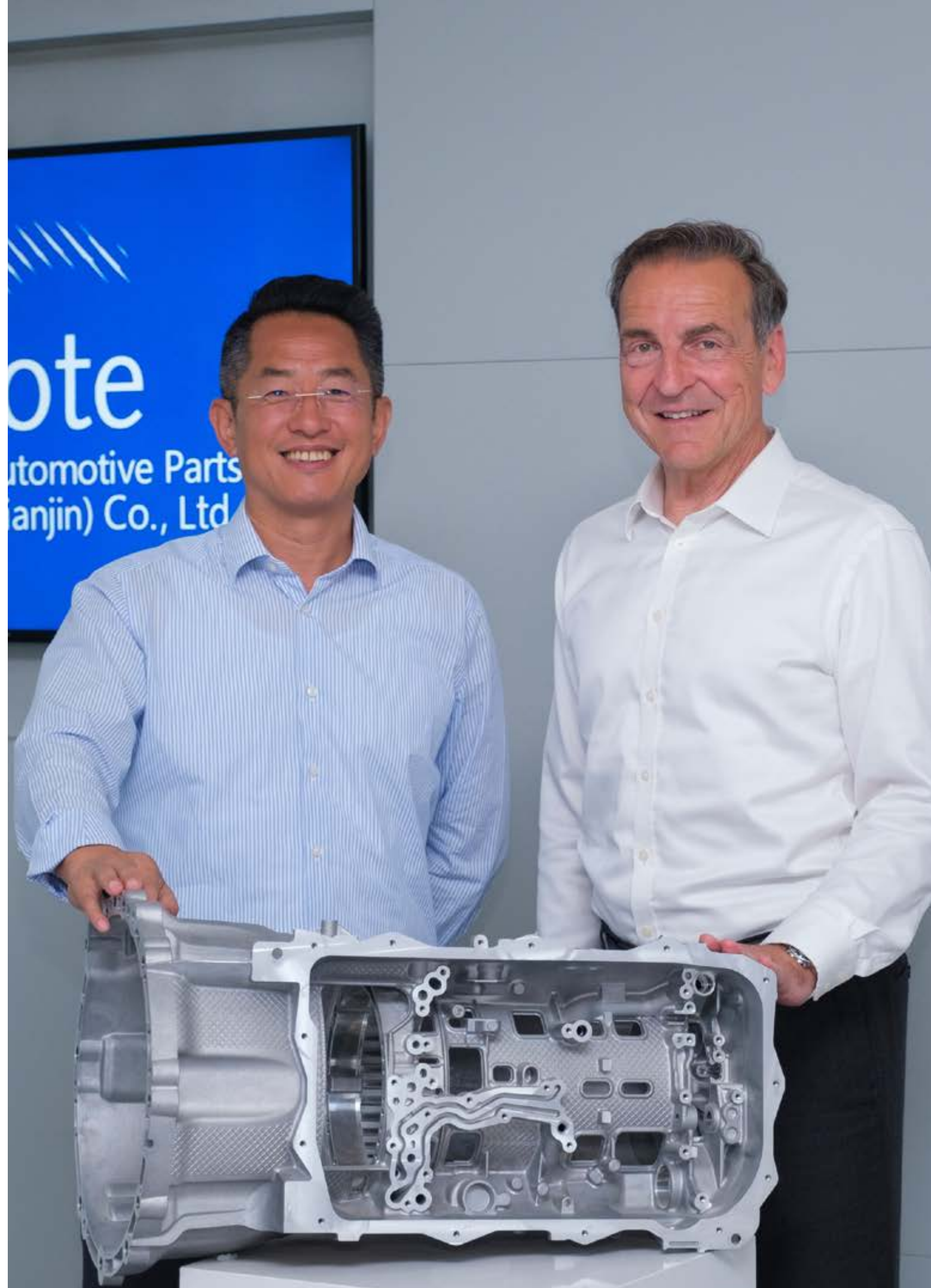
A large part of my life is taken up by work, and I think the most important thing is that you first need a partner who understands this in some way and aligns their life with it. On the other hand, when I spend time at home with the family, I do it very intensively.

Finally, Mr. Schulz, you've had a long and successful career. What advice do you have for young professionals aspiring to become business leaders?

My advice is to gain experience, especially in the machining and technical aspects of your industry. Be open to change and invest in learning about automation and digitalization. Having a supportive partner and finding a work-life balance is also crucial for personal and professional growth.

There are so many processes and challenges, so many machine tools, and I could go into raptures when it comes to the technology. Then I always say that maintenance is the backbone of production. Otherwise, nothing works. We need people who have the skills to keep the machines, all the technology, in an appropriate condition. Therefore, I repeat that I would advise young people today, since that's a qualification which is sought after worldwide, to deal with automation, with robot technology, with programming, with PLC programming, etc.

Those are valuable insights, Mr. Schulz. We appreciate your time and the opportunity to learn more about the Schlotte Group. We wish you continued success.



Schulz先生，感谢您抽出时间，能告诉我们施洛特集团是如何起步的吗？

施洛特集团的起步可以追溯到施洛特家族，我父母也是其中的一员。他们从希尔德斯海姆的地下室开始，用一台车床和一台钻床为克劳德·塞宁加工铸件，一切就是这样开始的。

这是一个动人的创业故事。施洛特家族已经有五十多年历史了？

是的。我从1998年就加入了，最初我打算在德国蒂森公司发展，1997年我刚开始创业，在一次活动中认识了施洛特先生，他有了一个我们一起工作的想法，后来，我不仅成为董事总经理，还成了股东。

那是一次备受鼓舞的经历。您是从工程师做起的吗？

是的，我一开始是工程师。我不仅是为施洛特先生工作，而且是为了我们友谊以及为社会做出贡献。

很明显，您与施洛特先生有着深厚的友谊。您的子女也参与公司的业务吗？

是的，我的四个孩子都是公司的股东。

很高兴看到施洛特家族传统得以延续。施洛特集团全球化进程中的一个重要里程碑是2014年天津工厂的成立 - 施洛特汽车零部件(天津)有限公司，能否告诉我们选择天津的原因？

决定在天津成立工厂主要是因为我们与大众汽车的战略合作伙伴关系。我们的目标是与大众汽车合作生产铸件，因此选择天津显而易见。施洛特在天津建立的企业文化是世界级的，我特别感谢高先生出色的工作，我们可以做的更多，当然我们也需要创造条件将一些职能和销售活动转移到中国而不是只在欧洲运营。

显然，大众汽车在施洛特集团进军中国的过程中发挥了关键作用。您对天津未来的发展有何战略规划？

我们计划扩大生产，重点关注电气化和底盘相关部件。此外，正在考虑将服务扩展到火车和医疗设备等其他行业。我们的核心优势在于机械加工，我们的目标是成为该领域的全球领先者。

汽车行业正在转向电气化和新技术，您认为施洛特集团是否已做好充分准备来适应行业的这些快速变化？

当然。我们已向电动汽车的转变做好充分准备，持续创新。我们的目标是成为生产电力驱动零件的核心，同时保持作为行业机械加工服务提供商的现状。无论如何，旧的产品仍将存在而且会持续五到十年，对我们来说意味着生意，我们也可以为其他材料制成的驱动器生产部件，在欧洲已经生产了，目前在捷克生产电机外壳。事实上对我们来说市场增长还不够快。

为什么您认为在中国成立研发部门是个好主意？一些欧洲企业担心将研发部门转移到中国会丢掉技术。

担心从来都不是一件好事。我们应该向前看，利用优势，我们需要保持进步，今天的进步就是明天的成绩。

您遇到的最困难的挑战是什么？

当其别都说认为不可能时客户却信任我们。我们用14个月的时间在中国建厂，在德国我们用了12个月完成规划、审批和建造，三年后在意大利我们用了6个月就做到了，而且是在2020年新冠疫情时间，这些都是挑战。

您提到了适应能力和保持行业领先地位的重要性。预计未来五年内哪些全球趋势可能会影响施洛特集团？

我们的重点将是电动汽车和数字化。作为机械加工服务供应商，我们必须跟上自动化、机器人、PLC编程和新技术的步伐。青年专业人士应该考虑专门研究这些领域。

对于青年专业人士来说，跟上变化的步伐至关重要。您的职业生涯很长很成功，您对希望成为商业领袖的青年专业人士有什么建议？

我的建议是积累经验，尤其是在行业加工和技术方面，对变革持开放态度，投资在学习自动化和数字化上。拥有一个支持的伙伴，平衡工作与生活对于个人和职业发展也至关重要。

感谢您给出宝贵的见解，让读者有机会更多地了解施洛特集团。祝您事业继续有成。



GOVERNMENT POLICIES HELP ENSURE STABILITY IN HOME PRICES

China's housing market demonstrated resilience and stability in April, benefiting from a range of supportive policies. Major cities witnessed a sustained increase in home prices compared to the previous month, according to officials and analysts. However, while the property sector continues to recover steadily, there are concerns about its ability to maintain this upward momentum. As a result, experts recommend fine-tuning and intensifying relevant policy measures to boost consumer sentiment and unleash housing demand.

Recent official data revealed that out of the 70 large- and medium-sized cities monitored by the National Bureau of Statistics, 62 experienced month-on-month growth in new home prices in April. Although this figure was slightly lower than March's 64 cities, it remains a positive sign for the market. First-tier cities observed a 0.4% increase in new home prices on a monthly basis, while second- and third-tier cities witnessed price rises of

0.4% and 0.2%, respectively.

Sheng Guoqing, the chief statistician of the NBS' urban division, noted that the month-on-month increase in new home prices across major cities had slowed down slightly in April compared to March. However, the overall trend of stabilization and recovery in the housing market remains intact, thanks to favourable government policies that have successfully restored confidence among buyers. The relatively slower pace of recovery in April can be attributed to lower demand from prospective homebuyers, as much of the pent-up demand had already been met during the first quarter.

Data from the People's Bank of China, the central bank, revealed that

household loans contracted by 241.1 billion yuan in April compared to the same period last year. However, there was a significant increase of 1.24 trillion yuan in March compared to March 2022. Short-term loans to households experienced a year-on-year decline of 125.5 billion yuan in April, while medium- and long-term loans decreased by 115.6 billion yuan. These figures indicate a cautious approach among households and highlight the need for further policy adjustments to stimulate demand.

Chen Wenjing, director of research at the China Index Academy, emphasized that market expectations are not yet fully established and consumer sentiment remains relatively weak. To address these challenges, she suggests policymakers should optimize real estate measures more rapidly, focusing on both supply and demand factors. Chen also predicts that new home sales in May will maintain an appropriate scale and experience year-on-year growth.

In its first-quarter monetary policy report, the People's Bank of China announced the ongoing implementation of a dynamic adjustment mechanism for mortgage rates targeted at first-time homebuyers. This measure aims to further support the property sector. Additionally,

for cities where the selling prices of new homes have fallen for three consecutive months on both a month-on-month and year-on-year basis, the floor on mortgage rates can be lowered or abolished in phases for first-time homebuyers.

Regarding pre-owned homes, 36 out of the 70 major Chinese cities experienced month-on-month increases in prices in April, a decrease from 57 cities in March, according to NBS data. While first-tier cities saw a 0.2% increase in pre-owned home prices compared to the previous month, second- and third-tier cities observed no change.

Sheng highlighted that pre-owned home prices also experienced slower month-on-month growth in April compared to March. Yan Yuejin, director of the Shanghai-based E-house China Research and Development Institution, noted that the increase in housing supply, particularly in the pre-owned home segment, may contribute to a tempering of price growth. To invigorate the pre-owned home market and ensure its healthy operation, Yan suggested implementing proactive measures such as reducing tax costs and brokerage fees.

PREFERENCE FOR MAINLAND CHINA

as a Destination for Higher Studies Among Asian Scholars

China has emerged as a favoured choice among Central Asian students seeking higher education, primarily due to its exceptional quality of education and rapid development in recent years. International students from the region have noted that China's vast market and domestic demand, particularly under the Belt and Road Initiative, offer new and promising opportunities for the recovery and growth of Central Asian countries.

Ivan Sarafanov, a lecturer from Kazakhstan currently teaching at the University of International Business and Economics in Beijing, has been living in China for nearly 15 years. Having completed his bachelor's and master's degrees at Xinjiang University of Finance and Economics, and his doctoral degree at UIBE, he became a lecturer at the university in 2020.

Sarafanov reminisced, "In the 1990s and 2000s, parents in Central Asia often sent their children to Russia for higher education. However, in recent times, an increasing number of parents are choosing China instead. It has become a highly sought-after destination for many Central Asian students." He added that students from Kazakhstan are now pursuing not only language or cultural programs but also degrees in economics and industrial subjects.

For a productive and sustainable relationship between China and Central Asian countries, Sarafanov stressed the importance of well-trained professionals, especially in the context of industrial cooperation. He believes that China, with its stabilizing economy and the momentum of the Belt and Road Initiative, plays an extremely significant role in the vision of a shared future for mankind. Sarafanov commended China for its inclusive mindset, promoting exchanges, mutual learning, and understanding to break down barriers of prejudice and isolation in an increasingly divided world.

Tamerlan Akniyazov, a 34-year-old doctoral student from Kazakhstan studying at UIBE for the past 13 years, expressed his admiration for China since his first day in the country. Central Asian students are drawn to China due to improving trade relations and China's growing influence on the international stage. Akniyazov described the Belt and Road Initiative as a logical and comprehensive concept that requires significant efforts across various areas, including politics, economics, and culture. He firmly believes that, given the challenging geopolitical and financial situations globally, the initiative can serve as a viable alternative to the model of Western globalization.

Alina Sydykova, an undergraduate student from Kyrgyzstan studying international relations at Beijing Language and Culture University, shared her appreciation for China's rich and vibrant culture. She described the Chinese people as the friendliest she has ever encountered, always warm and willing to offer assistance when needed. Sydykova highlighted that Central Asian students choose to study in China due to the country's outstanding educational standards and its reputation as one of the safest nations in the world. She emphasized that the vision of a global community with a shared future embodies values such as lasting peace, universal security, common prosperity, openness, inclusiveness, and environmental preservation.

Arslan Tachev, a 26-year-old undergraduate student from Turkmenistan enrolled at Beijing Foreign Studies University, marvelled at China's rapid development since its implementation of the reform and opening-up policy. He was particularly impressed by China's remarkable economic progress in transforming from one of the world's poorest countries into one of the most prosperous economies within a few decades.

China's appeal as an educational destination for Central Asian students lies in its exceptional academic offerings and rapid development. The educational and cultural exchanges between China and Central Asia contribute to fostering mutual understanding and building stronger ties, aligned with the vision of a shared future and prosperity for all.



SHANGHAI CITY RETAINS ITS ATTRACTION FOR FOREIGN INVESTMENT

Amidst global market volatility and the ongoing challenges posed by the COVID-19 pandemic, French banking group BNP Paribas remains confident in the Chinese market. The group's unwavering investment in China is a testament to this confidence, as it has recently injected 5.3 billion yuan of additional equity into its China joint ventures over the past 18 months. Looking ahead, BNP Paribas plans to make an additional investment of 1.5 billion to 2 billion yuan within the next year.

Bruno Weill, the bank's vice-chairman in China, revealed that BNP Paribas will soon unveil a wealth management joint venture with Agriculture Bank of China. This initiative further solidifies the bank's commitment to the Chinese market. BNP Paribas has established 11 joint ventures in China, collaborating with a diverse range of partners including State-owned enterprises, privately owned companies, and financial institutions.

Shanghai, in particular, has emerged as a hub for foreign asset management companies and financial institutions. The city's Lujiazui financial hub is now home to at least 122 foreign asset management companies from 13 different countries. Out of the 1,736 licensed financial institutions operating in Shanghai, 539 are foreign financial service providers. Moreover, almost half of the foreign banks, jointly-held asset management companies, and foreign insurance companies operating in China have established regional headquarters in Shanghai.

Shanghai has been at the forefront of facilitating the two-way opening-up of the Chinese financial market. The city has witnessed significant milestones, including the launch of China's first yuan-denominated crude oil futures product open to foreign investors at the Shanghai Futures Exchange in 2018. The Stock Connect program, which links the Shanghai and London stock exchanges, was initiated in June of the following year.

Notably, JP Morgan, with its China headquarters located in Shanghai, received approval in August 2021 to establish the first wholly foreign-owned securities company in China. This achievement showcases Shanghai's role as an international financial centre. Furthermore, Shanghai's trading value has witnessed remarkable growth, reaching 2,933 trillion yuan in 2020, a significant increase from 528 trillion yuan in 2012.

Shanghai's progress in the financial sector is just one aspect of its broader efforts to promote two-way opening-up. The city has successfully hosted the China International Import Expo (CIIE) annually since 2018, providing a platform for advancing China's all-around opening-up. Over the years, CIIE has facilitated numerous intended deals amounting to \$345.8 billion, while also serving as a platform for the debut of thousands of new products, technologies, and services.

Brands from both domestic and international markets are increasingly choosing Shanghai for store or product launches, further solidifying the city's status as an attractive destination for

investment. The Shanghai Municipal Commission of Commerce reported that 375 new stores opened in the city during the first four months of 2023. This growth not only enhances the supply-side reform in consumption but also creates opportunities for domestic and international brands to explore product innovation.

The China (Shanghai) Pilot Free Trade Zone, established in 2013 and expanded in 2015 and 2019, serves as a prime example of systematic innovation. The zone introduced the negative list for foreign investment, which was subsequently promoted nationwide in 2017. Efforts are currently underway to further relax restrictions on foreign capital in certain areas by trimming the national negative list.

The introduction of the free trade account in the Shanghai Free Trade Zone has facilitated cross-border financial transactions for companies, fostering new business models. For instance, textile exporter Orient International Enterprise launched Shanghai's first offshore processing trade business, which streamlined the export.



CHINA'S RESILIENT RECOVERY FUELS TOURISM GROWTH

WITH THE AID OF ROBOTS AND MODERNIZED CAMPSITES



China's tourism sector thrives on technological advancements and unique travel experiences. As China's tourism industry steadily recovers, visitors to scenic spots across the country are in for a treat with a range of innovative services and attractions. In the first quarter of this year, Chinese tourists embarked on an impressive 1.22 billion domestic trips, prompting the tourism sector to explore new technologies and products to enhance the overall travel experience.

The China (Wuhan) Culture and Tourism Expo which took place from April 21 to 23 provided a sneak peek into the industry's shift toward high-quality development. With the participation of 2,000 exhibitors from both domestic and international backgrounds, the expo showcased cutting-edge technologies that are vying for inclusion in Chinese museums and scenic spots.

Among the notable innovations were virtual reality (VR) tours, robot guides, and intelligent wearables, which captivated the attention of attendees.

One particularly impressive exhibit at the expo was Crinoid, a humanoid robot proficient in playing the dulcimer. Developed by a team from the China University of Geosciences (Wuhan), Crinoid possesses the ability to read music scores, compose music, and deliver musical performances. The developers of Crinoid are currently in talks with various tourist sites to deploy the robot for entertaining visitors. This

novel form of robotic performance has garnered significant interest due to its extended operating hours and cost-effectiveness compared to human performers.

Industry experts note that the integration of new technologies within the tourism sector not only enhances management efficiency but also caters to the rising demand for unique and unconventional travel experiences. In recent years, technologies such as 5G, big data, and cloud computing have been widely employed to develop innovative travel products and business models. Mobile internet and live streaming,

for example, have emerged as popular promotion strategies, enticing visitors to explore different tourist sites.

In addition to technological advancements, tourist attractions in China are embracing emerging forms of tourism to cater to affluent and younger travellers. Camping and night-time travel experiences have gained considerable popularity, with several destinations now offering these unique experiences. Prior to the expo, over 200 tents were set up along the picturesque East Lake in Wuhan, showcasing motorhomes and camping equipment to visitors. Shuangfeng Mountain in Hubei province features a bustling campsite with more than 100 motorhomes, all of which were

booked well in advance for this year's May Day holiday.

Although camping is a relatively new concept for Chinese travellers, it has witnessed explosive growth in the country. According to research firm iiMedia Research, the core market size of China's camping economy reached 113.47 billion yuan in 2022, a significant increase from 74.75 billion yuan in 2021. This figure is expected to reach new heights in the current year. Dai Bin, President of the China Tourism Academy, attributes this growth to the increasing number of Chinese citizens seeking leisure tourism opportunities and the heightened demand for local and short-distance travel driven by the

pandemic.

The positive trajectory of China's tourism industry is evident in the remarkable rise in domestic tourist trips. In the first quarter of 2023, the country witnessed a 46.5% year-on-year increase, with nearly 1.22 billion domestic tourist trips recorded, according to the Ministry of Culture and Tourism. Notably, both the Spring Festival and Qingming Festival experienced significant year-on-year increases in the number of tours. Popular tourist destinations such as Hangzhou, Chengdu, Sanya, and Dali saw a 20% surge in inbound and outbound flights in March compared to the same period in 2019.



2023 WORLD INTELLIGENCE CONGRESS HELD IN TIANJIN

The 7th World Intelligence Congress took place from May 18 to 21 in Tianjin, with the largest, high-quality smart tech exhibition held offline, said Zhu Peng, deputy mayor of Tianjin at the news conference for the event.

This year's AI congress, under the theme of "Intelligence: Extensive Development Space and Sustainable Growth Driver", aims to showcase the latest achievements and trends of AI development and expand international cooperation into new fields.

The four-day event will bring together experts, scholars and entrepreneurs from 21 countries and regions to discuss topics such as intelligent connected vehicles, generative artificial intelligence, brain-machine interaction and other cutting-edge technologies.

This year's WIC will host two major



summits, the Summit on Innovation and Development and the World Summit on Intelligent Technology Innovation and Cooperation, which will bring together experts and scholars to discuss global frontier topics of intelligent technology.

Parallel forums on various topics including intelligent connected vehicles, intelligent manufacturing, generative AI, Internet and medical health, and urban energy revolution were also held during the event.

Source: China Daily

GOLDMAN SAYS ROBUST CHINA EARNINGS WILL RE-ENERGISE ITS STOCKS

A robust earnings season should help Chinese stocks regain the momentum lost after the initial wave of optimism about the country's reopening from COVID isolation, according to the Goldman Sachs Group.

Of all the Chinese companies reporting first-quarter results, 90% have given positive profit guidance so far, up from the historical average of about 60% to 70%, Sunil Koul, the bank's Asia Pacific equity strategist, said. Most of the companies may deliver 20% earnings growth, he added.

The majority of industry leaders that have already released earnings, including battery maker Contemporary Amperex Technology, liquor giant Kweichow Moutai, China

Mobile, and Wanhua Chemical G. The encouraging earnings picture is offering investors hope after geopolitical tensions triggered a US\$446 billion meltdown in domestically traded Chinese stocks, pushing the MSCI China Index towards its worst April since 2004. The broader pressure on the country's equities also comes as US-based active long-only fund managers have been driving selling in America-listed Chinese stocks and Asia funds are re-embracing a once-popular India-over-China trade.

The latest data "is supportive of the fact that you could see strong earnings rebound in China, which I think in the near term could lift markets higher," Koul said.

Source: The Business Times





HONG KONG LOOKS TO DEEPEN COLLABORATION BETWEEN TRADITIONAL CHINESE AND WESTERN MEDICINE IN PUBLIC HOSPITALS

Hong Kong public hospitals are looking to expand collaboration between traditional Chinese and Western medicine to at least four more specialties as part of the initiative to develop integrated care for patients.

The Hospital Authority is planning to ramp up the collaboration between the two disciplines while 35 local practitioners have joined the city's first-ever hospital apprenticeship led by their counterparts from mainland China under the Greater Bay Area Chinese Medicine Visiting Scholars Programme launched in November last year.

Three veteran traditional Chinese medicine experts from the mainland, staying in the city for a year, have



been supporting integrated care for patients and providing training to local professionals. All three visited Hong Kong during the pandemic to help treat COVID-19 patients.

Mainland practitioners from the programme, collaborating with local healthcare professionals, visited seven

hospitals, tending to patients requiring treatments for serious COVID-19, stroke, cancer palliative care and musculoskeletal pain management. The team has also started looking into extending the service to respiratory medicine.

Source: South China Morning Post

NATION TO BEEF UP EFFORTS ON DIGITAL TECHNOLOGIES

China will beef up efforts to leverage cutting-edge digital technologies to accelerate its industrial upgrade and promote deeper integration of the digital and real economies, officials and experts said.

Li Shulei, a member of the Political Bureau of the Communist Party of China Central Committee, said greater efforts should be made to promote the construction of digital infrastructure, enhance capacities for independent innovation and achieve breakthroughs in core technologies in key fields.

Li, who is also head of the Publicity Department of the CPC Central Committee, made the remarks at the opening ceremony of the 6th Digital China Summit, which kicked off in Fuzhou, Fujian province.

Data elements are playing an increasingly prominent role in advancing the building of a digital China, he said, while underscoring the significance of improving data management systems and fully unleashing the value of data resources.

Zhuang Rongwen, director of the Cyberspace Administration of China, stressed the need to facilitate the circulation of data resources, accelerate steps to establish digital governance systems and standards, as well as make innovations to the data management mechanism.

Zhuang called for heightened efforts to apply digital technologies to bolster the transformation and upgrade of traditional industries. Great importance also needs to be attached to data security management

and personal information protection. China will intensify efforts to enhance the resilience and security of industrial and supply chains, nurture emerging industries and build digital industrial clusters with global competitiveness, said Xu Xiaolan, vice-minister of industry and information technology.

Source: China Daily



HOW TO MAKE YOUR CUSTOMERS HAPPY

(THE CHINESE PERSPECTIVE)

Customer satisfaction has been the main emphasis of marketing for a long time, and you can generate more profound engagement, conversions, and a better level of loyalty by making a client happy.

The right question to pose is, "How can we satisfy Chinese clients?" However, it's important to remember that China is a vast, complex, and highly distinct market. The features and patterns that may identify Western audiences won't necessarily relate to the Chinese market.

While thorough market research serves as the cornerstone for all targeting, positioning, and general marketing efforts in China, there are some things you can learn ahead of time and keep in mind as you get to know your Chinese clients. Ancient and modern elements coexist in China, a dynamic market that is changing and expanding quickly.

THE CHINESE MARKETING PERSPECTIVE

Here are a few points that every advertiser should be aware of when thinking about how to make their customers happy from a Chinese perspective:

Understand your audience

Many Western brands have erred over the years by attempting to force their Western advertisements into Chinese markets. These efforts, at best, don't work, and at worst, they may even be offensive. By initially investigating Chinese customers' needs, interests, and desires, in addition to their fundamental demographics, you will demonstrate empathy and regard for your Chinese target market.

Demonstrate cultural awareness

The symbols, customs, convictions, and concepts that underpin Chinese culture are contextual and are frequently foreign to Westerners. For instance, China celebrates a much greater number of events than most other countries.

Another factor is the diversity between colours, numbers and dates that conflict due to significant cultural differences. White, for instance, is linked with funerals and mourning in China and is regarded as unlucky there, despite being a sign of cleanliness and joy in the West.



Utilise technology

The types of applications, channels, social media, and sites that Chinese clients are accustomed to frequently outperform equivalent online experiences in the West since these digital tools are used to interacting with the most innovative levels of technology.

Chinese consumers frequently use smartphones, demanding flawless user interfaces integrating well-known technology such as Chinese social networking platforms and banking software. Ensuring that your online resources are as streamlined, frictionless, and effortless as possible will help Western brands increase engagement and will enhance their

image significantly.

The secret to doing this correctly is to use a Chinese online advertising company that can optimise every aspect of your website, including ensuring that Chinese characters run swiftly and accurately. This will make sure that your users' journeys correspond to Chinese reading habits.

Go above and beyond

Your Chinese clients will fall into specific demographic categories depending on their age, socioeconomic status, location, income level, and level of education. This enables you to delight them appropriately. Certain clients will enjoy

benefits such as digital games, digital graphics, phone filters, and other virtual games or contests.

Chinese consumers are well-educated and capable of finding substitute goods and services from rival companies. People are increasingly looking for brands that share their beliefs that are moral, environmentally friendly and well-defined. This presents Western brands with both opportunities and challenges. For instance, quality Western companies can successfully compete in this market by leveraging their legacy and premium brand values, as low-quality knock-offs have burned many Chinese consumers.

Be attentive

Chinese customers are sophisticated and want to be heard and understood, so make sure to interact meaningfully with the social content you create. When you receive comments, take a moment to reply by expressing gratitude or pledging to make improvements and address any problems.

This demonstrates your genuine appreciation for your clients and can be an effective tactic for winning their confidence and commitment. Consider automating the process of collecting feedback and sending appreciation messages. Accelerate your reaction times when it comes to offering human interaction.

Create appropriate content

Similar to the West, content is king in China. Therefore, subpar dubbing or translation will immediately repel the very viewers you are trying to reach. Either take the time and money to create your own focused, Chinese-language content tailored to fit the demands of your Chinese customers, or localise your content with the professional assistance of a Chinese marketing firm. They will value your thoughtfulness and respect.

Be ethical

Nowadays, many Chinese shoppers are ethical buyers drawn to trustworthy, ethical, and environmentally friendly businesses. Therefore, be aware of

what you stand for and humanise your brand as much as possible by sharing the great things you do, highlighting your employees, and creating a unique, personable, and significant brand. Young, educated Chinese clients with a worldwide perspective will be drawn to and engaged by this.

Conclusion

In the end, it can be said that paying close attention to understanding the needs and demands of the customer can go a long way to making them happy. Follow the above-mentioned tips and tricks to effectively please your customer from the Chinese perspective.



INCREASED DEMAND BUOYS COUNTRY'S EXPORTERS

Zhou Jiahui, president of Ningbo Aijia Electrical Appliances Co, recently spent a lot of time at the company's design unit and workshops in Zhejiang province. His goal was to incorporate feedback from a Russian client into the development of a prototype for a new kitchen appliance. Zhou had just returned from the first phase of the 133rd China Import and Export Fair (Canton Fair) in Guangzhou, capital of Guangdong province. With a full resumption of on-site activities, the fair, a major gauge of China's foreign trade, accommodated a record 34,933 companies, compared with 25,000 last year, from home and abroad. It attracted buyers from a total of 226 countries and regions, the organizer said. "Big orders must be gained from face-to-face talks. We gained over \$5 million worth of export orders and intended orders from our foreign clients during the Canton Fair," Zhou said. The company's export markets are mainly in Europe and the United States, but it has received its first order from Russia and a growing number from customers in Southeast Asia, Zhou added. To meet the demand



for customer orders placed at the Canton Fair, more than 20 production lines owned by Ningbo Aijia, which employs 1,500 workers, are now in full operation. Many foreign clients have also visited the company's factory to track follow-up orders and seek opportunities for launching new projects. China's foreign

trade, supported by resurgent overseas demand, closer business ties with emerging markets, and various industrial upgrading efforts, grew by 5.8% on an annual basis to 13.32 trillion yuan in the first four months of this year, General Administration of Customs data show. *Source: China Daily*

GOLDEN WEEK FOR CHINA AS TOURISTS SPEND US\$21 BILLION, BUT RECOVERY ONGOING

China's services sector enjoyed a long-awaited recovery in consumer spending over the five-day "golden week" holiday, with the level of domestic tourism revenue exceeding 2019 levels for the first time since the start of the coronavirus pandemic. But after domestic tourism revenues jumped to 101% of pre-pandemic levels, reaching 148 billion yuan, analysts warned the explosion of pent-up demand might not be sustainable, with the next leg of the economic recovery set to be more arduous. Around 274 million people travelled over the Labour Day or

May Day holiday, with the figure reaching 119% of pre-pandemic levels in 2019, according to the Ministry of Culture and Tourism, as tourists flocked to attractions after China lifted its last remaining virus restrictions at the start of the year. "The strong Labour Day holiday tourism data, together with the still-solid April services [purchasing managers' index], bode well for consumption and services recovery in coming months, despite the softening in manufacturing growth momentum," Goldman Sachs said. *Source: South China Morning Post*



BENEFITING FROM THE POST-PANDEMIC PIVOT

China began dismantling its zero-COVID strategy in December 2022, removing almost all restrictions and reassuring its citizens that the Omicron variant was not as dangerous as anticipated. It also advised that practising medical self-care at home would be sufficient to manage the virus successfully. According to data from the World Health Organization, COVID cases in China had reached almost 100 million by late-March 2023. However, the numbers may have peaked, which is an excellent outcome from both a human and an economic perspective. Since China's pivot from zero-COVID, consumers have started to unleash their pent-up demand for some of the services that were restricted during the pandemic, such as entertainment, dining and travel. While that is good news for the domestic economy, China's position

as a net exporter means any global economic slowdown triggered by overly aggressive interest rate hikes could negatively impact its export sector. China's monetary policy is out of lockstep with many other developed economies. This is partly because the government is concerned about supporting the economy as it emerges from COVID. It is also determined to stabilise vulnerabilities in the property sector. While many markets have raised interest rates to dampen inflation, China has sought to boost its economy by reducing borrowing costs and the reserve ratio requirements for banks to encourage lending. Presently, inflation doesn't appear to be a challenge for the country. Consumer prices in February 2023 rose at a relatively low annual rate of 1.5%. *Source: Business Times*



OUTBOUND TRAVELLERS WILLING TO SPEND MORE

China's outbound travel market will maintain strong growth this year as pent-up demand sparks a tourism boom and more big-spending travellers head overseas this summer, industry observers said. Tourists traveling abroad are willing to spend more money and stay longer, highlighting a surge in willingness to travel overseas after China optimized its COVID-19 response measures in December, according to a report by Mastercard. Compared with the period between January 2019 and March 2020, average travel duration has increased from 9 to 11 days, and the overall per capita budget for outbound tourists has risen from 34,300 yuan to 39,800 yuan, up 16%, the report found. "Chinese tourists who have not been traveling abroad for three years can't wait to venture out again. When they travel overseas again, their consumption behaviour has changed significantly from the past, and they are eyeing new ways



and trends of traveling globally," said Dennis Chang, China division president of Mastercard. The travel market witnessed a bonanza during the five-day May Day holiday, with the strongest customer demand in the past three years. Pent-up demand to travel abroad is expected to be further released

in the second half of the year, while the summer vacation period is likely to see greater travel demand from families who haven't taken trips for a long time, according to Tuniu Corp, an online travel agency. *Source: China Daily*

DOES CHINESE TECH GIANT'S AI ALGORITHM HOLD THE KEY TO BETTER MRNA VACCINES?

Researchers with Chinese tech giant Baidu say they have developed a new artificial intelligence algorithm that can identify the optimal mRNA sequence for a stable and effective COVID-19 vaccine in just minutes.

The team led by Baidu Research, the AI-focused arm of the tech company, said the algorithm, named LinearDesign, could also be used to develop mRNA vaccines for other diseases and treatments including cancer medicine and monoclonal antibodies.

Their COVID-19 vaccine achieved up to 128 times the antibody response in mice compared to mRNA vaccines designed using conventional methods, and it could potentially remain stable at higher temperatures, eliminating the need for ultra-cold storage, according to an article published in the peer-reviewed journal, Nature.

Vaccines developed with the algorithm may offer better protection at the same dose, or similar protection at a smaller dose with fewer side effects, compared to existing methods, the scientists said.

The researchers also applied the algorithm to create an mRNA vaccine for the varicella zoster virus to reduce the risk of shingles. They reported a six-fold increase in stability and an eight-fold increase in antibody response compared to vaccines developed with existing methods.

Source: South China Morning Post



CHINA Q1 STEEL DEMAND BETTER THAN EXPECTED, SAYS INDUSTRY GROUP

China's first-quarter steel demand grew 1.9% from a year earlier, more than expected, an industry group said, countering market views that weak demand has been a key reason for falling prices.

Apparent steel consumption reached 243.42 million tonnes during the first three months, officials from the China Iron and Steel Association (Cisa) said in a quarterly briefing, as the world's No 2 economy lifted tough COVID curbs that had hampered construction activity.

"The demand is better than we had expected; previously we thought it would be flat on year but it posted some growth in the end," said Wang Yingsheng, Cisa chief economist.

But the growth was overshadowed by a surge in production that drove down prices.

Steel output rose 6.1% versus a year ago to 261.56 million tonnes, according to government data released earlier this month, after mills ramped up production in anticipation of much more robust demand.

Rebar on the Shanghai Futures Exchange has dropped nearly 10% since late March to 3,719 yuan a tonne.

Source: China Daily



European Chamber
中国欧盟商会

41F, The Executive Center, Tianjin World Financial Center.
2 Dagubei Lu, Heping District, Tianjin 300020.
Tel: +86 22 5830 7608
Email: tianjin@european-chamber.com.cn
Website: www.european-chamber.com.cn

European Chamber Tianjin Chapter Annual General Meeting and 2023-2025 Local Board Election



The European Chamber Tianjin Chapter Annual General Meeting and 2023-2025 Local Board Election was held at Four Seasons Hotel Tianjin on 12th May 2023. The event finally welcomed more than 50 attendees from member companies.

As the AGM began, Dr Christoph Schrempp, chair of Tianjin chapter, presented the Tianjin Chapter annual report for 2022, addressing its achievements. The Tianjin board election followed, and the 2023-2025 Tianjin Board was then announced.

Five member companies were given the Promising and Outstanding Member award to celebrate new investment in Tianjin. The attendees enjoyed the first-hand news and felt very encouraged. The Chamber always fosters confidence among EU community in Tianjin.

The meeting culminated with a speech about China-EU economic outlook addressed by Jens Eskelund, EUCCC Vice President, Chief Representative, China at A.P. Moller, Maersk.



DINING

TIANJIN

Chinese



Tian Tai Xuan
A: 1st and 2nd Floor, The Ritz-Carlton, Tianjin, No. 167 Dagubei Road, Heping District, Tianjin
T: +86 22 5809 5098
天泰轩中餐厅
和平区大沽北路167号天津丽思卡尔顿酒店一楼和二楼

New Dynasty
A: 2F, Renaissance Tianjin Lakeview Hotel No.16 Binshui Road, Hexi District, Tianjin
T: +86 22 5822 3388
天宴楼
河西区滨水道16号万丽天津宾馆2层

Qing Wang Fu
A: No. 55, Chongqing Road Heping District
T: +86 22 8713 5555
+86 22 5835 2555
E: info@qingwangfu.com
W: qingwangfu.com
庆王府
和平区重庆道55号

Riverside Chinese Restaurant
A: 3F, Holiday Inn Tianjin Riverside Phoenix Shopping Mall East Haihe Road, Hebei District
T: +86 22 2627 8888 ext. 2211
海河轩中餐厅
河北区海河东路凤凰商贸广场天津海河假日酒店3楼

JIN House
A: 7/F, Four Seasons Hotel Tianjin, 138 Chifeng Road, Heping District, Tianjin
T: +86 22 2716 6262
津韵·中餐厅
和平区赤峰道138号天津四季酒店7层



Ying
A: 2nd Floor, Conrad Tianjin, No. 46, Tianta Road, Nankai District, Tianjin
T: +86 22 5888 6666
瀛轩
南开区天塔道46号天津康莱德酒店二层

Jin House Tea Lounge
A: 7/F, Four Seasons Hotel Tianjin, 138 Chifeng Road, Heping District, Tianjin
T: +86 22 2716 6262
津韵·茗轩
和平区赤峰道138号天津四季酒店7层

MAN HO
A: 1F, Marriott Hotel, No.8, Guorui Road, Xian Shuigu Town, Jinnan District
T: +86 22 2873 0000
O: 11:30-14:30, 17:30-21:30
万豪中餐厅
津南区咸水沽镇国瑞路万豪酒店一层

Café Vista
A: 1F, Wanda Vista Tianjin, 486 Bahao Road, Da Zhi Gu, Hedong District
T: +86 22 2462 6888
美食汇全日餐厅
河东区大直沽八号路486号天津万达文华酒店一层

SóU
A: 49F, Tangla Hotel Tianjin, No.219 Nanjing Road, Heping District
T: +86 22 2321 5888 ext.5106
思创
南京路219号天津唐拉雅秀酒店49楼

Bam Bou
A: 1st Floor, Conrad Tianjin, No. 46, Tianta Road, Nankai District, Tianjin
T: +86 22 5888 6666
竹影
南开区天塔道46号天津康莱德酒店一层

Gang Gang Bread & Wine
A: 104, Olympic Tower, Chengdu Dao, Heping District
T: +86 22 2334 5716
冈冈葡萄酒 & 面包店
和平区成都道126号奥林匹克大厦1层104

LE CROBAG - Tianjin Store
Le Crobag 德国面包房
A: Room 109, Building A2, Binshui West road, Nankai District, Tianjin
T: +86 22 23741921



Western
Promenade Restaurant
Featuring gorgeous views of the Hai River, Promenade provides the exclusive dining experience with South East Asia flavors, Indian gourmet, Chinese and Western traditional cuisine and more.
A: 1F, The St. Regis Tianjin No. 158, Zhang Zizhong Road Heping District
T: +86 22 5830 9959
O: 06:00 - 22:00
河岸国际餐厅
和平区张自忠路158号天津瑞吉金融街酒店一层(哈密道正对面)

Riviera Restaurant
Riviera brings the casually elegant refined dining experience to Tianjin featuring modern Mediterranean -French dishes paired with selections from a superb list of international wines.
A: 1F, The St. Regis Tianjin. No. 158, Zhang Zizhong Dao Heping District
T: +86 22 5830 9962
O: 11:30 - 14:30; 17:00 - 22:00.
蔚蓝海餐厅
和平区张自忠路158号天津瑞吉金融街酒店一层



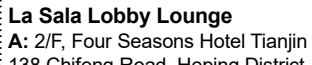
ZEST
A: 1 F, The Ritz-Carlton, Tianjin No. 167 Dagubei Road, Heping District, Tianjin
T: +86 22 5809 5109
香溢 - 全日餐厅
和平区大沽北路167号天津丽思卡尔顿酒店一层



Cielo Italian Restaurant
A: 9/F, Four Seasons Hotel Tianjin 138 Chifeng Road, Heping District Tianjin
T: +86 22 2716 6263
意荟·意大利餐厅
和平区赤峰道138号天津四季酒店9层



La Sala Lobby Lounge
A: 2/F, Four Seasons Hotel Tianjin 138 Chifeng Road, Heping District Tianjin
T: +86 22 2716 6261
四季·大堂酒廊
和平区赤峰道138号天津四季酒店2层



Habuka the Butcher
A: No.187, Chengdu Road, Heping District, Tianjin
T: +86 22 8338 5251
+86 157 2205 2242
羽深肉铺
和平区成都道187号

Milano Studio
A: 1D-08, Building 5, Jinwan Plaza, Jiefangbei Rd, Heping District
T: +86 22 8111 0589
17526583756
米拉诺意式餐吧
天津市和平区解放北路津湾广场5号楼1D-08



Drei Kronen 1308 Brauhaus
A: 1F-2F, bldg. 5, Jinwan Plaza, Jiefang Bei Lu, Heping District
T: +86 22 2321 9199
路德维格·1308
德餐啤酒坊
和平区解放北路津湾广场5号楼1-2层

blue frog (Riverside 66)
A: Unit 3009, Riverside 66 No. 166 Xing'an Road, Heping Dist.
T: +86 22 23459028
蓝蛙 (恒隆广场店)
和平区兴安路166号恒隆广场3009室

Prego Italian Restaurant
A: 3F, The Westin Tianjin, No.101, Nanjing Road, Heping District
T: +86 22 2389 0173
Prego意大利餐厅
和平区南京路101号天津君隆威斯汀酒店3层

Qba - Latin Bar & Grill
A: 2F, 101 Nanjing Road, Heping District
T: +86 22 2389 0171
Q吧 - 拉丁酒吧&烧烤
和平区南京路101号二层

Pizza Bianca
A: No.83 Chongqing Lu, Min Yuan Stadium, Heping District
T: +86 22 8312 2728
比安卡意大利餐厅
和平区重庆道83号民园体育场内

Churchill Wine & Cigar Bar
A: 1F, Wanda Vista Tianjin, 486 Bahao Road, Da Zhi Gu, Hedong District
T: +86 22 2462 6888
丘吉尔红酒雪茄吧
河东区大直沽八号路486号天津万达文华酒店一层



Bella Vita Italian Restaurant
A: Florentia Village Outlet Mall, North Qianjin Road, Wuqing District, Tianjin
T: 15222574660
W: www.bellavitaconcept.com
美好生活意大利餐厅
武清区前进道北侧佛罗伦萨小镇 Food-5



Milano Studio
A: 1D-08, Building 5, Jinwan Plaza, Jiefangbei Rd, Heping District
T: +86 22 8111 0589
17526583756
米拉诺意式餐吧
天津市和平区解放北路津湾广场5号楼1D-08

DINING

Brasserie on G
A: 1st Floor, Conrad Tianjin, No. 46, Tianta Road, Nankai District, Tianjin
T: +86 22 5888 6666
美庭
南开区天塔道46号天津康莱德酒店一层

1863 Bistro & Terrace
A: 1F Astor Wing, The Astor Hotel, A Luxury Collection Hotel, Tianjin No. 33, Tai'er Zhuang Lu Heping District
T: +86 22 2331 1688 ext. 8918
1863别致西餐厅&花园
利顺德翼·和平区台儿庄路33号天津利顺德大饭店一层

Café Majestic
A: 1F Haihe Wing, The Astor Hotel, Tianjin. No. 33, Tai'er Zhuang Lu, Heping District
T: +86 22 2331 1688 ext. 8910
凯旋咖啡厅
海河翼·和平区台儿庄路33号天津利顺德大饭店一层

Café Venice
A: 2F, Holiday Inn Tianjin Riverside Phoenix Shopping Mall East Haihe Road, Hebei District
T: +86 22 2627 8888 ext. 2271
威尼斯咖啡厅
河北区海河东路凤凰商贸广场天津海河假日酒店2楼



THE CORNER·CHANCE
A: No.101-102 Harbin Rd, Heping District, Tianjin
T: +86 22 8321 9717
考恩餐饮&文化空间
和平区哈尔滨道102增101号

The CORNER·ACADEMY
A: No. 86 Harbin Rd., Heping District, Tianjin
T: +86 22 2711 9871
考恩预约品鉴店
和平区哈尔滨道86号

THE MESH
A: 1F, Four Points by Sheraton Hotel, No.8, Guorui Road, Xian Shuigu Town, Jinnan District
T: +86 22 2873 1111
O: 15:00-23:00
玩啤食社
津南区咸水沽镇国瑞路福朋喜来登酒店一层

GOJI KITCHEN AND BAR
A: 2F, Marriott Hotel, No.8, Guorui Road, Xian Shuigu Town, Jinnan District
T: +86 22 2767 8928
O: 6:30-23:00
贡厨
津南区咸水沽镇国瑞路万豪酒店二层



CHA Lounge
A stunning bar anchors this stylish lounge, the perfect setting to linger a while with a cup of carefully prepared tea complemented by the hotel's signature afternoon tea.
A: 1st Floor, Conrad Tianjin, No. 46, Tianta Road, Nankai District
T: +86 22 5888 6666
W: conradtianjin.com
洽堂
南开区天塔道46号天津康莱德酒店一层

The St. Regis Bar
The most beautiful bar in town with stunning river view. A rare haven of refined luxury, The St. Regis Bar is a place for guests to enjoy the enduring tradition of St. Regis Afternoon Tea and a wide selection of refreshing drinks.
A: 1F, The St. Regis Tianjin. No. 158 Zhang Zizhong Road, Heping District
T: +86 22 5830 9958
O: 09:30 - 01:30.
瑞吉酒吧
和平区张自忠路158号天津瑞吉金融街酒店一层

FLAIR Bar and Restaurant
A: 1 F, The Ritz-Carlton, Tianjin, No. 167 Dagubei Road, Heping District, Tianjin
T: +86 22 5809 5099
FLAIR餐厅酒吧
中国天津市和平区大沽北路167号天津丽思卡尔顿酒店一楼

The Lobby Lounge
A: 1st Floor, The Ritz-Carlton, Tianjin, No. 167, Dagubei Road, Heping District, Tianjin
T: +86 22 5857 8888 ext. 5091
W: ritzcarlton.com/tianjin
大堂酒廊
中国天津市和平区大沽北路167号天津丽思卡尔顿酒店一楼

Gusto Bar
A: 9/F, Four Seasons Hotel Tianjin, 138 Chifeng Road, Heping District, Tianjin
T: +86 22 2716 6264
O: 9吧
和平区赤峰道138号天津四季酒店9层

China Bleu
A: 50F, Tangla Hotel Tianjin, No. 219 Nanjing Lu, Heping District
T: +86 22 2321 5888
中国蓝酒吧
南京路219号天津唐拉雅秀酒店50层

THE LOUNGE
A: 1F, Marriott Hotel, No.8, Guorui Road, Xian Shuigu Town, Jinnan District
T: +86 22 2873 0000
O: 9:00-00:00
大堂酒廊
津南区咸水沽镇国瑞路万豪酒店一层

SERVICES

Golf

SITONG BAR
A: -1F, Olympic Tower Tianjin, No.126, Chengdu Road, Heping District
T: +86 22 2337 7177
+86 22 2335 8628
昔唐酒吧
天津和平区成都道126号奥林匹克大厦负一层



Yalune Whisky Bar
A: No. 19-109, Bojinwan Nanyuan, Haihe Daguan, Xiangjiang Road, Hexi District, Tianjin
T: 18902076370
御蘭威士忌酒吧
天津市河西区湘江道海河大观铂津湾南苑底商19-109



Wine

Euphrosyne Wine Culture. Communication Co., Ltd.
A: 2-12A05, Meinian Plaza, Dongting Road, Hexi District
T: +86 22 58187788, +86 13032299189
欢乐颂天津葡萄酒文化传播有限公司
天津市河西区洞庭路美年广场2-12A05



Fitness

Fitness Center
A: B1st Floor, Conrad Tianjin, No. 46, Tianta Road, Nankai District, Tianjin
T: +86 22 5888 6666
健身中心
南开区天塔道46号天津康莱德酒店地下一层

Ai Dong Li Fitness (Meijiang Exhibition Center Store)
A: B4, Section 2, Phase II, Meijiang Exhibition Center, Huichuan Road, Xiqing District
T: +86 22 2628 9999
梅江会展中心店 (山姆超市四楼) 9吧
和平区赤峰道138号天津四季酒店9层

Ai Dong Li Fitness (Meijiang Jiangwan Store)
A: No.1, Jiangwan Plaza, Fuli Jimenhu, Xiqing District
T: +86 22 8822 5567
爱动力健身梅江江湾店(游泳馆)
西青区富力津门湖江湾广场1号底商

Ai Dong Li Fitness (Share Time Store)
A: 3F, Share Time Shopping Mall, Weishan Nan Road, Jinnan District
T: +86 22 8897 9567
禧悦时光店
津南区微山南路首创禧悦时光商业广场3楼

FYLA GOLF International Golf Academy
A: Senao Golf Driving Range, Aoti Road, Nankai District, Tianjin
T: 18526437988
飞乐国际高尔夫学院
天津市南开区奥体道森奥高尔夫练习场

Education

UPI
A: No.7 Kaifeng Road, Heping District
T: +86 22 23319485
UPI国际教育幼儿园
和平区开封道7号

International Schools

法拉古特学校天津校区
Admiral Farragut Academy Tianjin

Admiral Farragut Academy Tianjin
A: No.3, Yantai Road, Heping District
T: +86 022 2339 6152
W: www.farragut.cn
法拉古特学校天津校区
和平区烟台道3号

INTERNATIONAL SCHOOL of TIANJIN
Working Learning Acting TOGETHER

International School of Tianjin
A: No.22 Weishan South Road, Shuanggang, Jinnan District
T: +86 22 2859 2002/5/6
W: www.istanjin.org
天津经济技术开发区国际学校天津分校
津南区(双港)微山南路22号

Wellington College International Tianjin
A: No. 1, Yide Dao, Hongqiao District
T: +86 22 8758 7199 ext. 8001
M: +86 187 2248 7836
E: admissions.tianjin@wellingtoncollege.cn
W: www.wellingtoncollege.cn/tianjin
天津惠灵顿外籍人员子女学校
红桥区义德道1号

Wellington College International Tianjin
A: No. 1, Yide Dao, Hongqiao District
T: +86 22 8758 7199 ext. 8001
M: +86 187 2248 7836
E: admissions.tianjin@wellingtoncollege.cn
W: www.wellingtoncollege.cn/tianjin
天津惠灵顿外籍人员子女学校
红桥区义德道1号

Tianjin International School
A: No.4-1, Sishui Dao, Hexi District
T: +86 22 8371 0900 ext. 311
天津惠灵顿外籍人员子女学校
河西区泗水道4号增1
W: www.tiseagles.com

SERVICES

Hotels

★★★★★ Hotels



Renaissance Tianjin Lakeview Hotel

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



The Ritz-Carlton, Tianjin

A: No. 167 Dagubei Road, Heping District, Tianjin
T: +86 22 5857 8888
天津丽思卡尔顿酒店
和平区大沽北路 167 号



The St. Regis Tianjin

A: No. 158, Zhangzizhong Road Heping District
T: +86 22 5830 9999
天津瑞吉金融街酒店
和平区张自忠路 158 号 (津塔旁·哈密道正对面)

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W: www.banyantree.com
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Holiday Inn Tianjin Xiqing

A: No. 5 Wanhui Road, Zhongbei Town, Xiqing District, Tianjin 300385, P.R. China
T: +86 22 8797 5555
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W: www.holidayinn.com.cn
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中国天津市南开区长江道 22 号



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A: No. 1 Zhang Zi Zhong Road, Hong Qiao District
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E: infor.pptsn@panpacific.com
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Tangla Hotel Tianjin

A: No. 219, Nanjing Lu, Heping District
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Tianjin Yan Yuan International Hotel

A: Zi Jin Shan Lu, Hexi District
T: +86 22 2731 3388
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F: +86 22 28733300
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www.TianjinMarriottNCEC.com

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E: hotel@radisson-tj.com
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Ariva Tianjin Zhongbei Serviced Apartment

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F: 022-5863 1166
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Fraser Place Tianjin

A: No. 34 Xing Cheng Towers Ao Ti Street, West Weijin South Road, Nankai District
T: +86 22 5892 0888
E: sales.tianjin@frasershospitality.com
天津招商辉盛坊国际公寓
南开区卫津南路西侧奥体道星城 34 号楼

The Lakeview, Tianjin-Marriott Executive Apartments

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



The Ritz-Carlton Executive Residences, Tianjin

A: No.167 Dagubei Road, Heping District
T: +86 22 5857 8888
天津丽思卡尔顿行政公寓
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Somerset International Building Tianjin

A: No. 75, Nanjing Lu Heping District
T: +86 22 2330 6666
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和平区南京路75号

Somerset Olympic Tower Tianjin

A: No. 126, Chengdu Dao Heping District
T: +86 22 2335 5888
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HIMALAYA SERVICED RESIDENCES TIANJIN

A: Intersection of Weijin South Road and Tianta Road, Nankai District, Tianjin
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Industry



Otis Elevator (China) Co., Ltd.

A: No. 443 Jiefang South Road, Tianjin, China (300210)
T: 4008185588
奥的斯电梯(中国)有限公司
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Flender Ltd., China

A: No. 20, Shuangchen Middle Road, Beichen Economic Development Area (BEDA)
T: +86 22 2840 2109
弗兰德传动系统有限公司
天津市北辰经济开发区双辰中路 20 号



Sire Avantage (Tianjin) Co., Ltd

A: Room 909, 9th Floor, Tianjin Pinso Center, No. 16 Miyun Rd, Nankai District, Tianjin, China
富优仕(天津)国际贸易有限公司
天津市南开区密云路 16 号熙汇广场 1 号楼 909 单元邮编: 300022
T: +86 22 2752 1360
+86 13212210832
E: china@sireavantage.com
W: www.sireavantage.com

Logistics



Asian Tigers China - Tianjin

A: Room 2705, The Exchange Tower 2, No. 189 Nanjing Road, Heping District, Tianjin, 300051, China
T: +86 22 2433 3378
E: info@asiantigers-china.com
W: www.asiantigers-china.com
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Modern International Financial Centre 天津国际金融中心 21 层

A: Level 21 | Modern International Financial Centre, No. 136 Chifeng Road, Heping District, Tianjin 300041, China
T: +86 22 2318 5088
天津市和平区赤峰道 136 号天津国际金融中心 21 层

Tianjin World Financial Center 环球金融中心 41 层

A: Level 41 | Tianjin World Financial Center, No. 2 Dagubei Road, Heping District, Tianjin 300022, China
T: +86 22 5830 7888
天津市和平区大沽北路 2 号环球金融中心 41 层

Chamber of Commerce

European Chamber

A: 4108, Tianjin World Financial Center, 2 Dagubei Lu, Heping District
T: +86 22 5830 7608
E: tianjin@european-chamber.com.cn
W: european-chamber.com.cn
中国欧盟商会天津分会
和平区大沽北路 2 号天津环球金融中心 4108 室

American Chamber

A: Room 2918, 29F, The Exchange Tower 2, 189 Nanjing Lu Heping District
T: +86 22 2318 5075
F: +86 22 2318 5074
W: amchamchina.org
中国美国商会天津分会
和平区南京路 189 号津汇广场 2 座 2918 室

German Chamber

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E: tianjin@bj.china.ahk.de
中国德国商会天津办事处
天津市和平区新华国金中心 1403 室

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W: ufh.com.cn
天津和睦家医院
河西区潭江道天潇园 22 号

Women's and Children's Specialized Health

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400 10000 16
W: amcare.com.cn
美中宜和医疗集团天津美中宜和妇儿医院
南开区水上公园东路 21 号



Raffles Medical Tianjin Clinic

A: 1F Apartment Building, Sheraton Tianjin Hotel, Zi Jin Shan Road, He Xi District, Tianjin 300074
T: +86 22 23520143
河西区紫金山路喜来登饭店公寓楼一层·300074



Tianjin Aizhihe Dentistry

A: 5F, Tianhe City Shopping Center. No. 263, Heping Road. Heping District, Tianjin
T: +86 188-2233-5566
O: 10:00-18:00
爱之和齿科
天津市和平区和平路 263 号
天河城购物中心 5F



Arrail Dental Tianjin International Building Clinic

A: Rm 302, Tianjin International Building, No. 75 Nanjing Rd, Heping District
T: +86 22 2331 6219/32
24Hr Emergency Line:
150 0221 9613
W: arrail-dental.com
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PERU

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Peru is a South American country located in the western part of the continent, sharing borders with Chile, Bolivia, Brazil, Ecuador, and Columbia. This megadiverse country is home to ancient civilizations dating back to the 10th millennium BC. It had been under the colonial rule of Spain since the 16th century and became independent in 1821. If you want to enjoy the exotic flora and fauna, verdant jungle, and incredible archaeological sites, head for Peru. It is one of the most exciting travel destinations in the world.



VISA POLICY

About 100 countries in the world, mostly from North America, Europe, Russia, Australia, South Africa, and Southeast Asia, are allowed to enter Peru and stay for 183 days without a visa. Tourists from most South American countries, except Venezuela and Guyana, can visit Peru with their national ID. The Peruvian tourist visa fee is about US\$30, but it can vary per country. The visa application must be submitted to the Peruvian Embassy, and in normal cases, the visa will be processed within five days.

HOW TO GET THERE

Tourists can reach Peru by air, land, or sea. It has excellent international connectivity in all three formats. But for international tourists, the best mode of transport to reach Peru is by air.

By Air

The main transit point to land in Peru is through Lima International Airport (Jorge Chavez International Airport), located in Callao, which is 11 kilometres from the capital city of Lima. Many non-stop flights are available to Peru from the USA, Canada, and other South American countries.



By Sea

Cruise services will be time-consuming, but they are a good option if you have enough time to spare for a holiday trip. You can find many cruise services operating from the USA and Europe. Tourists can also make use of boat services crossing the Amazon River from Brazil, Peru, and Colombia.

MOVING AROUND

Domestic transport services are excellent in the cities. You can find many city bus services that are less expensive than taxis. There are two types of taxi services, which are easy to identify. Formal taxis are easy to identify by their colour, and informal taxis are private taxis with a taxi sticker on the windshield. Further, you can use minivan services, which are also a comfortable option to move around the city.

Other modes of transportation in Peru include flights and trains. Visiting the Amazon region, such as Iquitos, will be limited to flights. There are numerous airline services that provide services to various regions.

If you opt to travel by train, it is advised that you travel first class. General compartments are crowded and uncomfortable. However, the

train journey will leave enough scope to explore the soul of Peru.

INTERESTING LOCATIONS AND ACTIVITIES

Peru is a land of contrasts, opening a plethora of tour options from entertainment to adventure, and you will find it an amazing location offering a satisfying experience.

Machu Picchu

Machu Picchu, Peru's ancient Inca city, is an exciting tourist destination located approximately 7 kilometres from Lima. The ancient ruins of the old city offer an unimaginable experience. Only a guided tour is allowed for visiting the ancient city. The city is perched on top of a ridge, about 300 metres above the Urubamba River. Take the designated Inca Trail route to reach Machu Picchu and follow the trail instructions.

Cusco, a UNESCO World Heritage Site

How did they build those walls using chiselled granite blocks that weigh more than 1 tonne, with precise configurations and zero-tolerance alignment without using any interlocking mortar? Those carvings are precise on each edge, leaving no clues about how they were built.

A walk through the streets of Cusco is like walking through a live museum where you can experience the feats and intelligence of an ancient civilization.

Apart from the colonial constructions, there are many interesting locations to visit, including the Church of Santo Domingo and the Coricancha, Plaza de Armas.

Nazca Line

Nazca lines are still considered an unsolved puzzle, and there are many theories about them that do not answer the questions. These are the most outstanding geoglyphs in Peru. They show huge outlines of animals and plants with hundreds of lines and geometric patterns etched on the surface of the desert, and are only visible from the air. They are spread between Nazca and Palpa, covering a plateau about 85 kilometres wide. Some of these lines extend up to 10 kilometres, the largest one being the lizard-shaped graphic that is 180 metres long with a wing span of 130 metres. These graphics are believed to have been constructed in AD 600.

Ollantaytambo

Remnants of ancient civilizations are the highlights of Peru's tourism industry. One of these ancient civilization ruins is Ollantaytambo, located in the Sacred Valley, which is about 1,102 kilometres from Lima. It will take approximately 19h 30m to get there by car.

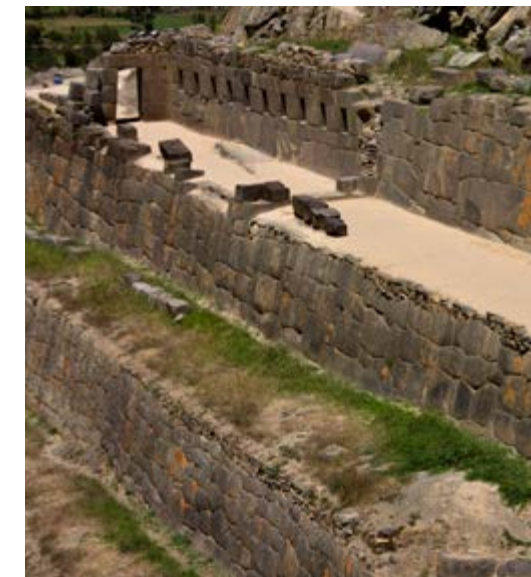
Other historic sites you should see while in the Sacred Valley include the imposing Wall of the Six Monoliths and the Bath of the Princes.

Lima and the Historic Centre

This was declared a UNESCO World Heritage Site in 1988. There are lots of historic monuments constructed during the Spanish rule that need to be preserved, protected, and maintained. The historic centre was founded in 1500. Many of the old buildings were damaged or collapsed during the massive earthquake of 1746, but many of the damaged structures were rebuilt. The centre square is Plaza de Armas, and some of the attractions around the square are the Government Palace, Archbishop's Palace, Cathedral, Casa del Oidor, etc.

FINAL THOUGHTS

Peru is the only country in the world offering contrasting tourism options: desert, highland, beach activities, trekking, and hiking. It has a rich history, and its cultural diversity is a blend of Spanish and Amerindian civilizations. For travel convenience, you can divide your tour plan to cover the northern and southern circuits. The southern circuit is the most popular tourist spot because of the number of tourist attractions, but for a complete tour option, you may plan to visit both the north and south tour circuits.





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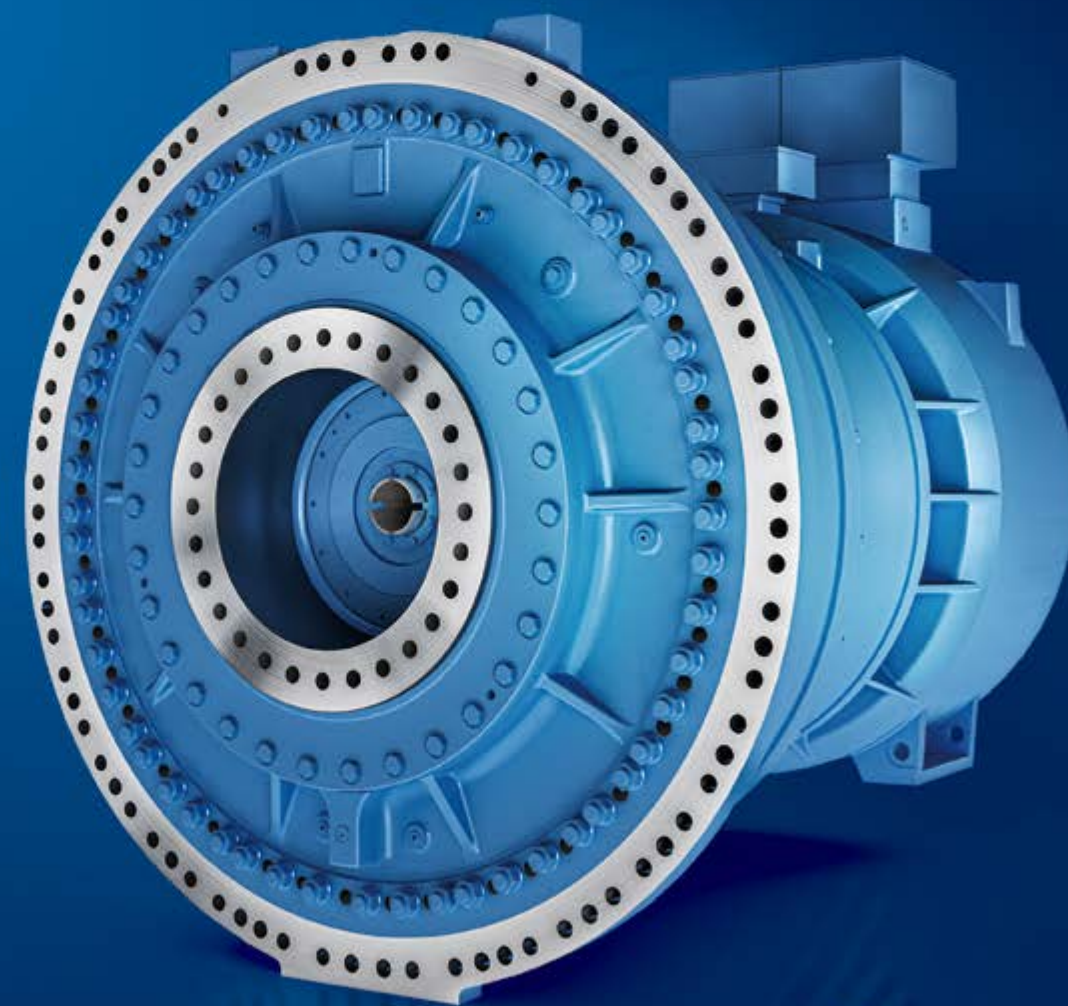
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