

Insight Into a Changing Tianjin

**BUSINESS JOURNAL TIANJIN**

津衛商務



# Tianjin's Future

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INSIDE**



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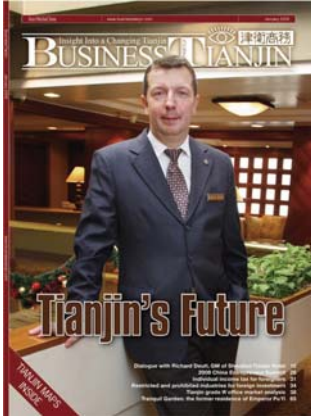
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## Dear Reader,

Many of you have inquired about what Tianjin holds in store for 2009. What can we expect from the city and its officials in the coming year? How will local manufacturers and retailers cope with a gradually diminishing demand for products? Which investments are welcomed and sanctioned by the government? This issue of *Business Tianjin* aims to answer your questions.

In the 2009 calendar year, more than ever, companies will be forced to budget and to cut back wherever expenditure isn't absolutely necessary. The December China Entrepreneur Summit 2008 in Beijing honed in on such financial concerns, especially those of SMEs and upstarts. See our review of the Summit.

At times like these, overseas investors seek to secure stable and government-endorsed opportunities. Our January Legal Assistance column lists those domestic industries which welcome or limit foreign investment, and our Currency and Inflation report reviews recent developments in demand and monetary policy.

The 20 key projects under construction in greater Tianjin – everything from manufacturing and logistics to service and retail – total a domestic and overseas investment of nearly a quarter-trillion Yuan. This issue's feature story visits these new additions to the city skyline, as well as their impact on the local economy.

The coming year will be one of dynamic changes, both fiscal and physical, for residents of greater Tianjin. Local enterprises will do their utmost to maintain the 8% growth they have enjoyed over the past three years. In so doing, their competition will raise markets to higher standards of quality and efficiency.

On behalf of the *Business Tianjin* staff, I would like to wish you a very happy, healthy, efficient, productive and prosperous new year.

Sincerely,

Jamie Michael Kern

Managing Editor – *Business Tianjin*



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# Freelance Writers Needed



- Native English speaker with experience in reporting and editing
- Basic knowledge of Chinese language and culture are a plus

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## TIANJIN NEWS

### Tianjin Steel output peaks



Tianjin Iron & Steel has carried out some efficient managerial strategies to speed up its economic growth, and has achieved its best results ever. During the first ten months of 2008, the total industrial output value of the company was 25.747 billion CNY, up 50.93% YoY. Sales revenue climbed to 36.775 billion CNY, up 51.16% YoY. Profit grew by 77.05% YoY at 1.188 billion CNY, with a pre-tax profit of 1.962 billion CNY, up 38.36% YoY. Exports stood at 1.246 billion USD in the same review period, up 90.95% YoY. And employee salaries averaged 33,921 CNY per year up by 21.83% YoY.

- *Steel Guru*, 1 December

### Tianjin Pipe profit up by 6.5% YoY



Tianjin Pipe Corporation has sustained more than a 30% growth rate for 9 years in a row. From January to October, it realized an output value of 32.7 billion CNY, up 44% YoY, and total profits of 2.388 billion CNY, up 6.5% YoY. The company has established a batch of subsidiaries in Dongli district which locally contributed 0.2 billion CNY in taxes by the end of Q3 2008.

- *Steel Guru*, 3 December

### CCB signs agreement with Binhai

China Construction Bank will extend 400-500 billion CNY in new loans in 2009, 13-15% more than in 2008. The bank signed an agreement on 1 December with the Binhai New Area to open a line of credit of at least 180 billion CNY (26 billion USD) for infrastructure projects and local firms over the next three years, the bank said on its website. The agreement runs to the end of 2010.

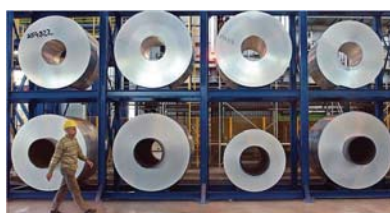
- *Thomson Financial News*, 2 December

### Okay Air suspends flights early

Tianjin-based Okay Airways suspended passenger service 10 days earlier than planned on 6 December amid financial and management difficulties. At the Tianjin Binhai International Airport, Okay Air's 12 passenger routes had been suspended. Wang Junjin, chairman of both Junyao and Okay, has been named as Okay's president, replacing Liu Jieyin. Okay flights were planned to resume in mid-January, in time for the peak travel period associated with the Spring Festival.

- *Aero-News*, 8 December

### Alcan to open Tianjin branch



Canadian-based Alcan, a global manufacturer of primary aluminum, announced its manufacturing base in Tianjin will be completed by the end of 2008 and put into operation in early 2009. An investment totaling 40 million USD, the project will be Alcan's first world-class manufacturing base in China with an annual production capacity of 33,000 tons of special alloy cable.

- *China Daily*, 11 December

### Legacy Wines open for business in Tianjin



Legacy Wine and Spirits held the Grand Opening of its wine retail outlet/showroom and tasting lounge in TEDA on 6 December. Numerous dignitaries and officials from both Beijing and Tianjin joined local nightclub owners and restaurateurs for an evening of fine wine in the company's tasting lounge. "The Company feels extremely optimistic about the explosive potential of its wine importation, distribution and retail enterprise in China as the Chinese consumer becomes more and more aware of the fine wines available through Legacy from the top growing regions around the world," said Christopher Scheive, company president.

- *Market Watch*, 9 December

## FINANCE

### China cuts interest rates



The Central Bank cut banks' benchmark lending and deposit rates by 1.08 percentage points on 26 November, the fourth cut since mid-September. The cost of one-year bank loans will fall from 6.66% to 5.58%, while the benchmark one-year deposit rate falls from 3.60% to 2.52%, the People's

Bank of China said. The cut in interest rates took effect on 27 November. The lending rate cut was the biggest since October 1997.

- Reuters, 26 November

### Record manufacturing contraction



China's manufacturing shrank by the most on record and export orders plunged, adding to evidence that recessions in the US, Europe and Japan are dragging down the world's fastest-growing major economy. The Purchasing Managers' Index fell to a seasonally adjusted 38.8 in November from 44.6 in October, the China Federation of Logistics and Purchasing said on 1 December. A second PMI, released by CLSA Asia-Pacific Markets, also showed a record contraction.

- Bloomberg, 1 December

### CIC to halt investment in western banks

The chairman of China Investment Corporation (CIC), Lou Jiwei, said on 3 December that China had no plans for further investments in western financial institutions. After taking heavy losses on initial investments in the Blackstone Group, Morgan Stanley and Barclays, state-run institutions have no appetite for further purchases in this sector. Lou said CIC may aim at emerging markets.

- The New York Times, 4 December

### Fuel prices to be adjusted every 10 days

China will adjust benchmark fuel prices every 10 days "at least" under a new price-setting system due to be

implemented at the beginning of 2009, Thomson Financial News reported. The newspaper, citing an official, said prices will be adjusted in line with fluctuations in the price of crude oil on three different markets, including Brent. However, the official said that domestic retail fuel prices will not be allowed to fluctuate by more than 800 CNY in a single month or by more than 1,600 CNY over the course of three months.

- Forbes, 10 December

### Exports decline for first time in 7 years



China's exports, declining 2.2% in November from a year earlier, fell for the first time in seven years. Imports plunged 17.9%, pushing the trade surplus to a record 40.09 billion USD. China's leaders pledged "more forceful measures" to help small companies and to create jobs in statements within hours of the trade report. The export collapse intensifies pressure on the government to add to November's steepest interest-rate cut in 11 years, extend a 4 trillion CNY (581 billion USD) spending plan, and let the yuan depreciate.

- Bloomberg, 10 December

### Online advertising gets boost

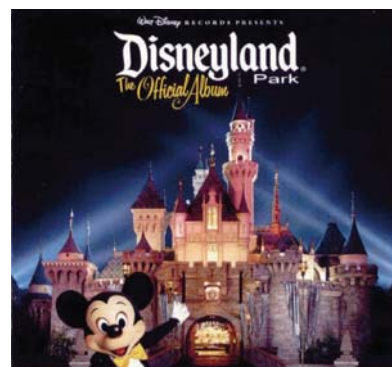
Online advertising, which has gained traction in China in recent years, may be one of the few sectors to benefit from the country's sharp economic slowdown, as companies here look for more cost-effective ways to plug their products. Nielsen estimates that online ad revenue in China in the third quarter grew 42% from a year earlier to 3.72 billion CNY (541 million USD). That rate was more than

double the growth in spending on television, newspaper or magazine advertising.

- The Wall Street Journal, 10 December

## GENERAL

### Shanghai Disney theme park approved



The Government's economic planning agency has given its approval for the proposed Shanghai Disney resort, the South China Morning Post reported on 1 December. The approval by the National Development and Reform Commission follows an effort by Shanghai officials to have the Disney Park recognized as a project intended to stimulate the Shanghai economy, the report said. The newspaper, citing a source familiar with the matter, said a group of Walt Disney Company executives visiting China in December "will probably not return home empty-handed".

- Trading Markets, 1 December

### China considering compensation for milk victims

China is considering compensation for victims sickened or killed by toxic infant milk formula. Chinese authorities recently said six children died and 290,000 children suffered "urinary system abnormalities", apparently after consuming Sanlu-brand milk powder and a "handful of other milk powder brands with

problems". A spokesman for the Ministry of Health, Mao Qun'an, said the "relevant departments are now assessing a compensation plan for the Sanlu infant milk powder incident," according to the Ministry website on 10 December.

- Reuters, 10 December

### China, US stress vital ties in farm trade

China and the US look forward to further improve the strong agricultural trade ties in the interests of the international community, said Alibaba News, citing US Secretary of Agriculture Edward Schafer. "Agriculture trading continues to be strong," Schafer said in Shanghai after attending the fifth Strategic Economic Dialogue in Beijing. "It is one of the strongest businesses that we have in the relationship between China and the United States."

- Alibaba News, 8 December

### Hangzhou to chop top floors off buildings



The Chinese resort city of Hangzhou plans to slice the upper floors off exclusive lakeside hotels and other tall buildings in its quest for UNESCO World Heritage status. The plan, to be carried out by the end of April, seeks to revive aspects of the 2,000-year-old city's original look, focusing on 10 outstanding scenic areas, according to the city government's web site.

- International Herald Tribune, 11 December

## LAW & POLICY

### Central bank suspends 1-year bill issue

The Central Bank decided not to sell one-year bills in its regular open market operations on 2 December. However, it drained 10 billion CNY (1.5 billion USD) from the money market via 28-day bond repurchase agreements on the day, traders said. The central bank's decision to suspend its regular biweekly one-year bill sale was seen by the market as a form of monetary easing, designed to inject more funds.

- Thomson Financial News, 1 December

### China may tax retail fuel, change oil pricing in January



China may implement a retail fuel tax and changes to oil pricing as early as January. "I personally think 1 January is a good time to introduce the fuel tax," said Zhang Xiaoqiang, the vice director of the National Development and Reform Commission, on 4 December. China's State Council has already approved the plan, for which the government may seek public feedback, he added.

- Bloomberg, 4 December

### China to launch deposit insurance scheme

A plan to insure bank deposits on the mainland has been submitted to the State Council and the scheme is expected to be launched in 2009, a central bank official said. The scheme would require financial institutions to buy deposit insurance from the Cen-

tral Deposit Insurance Corp, which would have the right to borrow from the Central Bank and Ministry of Finance. The plan will be financed by participating banks. In the event of an insured institution failing, the insurance corporation would compensate depositors.

- South China Morning Post, 27 November

### No tax rebate for homebuyers

Contrary to market rumors, the central government has no plans to offer tax rebates for first-time home buyers. "The ministry has not been studying tax rebates for home purchases, and no such policies are to be introduced in the near future," an official said.

- Thomson Financial News, 9 December

### Tax cuts for businesses in pipeline

The government is "very likely" to initiate cuts in business tax to add impetus to the slowing economy. Officials began the three-day annual Central Economic Work Conference in Beijing on 8 December, which sets the tone for policies in the coming year. The authorities may soon cut business tax for enterprises by 1 percentage point from the current 5%, China Daily reported. That would amount to 120 billion CNY (17.5 billion USD) of tax cuts, given annual business tax revenues of more than 600 billion CNY (87.6 billion USD) last year.

- CCTV, 9 December



## LOGISTICS

### China in deal to build Piraeus terminal



China has signed a 5.53 billion USD deal with Greece to build a container terminal at Piraeus port aimed at boosting trade with emerging markets around the Black Sea rim. The presence of President Hu Jintao at the contract signing ceremony on 25 November in Athens highlighted the importance to Beijing of controlling a trans-shipment hub in the east Mediterranean.

- *Financial Times*, 26 November

### Hutchison to build four berths in Shenzhen



Hutchison Port Holdings and Yantian Port Group will jointly develop the Shenzhen Yantian Port East Port District Phase One container terminal, reported NewsTrak Daily. The Phase One terminal has land area of around 138 hectares and is fit for two container berths each with 6,600 TEUs of capacity and two other berths each with 9,500 TEUs.

- *Cargonews Asia*, 5 December

### Grand Alliance revises South China-US East Coast service

The Grand Alliance (GA) carriers – Hapag-Lloyd, NYK and OOCL – have announced a revised Asia-US East Coast service, which will include the New World Alliance (NWA) lines – APL, Hyundai Merchant Marine and Mitsui OSK Lines. The GA's South China Express (SCE) service will be temporarily adjusted to cover the additional ports of NWA's New York Express service. The two Alliances have agreed to jointly operate the loop for a period of eighteen weeks as a seasonal arrangement.

- *Eye for Transport*, 26 November

### Cross-strait direct shipments

Direct shipping between the mainland and Taiwan was scheduled to begin on 15 December. The first harbors in the mainland to be opened for direct shipping are Tianjin, Shanghai, Taicang and Fuzhou. The Ministry of Transport estimates that direct crossings will help shipping companies save over 30% of voyage time and 100 million USD in transportation costs.

- *CCTV*, 11 December

## TELECOM & TRANSPORTATION

### ARJ21 completes first flight



China's new regional jet aircraft, the Commercial Aircraft Corporation ARJ21-700, successfully completed its first flight. The aircraft's manufacturer confirmed the first flight, which took place on 28 November, in a brief statement. The 90-seat aircraft powered by General Electric

CF34 engines took off from Shanghai's Dachang Airport, flying for 61 minutes at a max altitude of 2,500m. - *Flight Global*, 28 November

### Alcatel unveils deal with China Telecom

Alcatel-Lucent SA unveiled a 230 million USD contract to upgrade China Telecom's mobile phone network. "This agreement builds on our long-standing collaboration with China Telecom," said Olivia Qiu, president of Alcatel Shanghai Bell. Alcatel-Lucent said it was supplying base stations to deploy the network across 56 cities in nine Chinese provinces by the end of 2008. They can be upgraded to support 3G services in the future.

- *The Wall Street Journal*, 3 December

### China Eastern, Southern to receive 3 billion CNY injection

China Eastern Airlines (CEA) and China Southern Airlines (CSA) announced they will get 3 billion CNY (441.2 million USD) state bailouts. The bailout will reduce CEA's asset-liability ratio by 3.77% points. The ratio stood at 98.49% on 30 September. A bailout will effectively improve the carrier's financial condition and free up cash, said Luo Zhuping, secretary of the CEA board of directors.

CSA announced in a separate statement a plan to raise 3 billion CNY through share issues in Shanghai and Hong Kong. It will issue 721.15 million A shares at 3.16 CNY per share and the same amount of H shares at 1 CNY.

- *China View*, 11 December

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### Building energy saving is under way

*China Investment, 12 December 2008*

The real estate industry is China's pillar industry, boasting a turnover of 2.96 trillion CNY in commercial residential buildings in 2007, occupying 12% of GDP, and contributing over 27% of GDP growth. The industry promotes a succession of consumable demands: steel and iron, cement, glass, interior design and home appliances.



At present, the real estate industry is undergoing an energy-saving revolution. China officially implemented "Regulations on Energy Conservation of Civil Buildings" on 1 October 2008. The new policy not only opened a huge energy conservation market, it also led the conservation revolution to upstream and downstream industries and promoted the rapid development of new energy industry and technology.

In early 2008, Mr. Qiu Baoxing, vice minister of the Department of Housing and Rural Construction, said, "China has 40 billion square meters of existing buildings at present. It is estimated that at least 1/3, more than 13 billion square meters, need to make energy conservation reformation. According to 200 RMB per square meter reformation expenditure, the existing buildings' energy-saving reformation will reach as high as 2.6 trillion RMB."

### Bank of America hits roadblock in China

*Forbes.com, 19 December 2008*

Bank of America canceled a planned sale of its China Construction Bank shares just hours before it was to be announced. Lack of explanation for halting the 3.1-billion-USD sale of stock has left the market speculating. Theories for the cancellation include pressure from Beijing, as well as from the major CCB shareholder, Central Huijin Investment Co., a vehicle of China Investment Corp.



The shares were first eligible for sale in October, after an initial lockup period for Western banks' holdings of Chinese banks. BofA appears to be the first bank attempting to reduce its stake in China, and may well put forth the sale again in 2009 in order to make up for its losses in the subprime fallout.

The move could incite a "wave of selling in 2009" that would challenge Beijing's "propensity to intervene in such matters". The article's most pertinent message is that "Western banks will have to juggle the long-term benefit of remaining in the Chinese government's good graces with their short-term need to boost capital amid the global recession."

### The truth of bankrupt companies in the Pearl River Delta

*China Economic Weekly, 15 December 2008*

While the global crisis-watch eyes the US, China's domestic focus has become the Pearl River Delta. Headlines such as "Many companies closedown", "Workers return to hometowns" and "Foreign bosses disappear" covered the Pearl River Delta in October and November 2008.



Two factories of one of the biggest global toy producers, Smart Union Group, announced their shutdown. Approximately 6500 employees lost their jobs in one night. Two days later a Shenzhen factory, Barudan, announced its cease of operations. Another 1600 were dismissed. SMEs in the Pearl River Delta closed business one after another.

Most of the bankrupt enterprises are situated in Dongguan, Zhongshan, Zhuhai and Shenzhen. They are mainly concentrated in traditional, low technology and high energy-consuming industries: textiles, plastics, electronic products and ceramic building materials.

Deputy director of Guangdong Small and Medium-sized Enterprises Bureau, Guan Weiping, divides the bankrupt enterprises in the Pearl River Delta into three categories: those lacking independent innovation and advanced management; those with low industrial level and added value; and those that do not meet industrial upgrading requirements, for instance high energy-consuming and non-environmentally friendly industries.



### China seeks help in tracking fugitive investors

*VOA News, 20 December 2008*

China is asking other nations to help it find and return foreign investors who flee the country, leaving behind empty factories and massive debts.

The state run Xinhua news agency says in eastern Shandong province alone, at least 87 companies funded by South Korean investors left this year without properly liquidating assets. It says China will seek extradition of fugitive investors in cases where large sums of money are involved.

The global economic downturn has hit Chinese manufacturing and export industries especially hard as demand declines for Chinese products.

Thousands of factories have closed across the country and Chinese media reports millions of migrant workers have left factory jobs to return to the countryside.

## 200,000,000

The Tianjin Municipal Government has injected 200 million CNY in Grand China Express Airlines, a Tianjin-based unit of Hainan Airlines Group (HNA), China Knowledge reported.

## 82%

Chinese steelmakers may demand an 82% reduction in the cost of imported iron ore, to reflect plummeting steel prices which have tumbled by the same amount to the lowest level in 14 years, a senior industry official said.

## 16,000

Japan's Sony Corp said it will cut 16,000 jobs, curb investment and pull out of businesses to save 1.1 billion USD a year as the financial crisis ravages demand for its electronics products.



**60** The retirement age for women officials at county level and above is set to be raised from 55 to 60 in 2009, as part of a series of legal revisions to ensure sexual equality at work.

**22%** China's foreign trade declined in November, with imports posting a 22% drop from a year ago, 21st Century Business Herald reported.

**12** Twelve food products from the United States have been put on a 90-day import alert after they were found to be unfit for human consumption, the General Administration of Quality Supervision, Inspection and Quarantine (AQSIQ) said on 10 December. The products include chocolate, candy, cheese, almonds, juices, whey powder and health care products.

**Buyer beware!**  
The 12 products for which import alerts have been issued:

- Lotus juice** contains excessive amounts of sulfur dioxide
- Cheddar balls** contain excessive amounts of calcium additives
- Cheese** has too much sodium
- Almonds** contain excessive amounts of cyanide
- Key-leaf powder** contains excessive amounts of lead
- Alpha D essential vitamins** contain excessive amounts of vitamin B supplements
- Why powder** contains insufficient amount of protein
- Candy** contains excessive amounts of coloring
- Stellar cream** has too much water, acid and tartrazine
- Alpha D essential vitamins** contain excessive amounts of vitamin B supplements
- Chocolate** containing the banned pesticide trifluoromethyl dimethyl phosphine oxide
- Milk without powder** has too much aluminum

## 150,000,000,000

China plans to invest more than 150 billion CNY (21.9 billion USD) in its northern coal-rich Shanxi province by 2015, according to officials from the Ministry of Railways and the province.

**11** An 8000-kg, 11-meter, chocolate reproduction of Big Ben stood on display during the Wonderland festivities in the medieval town of Macerata Feltria in the Province of Pesaro, Italy.



**0.9%** World GDP growth will be 2.5% in 2008 and 0.9% for 2009, according to a report released by the World Bank on 9 December.

## 160,000,000

Armed robbers stole diamonds and other valuables worth 85 million EUR (160 million USD) in just 15 minutes at the Harry Winston Jewellery Store in Paris on 4 December. The heist was the biggest in French history and one of the biggest in the world.



## 200,000,000

The Reserve Bank of Zimbabwe (RBZ) will soon introduce a 200 million-Zimbabwean-dollar note in a move expected to bring convenience to the transacting public. Inflation halves the dollar's value every 1.3 days, reported The Times Online.

## 6.8

Peruvian chefs, elbow deep in more than six tonnes of square-cut fish, onion and lime, won the Guinness World Record for preparing the largest ceviche, a local seafood specialty. The classic dish, made with raw fish and a spicy citrus sauce that "cooks" it, weighed in at 6.8 tonnes, some 2 tonnes more than the previous record.



## 3,460,000,000

On 8 December, China started issuing the 23<sup>rd</sup> batch of book-entry treasury bonds, worth 23.82 billion CNY (3.46 billion USD).

## 125,000,000

On 9 December, UPS opened an international air hub with a total investment of 125 million USD in Shanghai Pudong International Airport in a bid to grab a bigger share in China's fast-growing express and logistics market.



**36.5%** Foreign direct investment in China dropped 36.5% in November from a year earlier to 5.32 billion USD, the Ministry of Commerce said on 10 December. The sharp contraction was another sign of the faltering global economy, in which foreign investors are keeping their funds at home to avoid possible losses.

**17** Becky Markley holds the Wittelbach diamond, a rare 35.6 carat, 17th century grey-blue diamond, at Christie's auction house in London.





# Ask First What You Can Do

Dialogue with Richard Deutl, General Manager,  
Sheraton Tianjin Hotel



### **How has the financial crisis affected the hotel industry?**

It has certainly affected the hotel industry because we are on the receiving end. Travel and entertainment is one of the areas that the company looks at first when they want to cut costs. Guests will become more cost-conscious and will think twice before they travel. In Tianjin, we will be affected but a little less for the time being. We have a substantial business community in Tianjin in the different development zones so people will still come here. They will not stop traveling. For the future developments in Tianjin, the boom and growth that

we have seen for the past few years won't probably be there for the next two years simply because the companies who want to invest in Tianjin may not be able to get loans at the moment. It's not because they're not good enough but because the banks don't want to give any loans since they can't resell and refinance their loans and forward their risks.

### **How is Sheraton coping with this?**

One of the strengths that Sheraton Hotels & Resorts has shown in the last 75 years is that we have been and will be able to successfully cope with such crisis situations and this

for many reasons; we are not followers but set trends; we have never compromised what we believed in, only because the market expected us to do something; so often we did not have face similar issues as others. We do listen to our guests and suppliers and the companies we work with. We focus much more on business news through several sources in order to understand the dynamics of the markets and how our customers are being affected and in such a "global" world, everybody is affected. And unfortunately there is not one company that is not affected. So we understand the guests and they also understand us so we cooperate to meet their travel and entertainment requirements as much as we can while clearly defining that we are a luxury brand.

### **Sheraton, being a part of Starwood, can you explain what sets Starwood apart from others?**

Starwood has more than 900 hotels in 90 countries. It's not the biggest company but we don't want to be the biggest. Big means inflexible. In order to become big you have to go into segments, eventually into too many segments. Currently we are operating on the upscale full-service and half-





service segments. We are the company with the most probably largest amount of upscale and luxury hotels. We have 9 brands grown from within and through innovation including Sheraton with more than 75 years of history. We have other brands like Westin, Le Meridien, W, Four Points by Sheraton, Aloft, Element, St. Regis and also the Luxury Collection which for example combines the exclusivity of extraordinary historical treasures like the Imperial Hotel Vienna with its almost 150 years of history together with the professionalism of a global and successful hotel operator, Starwood Hotels & Resorts. For such unique hotels, we leave the name these hotels are known for and the guests prefer, we add silently our knowledge and technology and the guests will be able to take advantage of both.

**You have impeccable work record and Tianjin Sheraton has excellent ratings, but do you feel personally as manager that you can improve or grow in any area?**

Of course I believe in this; that is actually what drives me and hopefully will until my last day; wanting to improve things permanently, either personally or professionally. My predecessors have done a great

job, initiated changes themselves; but nowadays, we cannot sit still and rest on our or the laurels of my colleagues; the world changes faster than ever, the expectations of our guests develop and we have to keep up with the speed; so...what's next? That's my company's but always has been my motto as well; we have a say in Austria "the one who rests, is getting rusty". I hope I never get rusty. One of the areas that my colleagues started on is staff development and that is actually the most challenging in China. The level of understanding of what is expected from a five-star hotel is sometimes lacking but I must say I have a great team here with very long years in this hotel. They have a good understanding of what is expected from them and what the company and guests expect from them.

## You can only learn if you try something new.

**What has been your greatest barrier working in China?**

Language definitely, but on second thought it's not really the language. Even if I speak the language, I think that the thousands of years of history and tradition and living together socially, it's just so different from us. Even if I speak the language, it will take me much longer to understand the thinking that goes behind it. However, that's what makes it so interesting being here, trying to understand how it all works. It amazes me every single day. I'm just a sponge eager to learn. That's my role. I come in and I cannot impose my way. I have to work with the team and adapt myself. I'm a guest

here. That's how I see myself. I'm here to learn. I'm here to give, not to take.

You have to work hard. I have also always been lucky to find good leaders who were leaders more than bosses. The leaders understood, "here's a diamond" – am I a diamond? I don't know – but here's someone we can work with and they gave me the opportunity. You have to grab the opportunity. Now my role is to return everything that the company gave me.

**How does managing talent in China differ from managing talent elsewhere?**

It is more challenging I must admit for several reasons starting with the most obvious. The level and history of international hospitality is not that well established. China has done an amazing step forward in the last few



years but of course this kind of understanding needs to settle down not only in the people who are working in the hotel but the supporters of those people – the parents, the husbands, the wives, the family. The hotels have a more challenging role training people on the basic techniques. Part of the reason is that it has not been easy for the Chinese to travel abroad so they have not been exposed as much to other ways of doing things.

**I come in and I cannot impose my way. I have to work with the team and adapt myself.**

As a hotel manager, I've travelled around a lot. This is my eighth hotel and my sixth country and I go off to other restaurants and other hotels as a guest. The understanding is not yet there in China. You can only learn if you try something new. People stay a little too long. A good hotel needs people with seniority but it also needs people with fresh ideas coming in and those fresh ideas can only get in if you have people who are open to change.

**What is the greatest challenge in developing talent?**

Personality development takes time. People here usually expect a lot from a company. Instead of focussing on themselves, they focus on others. They say, "I come to a company so I deserve to become a manager and I deserve this salary." During my entire life until I became a GM, I never asked for a salary increase. I never asked for a promotion. I just didn't bother. I was concentrating on myself. I try to do my best and I

always try to find other people who are better than me.

I think it's not only in China but that's human nature in general. People tend to say, "I'm better than him so I deserve more," instead of looking for where's the next better person whom I can learn from. This kind of understanding is not that much developed yet here. There's this quote I always refer to by John F. Kennedy which I paraphrase: before you ask what the government can do to you, you have to ask first what you can do for the government. It's the same here where we are working for a unit. It doesn't mean that I have to be blind or I have to be "not me" anymore but I have to understand that I'm working for the owner, for the guest, and they are not working for me. I have to first give before I can receive.

**How do you define "giving your best"?**

The level of understanding about this sometimes differs. What does "giving your best" mean? Never coming late to work is not the best. That's a prerequisite. Working eight hours without dropping tired – that's not the best. What's the measure of being the best? People don't understand that there are many other better hotels, managers, supervisors, employees and all you have to do is look outside. Look at other industries if necessary. There's nothing like learning from the best people and....Never stop learning; we have some great talents in the company who follow these principals but I trust there are many more talented people out there with a possible great future ahead if they would have that kind of understanding. That will take time – 15, 20, 25 years. It's also because people in the past who have worked harder often haven't been rewarded to the extent they deserve. I'm a firm believer of a reward system, financial as well as other means. The ones who work harder are supposed to



get much more.

**From your conversations and dealings with foreign businesspeople, how do you think the business environment in Tianjin can be improved?**

From the people I've talked with, all the managers are very happy being here. They feel they have the support from the government. They feel they have human capital here. Of course there are challenges and some expectations that still need to be met but that's all part and parcel of the work that needs to be done.

**What advice would you give young people wishing to become business and industry leaders?**

Be open-minded. Work hard. Believe in your aim and your dream. The results don't come as a gift. You have to plan, verify, plan again and verify again. You have to invest a lot of yourself to achieve what you want. ■



# TIANJIN BINHAI NEW AREA SPRINGS TO LIFE

*Plans for the future of TBNA*

*By Joei Villarama*

**W**ang Jinghai, otherwise known as “Captain” to his friends, came to Tanggu eight years ago from Zhejiang province. Back then, most of the TEDA we know today was just drawings and blueprints ready to spring to life from the imagination of architects and urban planners. After more than ten years of growing his shipping business with branches in Shanghai and Zhejiang, it soon outgrew office space in Tanggu, prompting Captain to move the headquarters to TEDA.

The Central Government gives financial and taxation policy support to Tianjin Binhai New Area (TBNA). Enterprises located in specified areas and meeting certain conditions are given a 15% preferential income tax rate and enjoy policies such as increased taxable salary floor level and accelerated depreciation of fixed and intangible assets. “Outsiders like me doing business in the Binhai New Area feel that the present business environment is more open and gets more support from the Chinese government than that of Shanghai, Beijing and Guangzhou,” says Captain.





At a press conference in the World Economic Forum in Tianjin this year, Gou Lijun of the CPC Tianjin Municipal Committee explained that “in terms of planning, TBNA will develop an axis, a belt, three towns and eight industrial zones.” The axis of high-tech industry will be developed along the Beijing-Tianjin-Tanggu highway and the lower reaches of the Haihe river. A belt of marine economic development is planned along the coastline. Three eco-towns will be developed: Tanggu, Hangu and Dagang. The industrial function zones include: the advanced manufacturing industrial zone, CBD, Binhai resort for tourism, seaport logistics zone, port-based industrial zone and Binhai chemical zone. The industrial functional zones emphasize “industrial clusters, efficient use of resources and diversity.”

### On track

During his visit to Tianjin this September, Premier Wen Jiabao – a proud Tianjiner himself – praised the pace of progress, reiterating that the area’s development will “not only drive the economic development of Beijing, Tianjin, Hebei Province and Bohai Bay area, but also promote the economic development of the whole country.”

In his speech, Gou Lijun emphasizes that TBNA is right on track. “In the first eight months of this year, TBNA’s GDP reached 199.6 billion CNY, up 23 percent from the previous year; industrial output value 507.8 billion CNY, up 32 percent; investment in the fixed assets 72.8 billion CNY, up 40.1 percent; and actually utilized overseas investment 3.2 billion USD, up 29.7 percent. Tianjin port handled cargoes of 241 million tons, up 12.8 percent, and containers of 5.49 million TEU, up 19.5 percent.” The question is: could all this be derailed by the current economic crisis felt the world over?

Risse Raymundo, a TEDA resident of three years, has felt the massive changes in the area. “Three years ago mornings were very quiet, and now the traffic outside my window wakes me up. Like mushrooms sprouting in a forest, there are three big, new, underpasses where there were just level roads before.” These roads increase the connectivity among the various areas and facilitate the flow of traffic. Ask older residents of TEDA and you’ll get an even better sense of the intensely dynamic growth.

Gou Lijun continues, "In the following three to five years, over 360 projects with investments of above 50 million RMB will be under construction or start construction." According to his report, the 25-sq-km Binhai Hi-Tech Zone has commenced construction while the port-based industrial zone is being reclaimed from the sea. A 300,000-ton oil terminal and the second runway of the Tianjin airport are also being constructed. By the end of this year, the total investment in infrastructure will reach 45 billion including the Tianjin-Qinhuangdao special route and Haibin Avenue which connects Hebei province and Huanghua port.

**Certain enterprises are given a 15% preferential income tax rate and enjoy policies such as increased taxable salary floor level and accelerated depreciation of fixed and intangible assets.**

## Challenges

Due to the current financial crisis, however, things may not be as rosy as the brochures, websites and publicly available materials claim they are. Chairman of Tianjin Port, Yu Rumin said, "The first half of next year is going to be the most difficult period." According to him, "Container traffic related to exports will be hurt the most" as the economic slowdown affects the demand for goods made in China.

Although the Captain's experiences in TEDA have been mainly positive, he feels that banks have yet to reach out to medium and small enterprises. "In terms of banking, the Binhai area still has a long way to go." He cites bureaucratic problems and issues of low efficiency. "In the southern part of China," he says, "it's totally different. Three days are three days; seven days are seven days. There are no delays. For instance, the opening and closing time of banks in the south are 7:30am and 7:30pm, but in the north it's 9:00am and 4:00pm." For businessmen like the Captain, this translates to extended

waiting time. He says that there still needs to be more support for SMEs to maintain the balance of development in Binhai New Area and the whole of northern China.

Some expatriate residents in TEDA are also wondering about the surplus of housing and commercial spaces in the area. The Binhai New Citizen's Plaza, a landmark in TEDA, is a shopping complex that after more than one year of operation is eerily quite empty and devoid of life. One shopper recalls that a visit to the mall last year was no different from one today. "There are very few people who go there and the stores carry mostly high-end stuff."

## New landmarks rising

Imagine you are a shopper at the Tanggu pedestrian street and you've strolled down Waitan park to see the once-bare area across the river rising as a modern urban center. A 358-meter-tall building nicknamed the "Tianjin honeycomb" is being built as one of the centerpieces of the Xiangluo Wan Commercial Area – a 3.2-sq-km development north of Haihe Bund Park. Sixteen projects from 33 investments have begun construction here.

This commercial area will be used mainly for provincial representative offices, R&D centers and commercial facilities for state-owned enterprises in Binhai New Area, which include the 380-meter-tall Fuli Plaza. It is estimated that the entire project, a new centre epitomizing the strength of TBNA, will be completed by 2011.

Next to Xiangluo Wan is the planned Yujia Pu area which, within five to ten years, will be developed into an international financial and commercial center. Located on the north shore of Haihe in Tanggu, it will cover 3.46 sq km. Ninety-nine percent of residence relocation and resettling has been accomplished in Phase 1 and detailed regulations, urban rules and design have recently been approved. By the end of the year, Yujia Pu will have started the construction of a 200,000-sqm finance exhibition section. The area is earmarked to be connected via the Beijing-Tianjin Intercity Express Railway, thus providing an ideal environment for global investors.

## Sino-Singapore Eco-City

The Sino-Singapore Tianjin Eco-City is a strategic co-operation between the governments of Singapore and China aimed at creating a model of sustainable development utilizing state-of-the-art eco-friendly technologies. Singapore will share with Tianjin its expertise in solar and wind power, rain recycling, wastewater treatment and desalination.



Yu Jia Pu

Goh Chye Boon, CEO of Sino-Singapore Tianjin Eco-City Investment and Development, also happens to be one of the key organizers of the first Formula 1 night race in Singapore. Two passions of his collided when the historical race took place at the same time the World Economic Forum opened in Tianjin in September.

“If you look at the area where the Eco-City will be built, it is just a salt marsh and next to it are industries,” Goh Chye Boon described, gesturing with palpable excitement. “The creation of this city will take more than just building the economy. Much more is needed for it to be truly sustainable, to be a city that will learn and evolve over time.” Goh promises that in three to five years, there will be concrete proof of their efforts and a host of development opportunities for more investors to partake in.

Eco-City Administrative Committee Vice Chairman Cui Guangzhi explained his background and qualifications by pointing out the Holiday Inn and the Renais-

sance hotel in TEDA were two of his earlier projects. “I am very confident that Eco-City belongs to my future,” he beams, “and this work will even be better than my previous work.”

The Captain himself is one of the early investors in the Eco-City, having bought a piece of property there. For him, “The Eco-City is a new area which is not constructed based on old ideas. The transportation is very convenient and there will be five highways to be built. Transportation is the crucial factor.” The Captain had no hesitation investing in the ambitious project because for him, the plan is a comprehensive one and something “which is not subject to restrictions of removal and reconstruction. It is a result of joint efforts between China and Singapore so the level and quality of design is quite high.”

### Hotline to development

TBNA has started a 24-hour hotline (96667) especially for investment, providing information and services to inves-

tors locally and abroad. This hopefully encourages the competitive growth of state-owned, foreign-funded and private companies and the expansion of the most efficient zone with the most investment-conducive conditions.

## Under construction:

- 25km<sup>2</sup> high-tech zone
- Port-based industrial zone
- 300,000-ton oil terminal
- Second airport runway
- 358m- and 380m-tall commercial buildings
- Sino-Singapore Eco-City

“In the process of development, we initially build a good working environment for companies, including the hardware and software,” Gou Lijun says. “We need to accelerate the construction of an improved market system, make our economy and work flow connected internationally and operate our enterprises under the law of the market economy. At the same time, we also support the innovative companies through favorable government policies, financing methods and other aspects.”



The advertisement on a local television station entices and tempts with the words, “If you missed your chance in Pudong and Shenzhen, don’t miss your chance in the Binhai New Area!” For people in search of new frontiers, TBNA may just be their best opportunity.■

## QUICK FACTS ABOUT BINHAI NEW AREA

- Covers 2,270 sq km with a 153 km coastline and registered population of 1.72 million
- Includes three administrative districts: Tanggu, Hangu, Dagang
- Includes TEDA, the Sino-Singapore Eco-City and 8 industrial zones under construction
- Promoted as China’s most dynamic, modern, economic zone with the strongest potential for development
- In 2007, the local GDP totalled 236.408 billion CNY
- Accumulative overseas investment amounts to 23.1 billion USD
- 89 corporations from the World Top 500 list have invested and set up 219 local companies here
- Established 33 national, provincial and ministerial engineering centres, 80 company-owned R&D centres and 41 foreign-invested R&D centres in the area

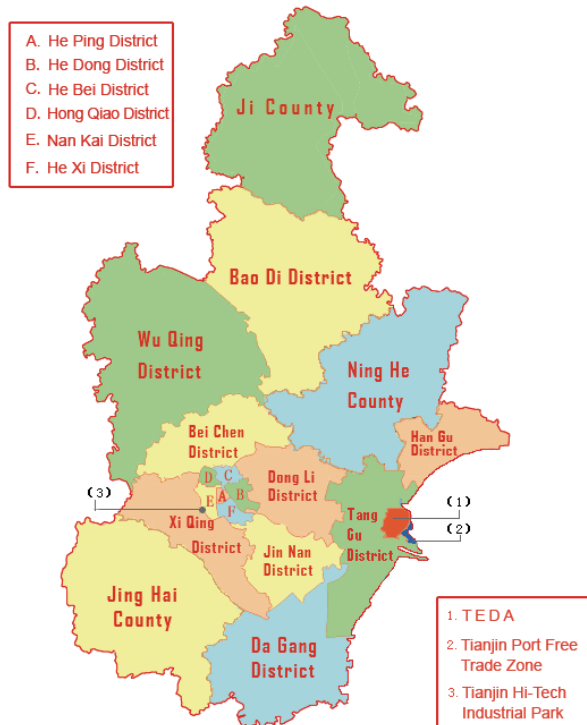
## TIANJIN'S KEY CONSTRUCTION PROJECTS

In the 1980s, Shenzhen City was the focus of attention. In the 1990s, Pudong in Shanghai held the spotlight. In the 21st Century, it will be Tianjin's turn to take center stage. These lines are almost always repeated like mantra during conferences and ceremonial openings, but what does the city of Tianjin have to back up the claim?

The Tianjin Commission of Commerce came out with a 2008-2009 White Paper on the Investment Environment of Tianjin. It outlines twenty key construction projects which have a total investment of 219.8 billion CNY. Of this amount, 37.1 billion CNY was been spent in 2008 and 182.8 billion CNY will be utilized over the next five years.

The construction projects are summarized as follows:

	Project	Planned Area	Construction Area	Total Investment	Date of Completion
1	Haihe Development Trade Zone	148 hectares	5.55 million sq m	39 billion CNY	2012
2	International Trade and Shipping Service Zone	128 hectares	23 hectares (first phase)	3 billion CNY	2009 (first phase)
3	Tianjin International Conference and Exhibition Center	71 hectares	0.3 to 0.4 million sq m	4 billion CNY	2010
4	Service Outsourcing Model Area of the Tianjin Development Zone	90 hectares	1.5 million sq m	6 billion CNY	2011
5	Software and Service Outsourcing Model Area	3.08 sq km		9 billion CNY	2011
6	Airport Modern Service Industry Model Area	300 hectares	3.6 million sq m	20 billion CNY	2010
7	Dongjiang Free Trade Port Zone (First Phase)	100,000 sq km		22.6 billion CNY	2010
8	Financial Town	133 hectares	2.1 million sq m	26 billion CNY	
9	Heping Road-Binjiang Road Trade Zone	132 hectares	1.33 million sq m	9 billion CNY	2011
10	New South Road Hardware Center	35 hectares	870,00 sq m	5 billion CNY	2011
11	Xiangluo Bay Business Zone	110 hectares	3.45 million sq m	22 billion CNY	
12	Nanjing Road Business and Commercial Economic Belt	121 hectares	1.31 million sq m	10.9 billion CNY	2011
13	Tianjin Technology and Trade Center	179 hectares	2.44 million sq m	7 billion CNY	2011
14	Zhongshan Road Special Cultural and Business Street	29 hectares	980,000 sq m	6.8 billion CNY	2011
15	Xiaobailou Central Business Zone	13 hectares	1.14 million sq m	10.5 billion CNY	2011
16	Beichen Steel Logistics Zone	97 hectares		2.2 billion CNY	2011
17	Beijing Tianjin New City Business Trade and Logistics Area	220 hectares	1.2 million sq m	4 billion CNY	2010
18	Binhai Tourism Holiday Area	75 sq km			
19	Yangliuqing Folk Convention and Cultural Tourism Zone	88 hectares	270,000 sq m	4 billion CNY	2010
20	Jinbin Boulevard Logistics Business Trade Zone	350 hectares	2.3 million sq m	12 billion CNY	2010



### 1. Haihe River Development Trade Zone



The commercial trade zone includes the Ancient Culture Street, Great Compassion Temple, canal, Peace Square, South Station and Tianjin Bay. The Ancient Culture Street and the Great Compassion Temple commercial trade zones have been established. The construction projects include Henglong Commercial Center, Jinmen and the Tianjin tower.

### 2. International Trade and Shipping Service Zone (first phase)

This is comprised of 10 buildings, and currently 60,000 square meters of shipping service center has been completed, with nine other buildings under construction. The first phase of projects will be finished by the end of 2009. The constructed zone will provide diversified services such as customs clearance, customs examination, shipping, finance, supervision, commercial residences and offices.

### 3. Tianjin International Conference and Exhibition Center

Located to the west of Tianjin Airport, it is comprised of two parts: a conference and exhibition center, and an aviation logistics base. Negotiations are carried out with British Reed Exhibitions to introduce the third largest air show in the world.

### 4. Service Outsourcing Model Area of Tianjin Development Zone

Located northeast of the living quarters of the development zone, this area has an expected outsourcing sales of 5 to 6 billion CNY, including 0.3 to 0.4 billion USD in export. Construction has started, and upon completion it will provide a platform for IC design, information security, electronic business and IT outsourcing.

### 5. Software and Service Outsourcing Exemplary Area of New Technology Industrial Park

Located in the new technology industrial park, it aims to be an internationally geared and professionally compatible software and service outsourcing area. The main construction includes apartments, hotels, office buildings and banks.

### 6. Airport Modern Service Industry Model Area

Located in the Tianjin airport processing area, four main functional areas of commercial exhibition, cultural exchange, service outsourcing and offices will be established. The airport car sales park has been completed while construction of the business center and international cultural exchange center is in progress.

### 7. Dongjiang Free Trade Port Zone (first phase)

Located in the Dongjiang port zone of Tianjin Port, this is comprised of the processing area and the docks. The main construction includes the specialized container wharf, logistics processing service center and matching infrastructure to support international transshipment, delivery, purchasing, intermediary trade and export processing. Approximately 300,000 square meters of logistics facilities were completed in 2008.

### 8. Financial Town

Located in the surrounding area around Jiefangbei Road, the Financial Town will take approximately ten years to develop. In the next five years, it is expected that one third of the total work will be done.

### 9. Heping Road-Binjiang Road Trade Zone

Located in the commercial center area of Heping District, the trade zone is being reformed and upgraded. It is estimated to be completed by the end of 2011.

### 10. New South Road Hardware Center



Located in northwest Nankai District, the hardware center will be built in three phases. The estimated trade volume is expected to exceed 10 billion CNY. It will become the largest professional hardware and machinery market of the Bohai Sea rim region.

### 11. Xiangluo Bay Business Zone

Located on the south bank of the Haihe River in Yanggu District, this zone will have 38 buildings. Currently, construction is in full swing and over 10 buildings have been started.

### 12. Nanjing Road Business and Commercial Economic Belt

Located in the downtown district, the economic belt stretches for 3.3 kilometers. Fifteen main construction projects include the Chengji Building, Modern Town, Heji Huangpu and Tianjin Center. Among these fifteen projects, five have been completed while five are under construction. The rest are in the period of initial operation and marketing.

### 13. Tianjin Technology and Trade Center

Located in west Nankai District, this center's main areas include a creative zone, educational zone, technological zone, biological medical industrial zone and comprehensive service zone.

### 14. Zhongshan Road Special Cultural and Business Street

Located in the central area of Hebei District, this will include well-known enterprises, brands and quality products, emphasizing cultural creativity with areas for businesses and offices.

### 15. Xiaobailou Central Business Zone



Located in Xiaobailou area, the zone will have large-sized top-grade business office buildings and hotels. The business center zone attracts renowned international and domestic enterprises to set up regional headquarters, research and development centers and other types of centers such as marketing and purchasing.

### 16. Beichen Steel Logistics Zone

Located in Tianmu Town of Beichen District, the major projects are the Datong Business Center and Chubao comprehensive logistics building of Zhongchu Development Stock Company, among others which will be completed within three years. By 2011, the annual trade volume is expected to exceed 30 million tons worth 120 billion CNY. It will become one of the largest steel distributing centers of China.

### 17. Beijing Tianjin New City Business Trade and Logistics Area

Located in the nine-park industrial zone in Baodi District, it is expected to become the largest trade center for textiles, garments, construction materials and household utensils in North China. Currently, the first phase has been completed. Expected annual sales will reach 30 billion CNY when the whole project is finished.

### 18. Binhai Tourism Holiday Area



Located between Hangu District and the Tianjin Development Zone, it will be comprised of a theme park zone, seaside recreation zone, wet land tourism area and service area. Currently, the overall planning has been completed, and urban design is being drafted. Some projects, including the aircraft carrier theme park, have already begun.

### 19. Yangliuqing Folk-Convention and Cultural Tourism Zone



Located in Yangliuqing Town of Xiqing District, it will have various courtyard zones and areas for learning about the ancient culture and housing cultural exhibitions.

### 20. Jinbin Boulevard Logistics Business Trade Zone

Located on Jinbin Boulevard in Hedong District, its key projects are the international exhibition center, digital electronic town, European and Asian International Logistics Center and a fresh flower market. Annual trade volume is estimated to reach 30 billion CNY.■

## 60 IMPORTANT INDUSTRIAL PROJECTS UNDER CONSTRUCTION IN TIANJIN

	Project Name and Content Profile	Investment Scale
1	The first-stage construction of Bohai Chemical Industrial Park	13.4 billion CNY
2	The integration of a 1-million-ton ethylene refinery project	33.9 billion CNY
3	New chemical material base	21.3 billion CNY
4	Expansion and transformation of Steel Tube Construction	9.3 billion CNY
5	Cold-rolled stainless steel, copper and copper processing	6 billion CNY
6	Reform of hot-rolled strip and pre-iron processing system	6.75 billion CNY
7	Cold-rolled sheet project	3.8 billion CNY
8	Capacity expansion of Xiali and removal-reform of Tianjin Tractor Factory	4.5 billion CNY
9	Ship building and repairing base	10 billion CNY
10	Airbus A320 general assembly line and related supporting facilities	7 billion CNY
11	Large-sized complete equipment manufacturer	4.1 billion CNY
12	Supervoltage electric transmission and transformation equipment manufacturer	2.35 billion CNY
13	Integrated circuit chip manufacturer	4 billion CNY
14	Integrated circuit seal-packaging and testing project	2 billion CNY
15	Samsung capacity expansion	3.3 billion CNY
16	Biopharmaceuticals and modern medicine project	2.6 billion CNY
17	Tobacco capacity expansion	1 billion CNY
18	Lithium ion battery project	4 billion CNY



19	Solar battery project	4.4 billion CNY
20	Beijing Power Plant recycling economy project	12.3 billion CNY
21	New type of carrier rocket industry base	4.5 billion CNY
22	China Aerospace (Tianjin) Photonics and CCS industry base	1.4 billion CNY
23	Mobile communication products manufacturer	7.6 billion CNY
24	New type of chip components project	3.2 billion CNY
25	New type of light-emitting devices (LED) project	2.2 billion CNY
26	High performance computer server project	0.5 billion CNY
27	IC card and tools manufacture base	1 billion CNY
28	Offshore oilfield exploitation installation base	22 billion CNY
29	Machinery and electronics equipment manufacture base	2.6 billion CNY
30	Multi-functional car and special cars project	3.2 billion CNY
31	New type energy-saving diesel project.	2.9 billion CNY
32	Seagull high precision machining project	1.1 billion CNY
33	New type air conditioner manufacturer	3 billion CNY
34	Fine chemicals base	4.4 billion CNY
35	Motor tires support	2.1 billion CNY
36	Organizational restructuring project in metallurgy groups	7.4 billion CNY
37	Advanced plate and metal product project	20 billion CNY
38	In-depth processing of cold rolled plate project	2.2 billion CNY
39	Port-based industrial area utility support	12.2 billion CNY
40	Thermoelectricity co-production project	5.3 billion CNY
41	Capacity expansion and reform of the 2nd factory of Tianjin FAW Toyota Motor Co., Ltd.	2.1 billion CNY
42	Complete automobile and components and parts project	9.7 billion CNY
43	Wind power generator manufacturer and supporting equipment projects	5.4 billion CNY
44	Thin film solar cell production base	5.5 billion CNY
45	The 2nd phase project of Novo Nordisk Insulin	2 billion CNY
46	Vimicro digital video surveillance chip	3 billion CNY
47	Fiber optic communication and mobile communication project.	2.1 billion CNY
48	Aeronautics and astronautics industry	3 billion CNY
49	Heavy mechanical equipment production	2.5 billion CNY
50	Research development and production of complete aerodynamic equipment sets	1.4 billion CNY
51	Production of large installations and components	2.6 billion CNY
52	Energy saving and comprehensive utilization project	2.9 billion CNY
53	1,500,000 tons of high speed wire material by Tianjin Rockcheck Steel Group Co., Ltd.	1.8 billion CNY
54	Capacity expansion to 200,000 tons of nonferrous metals by Western Mining	2.5 billion CNY
55	Advanced processing of 400,00 tons of nonferrous metals by Ya Tai Xuan Hao	4.7 billion CNY
56	Reorganization of TianTie, ANSTEEL Company, and High Grade Automobile Sheet Production	6 billion CNY
57	Offshore oil-producing and supporting equipment projects by CNOOC Ltd.-Tianjin	27 billion CNY
58	High-grade solvent naphtha and various special oils project	3.6 billion CNY
59	High-grade wrapper project by Jiu Long Paper Industry	8.8 billion CNY
60	Offshore cereals and oils processing base by COFCO	4 billion CNY

# CHINESE ECONOMY REPORT - JANUARY

BY DAVID KWON

## Export

China's November exports fell 2.2% from a year earlier. It was the first decline in exports since June 2001. This marks a "sharp reversal from the 19.2% gain in October and a nearly 26% rise in 2007," The Wall Street Journal stated on 11 December. It is more striking to note that Chinese imports fell 17.9% in November compared to growth of 15.6% in October and more than 20% last year. WSJ noted this "signals declining demand for components that would go into future exports, and weakness in China's domestic economy. Chinese producers of low-end goods such as toys and textiles have been struggling... But now sales of higher-end machinery and electronics are declining as the US economy has deteriorated sharply."

China's economy is highly dependent on the world economy especially its export and foreign direct investment sector. In the recent months, exports have held up relatively well, growing at 13% year-on-year in real terms since mid-2008, compared to world import growth of almost 6% estimated for 2008. According to the December World Bank Quarterly Update, this is because demand from Europe and, particularly, emerging markets held up well until recently, and China continues to gain market share reflecting strong competitiveness.

Many Chinese business owners do not have much experience with this downturn. Many more did not imagine the financial crisis from the US would impact them so severely. Also, many manufacturers, after years of rapid growth, now face a rapid global demand contraction the likes of which they have never experienced before.

China Daily on 12 December wrote that China is doing much better than many smaller Asian economies that are even more trade-driven. South Korea and Taiwan's exports for November dropped by 18% and 23% respectively, the sharpest fall in seven years. In the midst of all of its trading partners losing big export sums, the Chinese government wants to support its exporters, especially those who were influenced most severely by the crisis through raised export tax rebates to help certain industries – one of them being steel enterprises. In addition, China Daily mentioned that the Chinese government will help steel



exporters to upgrade technologies next year by offering discounted loans to those suffering from high raw material prices and falling product prices.

## Employment

Although China does not publish official figures on unemployment, Zhou Tianyong, an economist at the Central Party School, a Communist Party institute in Beijing, in his interview with AFP on 14 December estimated that the "actual unemployment rate is around 12% and could rise to 14% next year." In order to boost consumer confidence, the Chinese government has considered cutting personal income tax. However, "higher transfers or tax cuts that increase income may not necessarily induce spending, especially by higher income people or when times are especially uncertain," commented WSJ's Andres Batson on 12 December.

China's economic slowdown has put not only low income earners out of work, but also "prosperous white-collar families who have been able to hop from job to job in recent years, extracting steep raises once a year or more," AFP stated on 14 December.

## Currency

The beginning of December saw great volatility in the exchange rate between Chinese Yuan and US dollar. The CNY/USD exchange rate jumped from 6.82 on 28 November to 6.88 on 1 December. This 1% depreciation of the Yuan against the dollar was the largest daily move under the current Chinese currency framework. The exchange rate came down to 6.85 on 13 December. AFP on 14 December explained that this rapid fluctuation occurred amid speculation that China was looking to

weaken its currency to help the nation's exporters suffering from the financial turmoil that has slammed the brakes on economic growth in the developed nations.

During the biannual Strategic Economic Dialogue in December in Beijing, Treasury Secretary Henry Paulson raised the currency issue. Chinese Commerce Minister Chen Deming said he believed the Yuan would remain stable "if there's no major change" to the global economic environment and "if everybody continues to work together."

A US Treasury report stated that on a real effective exchange rate basis, the Yuan has appreciated 14-26% against the dollar – depending on the measure used – since unpegging from the dollar in 2005, wrote AFP. "But by several of these measures, the real effective exchange rate of the renminbi remains below its peak in early 2002."

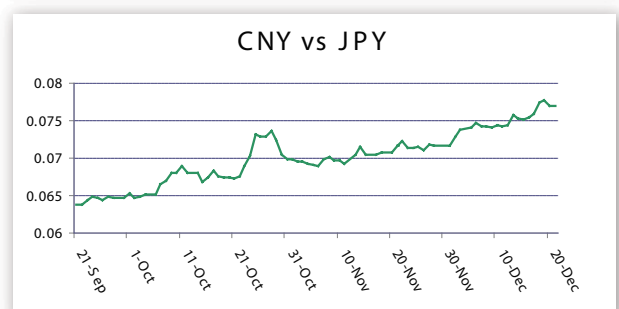
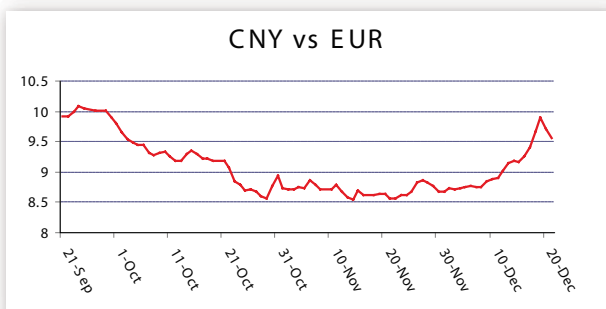
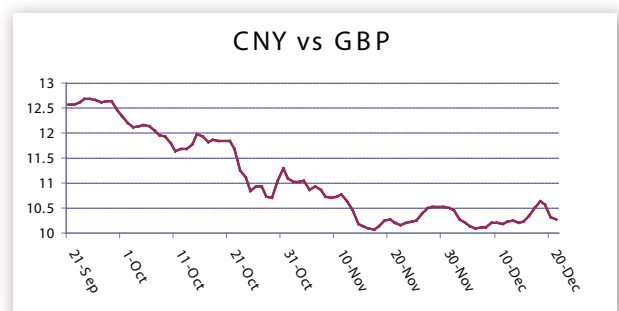
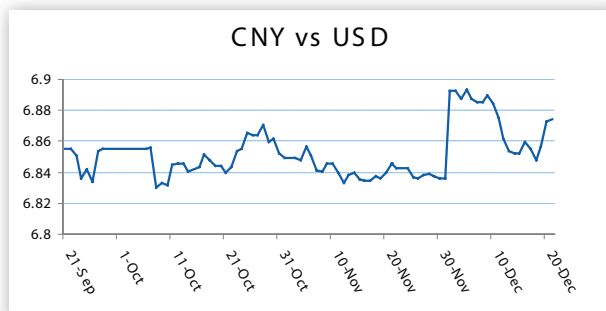
**Inflation**

The consumer-price index (CPI) in November grew 2.4% year-on-year, which is a sharp decrease from October's 4.0% and much below the highest 8.7% experienced at the beginning of 2008. WSJ reporter Andrew Batson stated that given current trends, it is more likely that we will observe deflation or close to zero inflation rate early next year, which will put more pressure on the Chinese government to increase domestic demand.



One of the main reasons behind the fall is declining wholesale prices reflecting the global rebound of food, fuel and raw materials costs. There is an economic debate whether this will create a self-reinforcing negative spiral: consumers may expect prices to fall, so they put off purchases and wait for lower prices. This depresses demand and further lowers prices. On the other hand, this signifies that the Chinese government's efforts to relieve domestic shortages of those products are now taking effect. But the weak property market is apparent in smaller increases in rents, while signs of excess capacity are emerging in some manufactured products. ■

**Three-month CNY trends**



▲Data source: Oanda.com interbank rate



# CRISIS AND THE ENTREPRENEUR'S DREAM

China Entrepreneur Summit 2008

*By Joei Villarama*

The temperature in Beijing fell seven degrees below zero that day and the metaphor about the winter of our crisis was milked for all its worth. People speculated whether it would last as long as the winter of Shenzhen, Harbin or Antarctica. One speaker said this does not signal the beginning of hibernation, while another said entrepreneurs should be thinking about their industry's equivalent of "warm coats, warm boots and hot tea" that are more appropriately sold during the winter. Panellists were repeatedly asked how harsh the will winter be and how their companies are coping with it. Speakers mostly responded to these queries with optimism, hope and courage, although they were realistic about its wide-spread impact and severity.

This was the Seventh China Entrepreneur Summit, where the top businessmen and industry leaders of China descended on the Beijing World Hotel for two days of lively

exchange and trade of opinion, analysis and ideas. It was capped by an award ceremony for the 25 most influential enterprise leaders and a tribute to some of the key economists in the country.

The Summit celebrates thirty years of reform and opening up a new era of the next thirty when visions are broadened and more breakthroughs are expected to shake the scene. The Summit, organized by the China Entrepreneur magazine and club, is a way for businessmen to keep their fingers on the business climate and trends, both domestic and international.

## **Two Cents Worth**

On the economic storm battering countries, most speakers offered similar advice. COFCO Chairman Ning Gaoning simply said, "Do your own business well. Basically, with or without the financial crisis, do well in your company



so you can do well in whatever circumstance. Know your brand and take care of your cashflow.”

For Baidu Chairman Li Yanhong the crisis is nothing new. Seven years ago his sector was badly hit, and the fact that Baidu is still standing today testifies that one has to weather these storms by taking a long term view and a steadfast approach. “No matter how difficult it gets, what is important is the value you provide the customer, and to strive to get better and better.”

Sales of the Beijing White Collar Fashion Company have declined ten percent. Yet its Chairman, Miao Hongbing, stands by the importance of strengthening internal skills. He believes in investing on research and development, and training on fashion, on purchasing behaviour and on the customer’s point of view.

Chairman of Five-Stars Appliance, Wang Jianguo, related the story of a company that wanted to sell shoes in an island in the Pacific Ocean only to realize that the people there didn’t wear any. If the people put on shoes, they eventually developed a foot problem. The company leader came up with shoes that could treat the illness and these sold suc-

cessfully on the island. Wang Jianguo believes that in any crisis situation, we must clearly view and analyze the market, create the market niche and guide the consumer.

“If you always look at America now, you won’t be able to get up,” declared Wang Jianlin, Chairman of Dalian Wanda Group. He observed that within China’s thirty-year economic reform, each decade completes a cycle. The 1998 financial storm was followed by a year of adjustment,



echoing what happened similarly in 1988 and 89. What is happening now is part of a process accelerated only by the US financial crisis, but even without this factor, Wang still considered it inevitable.

### A Place in the World

China's role on the world's stage was also a hot topic. Claude Smadja, President of an international consultancy and PR firm and formerly the Managing Director of the World Economic Forum, thinks that China's advantage will still be its labor force and raw material production but it will make strides in bio-technology, other high-tech fields and the service industry. Watch out also for the China-India relationship and the important role it will assume.

In the break-out session on Asian Geo-Business New Values, Sundeep Waslekar emphasized the word "inclusion". As Chairman of the Mumbai-based Strategic Foresight Group, he said, "You cannot have economic growth in Asia which is only going to benefit a few sections of the society. In the South China Post yesterday, I read that one third of the Chinese SMEs are likely to close down because of the economic crisis. Imagine the kind of unemployment that would create and the pressures on the banks. We need to create an inclusive kind of economic growth, not exclusive."

Next door to the Asian Geo-Business discussion, seven industry leaders were talking about the "Next Chinese Design Climax" following the Olympic games. Richard Kelly, Managing Director of global design firm IDEO Asia Pacific, hopes to see "design thinking as part and central to what drives future growth in China." Design sense is not only associated with admiring objects like the iPod, but being able to develop the kind of thinking that gave birth to the iPod.



Li Yanhong



Jack Ma

In the coming thirty years, China hopes to go from world factory to world lab, a wellspring of innovators and nurturer of potential Nobel Prize winners. Claude Smadja adds that innovation should not be limited to technology but should include new commercial forms, market strategies, localization techniques and fresh forms of cooperation.

### Ma's Rousing Call

During the summit's closing ceremony, Jack Ma delivered a most rousing speech, trademark of the diminutive but powerful leader of Alibaba. "If the bank does not change, we have to change the bank," Ma declared. He has listened to many banks saying that they will give loans to small and medium enterprises, but after five years how many banks have truly and conscientiously done this?

In creating an enterprise, one must consider at least five (and up to ten) years, calculating disasters into the equation. Great enterprises such as Japan's Sony were born during difficult and challenging periods. "The problem is not money but the problem is losing the entrepreneur's spirit, the entrepreneur's dreams and values. Giving up will be the biggest defeat. If you switch off your factory, close your enterprise, the opportunity won't come back. You can close down some departments or merge sections of your business but never give up pursuing your dream."

Storms of this magnitude can come only once in a lifetime, so Jack Ma looks forward far into the future, surrounded by his grandchildren. Imagine them sitting on his lap, tugging playfully at his hair. Jack will tell them how he bravely survived and surpassed it all. ■

# INDIVIDUAL INCOME TAX FOR FOREIGNERS IN CHINA (PART I)



**Simon Bai**  
Winners Law Firm

Chinese tax authorities have been strengthening the administration of Individual Income Tax (IIT) applicable to expatriates over the years by progressively imposing stricter control over the IIT reporting of expatriates. In the meantime, tax authorities are increasingly clamping down on under-declaration of income by foreigners and targeting those expatriates who evade IIT.

According to a notice issued by the State Administration of Taxation in 2005, it intends to strictly enforce IIT collection by achieving the goal of full income reporting, i.e., reporting and recording of all income, regardless of the amount, by all income-earning individuals and their withholding agents.

The State Administration of Taxation has been introducing an IT system to keep track of tax withholding records. The information obtained is more frequently shared among government agencies, such as the police, courts, administrative bureau of industry and commerce, banks, finance authority, labour bureau, audit bureau, and foreign exchange administration. This enables the Chinese government authorities to effectively track movements of foreigners in China and retrieve data pertinent to tax evaluation

## I. Applicable Laws on Individual Income Tax (IIT)

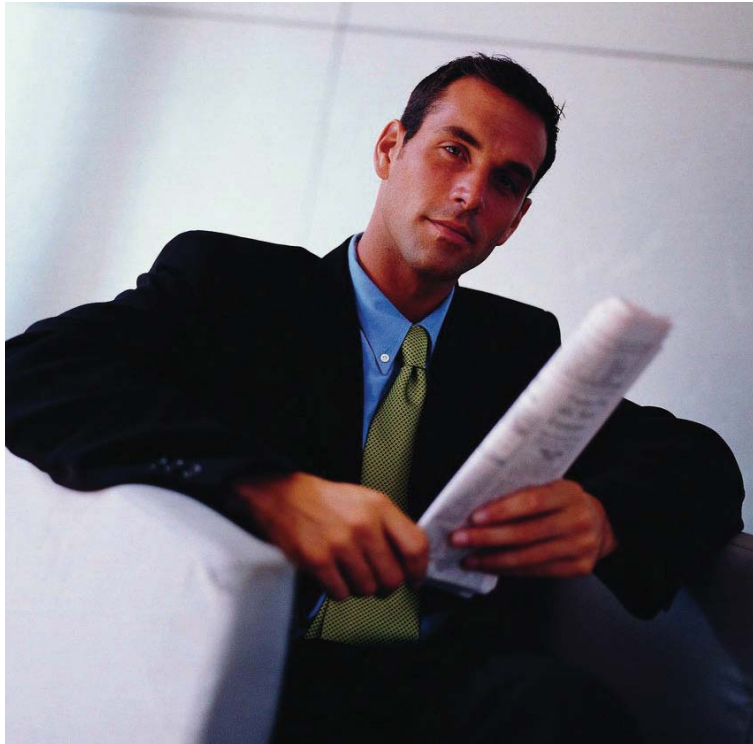
The major legislations on IIT are *Individual Income Tax Law of the People's Republic of China (IITL)* promulgated and amended by



the Standing Committee of the People's Congress of China, and effective from 1 March 2008, and *Implementation Rules of the Individual Income Tax Law (IITIR) of the People's Republic of China* promulgated by the State Council, and effective as of 1 March 2008. In addition, there are a number of circulars and notices issued by the State Administration of Taxation which are also related to IIT, usually addressing specific issues that arise in the course of administration of IIT matters.

## II. Scope of IIT Liability for Foreigners in China

There are three major issues that have to be considered when determining whether an individual is liable for IIT in China and the scope of



IIT liability:

- Whether the individual has domicile in China
- The length of his or her stay in China
- The source of income

A Chinese resident is liable to pay IIT on his or her worldwide income derived from sources both within and outside China. According to Section 2 of IITIR, the test for domicile in China is whether the individual “usually or habitually resides in China because of household registration, family or economic connection”.

◆ Expatriates living in China for less than one year

An expatriate that is not a resident in China and has lived in China for more than 90 days in a tax year, or more than 183 days if he or she is from a country with which China has a tax treaty, is subject to IIT tax only on their China-sourced income, while non-China sourced income is exempted.

◆ Expatriates living in China for more than one year but less than five years

In principle, according to Section 1 of IITL, an individual who is not a usual resident of China, but has lived in China for at least one full year, is subject to IIT on his or her worldwide income. Nonetheless, pursuant to Section 6 of IITIR, where approval is granted by competent tax authorities, a non-resident individual who has lived in China for more

than one year, but less than five years, may be taxed only on the portion of the income derived from within China. Thus, foreign-sourced income will be exempted from IIT, except the portion that is paid by individuals or enterprises in China. According to Section 3 of IITIR, individuals who have lived in China for 365 days in a calendar year are deemed to have lived in China for one full year. Temporary exit from China for 30 days or less, or multiple temporary exits totaling 90 days or less within a tax year, is not to be deducted for the purpose of calculating the number of days one has lived in China.

◆ Expatriates living in China for more than five years

Once an individual has lived in China continuously for more than five years, he or she shall pay IIT on his or her worldwide income, i.e. all income derived from both within and outside China, for every full year spent in China starting from the sixth year.

◆ Short-stay tax relief for foreigners

According to Section 7 of IITIR, an individual who has lived in China, continuously or cumulatively, for 90 days or less during a calendar year, or 183 days or less during a treaty-prescribed period where a tax treaty applies, is exempted from IIT on the portion of employment income derived from within China which is paid by an overseas employer yet which is not borne or deemed to have been borne by the overseas employer’s establishment in China.

Such individual is liable for IIT only for the portion of his or her employment income which is derived during the “actual working period within China”.

It is noteworthy that a chief representative or registered representative who holds a position in a representative office in China is not entitled to the above-mentioned 90-day (or 183-day) short-stay tax relief on the income that is paid by the foreign parent company. This is because the individual’s employment expenditures including salary are legally deemed to be borne by the representative office, which is a permanent establishment in China for the purpose of tax. This rule remains the same regardless of whether the representative office pays enterprise income tax on the basis of deemed-profit method or it does not pay enterprise income tax because the representative office has no business income.

Similarly, an individual who is not a resident of China, but who holds the position of a senior manager in a Chinese domestic enterprise, is subject to IIT on China-derived income. Short-stay tax relief usually available to expatriates who live in China for less than 90 days or 183 days within a tax year (with employment income derived from China which is paid by an overseas employer and not borne by its Chinese establishment) does not apply to income received by such an expatriate senior manager from that China-based enterprise, unless such expatriate maintains dual employment and his



or her “actual working period” in China does not exceed 90 or 183 days, depending on whether there exists an applicable treaty.

For the purpose of calculation of an individual’s presence in China, both the date of entry into China and the date of departure from China are counted toward the total days of presence in China.

◆ Foreigners who do not have domicile and do not live in China

According to paragraph 2 of Section 1 of IITL, an individual who does not have domicile in China and does not live in China is nonetheless subject to China IIT for China-sourced income.

### III. IIT Tax Rates and Liabilities

IIT Tax liabilities can be calculated as follows:

**IIT Tax = [(monthly taxable income – standard deduction) × applicable tax rate] - Quick Deduction Amount**

The following table demonstrates salary brackets, tax rates, and quick deduction amounts.

Progressive Individual Income Tax Rates		
Monthly Taxable Salary (CNY)	Tax Rate	*Quick Deduction Amount (CNY)
< 500	5%	0
500 -2,000	10%	25
2,000 -5,000	15%	125
5,000 -20,000	20%	375
20,000-40,000	25%	1375
40,000-60,000	30%	3375
60,000-80,000	35%	6375
80,000-100,000	40%	10375
> 100,000	45%	15375

\* Quick Deduction Amount: QDA is used for ease of calculation, and acts like a tax credit. A progressive QDA takes into account the fact that different portions of the said salary are subject to different rates.

For example: a monthly salary of 50,000 CNY is taxed at 30% with a QDA of 3,375 CNY.  $[(50000-4800) \times 0.3] - 3375 = 10,185$  CNY tax.

### IV. Standard Monthly Deduction and Deductible Allowances for Expatriates

Pursuant to Section 6 of IITL and Section 27 and Section 29 of the IITIR, foreign residents who do not have a domicile in China but derive salary income from China may get a standard deduction of CNY 4,800 per month starting from



1 March 2008, up from the previous CNY 4,000. This means that expatriates will have less taxable income, thus are obligated to pay less IIT.

Additionally, there are tax-exempt benefits-in-kind available for expatriates subject to being within reasonable range of amount. These benefits include the following:

- Housing accommodation in PRC
- Meal and laundry expenses in PRC
- Relocation and moving expenses
- Business travel allowance
- Home leave expenses
- Language training expenses incurred in PRC
- Children’s education costs incurred in PRC

### V. Reporting Obligations

In general, IIT filings of a taxpayer should be made by his/her withholding agent. In accordance with Section 36 of IITIR, the following types of taxpayers are obliged to report their income directly to tax authorities:

- Taxpayers having income of more than 120,000 CNY per year;
- Taxpayers having income derived from more than one source within China;
- Taxpayers having income derived from an overseas source; and
- Taxpayers having income without any withholding agent.

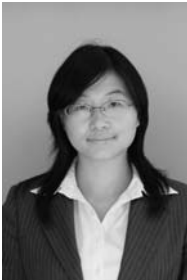
金诺律师事务所  
Winners Law Firm

One of the biggest full-service firms in Tianjin, WINNERS (金诺律师事务所) provides legal service in Mandarin, English, Japanese, and Korean. In April 2008, WINNERS was named “2008 Tianjin Law Firm of the Year” by Asia Legal Business, a testimony to our achievement as the market leader in Tianjin.

## SPECIAL ATTENTION TO RESTRICTED AND PROHIBITED INDUSTRIES FOR FOREIGN INVESTMENT IN CHINA



Pedro Lemos Carvalho



Yunjie Si

by attorneys  
Pedro Lemos Carvalho  
and Yunjie Si,  
Garrigues Shanghai

Following the opening-up policy and accession to the WTO in 2001, foreign direct investment has literally “flooded” China. The Chinese government and local authorities have since then promulgated a series of preferential policies in order to attract foreign investment. However, market access is still not fully free and certain industries are restricted or prohibited from receiving foreign investment. Special attention must therefore be paid by foreign investors in order to determine whether their target industries in China are restricted/prohibited or permitted.

### What are Restricted and Prohibited Industries for Foreign Investment?

The fact that some industries are restricted or prohibited means that foreign investment in such industries is subject to certain restrictions or even not allowed in China. With the promulgation of the *Tentative Regulations on Guiding the Orientation of Foreign Investment* in 1995 and later in 2002 revised as the *Regulations on Guiding the Orientation of Foreign Investment*, industries are classified into four categories: encouraged, permitted, restricted and prohibited. The *Guiding Catalogue for Foreign Invested Industries* (“Guiding Catalogue”) was first promulgated in 1995 and later adjusted four times pursuant to Chinese national economic development needs aimed at guiding the flow of foreign direct investment into China.

The Guiding Catalogue specifies encouraged, restricted and prohibited industries while those not listed in any of these categories are deemed as being permitted industries. Encouraged industries usually include new technologies, advanced technologies, energy-saving equipments and materials, industries meeting market needs, improving productivity or increasing international competitive



capacity, making good use of human resources and natural resources in central-western China, etc. Restricted industries include industries using outdated technology, industries which are adverse to saving resources and improving the environment, those using specific types of mineral resources, or those that the Chinese government is opening up progressively. Prohibited industries include industries which may affect national security or public interests, those polluting the environment, harming natural resources or human health, occupying large portions of farmland or harming land resources, those affecting the safety and usage of military facilities, or using special Chinese techniques (ex. traditional medicine or tea production).

In encouraged industries, foreign-invested enterprises will enjoy certain preferential treatments for enterprise income tax, import duty tax and value-added tax. In restricted industries, foreign investors are permitted to invest but will be subject to certain restrictions.

Some industries which are defined as being prohibited industries in the Guiding Catalogue may be regarded as encouraged industries in central and western areas of China if listed in the *Catalogue on Advantageous Industries in Central-Western China*.

#### **What are the Main Features of Restricted and Prohibited Industries in the latest version of the Guiding Catalogue?**

The Guiding Catalogue was changed in 1997, 2002, 2004 and 2007. These changes have reflected the Chinese government's willingness to use the Guiding Catalogue as a tool for its macro-economic policies. Following China's accession to the WTO on 11 December 2001, as well as its commitments pursuant thereto, industries which were previously prohibited have been made accessible for foreign direct investment. Examples include the telecommunications sector and the construction and operation of urban water, gas and heat supply infrastructures. On the other hand, as an example of how the Chinese government has been using the Guiding Catalogue as a macro-economic tool, industries which were previously permitted have become restricted or even prohibited. Examples include the real estate industry and the construction and management of golf courses.

In the latest version of the Guiding Catalogue, one of its main features is the focus placed on environmental protection. New items related to recycling, clean production, renewable energies, protection of the ecosystem and comprehensive use of resources



have been added as encouraged industries. A special emphasis has also been given to high-tech industries.

**For some restricted industries, it is required that the Chinese partner controls the majority of the share capital of the foreign-invested company or that the stake of the foreign investor does not exceed a certain percentage.**

In an attempt to protect important resources, exploitation of unreproducible mineral resources, high resource-consuming projects, and high energy-consuming polluting projects have been listed as restricted or prohibited industries.

For example, deep processing of corn and the manufacturing of biological liquid fuel (fuel ethanol, bio-diesel) are listed as restricted industries due to the substantial amount of corn or other grains that are used during the production of biological liquid fuels. Foreign investment in retail through internet and mail order are also currently restricted. The wholesale, retail and distribution of grain, cotton, sugar, drug, tobacco, automobiles, crude oil, pesticide and fertilizers are also restricted. It is also worthwhile to point out that, in order to cool down foreign investment in the real estate sector in China, the latest version of the Catalogue has removed the development and construction of ordinary residential premises from the catalogue of encouraged industries, and has added this industry as well as transactions in the secondary real estate market, real estate agencies and brokerage companies as restricted industries. Industries that are closely connected with Chinese economic stability and sensitive sec-



tors such as the financial sector are slowly opening up, although still with certain restrictions.

The manufacturing of open-lead-acid cells, mercury button silver oxide cells, paste dioxide-zinc batteries and nickel cadmium cells is prohibited for foreign investors. Industries related to the use of special Chinese techniques, such as the process for producing Chinese traditional medicines and teas, are also prohibited from receiving foreign investment. Moreover, the production and development of transgenic plant seeds, the breeding of livestock and birds, as well as the breeding of aquatic products are also deemed as prohibited industries.

**What are the Practical Issues arising for Foreign Investors intending to invest in Restricted or Prohibited Industries?**

For prohibited industries, it is easily understood that no foreign investment will be approved by Chinese

authorities. For restricted industries, some of the restrictions are expressly listed in the Guiding Catalogue, and result in practical issues to be handled by the foreign investor during the incorporation process or business operation. We will try to elaborate below on some of these restrictions and practical issues:

**1. Establishment of Foreign-Invested Vehicles**

**A. Forms of Establishment**

Generally speaking, foreign investors may opt to use any of the following investment vehicles when doing business in China: representative office, branch office, sino-foreign joint venture, wholly foreign-owned enterprise, foreign-invested company limited by shares and foreign-invested holding company.

When browsing through the Guiding Catalogue, one of the most common restrictions found for foreign invest-

ment in restricted industries is the requirement of use of specific investment vehicles. Usually a Chinese partner is required to be involved, for example, in industries such as the development of tract land, hospitals, repair, design and manufacturing of ordinary ships, and distribution of video products (excluding movies), among others.

In addition, for some restricted industries, foreign investors may not freely choose their investment vehicles. For example, to establish a wholly foreign-owned bank or a branch office in China, foreign banks must first establish a representative office in China for at least two years.

**B. Limitation to Shareholdings of Foreign Investors**

Pursuant to the Guiding Catalogue, for some restricted industries, it is required that the Chinese partner controls the majority of the share capital of the foreign-invested company or that the stake of the foreign investor does not exceed a certain percentage.

For example, for investment in shipping agencies, manufacturing of biological liquid fuel, construction and operation of power grids, repair, design and manufacturing of ordinary ships or distribution of video products (excluding movies), the Chinese partner should control the majority of the share capital of the company. For investment in value-added telecommunications business and life insurance companies, the stake of foreign investors may not exceed 50%.

**C. Higher Approval Power**

Foreign investment in restricted industries is subject to the approval of higher-level authorities, not lower than the relevant provincial approval authority, and this approval power can not be delegated to lower levels.



For example, enterprises selling products through television, telephone, mail, internet, and automat vending machines, and enterprises engaging in the wholesale of audio and video products, books, newspapers and journals, must be subject to examination and approval by the Ministry of Commerce at State level.

The fact that foreign investment has to go through a higher approval power usually means longer time will be required for the approval process since the application tends to be submitted to lower-level authorities and transferred level by level to the final approval authority. This will therefore be more time-consuming than for other industries not subject to any type of limitations.

## 2. Other Transactions such as Share Transfers and M&A

In addition to the restrictions for the establishment of foreign-invested vehicles, there are also restrictions when it comes to share transfer deals from Chinese partners to foreign partners in a joint venture or to M&A transactions. In these cases, special attention must be paid to any equity stake limitations or specific approval requirements.

## 3. Foreign-Invested Enterprise's Re-investment in China

Foreign-invested enterprises may in-

vest in the establishment of their own subsidiaries in China. Domestic investments such as these will also be subject to the provisions of the Guiding Catalogue. For restricted industries, these subsidiaries require approval by the relevant approval authorities and then go through registration with the registration authority; in the case of encouraged industries, such subsidiaries will only require filing with the relevant approval authorities, followed by reg-

**Foreign-invested enterprises may generally borrow funds from abroad. However, such loans will be subject to a cap corresponding to the difference between the total investment and the company's registered capital.**

istration with registration authorities, therefore making the whole procedure simpler.

## 4. Restrictions to Foreign Loans

Foreign-invested enterprises may generally borrow funds from abroad. However, such loans will be subject to a cap corresponding to the difference between the total investment and the company's registered capital. These foreign loans must be registered with

the local administration of foreign exchange or otherwise it will not be possible for foreign-invested companies to use the borrowed funds. There are, however, industries in which it is restricted or not even possible to borrow funds from abroad. For example, foreign-invested real estate companies are not allowed to raise foreign loans.

It is very important for foreign investors intending to do business in China to address the Guiding Catalogue beforehand, in order to anticipate all the requirements and restrictions which may exist for the type of industry in which they want to engage in China. Despite the fact that the Guiding Catalogue is the most relevant piece of regulation for foreign investors to assess market access requirements and restrictions, it is still strongly advisable to analyze other applicable regulations as well as the local administrative practice, since there are industries which are not expressly addressed in the Guiding Catalogue and may be deemed by local authorities as restricted or prohibited. ■



Garrigues has over 12 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.

# TIANJIN GRADE 'A' OFFICE MARKET ANALYSIS

## IN THE SECOND HALF OF 2008

### Tianjin grade 'A' office distributions

Tianjin's grade 'A' office market is roughly divided into four main areas which have come about thanks to their developed infrastructure and commercial facilities. They are Nanjing Road, Xiaobailou Area, Youyi Road, and Haihe Area.

Nanjing Road in Heping District could be identified as the main business area of the four, possessing the majority of Tianjin's higher-specification office buildings as well as accommodating the lion's share of Fortune 500 companies with operations in Tianjin, including Nokia, Maersk and Panasonic. Office space is normally found as a component of mixed use developments in which the office component typically accounts for around 50% of the total GFA.

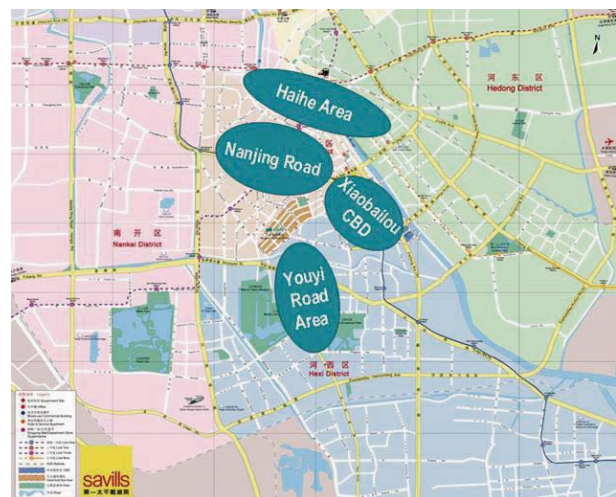
Xiaobailou CBD, which straddles both Hexi and Heping Districts at the tail end of Nanjing Road, is the traditional CBD of the city. A large number of foreign and domestic enterprises from the logistics, financial and manufacturing industries, as well as companies from advertising and real estate, are located within the Xiaobailou CBD.

Youyi Road, Tianjin's equivalent of Beijing's Financial Street, has recently been identified by the Tianjin municipal government for the development of the financial services industry. The majority of occupiers are from the financial, consulting, and real estate industries. Given that this is the original business district there are a number of older grade 'B' office projects in the area; however, in the future the office quality will be upgraded with a number of new projects being added, including International Finance Centre and Junyi Edifice.

Haihe Area, located in the north of the city, encompasses sections of the four main districts. This business district is still in its initial stages but has plenty of potential. The area includes Tianjin's main railway station, a bus terminal and a new metro station which is still under construction. While there is currently only one grade 'A' office building and a few grade 'B' offices, in the next two to three years the large-scale development, Financial City, is expected to be completed. The development has a total GFA of close

to 2.3 million sqm and includes a number of grade 'A' office buildings, serviced apartments, hotels, retail facilities and administrative centres. Financial City is planned to be a centre for modern services including financial and insurance industries as well as accounting, auditing and securities companies.

Tianjin's main business districts



### Grade 'A' office supply and stock

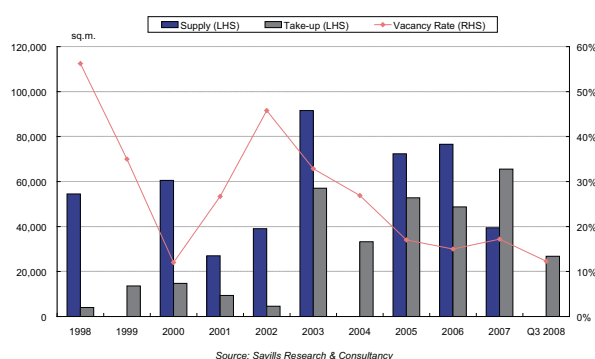
The majority of grade 'A' stock in Tianjin was built after 2000, before this point only three grade 'A' office projects had been released onto the market. The Tianjin office market has seen a new project released onto the market every year since 2000 with the exception of 2004. As of Q3/2008, no new grade 'A' office supply was released onto the Tianjin market for the fifth successive quarter, and total grade 'A' office stock recorded at 306,000 sqm. One new grade 'A' office project, The Emperor Palace, is expected to be handed over in early 2009, bringing with it 70,000 sqm of office space.

### Grade 'A' office vacancy rates and take up

Tianjin's grade 'A' office vacancy rate fell by 1.3 percentage points in the third quarter to 12.3%. Vacancy rates of projects located along Nanjing Road and in the

Xiaobailou Area averaged 14.9% and 5.0%, respectively, while the average vacancy rates of grade 'A' office projects located in other areas of Tianjin were 18.5%. Take up in the first three quarters of 2008 stood at 26,800 sqm, approximately half of what was recorded during the same period last year.

Supply, take-up, vacancy-rate, 1998-Q3/2008



### Grade 'A' office rents and sales price

The average grade 'A' office rent in Tianjin remained at roughly 120-125 CNY per sqm per month from 2000 to 2006, as developers witnessed high vacancy rates and were forced to keep rents down in order to boost occupancy.

In 2007, with the completion of Exchange Phase II, a premier office building, grade 'A' office rents climbed to close to 140 CNY per sqm per month. The average rent continued to rise in 2008 as lower vacancy rates and a higher standard of office buildings allowed landlords to charge more. By the end of the third quarter, rents had risen to 144.8 CNY per sqm per month.

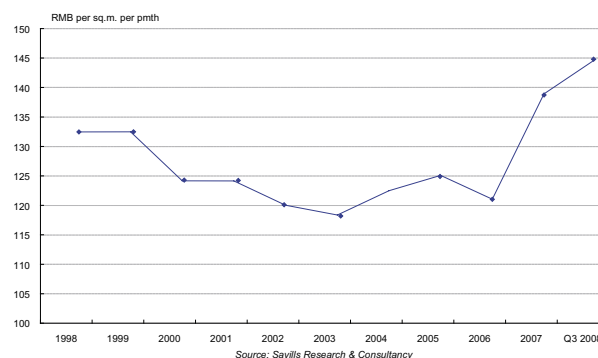
Although the majority of grade 'A' office projects in Tianjin are only for lease, there are a number that are sold strata title. In 2000 the average sales price for grade 'A' office space was 12,950 CNY per sqm, this then fell to 11,000 per sqm in 2002. As with rents, prices then stayed fairly constant for the period between 2002 and 2006 before rapidly increasing to 15,000 CNY per sqm in 2007. By the end of the third quarter of 2008, the average price of grade 'A' office space had risen to 16,800 CNY per sqm, owing to limited quality office space for sale and the premier location of the projects on sale.

### Market Outlook

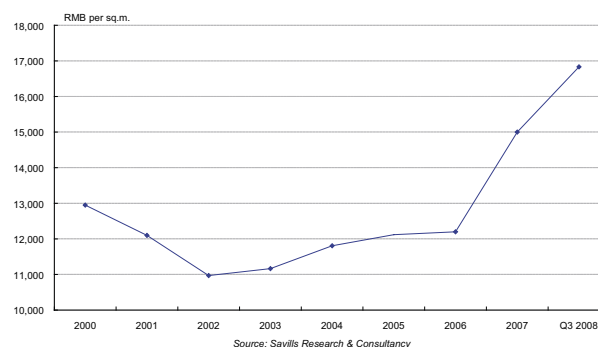
From 2009 to 2011, close to 650,000 sqm of new supply is expected to enter the market, of which half will be located in Haihe business area. This will have a dramatic impact on the distribution of grade 'A' office space throughout

Tianjin. There are expected to be a number of new high-quality projects completed in the next few years, improving the overall standard of office space on offer in Tianjin and putting upward pressure on rents.

Tianjin grade 'A' office rents, 1998-Q3/2008



Tianjin Grade 'A' Office Sales Prices, 2000-Q3/2008



Despite the worsening global economic climate, Tianjin's office market has not, to date, shown any significant signs of slowing. Supported by the central government's drive to establish the Bohai region as a counter balance to the economic strength of the Yangtze River Delta and Pearl River Delta, rents in Tianjin have risen in the past seven quarters and vacancy rates have fallen to an all time low point since 2000. That said, Tianjin will undoubtedly start to feel the effects of a slowing global economy and we can expect to start seeing rental growth slow in 2009. ■

Article written by Savills Property Services (Beijing) Co., Ltd. Tianjin Branch. Charts and map sourced by Savills Research & Consultancy.



EUROPEAN CHAMBER



# EUROPEAN CHAMBER IN TIANJIN

## About European Chamber Tianjin Chapter:

The European Union Chamber of Commerce in China is a non-profit organization that was founded in 2000 in Beijing with the support of the European Delegation and 51 European companies. It was established to give European business a common voice across different business sectors, nationalities and regions of China. The Chamber is recognized by the European Commission and the Chinese government as the authoritative and independent voice of European business in China. It has eight offices in China and represents over 1500 companies nationally, about 100 of which are in Tianjin. The Tianjin Chapter of the European Chamber was established in December 2005.

### Mission

- To support foreign invested enterprises located in and around Tianjin
- To provide a platform for members to exchange ideas and draw on the experiences of other European companies conducting business in China
- To help members forge links with local authorities at city and provincial level

### Working Groups and Forums

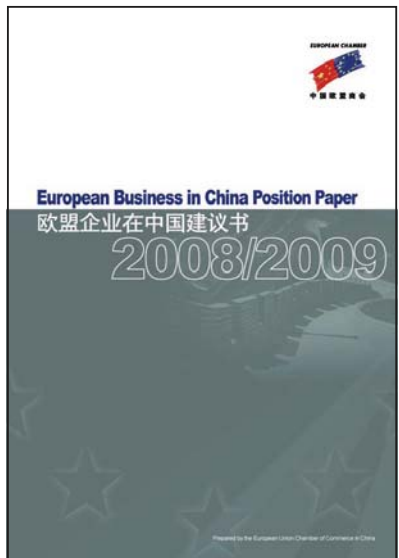
- We have 31 Working Groups and Forums across the seven chapters covering a wide range of industry sectors.
- In Tianjin we run Forums in HR and Finance & Taxation, which offer members a platform to share information and experience with industry experts and peers.
- The European Chamber Position Paper is a direct result of the activities of the Working Groups and the Forums. It compiles recommendations on how to improve the business environment in China. It is distributed to central and local government departments, Brussels and many other relevant bodies.

## Events

The Tianjin Chapter is very focused on business-related, information and content-driven General Interest Seminars with expert speakers. We also hold regular Factory Tours, Trainings, Networking and Sports events.

## New Publication:

**European Business in China Position Paper 2008/2009**



The Position Paper is published annually and represents the overall views of European companies doing business in China. It details the key concerns and recommendations of each of the 25 Working Groups and 8 Forums in regard to WTO implementation issues, trade issues and broader policy-related issues. The Position Paper is presented to the Chinese government and EU authorities each year with the aim of improving the investment climate in China. (also available in CD-ROM format).

Cost:  
Members: RMB300  
Non-members: RMB600

## European Chamber Business Confidence Survey 2008



The European Chamber Business Confidence Survey is published annually and based on the survey conducted among all European Chamber members. It collects the experience of member companies in the uniquely dynamic business environment in China, interprets their opinions and analyses the underlying causes of problems.

Cost  
Members: RMB 160  
Non-Members: RMB 320

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## Tianjin Christmas Charity Ball

co-hosted with the Tianjin International Community Centre

By Natalie Ebdon  
Tianjin Executive Committee  
Tianjin International SOS Clinic

AmCham-China Tianjin Chapter would like to thank all of our members, sponsors and their guests for supporting this year's Tianjin Christmas Charity Ball on 6 December, co-hosted by AmCham-China Tianjin Chapter and the Tianjin International Community Centre (TICC).

This event was certainly a huge success with a total of more than 60,000 CNY being donated among three nominated charities: JianHua foundation, UNICEF and ICCO (International committee for Chinese Orphans).



This was the first time that AmCham-China Tianjin Chapter has joined with TICC for such an event, and we are sincerely grateful for the opportunity.

It is always very satisfying to see such a great group of people together in Tianjin, and a lovely way for those of us who are away from home to celebrate this festive season in good spirits.



Nearly 250 people enjoyed a fantastic Christmas meal and festive drinks in the Sheraton Tianjin Hotel ball room, followed by music and dance.

Congratulations to the winners of the door and raffle prizes, in particular to the lucky person who will be enjoying a round trip to anywhere in the US courtesy of Korean Airlines



### Thanks to all the sponsors:

Platinum sponsor:



Golden sponsors:



Door prize sponsors:



Room 2918, 29F The Exchange Tower 2, 189 Nanjing Lu, Heping District  
Tel: +86 22 2318 5075 Fax: +86 22 2318 5074  
Website: [www.amchamtianjin.org](http://www.amchamtianjin.org)

supported by



Deutsche Handelskammer  
German Chamber of Commerce  
in China • Tianjin



## CDM Initiative

August 2008 - September 2009

The CDM Initiative has established a platform for both Chinese and German stakeholders in the field of CDM seeking to contribute to the reduction of CO<sub>2</sub> emissions and to further the slowdown of global climate change.

On behalf of the German Federal Ministry for the Environment, Nature Conservation and Nuclear Safety, the Delegation of German Industry & Commerce Beijing initiated this project in August of 2008.

Concrete activities are mainly in the following areas:

- Organization of networking meetings for both German and Chinese stakeholders
  - Organization of workshops on CDM-mechanisms and solutions
- (For further information please check our Website, given below.)
- Intensive monitoring of relevant markets
  - Support to German companies through project identification



Federal Ministry for the  
Environment, Nature Conservation  
and Nuclear Safety



Contact: Ms. Wu Xian  
Tel: +86-10-6590 0926 ext. 203, Email: [wu.xian@bj.china.ahk.de](mailto:wu.xian@bj.china.ahk.de)  
Landmark Tower 2, Unit 0811, 8 North Dongsanhuan Road,  
Chaoyang District, Beijing, 100004 P.R.China

Website: [www.china.ahk.de/cdm/](http://www.china.ahk.de/cdm/)



# 天津韩国商会

The Korea Chamber of Commerce & Industry in Tianjin, China

## Recent Events

(최근 현황)



천진한국상회, 천진한국인회 2008 정기총회 및 송년의 밤



한국기업의 인력운영 정상화 전략 세미나

### 1. South Korean Enterprise's manpower operation normalization strategy public lecture

Date: 13:30-17:00, 12 December 2008  
 Venue: Banquet Hall, Fenglin Hotel  
 Speaker: Mr. Fang Xiao (Chinese Expert)  
 Topic: Manpower operation plan for enterprises facing financial crisis

### 2. 2008 year end party by Tianjin Korean Society and the Korea Chamber of Commerce & Industry in Tianjin

Date: 17:30, 16 December 2008  
 Venue: Banquet Hall, Tianjin Hotel

### 3. Note for the security incident

#### 1) Strengthen security of the plant and enterprise

- Strengthened patrol at 23:00-24:00
- Installed electronic monitoring equipment
- Strengthened the main entrance fence
- Taking rapid measures when accidents occur (call 110)
- Giving protection equipment to security guard on night duty

#### 2) Incident prevention

- Go out as little as possible at night
- Sober up before going home (drunks are targets)
- Avoid unnecessary conflict with locals
- Do not leave valuables in the car
- Do not let strangers enter

#### 3) Emergency calling

- Tianjin Korean Society, Executive Secretary, Jeong Hyun Jik, Tel: 133-1201-3005
- The Korea Chamber of Commerce & Industry in Tianjin, Executive Secretary, Kim Heung Soo, Tel: 153-0208-7878
- Consulate (Beijing) Tel: 136-0111-7474
- Embassy (Beijing) Tel: 136-0103-0178

### 1. 한국기업의 인력운영 정상화 전략 세미나

- 일 시: 2008년12월12일(금) 13:30~ 17:00
- 장 소: 풍림호텔 1층 연회장
- 내 용: 기업의 위기시 인력의 전략적 운영방안
- 강 사: Mr. Fang Xiao (方) (중국 전문가)

### 2. 천진한국상회, 천진한국인회 2008 정기총회 및 송년의 밤

- 일 시: 2008년 12월 16일(화) 17:30
- 장 소: 천진호텔 국제연회장

### 3. 도난 및 안전사고 주의사항 안내 (당부)

#### 1) 회사, 공장관리 철저 및 경비 강화

- 야간 취약시간(23:00~04:00)순찰강화
- 전자 감시설비(CCTV) 구축 요망
- 담장 정문 방범시설 강화
- 사건, 사고발생시 신속한 조치(파출소,110 신고)
- 야간 경비 근무자들에게 방범 보호장비 지급

#### 2) 안전사고 대비 및 관리철저

- 야간은 가능하면 외출을 자제한다.
- 음주 후의 귀가는 강도의 표적이 된다.
- 현지인들과의 불필요한 마찰을 피한다.
- 차량에 귀중품을 두지마세요.
- 자기집에 외부인 출입을 단속하세요.

#### 3) 비상 연락망 안내

- 천진한국인회 정현직 사무국장: 133-1201-3005
- 천진한국상회 김흥수 사무국장: 153-0208-7878
- 영사관(북경) : 136-0111-7474
- 대사관(북경):136-0103-0178

Address: 1F, Fenglin Hotel, No. 6 Binshui West Road, Nankai District, Tianjin  
 Tel: +86 22 2395 7991~3, +86 22 2395 7991 (24-hour Hotline) Fax: +86 22 2395 7990  
 Http: www.tjkorham.net E-mail: hanshanghui@hanmail.net



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Chaoyang District, Beijing, 100027  
Tel: + 86 (0)10 64650320 Fax: +86 (0)10 64652080  
beijing@bencham.org www.bencham.org

### INTRODUCTION

The Benelux Chamber of Commerce in China strengthens the business, government and community ties between Belgium, The Netherlands, Luxembourg (Benelux) and China. By representing large, medium and small sized Benelux companies, with offices in Beijing and Shanghai, we provide a wide range of services to ensure our members' success in China.

### UPCOMING EVENT IN TIANJIN

#### • 13 January: Joint network event at Hotel Nikko

It is our pleasure to announce the first joint networking event with the Tianjin Networking Club and BenCham in Tianjin. To register for our events, please send an email to [events-bj@bencham.org](mailto:events-bj@bencham.org) or register on our website.

### UPCOMING EVENTS IN BEIJING

- 8 January: New Year's drinks at the China Art Archives and Warehouse
- 15 January: Joint business event with BritCham – Global Downturn

(For more information check: [www.bencham.org](http://www.bencham.org))  
To register for our events, please send an email to [events-bj@bencham.org](mailto:events-bj@bencham.org) or register on our website.

### RECENT EVENTS

#### • McKinsey's and Nokia's view on Telecommunication in China – Breakfast event

9 December 2008

Dr. Stefan Schmigten, Director of McKinsey & Company's Beijing office and Mr. Colin Giles, Senior Vice President, Sales, Distribution East for Nokia, gave presentations about the Chinese Telecom market. The challenges and great opportunities related to making China your second home market were discussed.

#### • Young Professionals E-Commerce event

2 December 2008

Stephane Grand from SJ Grand Financial & Tax Advisory and Matthieu Cambounet from Crystal Science & Technology gave a joint presentation and practical advice about ways for foreign enterprises to establish themselves in the Chinese internet market.

### NEW MEMBERS



### YEARLY SPONSORS



Radisson SAS Hotel Beijing 6A, East Beisanhuan Road  
Chaoyang District, Beijing, 100028  
Tel: +86 10 6467 2252 Fax: +86 10 6467 7130  
E-mail: [mail@dccc.com.cn](mailto:mail@dccc.com.cn) Website: [www.dccc.com.cn](http://www.dccc.com.cn)

*The Danish Chamber of Commerce provides a foundation for Danes to meet in China along with providing an international network. Danish Chamber educates its members about present challenges when doing business in China and seeks mutual development between Denmark and China as well as to boost the business of our members.*

Join us at [www.dccc.com.cn](http://www.dccc.com.cn)

## Dear Members and Friends of the DCCC,

DCCC welcomes 2009 with a spring program full of interesting events:

- 15 January 2009: Forex Update
- 2<sup>nd</sup> week of February 2009  
Round table discussion: talent management and leadership development  
Targeted audience: CEOs and HR managers
- 3<sup>rd</sup> week of February 2009 Crisis Communication Management
- 14 March 2009: Danish Grand Charity Gala Ball
- 3<sup>rd</sup> week of March 2009: tax and legal update

• More events will follow; please keep updated through our website.

If you want to receive invitations and news from DCCC please send a request to [mail@dccc.com.cn](mailto:mail@dccc.com.cn) to sign up for the mailing list.

Best regards,  
DCCC

## SwissCham Breakfast Seminar “The New Swiss Schengen Visa”

Switzerland issued the first Schengen visas on 15 December 2008. The new Swiss Schengen visa will facilitate travel in Europe for Chinese passport holders as it will not only allow travel in Switzerland but also in the whole Schengen area. Likewise, Chinese passport holders with a valid Schengen visa issued by other Schengen states will also be able to enter Switzerland without an additional Swiss visa.

On this occasion, the Swiss Chamber of Commerce in Beijing organised a breakfast seminar on the Schengen visa issue at the Hilton Hotel on 9 December 2008. Members and non-members of the Chamber, all from diverse Swiss, Chinese and foreign companies, came to listen to the Head of the Visa Section from the Embassy of Switzerland in Beijing, Mr. Hervé Findeisen. He is from Geneva and has worked the last three years in the Swiss Ministry of Foreign Affairs as an Inspector for visa anti-corruption.

The seminar started with a warm welcoming from the Vice President of SwissCham Beijing, Mr Peter Troesch, who also introduced our speaker with a few words.

Mr. Findeisen gave a thorough presentation on the Schengen

visa procedures and regulations. The Embassy and Consulates in China issue around 120,000 visas every year. Although Switzerland is not a member of the European Union, it is part of the Schengen agreement. Conversely, Ireland and the UK are EU members but do not issue any Schengen visas.



Comprehensive information on the Schengen visa is available on the **Schengen Area page** of the Chamber's website: [http://www.swisscham.org/bei/services/swissvisa/schengen\\_agreement.php](http://www.swisscham.org/bei/services/swissvisa/schengen_agreement.php)

The Chamber also offers a **Swiss Visa Application Support Service**: <http://www.swisscham.org/bei/services/swissvisa.php>

The **Visa Section of the Embassy of Switzerland in Beijing** can be reached at:

Tel: +86 10 8532 8755 Fax: +86 10 6532 6210

E-mail: [bei.visa@eda.admin.ch](mailto:bei.visa@eda.admin.ch)



Camera di Commercio Italiana in Cina  
中国意大利商会  
China-Italy Chamber of Commerce

### LOGISTICS ASSISTANCE SERVICES

CICC can provide members and non-members with special logistics assistance services, such as the rental of the **video-conference meeting room** and the opportunity to hire **offices or desks** for a limited time.

The **office rental** service is meant to provide furnished office space, office equipment, high-speed internet access and, where required, secretarial support to those Italian companies which are willing to explore the Chinese market before establishing their own structure. *This service is available to Members only.*

### JOB PLACEMENT SERVICES

CICC's *Job Placement Services* are a set of services related to recruitment that CICC offers in order to connect employers searching for professionals and qualified professionals looking for employment.

**Job-seekers** can add their CV to CICC's electronic database, at the same time discover the latest job and internship opportunities open in some of our Members' companies. *This service is completely free.* In addition, CICC offers several services to employers: the CV Plus! Search, an in-depth resume search conducted through our database, according to the client's specific needs and requirements, that involves three different steps, from the general to the particular; the Offers Publication, by means of which your job seeking ads can be posted on the Job Offers section of CICC website (in English, Italian and Chinese), making them accessible for a period of 2 months; finally, the Combination of Services, a tool which, combining the first two steps, makes it possible for the employer to conduct a multi-level personnel research.

*The service is free for Members, requests from non-members are subject to a fee.*

**Beijing office:** Unit 2607, Full Tower 9 Dong San Huan Zhong Lu, Chaoyang District, 100020

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info@cameraitacina.com www.cameraitacina.com

### PUBLICATIONS

**Il Quaderno:** the CICC's quarterly monographic review, written both in English and Italian language, with a Chinese presentation. Each issue analyses several aspects of a specific industry sector, highlighting the industry experts' opinions about its major issues and problems, and pointing out possible solutions.



**Issue XXII of Il Quaderno** deals with the **logistics sector in China** and analyses several topics related to this subject: from the new rules concerning insurance policies for logistics companies, to a *vademecum* concerning Chinese customs and the regulations they follow; from the current situation of logistics in China, to the new and more effective supply-chain management strategies.

### CICC Membership Directory 2008-2009:

The Membership Directory is an annual publication of the complete CICC Members' list. Each Member is guaranteed one full colour page containing information about his own enterprise, complete with logo, name, brief description and contacts; all the information is reported both in English and Chinese.



The Membership Directory is undoubtedly an efficient marketing instrument, as it is distributed to all our members, as well as to Italian and international institutions, partners and media.

To request a copy of our new Membership Directory, please contact us!

# EATING & DRINKING

VOLUME 13

**A. You might hear or say the following before dining:** (关于在哪里吃饭可以说以下的话)

Would you like to eat out tonight?

今天 | 晚上(1) | 你想(2) | 出去 | 吃饭(3)吗?  
 Jīntiān | wǎnshàng | nǐ xiǎng | chūqù | chīfàn ma?

I want to try that new fast food restaurant.

我想 | 试试(4) | 那家(5) | 新开的(6) | 快餐店(7)。  
 Wǒ xiǎng | shìshì | nàjiā | xīn kāi de | kuàicāndiàn.

How about a celebration at the Korean restaurant?

到 | 韩国 | 餐厅(8) | 庆贺(9) | 怎么样(10)?  
 dào | hánguó | cāntīng | qīnghè | zěnmeyàng?

I don't feel like eating out. I'll have noodles at home.

我 | 不想(11) | 出去 | 吃饭。 | 我要 | 在家(12) | 吃面条(13)。  
 Wǒ | bùxiǎng | chūqù | chīfàn. | Wǒ yào | zàijiā | chī miàntiáo.



(1) 今天晚上	jīntiān wǎnshàng	tonight	(8) 韩国餐厅	hánguó cāntīng	Korean restaurant
(2) 你想……吗	Nǐ xiǎng……ma?	Would you like...	(9) 庆贺	qīnghè	celebration
(3) 出去吃饭	chūqù chīfàn	eat out	(10) 怎么样	zěnmeyàng	how about
(4) 试试	shìshì	try	(11) 不想	bùxiǎng	don't feel...
(5) 那家	nàjiā	that restaurant	(12) 在家	zàijiā	at home
(6) 新开的	xīn kāi de	newly opened	(13) 面条	miàntiáo	noodles
(7) 快餐店	kuàicāndiàn	fast food restaurant			

**B. You might hear or say these when arriving at a restaurant:** (在餐馆吃饭时首先要说的或听到的话)

Customer: Could you please give me a menu?

顾客(14): | 请给 | 我 | 一份 | 菜单(15) | 好吗?  
 gùkè: | Qǐng gěi | wǒ | yí fèn | càidān, | hǎoma?

Waiter: Please wait a moment. Here you are, sir.

服务员(16): | 请稍等(17)。 | 给您(18) | 菜单, | 先生(19)。  
 fúwùyuán: | qǐng shāoděng. | gěinín | càidān, | xiānshēng.

Customer: We've made a reservation for one table of four people. The name's Jack.

顾客: | 我们(20) | 预定(21) | 了 | 四人 | 一桌(22)。 | 名字(23) | 是 | 杰克。  
 gùkè: | wǒmen | yùdìng | le | sìrén | yí zhuō. | míngzi | shì | jiékè

Waiter: This way, please. This is your table.

服务员: | 请 | 这边走(24)。 | 这是(25) | 你们 | 的 | 桌子(26)。  
 fúwùyuán: | qǐng | zhèbiān zǒu. | Zhèshì | nǐmen | de | zhuōzi.



(14) 顾客	gùkè	customer	(21) 预定	yùdìng	make a reservation
(15) 菜单	càidān	menu	(22) 一桌	yí zhuō	one table
(16) 服务员	fúwùyuán	waiter	(23) 名字	míngzi	name
(17) 请稍等	qǐng shāoděng	please wait a moment	(24) 请这边走	qǐng zhèbiān zǒu	this way, please
(18) 给您	gěinín	here you are	(25) 这是	zhèshì	this is
(19) 先生	xiānshēng	sir	(26) 桌子	zhuōzi	table
(20) 我们	wǒmen	we			

**C. You might say or hear these when ordering at a restaurant:**(点菜和点饮料的表达方式)

Waiter: Are you ready to order, ma'am?

服务员: 您现在点菜(27)吗, 太太?  
fúwúyuán: nín xiànzài diǎncài ma, tài tài?

Customer: Yes, I'd like a glass of white wine.

顾客: 好, 我要一杯(32)白葡萄酒(33)。  
gùkè: hǎo, wǒ yào yībēi bái pútaojiǔ.

Customer: I want a spring roll and the fried shrimp with mixed vegetables.

顾客: 我要一个春卷(28)、一盘虾(29)炒什锦(30)。  
gùkè: wǒ yào yīgè chūnjuǎn, yīpán xiā chǎo shíjīn.

Customer: What would you recommend?

顾客: 你能推荐(34)个菜吗?  
gùkè: nǐ néng tuījiàn ge cài ma?

Waiter: Would you like a drink?

服务员: 你想要饮料(31)吗?  
fúwúyuán: nǐ xiǎng yào yǐnliào ma?

Waiter: Our lobster is especially good today.

服务员: 今天我们的龙虾(35)特别好(36)。  
fúwúyuán: jīntiān wǒmen de lóngxiā tèbié hǎo.

(27) 点菜	diǎncài	order	(32) 一杯	yībēi	a glass (of)
(28) 春卷	chūnjuǎn	a spring roll	(33) 白葡萄酒	bái pútaojiǔ	white wine
(29) 虾	xiā	shrimp	(34) 推荐	tuījiàn	recommend
(30) 什锦	shíjīn	mixed vegetables	(35) 龙虾	lóngxiā	lobster
(31) 饮料	yǐnliào	drinks	(36) 特别好	tèbié hǎo	especially good

**D. When dining, you might hear or say the following:**(当你劝请别人吃喝时, 可以用下列表达方式)

Please help yourself.

请随便吃。  
Qǐng suíbiàn chī.

Please make yourself at home.

请不要拘束。  
Qǐng bú yào jūshù.

Have another drink, please.

请再喝一杯。  
Qǐng zài hē yībēi.

Please have more.

请多吃点。  
Qǐng duō chīdiǎn.

**E. You can say the following to propose a toast:**(祝酒时可以说下面的话)

Cheers/Bottoms up!

干杯(37)  
Gānbēi

Let's drink to the signing our contract!

让我们为签订(43)合同(44)干杯。  
Ràng wǒmen wèi qiāndìng hé tong gānbēi.

Let's drink to friendship/a successful new year.

让我们(38)为友谊(39)/新年大吉(40)干杯!  
Ràng wǒmen wèi yǒuyì / xīn nián dà jí gānbēi,

Please allow me to propose a toast to our new chairman, Mr. Wang.

请允许(45)我提议(46)为我们的新主席(47)。  
Qǐng yǔnxǔ wǒ tíyì wèi wǒmen de xīnzhǔxí

Here's to your health/ your promotion!

为你的健康(41)/晋升(42)干杯!  
Wèi nǐ de jiànkāng/ jìnshēng gānbēi.

王先生干杯。  
wáng xiānshēng gānbēi.

(37) 干杯	gānbēi	cheers/ bottoms up	(43) 签订	qiāndìng	sign(a document)
(38) 让我们	ràng wǒmen	let us	(44) 合同	hé tong	contract
(39) 友谊	yǒuyì	friendship	(45) 允许	yǔnxǔ	allow
(40) 新年大吉	xīn nián dà jí	a successful new year	(46) 提议	tíyì	propose
(41) 健康	jiànkāng	health	(47) 主席	zhǔxí	chairman
(42) 晋升	jìnshēng	promotion			

**F. When finished, you may say:**(当你吃饱时可以这样说)

I'm full/ stuffed (with food).

我吃饱(48)了。  
Wǒ chī bǎo le.

I can't eat any more.

我再也吃不下去(49)了。  
Wǒ zài yě chī bú xià qù le.

I've had more than enough.

我已经(50)吃撑(51)了。  
Wǒ yǐ jīng chī chēng le.

(48) 吃饱了	chī bǎo le	full/stuffed (with food)	(50) 已经	yǐ jīng	already
(49) 吃不下去了	chī bú xià qù le	can't eat any more	(51) 撑	chēng	full, enough

If you meet any problems in learning Chinese, please send us an email at [bizclass@businesstianjin.com](mailto:bizclass@businesstianjin.com). We'll do our best to help you. See you next month.



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# INTERNATIONAL FLIGHTS

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

## From Beijing

DEST	DEP	ARR	Flight No	Days
Abu Dhabi	19:10	00:20 (+1)	EY889	12.4.6.
Addis Ababa	20:10	06:50(+1)	ET605	1.2.4.67
Amsterdam	11:55	15:10(+1)	KL898	.2.4567
Bangkok	08:30	12:40	TG675	1234567
	17:50	22:00	TG615	1234567
Doha	23:50	4:40(+1)	QR899	12.45..
Dubai	23:30	4:50(+1)	EK307	1234567
Frankfurt	11:25	14:35(+1)	LH721	1.34567
Helsinki	11:40	14:20(+1)	AY052	1234567
Hong Kong	07:50	11:25	CX 317	1234567
	11:45	14:50	KE852	1234567
Seoul*	21:20	00:10(+1)	KE854	1234567
	14:00	17:10	KE856	1.3.5.7
London	12:15	15:05(+1)	BA0038	123...7
Moscow	11:50	15:10	SU572	1234567
	07:00	10:55	SU574	12...6.
Paris (CDG)	13:45	17:40	AF125	123.567
San Francisco	12:40	8:54(+1)	UA888	1234567
Singapore	00:05	06:30	SQ821	1234567
	08:45	15:00	SQ803	1234567
	16:00	22:15	SQ805	1234567
Sydney	22:00	12:55(+1)	QF192	1.3.5..
Tel Aviv	22:20	3:25(+1)	LY096	.2.4..7
Tokyo	08:25	12:45	JL781	1234567
	08:45	13:00	NH956	1234567
Toronto	15:00	15:45	AC032	12.4.6.
Vancouver	16:35	12:30(+1)	AC030	1234567
Washington	18:00	23:15(+1)	UA898	1234567

## To Beijing

ORIGIN	DEP	ARR	Flight No	Days
Abu Dhabi	23:35	10:20(+1)	EY888	1.3.5.7
Addis Ababa	00:40	18:40	ET604	12.4.67
Amsterdam	17:40	9:55(+1)	KL897	1..4567
Bangkok	11:05	16:30	TG614	1234567
	1:05	6:30	TG674	1234567
Doha	1:30	14:40	QR898	12.45..
Dubai	03:00	14:45	EK306	1234567
Frankfurt	17:15	9:25(+1)	LH720	1234567
Helsinki	19:55	9:30(+1)	AY051	1234567
Hong Kong	08:00	11:20	CX6872	1234567
	09:15	10:25	KE851	1234567
Seoul*	18:55	20:10	KE853	1234567
	11:40	12:50	KE855	1.3.5.7
London	16:45	10:30(+1)	BA0039	1.34.67
Moscow	17:45	5:55(+1)	SU573	1...5.7
	21:30	9:50(+1)	SU571	1234567
Paris (CDG)	18:55	11:50(+1)	AF126	1234567
San Francisco	11:14	14:35(+1)	UA889	1234567
Singapore	01:10	07:20	SQ800	1234567
	08:45	14:50	SQ802	1234567
	16:55	23:00	SQ822	1234567
Sydney	11:50	20:30	QF191	1.3.5..
Tel Aviv	00:45	16:30	LY095	.2.4..7
Tokyo	10:45	13:55	JL781	1234567
	10:35	13:35	NH905	1234567
Toronto	11:40	13:05(+1)	AC031	1.3.5.7
Vancouver	12:35	15:05(+1)	AC029	1234567
Washington	10:00	14:20(+1)	UA897	1234567

## From Tianjin

DEST	DEP	ARR	Flight No	Days
Chubu	14:15	18:05	JL788	1234567
Hong Kong	08:35	11:50	KA1104/CA103	1234567
Seoul*	13:10	16:00	KE806	1234567
Nagoya	14:25	18:05	NH114	1234567

## To Tianjin

ORIGIN	DEP	ARR	Flight No	Days
Chubu	10:45	13:05	JL787	1234567
Hong Kong	12:50	16:05	KA1103/CA104	123456
Seoul*	10:35	11:30	KE805	1234567
Nagoya	10:00	12:25	NH113	1234567

\* 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.

Updated on 24 December 2008

### Airline Code

<b>AC</b> Air Canada	<b>EY</b> Etihad Airways	<b>QF</b> Qantas Airways
<b>AF</b> Air France	<b>JL</b> Japan Airlines	<b>QR</b> Qatar Airways
<b>AY</b> Finnair	<b>KE</b> Korean Airlines	<b>SK</b> Scandinavian Airlines System
<b>BA</b> British Airways	<b>KL</b> KLM-Royal Dutch Airlines	<b>SQ</b> Singapore Airlines
<b>CX</b> Cathay Pacific	<b>LH</b> Lufthansa	<b>SU</b> Aeroflot Airlines
<b>EK</b> Emirates	<b>LY</b> El Al Airlines	<b>TG</b> Thai Airways
<b>ET</b> Ethiopian Airlines	<b>NH</b> All Nippon Airways	<b>UA</b> United Airlines

# DOMESTIC FLIGHTS

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

## From Tianjin

DEST	DEP	ARR	Flight No	Days
<b>Changchun</b>	10:55	12:40	ZH9253	1234567
<b>Chengdu</b>	15:40	18:10	3U8862	..3.5.7
<b>Dalian</b>	10:00	10:50	HU7697	1234567
	18:50	19:40	GS7447	1234567
<b>Fuzhou</b>	17:15	22:50	MF8138	1234567
<b>Guangzhou</b>	08:00	10:45	CA1317	.234.6.
	13:30	16:20	HU7201	1234567
<b>Hangzhou</b>	17:20	21:35	CZ3158	1234567
	07:20	9:10	MF893	1234567
	16:50	19:50	SC4878	1..4.6.
	17:15	19:00	FM9123	1234567
<b>Hohhot</b>	16:50	19:50	CA4878	1..4.6.
	9:50	10:50	CA4717	1234567
<b>Kunming</b>	12:40	13:40	HU7656	1234567
	12:00	16:40	HU7627	1234567
<b>Nanjing</b>	09:00	10:30	GS7471	1234567
<b>Ningbo</b>	22:05	0:05	MU2398	1..45..
	11:55	12:55	SC4958	.2.45..
	15:00	16:10	GS7455	1234567
<b>Qingdao</b>	15:00	16:10	HU7455	1234567
	11:55	12:55	CA4958	.2.45..
	21:35	22:35	SC4718	1234567
	8:10	9:55	CA1533	1234567
<b>Shanghai</b>	10:55	12:40	FM5150	.2.4567
	11:00	12:45	MU8960	1234567
	20:10	22:05	FM9134	1234567
	15:35	17:25	CA1523	1234567
	15:45	17:30	FM9130	1234567
<b>Shenyang</b>	11:55	13:10	NS8861	1234567
	8:00	10:55	HU7203	1234567
<b>Shenzhen</b>	9:15	12:15	FM9125	1234567
	16:30	19:25	ZH9936	1234567
<b>Taiyuan</b>	10:45	11:45	HU7481	1234567
<b>Wuhan</b>	21:10	23:00	CZ3170	..3.5..
<b>Xiamen</b>	11:55	15:55	CA4958	.2.45.7
	11:55	15:55	SC4958	.2.45.7
<b>Xi'an</b>	13:20	15:00	HU7698	1234567
	13:20	15:00	GS7698	1234567
<b>Yantai</b>	09:50	10:40	HU7655	1234567
	18:20	19:10	HU7459	1234567

## To Tianjin

ORIGIN	DEP	ARR	Flights No	Days
<b>Changchun</b>	13:40	15:20	ZH9254	1234567
<b>Chengdu</b>	17:10	19:40	CA1422	1234567
<b>Dalian</b>	10:10	11:10	HU7420	1234567
	13:15	14:15	GS7580	1234567
<b>Fuzhou</b>	9:10	13:20	MF8137	1234567
<b>Guangzhou</b>	7:55	10:50	CA1396	1234567
	11:50	14:45	CA1318	1234567
<b>Hangzhou</b>	18:20	21:10	HU7202	1234567
	10:30	12:20	BK2826	1234567
	11:45	13:30	MF8125	1234567
	13:50	15:25	MU2297	1234567
<b>Hohhot</b>	16:25	18:05	MF894	1234567
	8:20	9:20	HU7421	1234567
<b>Kunming</b>	15:50	16:55	CA4718	1234567
	18:50	23:20	CA1390	1234567
<b>Nanjing</b>	17:50	19:20	GS7472	1234567
<b>Ningbo</b>	13:30	15:30	MU2397	1234567
	8:05	9:00	CA4717	1234567
	10:00	10:55	HU7576	1234567
<b>Qingdao</b>	10:50	11:50	CA4777	1234567
	12:35	13:50	HU7498	...4.6.
	16:30	17:25	GS7456	1234567
	8:00	9:55	FM9131	1234567
<b>Shanghai</b>	10:40	12:45	HU7206	1234567
	14:40	16:35	MU8961	1234567
	17:20	19:10	FM9133	1234567
	18:25	20:15	CA1524	1234567
	19:20	21:25	HU7208	1234567
<b>Shenyang</b>	14:10	15:30	NS8862	1234567
	13:15	16:15	FM9126	1234567
<b>Shenzhen</b>	12:35	16:00	HU7204	1234567
	17:55	21:15	CA1320	1234567
<b>Taiyuan</b>	17:05	18:05	HU7482	1234567
<b>Wuhan</b>	18:30	20:20	CZ3169	..3.567
<b>Xiamen</b>	07:05	10:55	CA4957	.2.45..
	18:45	22:40	MF8125	1234567
<b>Xi'an</b>	07:50	9:20	HU7697	1234567
	07:50	9:20	GS7697	1234567
<b>Yantai</b>	11:10	12:10	HU7656	1234567
	19:40	20:30	HU7460	1234567

### Airline Code

<b>3U</b> Sichuan Airlines	<b>GS</b> Grand China	<b>NS</b> Northeast Airlines
<b>8L</b> Lucky Air	<b>HO</b> Juneyao Airlines	<b>SC</b> Shandong Airlines
<b>CA</b> Air China	<b>HU</b> Hainan Airlines	<b>ZH</b> Shenzhen Airlines
<b>CZ</b> China Southern Airlines	<b>MF</b> Xiamen Airlines	
<b>FM</b> Shanghai Airlines	<b>MU</b> China Eastern Airlines	

Updated on 24 December 2008

CUT OUT AND CARRY THESE TABLES

**TRAINS**

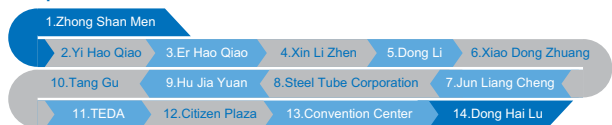
BJ~TJ~TEDA (¥14)			TEDA~TJ~BJ (¥14)		
Train	Departs	Arrives	Train	Departs	Arrives
4493	13:10	16:08	4494	08:05	11:21

**LIGHT RAIL**

**TJ ~ BINHAI (¥6)**

Train	Monday ~ Friday		Saturday ~ Sunday	
	Periods of Time	Interval(min)	Periods of Time	Interval(min)
<b>Zhong Shan Men</b> (TJ ~ Binhai)¥6	06:30 ~ 06:45	15	06:30 ~ 06:50	20
	06:45 ~ 07:54	5 ~ 10	06:50 ~ 08:20	12 ~ 13
	07:54 ~ 11:00	10 ~ 12	08:20 ~ 10:55	8 ~ 10
	11:00 ~ 15:45	15	10:55 ~ 15:20	12 ~ 15
	15:45 ~ 18:15	10 ~ 13	15:20 ~ 16:50	10
First: 06:30	18:15 ~ 20:00	15	16:50 ~ 21:00	12 ~ 15
Last: 21:00	20:00 ~ 21:00	20	—	—
<b>Dong Hai Road</b> (Binhai ~ TJ)¥6	06:00 ~ 07:40	10 ~ 20	06:30 ~ 08:10	15 ~ 20
	07:40 ~ 10:05	8 ~ 13	08:10 ~ 10:50	10 ~ 13
	10:05 ~ 15:05	15	10:50 ~ 12:20	15
	15:05 ~ 16:55	10 ~ 12	12:20 ~ 18:10	10 ~ 12
	16:55 ~ 18:00	5 ~ 8	18:10 ~ 21:00	13 ~ 15
First: 06:30	18:00 ~ 20:00	10 ~ 15	—	—
Last: 21:00	20:00 ~ 21:00	20	—	—

**Stops:**



**AIRPORT Shuttle Bus**

**Tianjin ~ Beijing Airport Terminal 3**  
**¥80 one way**  
 06:00-18:00, runs every 30 minutes till 18:00.  
 Tian Huan Long Distance Bus Passenger Station at the junction of Hong Qi Lu and An Shan Xi Dao.  
 Tel: +86 22 2305 0530 +86 22 2305 0533

**Beijing Airport Terminal 3 ~ Tianjin**  
**¥70 one way**  
 07:00, 08:00, 09:00 then every 30 minutes until 23:00  
 Exit on the first floor at Gate 3, Terminal 3  
 Tel: +86 10 64558718 +86 10 8433 5878

**TAXIS Tianjin**

3km	4km	5km	6km	7km	8km	9km	10km	11km
¥8	¥9.7	¥11.4	¥13.1	¥14.8	¥16.5	¥18.2	¥19.9	¥20.8
12km	13km	14km	15km	16km	17km	18km	19km	20km
¥25	¥27.6	¥30.1	¥32.7	¥35.2	¥37.8	¥40.3	¥42.9	¥45.4

**No. 1 Metro Stops:**

**METRO Tianjin**

**Metro line 1**  
 Metro line 1 is from Liu Yuan station to Shuang Lin station. It crosses Bichen, Hongqiao, Nankai, Heping, and Jinnan districts.  
 Price: ¥2-5 depend on distance travelled  
 Hours: 06:00 - 22:00 Tel: +86 22 6028 6777  
 Subways run every 10 minutes, 5 minutes during peak hour.



**BULLET (C) TRAIN**

TJ ~ BJ (¥58 - ¥69)				BJ ~ TJ (¥58 - ¥69)			
Train	Tianjin	Wu Qing	Beijing	Train	Beijing	Wu Qing	Tianjin
C2202	06:35	06:46	07:10	C2001	06:15		06:45
C2002	07:00		07:30	C2003	06:30		07:00
C2004	07:15		07:45	C2005	07:00		07:30
C2006	07:30		08:00	C2271	07:20		07:50
C2008	07:45		08:15	C2007	07:35		08:05
C2010	08:10		08:40	C2009	07:50		08:20
C2012	08:25		08:55	C2011	08:05		08:35
C2014	08:40		09:10	C2201	08:45	09:05	09:20
C2272	08:56		09:26	C2013	09:00		09:30
C2016	09:10		09:40	C2015	09:15		09:45
C2018	09:25		09:55	C2017	09:30		10:00
C2020	10:00		10:30	C2019	09:45		10:15
C2204	10:20	10:31	10:54	C2021	10:00		10:30
C2022	10:35		11:05	C2203	10:15	10:35	10:50
C2024	10:50		11:20	C2023	10:30		11:00
C2026	11:05		11:35	C2273	10:45		11:15
C2028	11:20		11:50	C2025	11:30		12:00
C2030	11:40		12:10	C2027	11:45		12:15
C2032	12:25		12:55	C2029	12:00		12:30
C2274	12:41		13:11	C2031	12:15		12:45
C2206	13:20	13:31	13:54	C2275	12:35		13:05
C2034	13:40		14:10	C2033	13:10		13:40
C2036	13:55		14:25	C2035	13:40		14:10
C2276	14:11		14:41	C2205	14:05	14:25	14:40
C2038	14:25		14:55	C2037	14:45		15:15
C2208	14:50	15:01	15:24	C2039	15:00		15:30
C2040	15:05		15:35	C2041	15:15		15:45
C2042	15:20		15:50	C2207	15:35	15:55	16:10
C2044	15:35		16:05	C2277	15:55		16:25
C2046	15:50		16:20	C2043	16:20		16:50
C2048	16:30		17:00	C2045	16:35		17:05
C2050	16:55		17:25	C2047	16:50		17:20
C2210	17:10	17:21	17:45	C2049	17:20		17:50
C2278	17:31		18:01	C2209	17:35	17:55	18:10
C2052	17:45		18:15	C2051	17:50		18:20
C2054	18:20		18:50	C2053	18:05		18:35
C2056	18:35		19:05	C2055	18:20		18:50
C2058	18:55		19:25	C2057	18:35		19:05
C2212	19:10	19:21	19:45	C2279	18:50		19:20
C2060	19:25		19:55	C2059	19:10		19:40
C2062	19:40		20:10	C2061	19:40		20:10
C2280	20:26		20:56	C2063	19:55		20:25
C2064	21:05		21:35	C2211	20:10	20:30	20:45
C2066	21:20		21:50	C2281	20:25		20:55
C2068	21:35		22:05	C2065	20:45		21:15
C2070	21:50		22:20	C2067	21:25		21:55
C2282	22:06		22:36	C2069	22:10		22:40

TG ~ BJ (¥70-¥118)			TG ~ BJ (¥70-¥118)		
Train	Tanggu	Beijing	Train	Beijing	Tanggu
C2274	12:14	13:10	C2273	10:45	11:39
C2276	13:44	14:40	C2275	12:35	13:29
C2278	17:04	18:00	C2277	15:55	16:49
C2280	19:59	20:55	C2279	18:50	19:44

\* Beijing-Tianjin Bullet (C) Train opened on 1 August from Beijing South Railway Station to Tianjin Railway Station. The price of the first class is 69RMB while the price of second class is 58RMB.  
 Beijing-Tanggu Bullet (C) Train opened on 24 September From Beijing South Railway Station to Tanggu Railway Station. The price of the luxury class is 118RMB, the first class is 84RMB and the second class is 70RMB. Please call +86 22 6053 6053 for details.



Li Yongbo, the head coach of China's national badminton team, attended "Making Dumplings, Showing Your Love" at the SOS-Kinderdorf International in Tianjin along with other team members and staff of FedEx Corporation. Children from SOS competed against Olympic champions to make dumplings within limited time. The national badminton team also donated rackets and shuttlecocks for the children and promised to compete with them next year.



The 2008 Han Culture Cup competition for overseas students in Tianjin was held by the Tianjin Linguistics Association on 10 December. Twenty international students performed acts ranging from reciting Chinese poems to playing ancient Chinese musical instruments.

On 15 December, members of the Political Bureau of the Central Committee of the CPC and chief of the CPC Tianjin Municipal Committee, Zhang Gaoli, announced the opening of first direct cross-strait passenger flight at 11:15AM in Tianjin Binhai International Airport. 162 passengers took the 3-hour CA187 flight from Tianjin Binhai International Airport to Taiwan Taoyuan Airport. Kuomintang Honorary Chairman Lien Chan and his wife attended the ceremony.



A ceremony marking direct sea transport between China's mainland and Taiwan was held at Tianjin Dongjiang Bonded Area on 15 December. **The Chinese mainland and Taiwan started direct air and sea transport and postal services on 15 December** amid warming ties, ending a 59-year ban on such links.



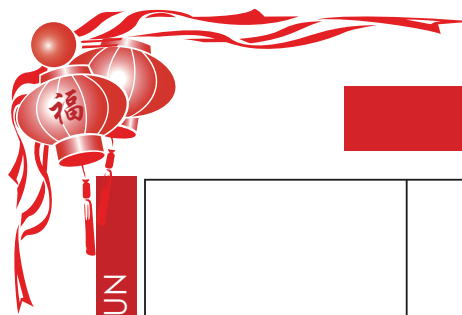
The State Development and Reform Commission **lowered the price of gasoline** by 0.91 CNY per litre and **diesel** by 1.08 CNY per litre. The cuts took effect on 19 December.



**Aida: A Broadway Musical** showed at the Tianjin Grand Theatre from 3-7 December 2008.

On 30 November, Tianjin volunteers **increased AIDS awareness** and distributed condoms before World AIDS Day. They wore special clothes made of condoms to draw public attention.





# Events in January 2009

MON	TUE	WEN	THU	FRI	SAT	SUN
29	30	31	1 New Year's Day	2	3 La Bā (Rice Porridge Festival, the 8 <sup>th</sup> day of the 12 <sup>th</sup> lunar month)	4
5 Xiǎo Hán (Lesser cold)	6	7	8	9 19:30-23:00 <b>2009 Lang Lang Tianjin New Year Concert</b> @ Tianjin Sports Centre Booking Tickets: +86 22 2777 8571	10-23 <b>2009 New Year Market</b> @ Tianjin International Exhibition Centre	11
12	13	14	15 12noon <b>TICC Monthly Lunch</b> @ TBD	16	17	18 Xiǎo Nián (Preliminary Eve, the 23 <sup>rd</sup> day of the 12 <sup>th</sup> lunar month)
19	20 Dà Hán (Greater cold)	21	22	23	24	25 Chū Xī (Spring Festival Eve, the 30 <sup>th</sup> day of the 12 <sup>th</sup> lunar month)
26 Dà nián chū yī (the 1 <sup>st</sup> day of the Chinese New Year)	27 Gū yē jié (Son-in-law Festival in Tianjin)	28	29 Sheng Zhongguo & Shi Shucheng's Symphony Concert "The Butterfly" and "The Yellow River" @ Tianjin Grand Theatre Booking Tickets: +86 22 2777 8571	30	31	1

FEBRUARY

## ▼ DINING

### Western Food

**Broadies Tavern** INT  
5 Bar Street,  
Youyi Lu, Hexi District  
Tel: +86 22 8837 0933  
部落地西餐酒吧  
河西区友谊路风情街5号

**Buffalo** INT  
South Entrance No.5, TEDA  
Football Field, Di Wu Da Jie, TEDA  
Tel: +86 22 6628 2666  
水牛石西餐  
天津经济技术开发区第五大街  
泰达足球场5号门南侧

**C'est la vie French Restaurant**  
Third Floor, Bldg D, Shang Gu FR  
Tian Ta Lu, Nankai District  
Tel: +86 22 2341 9808  
巴黎餐厅 餐厅  
天津市南开区天塔道  
上谷商业街D座3层

**Glass House** INT  
Hyatt Regency Jing Jin City Resort  
and Spa  
8 Zhujiang Da Dao,  
Zhouliao Zhuang, Baodi, Tianjin  
Tel: +86 22 5921 1234  
水晶厨房  
天津宝坻区周良庄珠江大道8号  
京津新城凯悦酒店

**Harvest Book & Coffee** INT  
101 Gate 3, Building 27, Jiuwuali  
Huayuan, 191 Yingshui Dao,  
Nankai District  
Tel: +86 22 2373 3461  
Hrs: 08:00 - 23:00  
哈维斯特咖啡  
南开区迎水道191号久华里27号  
楼3门101

**Kiessling Western Restaurant**  
33 Zhejiang Lu, Heping District DE  
Tel: +86 22 2330 0330  
起士林西餐厅  
和平区浙江路33号

**La Seine Café** FR  
Magnetic Plaza, Area B, Shop 7-9  
Ling Bin Lu, Nankai District  
Tel: +86 22 2385 5018  
Hrs: 10:30 - 21:00  
塞纳咖啡屋  
南开区时代奥城商业广场B区7-9

**Mediterranean Restaurant** INT  
212 Wei Di Dao, Tong Lou, Hexi District  
Tel: +86 22 2351 9102  
Hrs: 10:30 - 21:00  
地中海边西餐厅  
河西区佟楼围堤道212号IN城市

**Pan Shan Grill & Wine** INT  
2/F Main Building,  
Sheraton Tianjin Hotel  
Zijinshan Lu, Hexi District  
Tel: +86 22 2334 3388 ext.1820  
Hrs: 18:00 - 23:00  
盘山葡萄酒扒房  
河西区紫金山路天津喜来登大酒店  
主楼二楼

**Parrot Restaurant & Bar** INT  
88 Huanghai Lu, TEDA  
Tel: +86 22 6620 1663  
Hrs: 10:00 - 24:00  
鹦鹉西餐厅酒吧  
天津经济技术开发区黄海路88号  
东英小区

**Pizza Hill** IT  
Magnetic Plaza, Building B  
Lingbin Lu, Nankai District  
Tel: +86 22 2385 5025  
天津嘉喜来比萨餐饮有限公司  
南开区凌宾路奥城商业广场B区

**Spectrum Western Restaurant**  
7F, Hotel Nikko Tianjin, No.189 INT  
Nanjing Lu Heping District  
Tel: +86 22 8319 8888  
Fax: +86 22 8319 2266  
Hrs: 12:00-14:00/18:30-21:00  
彩西餐厅  
和平区南京路189号  
天津日航酒店七层

**SPR Coffee** INT  
1F, B Building, Olympic Stadium  
Business Centre, Binshui Xi Dao,  
Nankai District  
Tel: +86 22 2385 5329  
SPR 咖啡  
南开区宾水西道奥城商业广场B区  
1层

**T.G.I. Friday's** INT  
72 Fu Kang Lu, Nankai District  
Tel: +86 22 2300 5555  
Hrs: 10:00 - 02:00  
星期五餐厅  
南开区复康路7号增2号

**The Pizza Box** IT  
Fu Kang Hua Yuan, Jin Sha Li  
Wang Ding Di, Nankai District  
Tel: +86 22 2367 1318  
比萨西餐厅  
南开区王顶堤富康花园

**Trueman Coffee** INT  
Building C, Zi Lai Hua Yuan,  
Shuangfeng Dao, Nankai District  
Tel: +86 22 8741 1811  
楚门咖啡  
南开区双峰道紫来花园C座底商

### Asian Food

**Alibaba Indian Restaurant & Bar** IN  
2F, Sports Hotel, Sports Center,  
90 Wei Jin Nan Lu,  
Nankai District  
Tel: +86 22 2391 6368  
阿里巴巴印度餐厅酒吧  
南开区卫津南路90号体育中心  
体育馆2楼

**Bai Jiao Yuan** CH  
303 Nanmenwai Da jie,  
Heping District  
Tel: +86 22 2722 8043  
百饺园  
和平区南门外大街303号

**B.J. Top-class Hongkong BFT Restaurant** CH  
52F, Xinda Plaza, Jiefangbei Lu,  
Heping District  
Tel: +86 22 5829 9698  
Hrs: 11:00 - 14:00 17:00 - 21:00  
香港避风塘酒楼  
和平区解放别路信达广场52层

**Bawarchi Indian Restaurant**  
No. 69, Building B, Shang Gu IN  
Tian Ta 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  
西区B座69号

**Charm Sea Restaurant** CH  
Huang He Dao, Nankai District  
(Beside DaTong Mansion, that is  
opposite to Huanghe Cinema)  
Tel: +86 22 2763 8878  
魅力东海大酒店  
天津市南开区黄河道  
(黄河影院斜对面大通大厦旁)

**Cuiheng Village** CH  
Huasheng Branch: 2F Block C,  
HuaSheng GuangChang,  
146 WeiDi Dao, Hexi District  
Tel: +86 22 8823 8986  
翠亨邨  
华盛店: 河西区围堤道146号华盛  
广场C座2层  
Keji Branch: Science and  
Technology Building (KeJi DaSha)  
25 Youyi Lu, Hexi District  
Tel: +86 22 2813 1601  
科技店: 河西区友谊路25号科技  
咨询大厦1-2层

**Ding Tai Fung** CH  
No. 18 Binshui Dao, Hexi District  
Tel: +22 2813 8138  
Hrs: 11:30-14:30, 17:30-21:50  
鼎泰丰  
河西区宾水道18号

**Fei Teng Yu Xiang** CH  
No. 17, Tianshui Building, Pingshan  
Dao, Hexi District  
Tel: +86 22 23526626  
沸腾鱼乡  
河西区平山道天水底商17号

**Fountain Lounge** CH  
Hyatt Regency Jing Jin City Resort  
and Spa, 8 Zhujiang Da Dao,  
Zhouliao Zhuang, Baodi District  
Tel: +86 22 5921 1234  
碧泉茶园  
天津宝坻区周良庄珠江大道8号  
京津新城凯悦酒店

**Ginza** JP  
1F Caesar Palace  
46 Qi Xiang Tai Lu, Hexi District  
Tel: +86 22 2352 1270  
Hrs: 11:00 - 14:00, 17:00 - 22:00  
銀座日本料理  
河西区气象台路46号  
恺撒皇宫大酒店一楼

**Golden Elephant Thai Restaurant** TH  
78 Guangdong Lu,  
Hexi District, Tianjin  
(Behind Yonghe Dou Jiang Fang)  
Tel: +86 22 2328 7801  
金象苑泰国餐厅  
天津市河西区广东路78号  
(永和豆浆坊后侧)

**Gou Bu Li** CH  
322 Heping Lu, Heping District  
Tel: +86 22 2303 1118  
狗不理  
和平区和平路322号

**Hanjinbai Seafood** CH  
985 Dagu Nan Lu, Hexi District  
Tel: +86 22 8832 6666  
Hrs: 11:00 - 22:00  
瀚金佰海鲜大酒楼  
河西区大沽南路985号

**Han Luo Yuan** KR  
1F, Golden Crown Building, 20  
Nanjing Lu, Hexi District  
Tel: +86 22 2302 9888  
韩罗苑  
河西区南京路20号金皇大厦1层

**MESHYA HASHIBA** JP  
7F, Isetan, Modern City, No.108,  
Nanjing Road, Heping District  
Tel: +86 22 2718 8385  
桥场饭屋  
和平区南京路108号现代城伊势丹  
7楼

## ▼ DINING

### Asian Food

#### Pengtiange

8 Hong Qi Nan Lu, Nankai District  
Tel: +86 22 2395 6666  
鹏天阁  
南开区红旗南路8号

#### Pleasant House

Room 103-104, No. 16 Building,  
Feng Hu Li, Baidi Lu,  
Nankai district  
Tel: +86 22 2746 1203  
点方园  
南开区白堤路风湖里16号楼  
103-104室

#### Quanjudu Roast Duck Restaurant

Junction of Youyi Lu and YongAn  
Dao, Hexi District  
Tel: +86 22 8328 1666  
Hrs: 11am-2pm, 5pm-9pm  
全聚德烤鸭店  
河西区友谊路和永安道交口

#### Rengaya

Dickson: 18 Bin Shui Dao,  
Hexi District  
Tel: +86 22 2813 0537  
炼瓦家  
河西区滨水道18号帝城大酒店1F  
International Building: 1F  
75 Nanjing Lu, Heping District  
Tel: +86 22 2330 8118  
和平区南京路75号国际大厦1F

#### Saigon Court

173 Chengdu Dao, Heping District  
Tel: +86 22 2335 9173  
Hrs: 10:00 - 14:00 17:00 - 22:00  
贡苑法式越南餐厅  
和平区成都道173号

#### Sake n Sushi Bar

11F, Holiday Inn Binhai Tianjin  
No.86, Di Yi Da Jie, TEDA  
Tel: +86 22 6628 3388 ext. 2730  
Hrs: 11:30 - 23:00  
寿司吧  
天津滨海假日酒店11层

#### Seitaro

Binguan Xi Lu, Hexi District  
Tel: +86 22 2835 5588  
Hrs: 11:00 - 22:00  
清太郎日本料理  
河西区宾馆西路  
Zi Jin Shan Lu, Hexi District  
Tel: +86 22 2335 0909  
Hrs: 10:00 - 22:00  
河西区紫金山路喜来登大酒店

#### Sorabol

873 Dagu Nan Lu, Hexi District  
Tel: +86 22 2833 5588  
Hrs: 9:30 - 22:00  
萨拉伯尔  
河西区大沽南路873号(天津日报社院内)

#### TAIRYU Teppanyaki

C-12A, Shang Gu, Nankai District  
Tel: +86 22 2341 1718  
大渔铁板烧  
南开区上谷商业区C区12A

#### Ten Yo Japanese Restaurant

5F, Hotel Nikko Tianjin, No.189  
Nanjing Lu, Heping District  
Tel: +86 22 8319 8888  
Fax: +86 22 8319 2266  
Hrs: 11:30-14:30/17:30-22:00  
天眸日餐厅  
和平区南京路189号天津日航酒店  
五层

#### Tao Li Chinese Restaurant

6F, Hotel Nikko Tianjin, No.189  
Nanjing Lu, Heping District  
Tel: +86 22 8319 8888  
Fax: +86 22 8319 2266  
Hrs: 11:30-14:00/17:30-22:00  
桃李中餐厅  
和平区南京路189号天津日航酒店  
六层

#### Wan Li Chinese Restaurant

2/F Renaissance Tianjin TEDA  
Hotel. 29 Di Er Da Jie, TEDA  
Tel: +86 22 6621 8888 ext. 6750  
万丽轩中餐厅  
天津经济技术开发区第二大街29号

#### YEZA Korean Restaurant

C-47 Shang Gu, Tian Ta Dao,  
Nankai District  
Tel: +86 22 2374 1738  
椰家韩餐厅  
南开区天塔道上古商业中心C-47

#### Yue Wei Xian

No. 283-285, Hebei Lu, Heping  
District  
Tel: +86 22 2339 8888  
粤唯鲜  
和平区河北路283-285号

#### Yue Wei Xian Hotpot Restaurant

Tian Jiao Yuan: No. 208, Machang  
Dao, Hexi District  
Tel: +86 22 2335 7799  
Tiyuan Bei: No. 8 Tiyuan Bei Dao,  
Hexi District  
Tel: +86 22 2395 2000  
粤唯鲜火锅城  
天骄园店: 河西区马场道208号  
体院北店: 河西区体院北道8号

#### YY Beer House

3 Ao Men Lu, Heping District  
Tel: +86 22 2339 9634  
Hrs: 10:30-02:00  
粤园泰餐厅  
和平区澳门路3号(国际大厦后)

## ▼ NIGHTLIFE

### Bars

#### Babi Club

83 Qiongzhou Dao, Hexi District  
Tel: +86 22 8381 6006  
芭比俱乐部  
天津市河西区琼州道83号

#### Baby Face

9F, Isetan, Block C, Modern Town,  
No.108, Nanjing Lu,  
Heping District  
Tel: +86 22 2711 9898  
和平区南京路108号现代城C区伊  
势丹9楼

#### Bingo Club

117 Changde Dao, Heping District  
Tel: +86 22 2311 1133  
和平区常德道11号(蓝天宾馆院内)

#### Broadies Tavern

5 Bar Street Youyi Lu, Hexi District  
Tel: +86 22 8837 0933  
Hrs: 18:00 - 02:00  
部落地西餐酒吧  
天津市河西区友谊路风情街5号

#### Chat's Bar

1F Hyatt Regency Tianjin Hotel,  
Heping District  
Tel: +86 22 2331 8888  
聊天廊酒吧  
凯悦酒店1层

#### Coco

Bar Street, Youyi Lu, Hexi District  
Tel: +86 22 2837 0888  
瀚金佰Coco酒吧  
河西区友谊路酒吧街

#### Feli's Bar

12 Zhangde Dao, Heping District  
Tel: +86 22 2312 4526  
Hrs: 18:00-03:00  
和平区彰德道12号

#### Fountain Lounge Bar

Hyatt Regency Jing Jin City Resort  
and Spa, 8 Zhujiang Da Dao,

Zhouliang Zhuang, Baodi District  
Tel: +86 22 5921 1234  
碧泉茶园酒吧  
天津宝坻区周良庄珠江大道8号  
京津新城凯悦酒店

#### Friday Restaurant & Bar

1NO. 7-2 Fukang Lu, Nankai  
District  
Tel: +86 22 5869 5555 ext.8456  
星期五  
南开区复康路7号增二号泰达国际  
会馆

#### Hank's Sports Bar & Grill

1F, Bldg B, Shang Gu, Tian Ta  
Dao, Nankai District  
Tel: +86 22 2341 7997  
天津南开区天塔道上谷商业街  
B座一层

#### Italian Restaurant & Bar

53F, Xinda Plaza, Jiefangbei Lu,  
Heping District  
Tel: +86 22 5829 9698  
Hrs: 21:00 - 2:00  
云顶百家意大利西餐酒吧  
和平区解放北路信达广场层

#### JV'S Bar

1F, Sheraton Tianjin Hotel  
Zijinshan Lu, Hexi District  
Tel: +86 22 2334 3388 ext. 1845  
Hrs: 17:00 - 01:00  
JV'S 酒吧  
河西区紫金山路天津喜来登大酒店  
主楼一楼

#### Le Nest Club

103 Qiongzhou Dao, Hexi District  
Tel: +86 22 8381 6666  
乐巢酒吧  
河西区琼州道103号

#### Lynda's Place

225 Jiefang Lu, Heping District  
Tel: +86 22 8155 8566  
和平区解放路225号



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## ▼ NIGHTLIFE

## Bars

**Mayflower Bar**  
The Junction of Qi Xiang Tai Lu & Zi Jin Shan Lu, Hexi District  
Tel: +86 22 5859 9898  
Hrs: 19:00-02:00  
五月花酒吧  
河西区气象台路与紫金山路交口

**Mizu Bar**  
5F, Hotel Nikko Tianjin, No.189 Nanjing Lu, Heping District  
Tel: +86 22 8319 8888  
Fax: +86 22 8319 2266  
Hrs: 17:30-01:00  
美津酒吧  
和平区南京路189号天津日航酒店五层

**New York Bar**  
4F Bolian Building, No.155 Weijin Lu, Heping District  
Tel: +86 22 2353 0136  
博联西餐酒吧  
和平区卫津路155号博联大厦4层

**Rainbow Restaurant & Pub**  
12 Yanhe Lu, Hexi District  
Tel: +86 22 2355 9898  
Hrs: 19:00-02:00  
彩虹西餐厅&酒吧  
河西区沿河路12号

**Pepper**  
23F, Building B, Shanggu Business Center, East Gate of Water Park, Nankai District  
Tel: +86 22 2341 5238  
南开区水上公园东门上谷商业区B座3层

**Richmond Bar**  
231 Hebei Lu, Heping District  
Tel: +86 22 2311 3397  
里士满西餐酒吧  
天津市和平区河北路231号

**Scarlet**  
3F Bolian Building  
155 Weijin Lu, Heping District  
Tel: +86 22 2355 6223  
乱世佳人  
和平区卫津路155号  
博联大厦三楼

**Scooters**  
Bar Street, You Yi Lu, Hexi District  
Tel: +86 22 2837 0575  
思酷特酒吧  
河西区友谊路酒吧街内

**Seven Club**  
291 Shaoxing Dao, Hexi District  
Tel: +86 22 2333 1777  
Seven酒吧  
河西区绍兴道291号

**SITONG Bar**  
-1F, Somerset Olympic Tower, Chengdu Dao, Heping District  
Tel: +86 22 2337 7177  
昔唐音乐酒吧  
和平区成都道奥林匹克大厦负一层

**Sunshine Lounge**  
1F, Holiday Inn Tianjin, 288 Zhongshan Dao, Hebei District  
Tel: +86 22 2628 8888  
Hrs: 20:15-23:15  
假日饭店阳光酒廊  
河北区中山路288号

**Sugar Club**  
Henghua Building, Xiawafang, Dagu Nan Lu, Hexi District  
Tel: +86 22 5831 8888  
蜜糖酒吧  
河西区大沽南路下瓦房恒华大厦

**The Tavern Pub**  
9D, 3F, Bldg B, Shanggu, Tian Ta Lu, Nankai District  
Tel: +86 22 2341 9696  
第九客栈  
天津南开区天塔道上谷商业街B座3层9D

**Top**  
3F, near Children's Hospital, Tonglou, Hexi District  
Tel: +86 22 2334 7777  
Top酒吧  
河西区佟楼儿童医院旁3楼

**1969 Music Bar**  
A37, Shanggu, Tianta Lu, Nankai District  
Tel: +86 22 2395 1969  
1969 音乐酒吧  
南开区天塔道上谷商业街A37

## KTV

**Holiday KTV**  
9F Isetan, Block C Modern Town, No. 108 Nanjing Lu, Heping District  
Tel: +86 22 2718 8555  
好乐迪KTV  
和平区南京路108号现代城C区伊势丹9楼

**Oriental Pearl KTV**  
2 Guizhou Lu, Heping District  
Tel: +86 22 2781 6666  
东方之珠KTV  
和平区贵州路2号

**Party Land KTV**  
Golden Crown Building, No. 20 Nanjing Lu, Heping District  
Tel: +86 22 2302 9988  
金永KTV  
和平区南京路20号金皇大厦

## ▼ SERVICES

## Hotels

**Astor Hotel**  
33 Tai Er Zhuang Lu  
Heping District  
Tel: +86 22 2303 2888  
利顺德大饭店  
和平区台儿庄路33号

**Baiyun Hotel**  
No.12 Fada Street, Nanhai Road, TEDA, Tianjin  
Tel: +86 22 66208888  
白云酒店  
天津经济技术开发区南海路发达街12号

**Best Western Byronn Hotel Tianjin**  
No.90 Xi Er Dao, Airport Industrial Park, Tianjin  
Tel: +86 22 8486 0000  
Global free reservation telephone: 0800 0013 1779  
天津空港白云酒店  
天津空港物流加工区西二道90号

**Crystal Palace Hotel**  
28 You Yi Lu, Hexi District  
Tel: +86 22 2835 6666  
水晶宫饭店  
河西区友谊路28号

**Dickson Hotel**  
18 Bin Shui Dao, Hexi District  
Tel: +86 22 2836 4888  
帝城大酒店  
河西区宾水道18号

**Geneva Hotel**  
28 You Yi Road, Hexi District  
Tel: +86 22 2835 2222  
津利华酒店  
河西区友谊路28号

**Golden Crown Hotel**  
18 Nan Jing Lu, Hexi District  
Tel: +86 22 2303 8866  
金皇大酒店  
河西区南京路18号

**Golden Ocean Hotel**  
338 Nanjing Lu, Nankai District  
Tel: +86 22 2746 6666  
金泽大酒店  
南开区南京路338号

**Harbor Center Hotel**  
240 Zhang Zi Zhong Lu, Heping District  
Tel: +86 22 2302 6888  
天津港湾中心酒店  
和平区张自忠路240号

**Holiday Inn Binhai Tianjin**  
86 Di Yi Da Jie, 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 Tianjin Hotel**  
288 Zhong Shan Lu, Hebei District  
Tel: +86 22 2628 8888  
假日饭店  
河北区中山路288号

**Hotel Nikko Tianjin**  
189 Nanjing Lu, Heping District  
Tel: +86 22 8319 8888  
Fax: +86 22 5921 1234  
天津日航酒店  
和平区南京路189号

**Hyatt Regency Jing Jin City Resort and Spa**  
8 Zhujiang Da Dao, Zhouliang Zhuang, Baodi District  
Tel: +86 22 5922 9531  
Fax: +86 22 5922 9531  
京津新城凯悦酒店  
天津宝坻区周良庄珠江大道8号

**Hyatt Regency Tianjin**  
219 Jie Fang Bei Lu, Heping District  
Tel: +86 22 2330 1234  
天津凯悦酒店  
和平区解放北路219号

**Renaissance Tianjin Hotel**  
105 Jian She 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 TEDA Hotel & Convention Centre**  
29 Second Ave., TEDA  
Tel: +86 22 6621 8888  
天津万丽泰达酒店及会议中心  
天津经济技术开发区第二大街29号

**Sheraton Tianjin Hotel**  
Zi Jin Shan Lu, Hexi District  
Tel: +86 22 2334 3388  
喜来登大酒店  
河西区紫金山路

**Tian Bao International Hotel**  
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 Ruiwan Hotel**  
2527 Di Yi Da Jie, Xin Gang, Tang Gu  
Tel: +86 22 2578 0001  
天津瑞湾酒店  
塘沽区新港一号路2527号

**Tianlun Rega Jinbin Hotel**  
135 An Shan Dao, Heping District  
Tel: +86 22 8331 1818  
天伦瑞嘉晋滨大酒店  
天津市和平区鞍山道135号

## SERVICES

Hotels	Chambers	Education	Gyms
<p><b>TEDA International Club (Tianjin)</b> 7 Fu Kang Lu, Nankai District Tel: +86 22 5869 5555 天津泰达国际会馆 南开区复康路7号</p> <p><b>TEDA International Hotel &amp; Club</b> 8 Di Er Da Jie, TEDA Tel: +86 22 2532 6000 泰达国际酒店暨会馆 开发区第二大街8号</p>	<p><b>European Chamber Tianjin Chapter</b> Room1603, Building 17, Magnetic Plaza, BinShui Xi Dao, Nankai Distr ict, Tianjin, 300381, PR.China Tel: +86 22 2374 1122 Tianjin@euccc.com.cn 中国欧盟商会天津分会 天津市南开区滨水西道奥城商业广场17座1603室</p> <p><b>German Business Circle Tianjin Deutscher Unternehmerkreis Tianjin, DUT</b> Office 803, Huake Center, 3 Kaihua Dao, Huayuan Industrial Area, Tianjin Tel: +86 22 8371 7855 Fax: +86 22 8371 7859 天津德国人联谊会 天津市华苑产业区开华道3号华科创业中心803室</p>	 <p><b>Goethe - German Language Center, Tianjin Foreign Studies University</b> Bldg. 3, Tianjin Foreign Studies University, 117 Machang Road, Hexi District Tel: +86 22 2326 5642 Fax: +86 22 2326 5644 Email: kurse@goethe-slz.tj.cn Website: www.goethe-slz.tj.cn 天津外国语学院 ● 歌德语言中心 河西区马场道117号天津外国语学院马场道校区3号楼</p> <p><b>International School of Tianjin</b> Weishan Lu, Shuanggang Jinnan District Tel: +86 22 2859 2001 Fax: +86 22 2859 2007 www.istianjin.org 天津经济开发区国际学校天津分校 津南开发区双港微山路</p>	<p><b>Haosha Fitness &amp; Beauty Center</b> 4F, Xin An Guang Chang, Nankai District Tel: +86 22 8734 0399 浩沙健身美俱乐部 南开区新安广场4楼</p> <p><b>Holiday Inn Binhai Hotel Fitness Center</b> 15F, Holiday Inn Binhai Tianjin No. 86, Di Yi Da Jie, TEDA Tel: +86 22 6628 3388 ext. 2960 Hrs: 06:00 - 22:00 天津滨海假日酒店健身中心 天津滨海假日酒店15层</p> <p><b>Powerhouse GYM</b> 1F Jinhuang Building 20 Nanjin Lu, Hexi District Tel: +86 22 2302 2008 Hrs: 07:00 - 22:00 (Mon - Fri) Hrs: 09:00 - 22:00 (Sat) Hrs: 10:00 - 22:00 (Sun) 宝力豪健身俱乐部 河西区南京路20号金皇大厦1层 Tianjin Olympic Center Stadium, Entrance of Area C, 90 Weijin Nan Lu, Nankai District Tel: +86 22 2338 2008 奥体中心店: 南开区卫津南路90号 奥林匹克场馆 C区入口</p>
<p><b>Apartments</b></p> <p><b>Astor Apartment</b> 33 Tai Er Zhuang Lu, Heping District Tel: +86 22 2303 2888 利顺德公寓 和平区台儿庄路33号</p> <p><b>Crystal Palace Hotel Apartment</b> 28 You Yi Lu, Hexi District Tel: +86 22 2835 6666 水晶宫饭店公寓 河西区友谊路28号</p> <p><b>Sheraton Apartment</b> Zi Jin Shan Lu, Hexi District Tel: +86 22 2334 3388 喜来登公寓 河西区紫金山路</p> <p><b>Somerset Olympic Tower</b> 126 Cheng Du 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</p>	<p><b>German Chamber of Commerce, Tianjin Office</b> 3 Yuliang Lu, Nankai District, Tianjin Tel: +86 22 2301 1709 德国商会天津分会 南开区育梁路3号</p> <p><b>The American Chamber of Commerce, Greater Tianjin Branch</b> Room 2918, 29F The Exchange Tower 2, 189 Nanjing Lu, Heping District Tel: +86 22 2318 5075 Fax: +86 22 2318 5074 www.amchamtianjin.org 美国商会天津分会 和平区南京路189号津汇广场B座2918室</p>	<p><b>Teda International School</b> 72 Di San Da Jie, TEDA Tel: +86 22 6622 6158 Fax: +86 22 6200 1818 www.tedainternationalschool.net 泰达国际学校 开发区第三大街72号</p> <p><b>Tianjin International School</b> Huayuan Industrial Area 1 Meiyuan Lu, Nankai District Tel: +86 22 8371 0900 Fax: +86 22 8371 0400 www.tiseagles.com 天津国际学校 南开区华苑产业区梅苑路一号</p>	<p><b>Sheraton Hotel Fitness Center</b> ZijinShan Lu, Hexi District Tel: +86 22 2334 3388 ext. 2228 Hrs: 06:00 - 24:00 喜来登健身美容中心 河西区紫金山路喜来登饭店内</p> <p><b>Start Point Fitness Center</b> Hexi Branch 2F Tian Jiao Yuan, 208 Machang Dao, Tonglou, Hexi District Tel: +86 22 2334 9555 Hrs: 09:00 - 22:00 起点健身 河西区佟楼马场道208号 天骄园二楼</p>
<p><b>TEDA International Club (Tianjin)</b> 7 Fu Kang 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</p> <p><b>Tianjin International Building</b> 75 NanJing Lu, Heping District Tel: +86 22 2330 6666 国际大厦 和平区南京路75号</p>	<p><b>Tianjin Japanese Association</b> Rm 607, International Building 75 NanJing Lu, Heping District Tel: +86 22 2313 2522 www.tjja.net 天津日本人会 和平区南京路75号国际大厦607室</p> <p><b>Tianjin Korean Chamber of Commerce &amp; Industry</b> 1F Feng Lin Hotel 6 BinShui Xi Dao, Nankai District Tel: +86 22 2395 7991 天津韩国商会 天津市南开区滨水西道6号 枫林宾馆1楼</p>	<p><b>Tianjin Rego International School</b> 38 Huandao Dong Lu Meijiangan Residential Zone Tel: +86 22 8816 1180 Fax: +86 22 8816 1190 www.regoschool.org 天津瑞金国际学校 河西区梅江南居住区环岛东路38号</p>	<p><b>Tennis Courts</b></p> <p><b>Tianjin People's Stadium Tennis Court</b> Junction of Guizhou Lu and Chengdu Dao, Heping District Tel: +86 22 2339 0979 人民体育馆网球场 和平区贵州路与成都道交口</p> <p><b>Tianjin Tennis Center</b> 9 Fukang Lu, Nankai District (Opposite Nankai University) Tel: +86 22 2359 1964 天津市网球中心 南开区复康路9号 (南开大学正门对面)</p>
<p><b>Serviced Office</b></p>  <p><b>The Executive Centre</b> 29F The Exchange Tower 2, 189 Nanjing Lu, Heping District Tel: +86 22 2318 5000 Fax: +86 22 2318 5001 天津德事商务中心 和平区南京路189号津汇广场2座29层</p>	<p><b>Tianjin Korean Society</b> 1F Feng Lin Hotel 6 Bin Shui Xi Dao, Nankai District Tel: +86 22 2395 6600 天津韩国人会 天津市南开区滨水西道6号 枫林宾馆1楼</p>	<p><b>Gyms</b></p> <p><b>GLO GYM</b> 6F, Hotel Nikko Tianjin, No.189 Nanjing Lu, Heping District Tel: +86 22 8319 8888 Fax: +86 22 8319 2266 Hrs: 06:00-23:00 焕 - 健康中心 和平区南京路189号天津日航酒店六层</p>	

## ▼ SERVICES

### Outdoor Clubs

#### Able Outdoor

A4-1F Magnetic international shopping mall Binshuixi Dao, Nankai District  
Tel: +86 22 2385 5007  
天津全能户外俱乐部  
南开区滨水西道时代奥城商业广场A4-1楼

#### Y.Q.B Outdoor Sports Club

400 Anshanxi Dao, Nankai District  
Tel: +86 22 2737 3435  
Hrs: 10:00 - 20:30  
www.youqibing.net  
坚石游骑兵户外运动俱乐部  
南开区鞍山西道400号

### Yoga

#### Shi Da Yoga Club

Room 902, Suite A, Yuexiu Building, Yuexiu Road, Hexi District  
Tel: +86 22 8837 2515  
Hrs: 10:00-21:00  
释达瑜伽馆  
河西区越秀路越秀大厦A座902室

#### Yunshui Yoga Club

2nd Floor, Flat 8, Yang Guang Apartment, Shui Shang Dong Lu, Nankai District  
云水瑜伽会馆  
南开区水上东路阳光公寓8幢2楼

### Golf Clubs

#### Aroma (Tianjin) Golf Club

Green base, Guangang Sen Lin Gong Yuan, Dagang District  
Tel: +86 22 6328 5000

阿罗马(天津)高尔夫俱乐部  
天津市大港区官港森林公园绿化基地处

#### Fortune Lake Golf Club

Tuanbo Zhen, Jinghai County  
Tel: +86 22 6850 5299  
天津松江团泊湖高尔夫球会  
静海县团泊镇

#### Regal Rivera Golf Club

1 Zhujiang Nan Lum Jingjin New City, Baodi District  
Tel: +86 22 2966 9266  
帝景高尔夫俱乐部  
宝坻区京津新城珠江南路1号

#### Tianjin International Hot Spring Golf Club

South of GuanZhuang Village, Huaming Town, Dongli district  
Tel: +86 22 2489 0391  
天津国际温泉高尔夫俱乐部  
东丽区华明镇贯庄村南

### Golf Clubs

#### Tianjin Swan Lake International Golf Club

No. 20, FuYuan Lu, WuQing Economic and Development Zone  
Tel: +86 22 8217 5261  
天津天鹅湖国际高尔夫俱乐部  
天津市武清开发区福源道20号

#### Tianjin Warner International Golf Club

1 Nanhai Lu, TEDA  
Tel: +86 22 2532 6009  
天津华纳高尔夫俱乐部  
天津经济技术开发区南海路1号

#### Yangliuqing Golf Club

Yi Jing Lu, Yangliuqing, Xiqing District  
Tel: +86 22 2792 2792  
杨柳青高尔夫俱乐部  
西青区杨柳青镇一环路立交桥北

### Museums

#### Folklore Museum

No. 80 Ancient Culture Street, Nankai District  
Tel: +86 22 2727 5062  
Hrs: 09:00-17:30  
民俗博物馆  
南开区古文化街80号

#### Natural History Museum

206 Machang Dao, Hexi District  
Tel: +86 22 2335 8031  
Hrs: 09:00-16:30  
自然博物馆  
河西区马场道206号

#### Tianjin Science & Technology Museum

No. 94 Longchang Lu, Hexi District  
Tel: +86 22 2832 0315  
Hrs: 09:00-16:30 (closed on Monday)

天津科技馆  
河西区隆昌路94号

#### Tianjin Museum

31 Youyi Lu, Hexi District  
Tel: +86 22 5879 3000  
(closed Mondays)  
天津博物馆  
河西区友谊路31号

#### Yangliuqing Museum

No. 47 Gu Yi Jie, Yang liu qing, Xiqing District  
Tel: +86 22 2739 1617  
Hrs: 09:00-16:30  
杨柳青博物馆  
西青区杨柳青估衣街47号

### Theatres & Cinemas

#### Jinyi International Cinema

3F, Area B, 8 Magnetic Capital, Binshui Dao, Nankai District  
Tel: +86 22 2385 5062  
Every Tuesday Half Price  
金逸国际电影城  
南开区滨水西道奥城商业广场8号B区3楼

#### Tianjin Grand Theatre

Crossing of Youyi Lu & Binshui Dao, Hexi District  
Tel: +86 22 2835 1443  
天津大剧院  
河西区友谊路与滨水道交口

#### Wanda International Cinema

2F, E Block, Wanda Business Square, 168 Heping Lu, Heping District  
Tel: +86 22 2722 6619  
Every Wednesday Half Price  
万达影城  
和平区和平路168号万达商业广场E座2层

### Supermarkets

#### Carrefour

Long Cheng Store  
138 Dong Ma Lu, Nankai District  
Tel: +86 22 2726 9696

家乐福  
龙城市: 南开区东马路138号

He Dong Store  
160 Zhang Gui Zhuang Lu, Hedong District  
Tel: +86 22 2412 2020

河东店: 河东区张贵庄路160号  
Hai Guang Si Store  
302 Nanjing Lu, Nankai District

Tel: +86 22 2721 0850  
海光寺店: 南开区南京路302号

#### Crystal Palace Supermarket

28 Youyi Lu, Hexi District  
Tel: +86 22 2835 6888  
水晶宫超市  
河西区友谊路28号

#### E-Mart Supercenter

Magnetic City Store  
Binshui Xi Dao, Nankai District  
Tel: +86 22 5869 1234  
易买得超市 时代奥城店  
天津市滨水西道与凌宾路交口

Xiugu Plaza  
1168 Jintang Lu, Tanggu District  
Tel: +86 22 5982 1234

Hrs: 08:00 - 22:00  
塘沽区津塘公路1168号  
秀谷商业广场内

#### Heping Supermarket

1F Longbin Yuan, 5 Shui Shang Gong Yuan Xi Lu, Nankai District  
Tel: +86 22 2394 7926

### Supermarkets

和平超市  
南开区水上公园西路龙滨园5号楼底商

#### Hisense Supermarket

-1F, Hisense Plaza, 188 Jiefang Nan Lu, Heping District  
Tel: +86 22 2373 1998  
海信超市  
解放北路188号海信广场一层

#### Hong Kong Supermarket

-1F, International Building, 75 Nanjing Lu, Heping District  
Tel: +86 22 2330 1849  
香港超市  
和平区南京路75号国际大厦负1层

#### Isetan Supermarket

-1F, Isetan Department Store, 108 Nanjing Lu, Heping District  
Tel: +86 22 2722 1111  
Hrs: 09:00-21:00  
伊势丹超市  
和平区南京路108号伊势丹负一层

#### METRO Supermarket

Hong Qi Bei Lu  
75 Xiqing Lu, Hongqiao District  
Tel: +86 22 2732 8888  
Hrs: 06:00 - 22:00  
麦德隆超市  
红桥区西青道75号红旗北路

#### Times Grocery Store

Building 2, 11 Hong Da Jie, TEDA  
Home delivery hotline:  
+86 22 6629 2581  
时代超市  
开发区宏达街11号2号楼底商

#### Wal-Mart

Junction of Huachang Da Jie and Xinkai Lu, Hedong District  
Tel: +86 22 2433 2599  
沃尔玛超市  
河东区华昌大街和新开路口  
66 Fu An Da Jie, Heping District  
Tel: +86 22 8558 6766  
和平区福安大街66号



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e-mail: oranges@jin24h.com

## ▼ SERVICES

### Department Stores

**Far East Department Store**  
168 Dong Ma Lu, Tong Luo Wan Square, Nankai District  
Tel: +86 22 2727 1688  
远东百货  
南开区东马路168号

**Isefan**  
108 Nan Jing Lu, Heping District  
Tel: +86 22 2722 1111  
Hrs: 10:00 - 21:00  
天津伊势丹有限公司  
和平区南京路108号

**Maison Mode**  
No. 211 Nanjing Lu, Heping District  
Tel: +86 22 2781 0123  
Hrs: 10:00-21:30  
美美百货  
和平区南京路211号

**Robbinz**  
No. 128 Nanjing Lu, Heping District  
Tel: +86 22 2701 1266  
Hrs: 10:00-22:00  
乐宾百货  
和平区南京路128号

**The Exchange**  
Jin Hui Guang Chang  
189 Nan Jing Lu, Heping District  
Tel: +86 22 8319 1818  
Hrs: 8:30 - 21:00  
津汇广场  
和平区南京路189号

**Tianjin Friendship Department Store**  
No. 21 Youyi Lu, Hexi District  
Tel: +86 22 2835 7112  
天津友谊大厦  
河西区友谊路21号

### Travel Agencies

**Tianjin Comfort Travel Co., Ltd**  
7F, United Building A, 51 Youyi Lu, Hexi District  
Tel: +86 22 2837 1875  
天津康辉旅行社有限责任公司  
河西区友谊北路51号合众大厦A座7层

**Tianjin CITIC International Travel Co., Ltd**  
57 Nanjing Lu, Heping District  
Tel: +86 22 2316 1795  
天津中信国际旅行社有限公司  
和平区南京路57号

**Tianjin China International Travel Service**  
22 Youyi Lu, Hexi District  
Tel: +86 22 2835 8866  
天津中国国际旅行社  
河西区友谊路22号

### Car Dealers

**Tianjin Tianbao Auto Sales & Service Co., Ltd**  
No.43, Hei Niu Cheng Dao, Hexi District  
Tel: +86 22 8827 7777  
天津天宝汽车销售服务有限公司  
河西区黑牛城道43号

**Tianjin Star**  
No. 28 Huanhe bei Lu, Tianjin Konggang Logistic Area  
Tel: +86 22 8490 9090  
天津之星  
天津空港物流区环湖北路28号

**Porsche Center Tianjin**  
No. 59 Autopark Middle Road, Airport Industrial Park, Tianjin  
Tel: +86 22 2435 9911  
天津保时捷中心  
天津空港物流加工区汽车园中路59号

### Rent Car/Bus



**Rent Car Tianjin**  
We provide CAR/BUS Rental Services in Tianjin & Beijing with reasonable rates.

For making a reservation or enquiry, please send an email to [mail@rentcartianjin.com](mailto:mail@rentcartianjin.com) or call to +86 135 0207 0987

### Logistics

Our company can provide 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 details, please send e-mail to [service@logisticstianjin.com](mailto:service@logisticstianjin.com)

### Accounting

We provide full accounting services, including Company registrations & Accounting control

Please, send an e-mail to [service@tianjinaccounting.com](mailto:service@tianjinaccounting.com)

### Banks

**Bank of East Asia (BEA)**  
Room 907, International Building, 75 Nanjing Lu, Heping District  
Tel: +86 22 2332 0050  
Fax: +86 22 2332 3165  
东亚银行有限公司  
和平区南京路75号国际大厦907室

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## TRANQUIL GARDEN: THE FORMER RESIDENCE OF PU YI

by Wang Na



**S**trolling along Nanjing Lu, a bustling street surrounded by luxurious shopping malls and tall office buildings, I turned down a narrow street called Anshan Dao. I passed many ordinary residences, an elementary school and several small shops standing on both sides of the road. Though it seemed there was really nothing special here, these ordinary buildings surrounded the Tranquil Garden (Jing Yuán), the former residence of Emperor Pu Yi\*.

Tranquil Garden, constructed in 1921, is located at No. 70 Anshan Dao, Heping District. It occupies a land area of 3,360 square meters and floor space of 1,900 square meters. It was originally known as Qian Yuan, and was first built as the private mansion for Mr. Lu Zongyu, a senator in the period of the Republic of China and an ambassador to Japan. Pu Yi, together with the empress Wan Rong and concubine Wen Xiu, moved from Zhangyuan to this place in July 1929. It was from here that Pu Yi escaped a Japanese invasion in 1931, and



later returned to reclaim the title of emperor in 1934.

After being taken over during the founding of the People's Republic of China in 1949, Tranquil Garden was used as an office building and dormitory. In October 2005, Tianjin Historical & Stylistic Architecture Management Company asked the residents of Tranquil Garden to move out, and it started repair work in August 2006. Reconstruction completed in July 2007 and is now open to the public at 20 CNY per ticket. This 80-year renovation has won many titles, including "Tianjin Special Protection Rank Historical & Stylistic Architecture", "Tianjin Historical Relic Protection Unit" and "National 3A Tourist Attraction Area".

Tranquil Garden spans three courtyards: front, back and west. The 3-floor main building – a wood and brick structure of Spanish design – stands in the front courtyard. Just inside, a mini fountain bubbles at the right of the corridor. To the left is a meeting hall with the couplet "calmly observe changes of political affairs and patiently wait for opportunity" hanging upon the wall. Here Pu Yi and ministers used to meet and discuss official business. On the right of the corridor is a magnificent dining hall featuring "palatial architecture color painting" on the ceilings. This painting method is mostly used in the decoration of palaces and imperial-related construction to express noble status.

Climbing a staircase draped in red carpet, I arrived at the 2nd floor of the main building. An ancestral temple stands at the foot of staircase, as well as expansive family trees and historical details of all successive Qing Dynasty emperors – from Nurhachu to the last Emperor of China, Aisin Gioro Puyi.





Many rooms open along the right and left corridors from the staircase. These include the Eunuch room, the washroom, the reception room and the dining room. A tour guide mentioned that part of the restoration process involved replacing all interior goods according to original historical photos and documents, and with accurate reproductions.

One door of Puyi's bedroom leads to his study room filled with an antique writing desk, chairs and bookshelf. From the study's balcony I could see the west part of the yard



and a fish-shaped wall fountain. Empress Wan Rong's study room and bedroom are close to Puyi's. The guide notes that the arrangement here is simple because there are few historical photos and documents from that period to reference.

Leaving the main building, the west part of Tranquil Garden was Pu Yi's library, which also served as the studying place for Pu Yi's younger sisters and brothers. To the left of the library is the hollow-arched wooden pole corridor. Passing through one arch, I arrived at the back of the corridor and the fish-shaped wall fountain. It was said that Pu Yi liked the fountain very much and frequently lingered there.

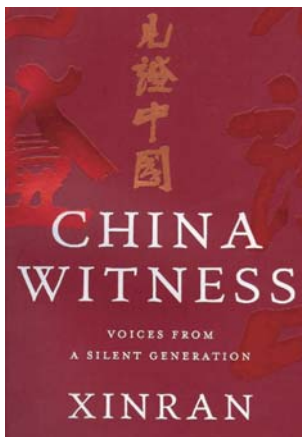
The eastern layout of Tranquil Garden is relatively simple. Its Pu Yi Exhibition Hall mainly exhibits articles, writings and historical photos related to the life and political

activities Pu Yi in Tianjin.

If you are interested in the events of China's last emperor, visit Tranquil Garden Tuesdays through Sundays. ■

*\* Pū Yī (7 February 1906 – 17 October 1967) of the Manchu Aisin Gioro ruling family was the last Emperor of China between 1908 and 1924 (ruling as the Xuān Tōng Emperor between 1908 and 1911, and non-ruling emperor between 1911 and 1924), the twelfth emperor of the Qing Dynasty to rule over China.*





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## China Witness: Voice from a Silent Generation

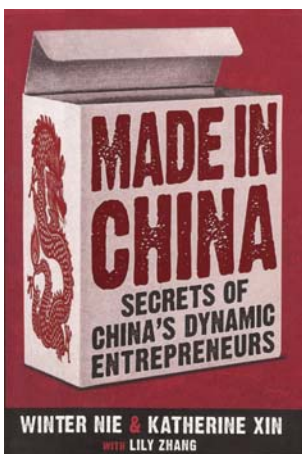
By Xin Ran

### About the Author:

**Xin Ran** was born in Beijing in 1958 and was a successful journalist in China. In 1997 she moved to London, where she currently writes a regular column in *The Guardian*. She is the author of *The Good Women of China*, *Sky Burial* and a novel, *Miss Chopsticks*.

### About the Book:

**China Witness** is the personal testimony of a generation whose stories have not yet been told. Here the grandparents and great-grandparents of today sum up in their own words for the first and perhaps the last time about the vast changes that have overtaken China's people over a century. The book is at once a journey by the author through time and place, and a memorial to those who have lived through war and civil war, persecution, invasion, revolution, famine, modernization, Westernization and have survived into the twenty-first century. In the lifetimes of these men and women, China has transformed from a largely peasant, agricultural country of more than 1.3 billion people into a modern state.



Language: English  
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## Made in China: Secrets of China's Dynamic Entrepreneurs

By Winter Nie & Katherine Xin with Lily Zhang

### About the Authors:

**Drs. Winter Nie and Katherine Xin** are professors at IMD (a leading global business school located in Lausanne, Switzerland). Both of them were born and raised in mainland China and received their MBAs and PhDs in the US. For the last two decades, both of them worked and lived in the US, Europe and Asia conducting research, teaching, and consulting for multinational companies (MNCs) and mainland Chinese private owned enterprises (POEs).

Lily Zhang is a research associate at IMD. She has worked in Dow Jones China for more than four years and another two years as a journalist for Economist Group before joining IMD.

### About the Book:

The continuous rapid economic development of China is to a large extent facilitated by the explosive growth of local private-owned enterprises (POEs). More than 5.5 million POEs account for 80% of the total corporate enterprises in China. Many of them such as Alibaba.com and Huawei have already grown into global companies. Some have formed alliances or joint-ventures with international companies such as Aokang and Geox, Wahaha and Danone.

International companies are facing increasing competition from Chinese POEs not only in China's market, but also in the global market. What are the strengths of Chinese POEs? How did Alibaba.com compete with eBay in the China market? What are their weaknesses? Why did a joint-venture between Wahaha and Danone end up in such a hostile dispute? **Made in China: Secrets of China's Dynamic Entrepreneurs** takes an insiders' approach to explore these questions. Based on face-to-face interviews with 20 typical Chinese POE founders, it traces the origin of the entrepreneurs and delineates their individual characteristics - the key personal success factors.

The authors offer unique insights into the minds and behavior of Chinese entrepreneurs from the perspectives of insiders who lived, taught, researched and consulted in China for many years. This book should be of particular value to business leaders who, by choice or by necessity, must compete in China.

If you want to purchase these books, please send an email to [book@intermediachina.com](mailto:book@intermediachina.com). We will deliver the book to your door.

### ~~~~~ QUOTATIONS OF THE MONTH ~~~~~

Many of life's failures are people who did not realize how close they were to success when they gave up.

— Thomas A. Edison

If A is success in life, then A equals X plus Y plus Z. Work is X; Y is play; and Z is keeping your mouth shut.

— Albert Einstein

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