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22

Transparency and Reliability: Key to Succeed in the Hospitality Industry

An exclusive interview with Mark Francis,
General Manager of Sheraton Tianjin Binhai Hotel

SPECIAL in page 14
BEST SERVICED APARTMENTS
in Tianjin

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Dear Readers,

The summer of 2015 has brought us a lot of hot weather and while we take shelter in the shade and take in loads of liquids, business, as usual, remains on top in China and Tianjin.

In July we saw almost 7 million university graduates pour into China's job market. Nankai University in collaboration with INTO China University brings international students to Tianjin from all corners of the world to study long-term courses in English. This month we spoke to some of the graduating students. We also take a look at the economic scene in China, which has witnessed everything from big stock market crashes and dramatic rebounds to interest rate cuts. But for Tianjin the hype was about the arrival of Singapore's president and the Eco-City project. The serviced apartment scene in China is receiving increased attention and this month's issue includes an in-depth comparison on the Tianjin market. We provide readers with a guide to the ever booming App market in China, while we also spoke exclusively to the General Manager of Sheraton Binhai Tianjin.

As ever we hope you will enjoy reading this month publication, and you can get more information in our website: www.businesstianjin.com.

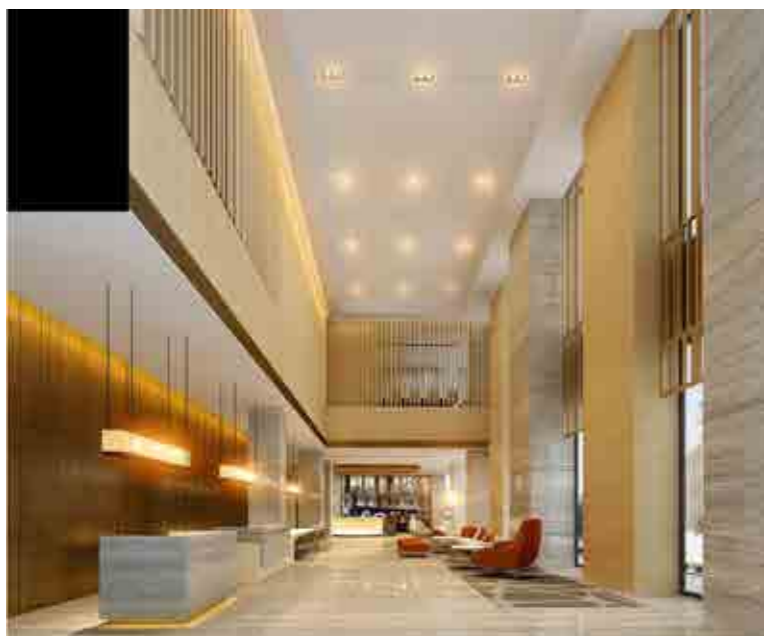
Yours sincerely
Mike Ross

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◀ Transparency and Reliability: Key to success in the Hospitality Industry

Mark Francis is the General Manager at Sheraton Tianjin Binhai. He has a rich pedigree in hotel management experience with leading international hotel chains throughout several continents. With nearly 35 years of professional hospitality work experience, Mark will oversee hotel operations and lead the team in delivering quality guest experiences. Business Tianjin spoke exclusively with him about his thoughts on working at Sheraton Tianjin Binhai. [See P22](#)



▲ BEST SERVICED APARTMENTS of Tianjin

Tianjin's economy will continue developing in the next few years across all sectors requiring higher quality and more efficient services to meet both local and foreign demand. Temporary long-term residents moving to Tianjin can find more personalised accommodation in serviced apartments that allow them to live in a stable community while having the same or even more services than a hotel. [See P14](#)



◀ CEO's - Thinking Like a VC

Venture capitalists always invest in a basket of different start-up companies, fully knowing that most will fail. A few might break even and one or two might be successes. But one big success can pay back the costs of all the failures. [See P40](#)

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TIANJIN NEWS

St. Regis Tianjin Wins Best Top Luxury Hotel Award



Mr. Martin L. Leclerc, General Manager of The St. Regis Tianjin, is delighted to announce that hotel received The Best Top Luxury Hotel Award from the Judging Committee of Fashion List Awards of China Hotel. The award recognizes the hotel's efforts in creating a visually enticing, luxurious property where guests from near and far can savour unparalleled signature St. Regis Butler Service, deluxe amenities, and unique dining experiences. The iconic hotel, situated in the financial heart of Heping District in Tianjin with stunning Hai River views, looks destined to become a city landmark and epicentre for influential business leaders, society tastemakers and discerning travellers.

Holiday Inn Tianjin Aqua City Awarded "2015 The Best Guest Experience Glamorous Hotel."



The Holiday Inn Tianjin Aqua City was awarded "The Best Guest Experience Glamorous Hotel" Award during the 5th China Hotel Fashion List Awards Ceremony. At the same time, the hotel General Manager, Mr. Kelvin Mah was named "Outstanding Hotel General Manager". China Hotel Fashion List Awards have a great reputation and authority in the hospitality sector for its high standards and appraisal procedure. The Holiday Inn Tianjin Aqua City has a high reputation since opening in 2011. Located in the centre of the city, the hotel is surrounded by many famous tourist attractions, such as the Drum Tower, Ancient Culture Street and Italian Street. The hotel is connected with the Aqua City shopping complex - an iconic landmark, which provides an all-in-one convenient experience for shopping, relaxing, entertaining and dining.

Wanda Vista Tianjin Wins "Annual Top Ten Popular Branded Hotel"



On 18 July 2015, the World HotelContinental Diamond Awards Ceremony was unveiled in Beijing. Wanda Vista Tianjin won the "Annual Top Ten Popular Branded Hotel" award. The prestigious award will help the hotel attract the attention of social elites across various fields.

Tianjin to Improve Public Transportation Services



Tianjin will launch 20 projects to upgrade public transportation standards, which are expected to greatly improve service quality, according to the Tianjin Transportation Department. The city will provide discounts for passengers travelling with smart public transportation cards. Moreover, the city will actively promote the smooth connection of Beijing, Tianjin, and Hebei regional public transportation cards. Bus stop information boards will be standardized and updated. The information guidance on transferring between buses and subways will also be enhanced.

FINANCE

Govt in Joint Effort to Halt Market Slide



The central government, securities regulators and financial institutions have launched a joint effort to support the country's plummeting stock market amid fears that a market crash could threaten the country's entire financial system. The People's Bank of China will offer liquidity support in various forms to China Securities Finance Corp, a State-owned company specializing in providing margin loan services to brokerages, to help stabilize the stock market, according to a statement issued by the regulator. Central Huijin Investment said it has invested in exchange-traded funds that track major stock indexes and will continue this operation.

PBOC Chief Reiterates Prudent Monetary Policy, Financial Risk Control



China will continue to implement a prudent monetary policy and at the same time guard against financial risks, the central bank governor has reiterated. The manufacturing purchasing managers' index (PMI), a key measure of factory activity in China, posted 50.2 in June, unchanged from May and in expansion territory for a fourth month in a row, according to official data. Meanwhile, HSBC's version of manufacturing PMI, which is more focused on small- and medium-sized enterprises, posted 49.4 in June, up from 49.2 in May.

Ferretti Sails into Choppy Financial Waters



The Weichai Group is pulling out all the stops to turn around the fortunes of a luxury Italian yacht builder by enticing China's wealthy. When Chinese industrial conglomerate Weichai Group snapped up cash-strapped Italian luxury yacht builder Ferretti in 2012, the deal looked like a match made in seafaring heaven. Debt-laden Ferretti, known for the elegant Riva speedboats favoured by 1960s film star Sophia Loren, was the world's largest manufacturer of motor powered yachts, and cash-rich Weichai saw an opportunity to offer luxury leisure to the growing ranks of Chinese billionaires.

LAW & POLICY

China Allows Banks to Extend Stock Mortgage Loans

China's banking regulator announced it will allow banks to extend mortgage loans that use share funds as collateral amid a plunging stock market. The announcement is the latest effort from central authorities to maintain liquidity and draw more capital in the stock market. Agencies including the central bank and stock regulator have vowed measures to stabilize the market. Chinese shares have been in a downward spiral since hitting a peak in June. The benchmark Shanghai Composite Index has shed more than 30 percent.

Chinese Policy Making Things More Convenient for Foreigners



The Chinese government office that coordinates the use of talented personnel has announced more favourable policies for those from overseas, especially in areas that were previously only accessible to people under the Global Expert Recruitment Programme, as a way to introduce more high-level foreign talent.

TELECOM

Huawei Revenue Gets 'Smart' Boost



Huawei Technologies Co., Ltd. says its revenue during the first six months of the year rose 30 percent to 175.9 billion CNY, fuelled by strong growth in its smartphone, enterprise and telecom equipment businesses. Privately held Huawei did not disclose the earnings for individual sectors. – Don't know what is wrong with this format- needs fixing!

China Mobile Takes the Lead in 4G Business

China Mobile Communications Corp, one of China's three major domestic telecommunications carriers, appears to have gained an upper hand in building a 4G network and in developing the necessary technology to lead the sector. According to statistics the company released during the Mobile World Congress in Shanghai, China Mobile has become the country's largest 4G telecommunications operator, with its total 4G customer base now topping 200 million, its number of base stations reaching 940,000, and total customer numbers over 1 billion people.

GENERAL

Retail Fuel Prices to be Cut Again



Retail fuel prices will be lowered slightly to better reflect the global fall in crude prices and the glut in the market. Domestic retail fuel prices have seen five hikes and five cuts this year. Gasoline prices have gone up by 365 CNY a tonne, while diesel prices have risen by 295 CNY a tonne. The average running capacity rate of China's refineries was 81.72 percent during the first half of the year, a 1.39 percentage points decline compared with the same period last year, reflecting weak downstream demand.

Giant Panda Xinxin Celebrates Birthday in Macao



Xinxin, the female of the new giant panda pair given by the Chinese central government as a gift to Macao, celebrated her eighth birthday last month. The special administrative region's Civic and Municipal Affairs Bureau held a special party for the panda, presenting a tailor-made ice cake made out of juice with fresh fruits and vegetables on the top. They also organized dozens of little panda fans to sing "happy birthday" to her in the panda pavilion at Seac Pai Van Park. Xinxin played happily with her cake, lying down, rolling the round icy ball from head to foot to cool off after enjoying her big birthday treat. Her cute and charming actions made all the visitors laugh and smile.

Amazon Takes on Rivals with US Deal



Amazon China is fighting back against its major rivals Alibaba Group Holding Ltd and JD.com Inc by launching an expanded customer service for imported food and wine products from the United States. The Chinese division of e-commerce giant Amazon.com has agreed a deal with the US Department of Agriculture to help small and medium-sized US companies tap into the booming market for imported goods here in China. The move will give Internet customers a greater range of US products and comes as Alibaba and JD have expanded into the lucrative online imported food and wine business.

CHINA IN THE WORLD

Premier Li: China Can Promote Healthy Development of Capital Market



China has the confidence and capability to promote the healthy development of its capital market and provide a sound financial environment for economic growth, Premier Li Keqiang said. "China is and will face various challenges and risks during economic expansion. We will never take them lightly," Li told a conference on the current economic situation. He reiterated the government's determination to overhaul economic structure, cut red tape, encourage entrepreneurship and innovation, improve people's livelihoods, and boost public services.

France Returns 32 Cultural Relics to Chinese Museum

Thirty-two gold ornaments stolen from ancient Chinese tombs and held by French collectors were formally handed over to northwest China's Gansu Provincial Museum. It was the first time cultural relics have been successfully returned to China following bilateral negotiations between the Chinese and French governments. They were returned by French private collectors Francois Pinault and Christian Deydier earlier this year. The 32 gold items came from tombs in Dabuzishan in Lixian County, Gansu Province dating back to the Spring and Autumn period (770 BC-476 BC). The tombs were badly looted during the 1990s and a large number of relics, including the gold ornaments, were smuggled abroad.

Chinese Firms Plan SEZ in Zimbabwe

Chinese companies will join hands with the Zimbabwe government to build a special economic zone and an industrial park in Zimbabwe to further stimulate the country's economic development and transformation, according to Emmerson Mnangagwa, vice-president of Zimbabwe. Mnangagwa made the remarks at a signing ceremony for the project during a two-day visit to Qingdao, Shandong province. It will be supported by the Qingdao government, the Ministry of Industry and Commerce of Zimbabwe and the China Development Corporation Ltd.

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- Meeting Room



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Numbers

40

Customs officials across China busted 21 smuggling rings and seized more than 100,000 tonnes of frozen chicken, beef and pork. Some of the meat dated back to the 1970s and 80s. Officials found the meat in local wholesale markets and put its value at 3 billion CNY, or 483 million USD.



510

At least 510 people were injured after flammable powder exploded at a water park in Taiwan. 405 victims are still being treated in Taiwan's hospitals. 213 are said to be in critical condition. So far, six people have died.



26 Million

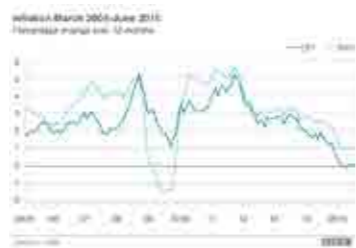
26 million people super imposed rainbows over their Facebook profile pictures using a free tool provided by the company. It continued to gain steam over Pride weekend, garnering more than half a billion likes and comments all over the world. The social networking movement began by celebrating the Supreme Court decision that legalized same-sex marriage in the US.

1.1 Million

The hackers who stole millions of US federal personnel files also took 1.1 million fingerprints. The theft poses an unprecedented danger affecting 21.5 million people.

0%

The rate of inflation in the UK fell to 0 percent in June, down from 0.1 percent in May. Falls in clothing and food prices were the main contributors to the change in the rate.



8 Million

In one of Egypt's most historic and popular sites, Anubis around Saqqara, 8 million mummified animals were discovered in catacombs.



30,000

On her way home from checking out Serena Williams at Thursday's Wimbledon semi-finals, singer Ciara indulged in some DIY record promotion at 30,000 feet, pitching her new album to passengers on a Delta flight from London to Los Angeles.



14 km/s

NASA's New Horizons spacecraft has made the first visit to Pluto. The probe travelled for more than 9 years, covering around 4.8 billion kilometres at speeds of more than 14 km per second.



30

A 67 year old man revealed that he had lived in a cave for 30 years to shelter from the outside world and concentrate on painting. The modern day cave man Song Chuanzhong was once a farmer from Yiqing county, Guizhou. In his years of solitude he created thousands of paintings with themes ranging from landscape, local culture and historical figures.



Economy Report

By Andrew Smith



There is certainly no shortage of big economic talking points this month. We have had everything from big stock market crashes and dramatic rebounds to interest rate cuts. It is difficult for even the most seasoned financial observers to get their head around the volatility that we have witnessed within such a short period of time. There are some encouraging signs here and there, but on the whole it is starting to look like the second half of the year will be much bleaker than most analysts had predicted and definitely much more than the Chinese authorities will have been hoping for. Cathy Holcombe of the South China Morning Post has observed that, "This year China data scepticism seems to be at fever pitch. After all, the construction boom has faded, the

corporate sector is deleveraging, electricity output is anaemic, and heavily indebted provinces are resisting Beijing's calls for more fiscal activism. Where exactly is the growth coming from?"

The official GDP target, which was announced by the country's leaders early in the year, is of course 7%. Last month Chinese President Xi Jinping spoke about his nation's macroeconomic outlook when he met with provincial officials in the northern province of Jilin. He said that on the whole the economic outlook still looks promising due to the fact that the fundamentals are still pretty sound and the country is moving towards a so called "new normal." Although there are plenty of doubters, the Chinese leader isn't alone in his optimism for China's prospects. In the World Bank's view, "China's economy is strong

and its fundamentals are sound."

Micheal Ivanovich of MSI Global believes that, "China's economy will continue to grow at a steady and sustained pace amid slow and cautious reforms of its financial system and the sprawling state-owned companies. Accidents, such as the recent equity market turmoil, will be part of that process, but that is unlikely to derail this unique example of a command economy with an increasingly expanding private sector." We will have to wait and see whether the new normal means 6-7% or something more in line with what developed economies would consider to be a fairly healthy rate of growth (2-3%). If the GDP growth targets are not achieved this year then there will no doubt be plenty of commentators jumping back on the hard landing bandwagon. Yet in actual fact it

wouldn't necessarily mean that the world's second largest economy is about to enter a financial crisis or a major slowdown. Although it is still early days the reforms agenda seems to have been successful in promoting higher quality growth. A major problem however is the fact that Chinese growth is still very much driven by both exports and government investment. The European situation, particularly now that Greece is on the verge of a dramatic exit from the single currency, is always going to provide a substantial drag on external demand, and thus inevitably lead to slower growth in the Middle Kingdom. Until the developed world gets its act together then export-led growth is unlikely to be a viable option for Chinese policymakers.

The investment side of things is also increasingly becoming a big cause for concern. Recently there has been some intriguing but undoubtedly controversial data released relating to the ongoing debt burden. According to a report by Thomson Reuters, the Chinese debt to GDP ratio now stands at around 160%, making it almost twice as large as the of the United States. Credit-ratings agency Standard and Poor estimate that over the next years the current debt burden will increase by another 77%. Given the amount of credit given to the financial sector and local governments over the last decade or so it is hardly a surprise that public, private and corporate debt has crept up to such high levels. As Business Insider's David Scutt points out, "Having delivered four rate cuts and three reserve-ratio requirement reductions and implementing debt-swap facilities to reduce financing costs for local government authorities in the past nine months, the renewed stimulus push by China's central bank, the People's Bank of China, risks creating conditions that will encourage more debt to be taken on, potentially increasing risks of instability in China's financial system." Bo

Zhuang, a Chinese economist at the London research firm Trusted Sources, says the rise in private-sector indebtedness is, "quite an alarming issue. The government is trying very hard to slow down the pace of the leveraging up, but they are not deleveraging. The debt-to-GDP ratio will continue to go up."

An article in Singapore based publication Today highlighted the fact that, "Beijing's policy

The renewed stimulus push by China's central bank, risks creating conditions that will encourage more debt.

interventions affecting corporate credit have been mostly designed to address a different goal — supporting economic growth, which is set to fall to a 25-year low this year. It has cut interest rates four times since November, reduced the level of reserves banks must hold, and removed limits on how much of their deposits they can lend." Moreover, the author claimed that, "China's banks made 1.28 trillion CNY in new loans last month, up from May's 900.8 billion CNY. The effect of policy easing has been to

reduce short-term interest costs, so lending for stock speculation has boomed, but there is little proof that loans are being used for profitable investment in the real economy. Manufacturers' debts are increasingly dwarfing profits."

The recent stock market correction — which shaved more than 30% of the indexes value— obviously shook everyone up and provided plenty of food for thought. While it has been a long time coming it still took a few people by surprise, not least the central bank who, rumour has it, has been taking action to prop up the market and reassure investors that China is a safe place to park their money. However, neither the bursting of the stock market or real estate bubble is potentially as catastrophic as a failure to get the credit situation under control. "Managing the debt market is probably more dangerous than the stock market as the scale of the debt market is bigger and ... the moral hazard is a significant issue," said Bank of America Merrill Lynch analyst David Cui. **E**

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BEST SERVICED APARTMENTS in Tianjin

By Mary Smith

Tianjin's economy will continue developing in the next few years across all sectors requiring higher quality and more efficient services to meet both local and foreign demand. Temporary long-term residents moving to Tianjin can find more personalised accommodation in serviced apartments that allow them to live in a stable community while having the same or even more services than a hotel.

Serviced apartments cover the needs of executives and their families when moving to live in a new city, allowing them to avoid many of the troubles that involve such a decision. It makes it easier to enjoy what the city can offer them, and allows them to acclimatise to the local culture faster.

This month Business Tianjin Magazine is providing our readers with all the best options on the market in this sector. We have visited and selected the best serviced apartments that make you feel at home when you are away from home.

We have surveyed several executives from multinational firms doing business in Tianjin, and they confirm the importance of having a comfortable place to stay that is safe, gives them independence and has the same services as a hotel. It makes it easier for managers of top ranking corporations to take a decision when



they need to invite other staff or executives to move to Tianjin.

Top executives and human resources departments believe the cost of relocation is lower when they choose a serviced apartment than any other type of housing. Because they don't need to move many personal items it reduces both time and money in having to move.

When asked: What are the Best Serviced Apartments in Tianjin? We always reply with the same answer: Check our August of Business Tianjin Magazine and you will find out.

Several of the options on the market belong to five star international hotel chains, meaning that high quality

service is a guarantee and the facilities that are usually at these luxury hotels are available.

The best example in Tianjin is the Marriott Executive Apartments Tianjin Lakeview. The downtown property is connected to the 5-star Renaissance Lakeview Tianjin Hotel. It shares almost a 4000sqm meeting space, 3 restaurants and 2 lounges.

The best at the moment in the area of TEDA & TANGGU is the newly opened Marriott Executive Apartments TIANJIN - TEDA located besides the Renaissance Tianjin TEDA Convention Centre Hotel. Both of them are located in the heart of the city, with easy access

to all the main industrial areas and transportations hubs.

Marriott International has another 5 hotels in Tianjin: Renaissance Lakeview, Renaissance Tianjin Downtown, Renaissance Tianjin TEDA, Jixian Marriott Hotel and the Ritz Carlton. They range from luxurious hotels to urban retreats, convention spaces to spacious apartments.

Another good example is the recently established PAN PACIFIC TIANJIN Serviced Suites. It is located on the Haihe River within close proximity to Tianjin Railway Station. They offer rooms with elegant furnishing, stunning views, contemporary comfort and exclusive access to premium facilities and amenities.

There are also serviced apartment specialists, such as ASCOTT, FRASER Hospitality and ARIVA. The first 2 brands don't need any presentation due to their international reputation and quality services.

ASCOTT has 3 properties in Tianjin under the brand SOMERSET, and they are about to open the first ASCOTT in TEDA MSD under ASCOTT. They have another brand, CITADINES, and a strategic partnership with QUEST, but so far the company has no plans to operate in this area with these brands.

ASCOTT has one of the largest experiences in the market in our list of Best Serviced Apartments. They often organise activities for their guests and no other independent brand provide similar services. These 3 properties are located in 3 remarkable buildings that make people that reside in ASCOTT address their home by the name of the building instead of the serviced apartment brand. They are the well known International Building, Olympic Tower and the latest SOMERSET Youyi Tianjin located in Youyi Lu near Tianjin Grand Theatre and Galaxy Shopping Mall. Around their properties you can always find an extensive range of services for international demands. From well organised small supermarkets with

imported items to international banks, as well as western and high end local restaurants, whatever you need is right at your doorstep.

ASCOTT has a wide range of apartments. You can find executive studios of 60sqm, one-bedroom and two-bedroom apartments for around 80-130sqm, and large apartments with 3 bedrooms of around 200sqm. All the top floors have spectacular views of the city, especially from their 322sqm Penthouse Premier located in Olympic Tower and the Three-bedroom Premier in the International Building.

CapitaLand is the owner and main real estate investor of Ascott Limited. CapitaLand is one of Asia's largest real estate companies headquartered and listed in Singapore. Ascott Limited claims to be the world's largest international serviced residence owner-operator with units in key cities throughout the Asia Pacific region, Europe and the Middle East.

FRASER Hospitality is another experienced global serviced residence operator. It has more than 7 different brands and is operating in Tianjin with Modena by Fraser, but they will soon add another 2 properties in the next few months. FRASER has a very good reputation worldwide and their attention to details is what distinguishes the company.



ARIVA is a new brand on the market with 2 buildings in very good locations in Tianjin, and it will add a new one at the end of 2015 in Zhong Bei Zhen, Xiqing district. They also have 2 buildings in Beijing, Singapore, Thailand and Malaysia. But they are planning to operate other properties soon in Myanmar and Indonesia. They are growing fast and offer investors an integrated value chain that enhances asset performance, creates new value for guests and an exit strategy for owners.

ARIVA Serviced Apartments is a Singapore management company, and we notice at once their spacious rooms and modern and complete kitchen equipment. Their apartments have a very comfortable environment in the bedrooms and living room with real wood floors, and modern light colors for the kitchen furniture and bedroom, which makes them feel both classic and contemporary.

We have talked with the top executives of all the properties, and we have discovered first hand why they are managing the Best Serviced Apartments in Tianjin. Their leadership and especially the team behind all the services are very impressive. They are dedicated people working 24 hours a day and 365 days a year with only one aim: to satisfy their other family members. That is how they define the guests living in their residences.

Marriott Executive Apartments – The Lakeview – Tianjin



Steven Yau

The general manager of the property is a well known personality in Tianjin. Steven Yau welcomes his guests by always saying, “You don’t stay here...you live here”. It is a simple sentence that describes everything about Marriott Executive Apartments.

“Upon their arrival, we would proactively seek what they like and what they need. During their stay, we will learn more about their preferences, traditions and their cultures. Through the knowledge of our guests, and the thoughtfully designed work procedures, we endeavor in making the guests feel at home,” Steven says.

The Lakeview, Tianjin-Marriott Executive Apartments offer 96 furnished apartments with the amenities and 24-hour staff of an upscale hotel across five different types of accommodation from one, two, and three-bedroom serviced apartments, each equipped with a full kitchen, in-unit laundry, HDTV, high-speed Internet, private safe, ...

Their health club is considered the best in town, offering fitness classes, new fitness equipment, indoor swimming pool and a unique indoor tennis court.

Steven is proud of his team. They, “ensure the safest and most satisfied staying experience with assistance from the Resident Service Team who speak English, Korean, Chinese and Japanese”.

He strongly believes that Marriott is, “A trustworthy international brand that offer not only guest rooms, but also ensures overall high-quality staying experiences. That’s why we have so many loyalty and repeat guests from all over the world, what they are following is not just Marriott Executive Apartments brand, they are following the quality guarantee”.



Marriott Executive Apartments TEDA - Tianjin



Javier Gimeno

This newly opened property offers without doubt the best serviced apartments in the TEDA & Tanggu area at the moment. This property is a five star hotel that has been partially converted to apartments. It has an independent entry and reception, and it is connected with all the common services of the luxury hotel. In fact they are the first extended stay apartments managed by an international hotel group in the Tianjin Economic-Technological Development Area (TEDA).

The General Manager, Javier Gimeno, led the opening process and makes the executive apartments the most convenient and comfortable place for long term guests.

Javier says that, “our goal is to make guests feel at home. Our main focus is creating a close relationship so we can better understand our tenants and be able to help them adjust to their new environment quickly and for this we have gathered the perfect team at the TEDA-Marriott Executive Apartments”.

The property has all the necessary features and facilities that any long term guest expects from top rank serviced apartments. Their 114 apartments over 15 floors have a wide range of choices. Studio apartments or one, two and three-bedroom elegantly furnished serviced apartments, each with fully-equipped kitchen including oven, microwave, dishwasher, refrigerator, free Wi-Fi, satellite TV, and housekeeping. It is ideal for families with a cozy kid’s club on the 3rd floor, grocery shopping, room service, and also for business people with a resident lounge, private meeting spaces, parking space, and on-demand limousine services. In addition, they have world-class dining facilities, 24 hour fitness centre, spa and a 25 metre indoor swimming pool with sauna and whirlpool at the adjacent Renaissance hotel.

“The upscale Marriott Residential set up lets the staff of multinational corporations feel comfortable and cared for while living away from home”, says Javier. They also value the Marriott Rewards, the guest reward programme that allows members to earn their choice of points or airline miles during each stay in any of the 3,900 Marriott-affiliated hotels worldwide.

This property is in a convenient and centric location near the Financial Street and major corporations in the Free Trade Zone, with the prestigious Tianjin International School and Tianjin Maple Leaf International High School in the vicinity. International supermarkets as well as leading department stores are just 5 minutes away and a first class golf course is across the street. As with most of the properties, they offer a well connected environment with free Wi-Fi and satellite TV.



Somerset Youyi Tianjin



Gloria Ma

Somerset Youyi Tianjin is the most vibrant and modern of all the Ascott properties in Tianjin. It is in a great location, situated just one street away from the Cultural Centre Square, where you can find malls, department stores, museums, library and a theatre. There is even a large green area with a lake and manicured lawns. It takes 5 minutes to drive to the Heiniucheng Expressway, which provides easy access to the airport, Xiqing, Huayuan and the Binhai Development Area. The property offers 240 modern and elegant units from studios to one, two and three- bedroom apartment. The facilities include an indoor heated swimming pool, fully equipped gymnasium, yoga room, residents lounge, children's playroom, meeting room and business centre.

The marketing manager of Somerset Youyi Tianjin is Gloria Ma. We ask Gloria how they create such a stable community and keep their customers loyal; she replies that, "we provide tailor-made resident programmes that can enrich their life and make them feel comfortable. Based on our more than 30-years experience, Ascott has developed a theory of the one and only "Ascott Lifestyle". Guests staying at The Ascott Limited's (Ascott) Ascott, Citadines and Somerset serviced residences worldwide will get to enjoy a myriad of bespoke experiences offered through its Ascott Lifestyle programme. The specially handpicked experiences, ranging from cultural to gastronomic, local delights to wellness, will enable guests to explore the cities they are living in and continue to enjoy the activities they are familiar with while being away from home".

One of their great concerns is the safety, and she remarks that, "they offer 24 hour security service and closed-circuit TV surveillance, plus every visitor entering the property will be required to register and double confirm with in-house guests to get permission at the 24 hour reception. Each quarter, there will be a fire drill executed by all the staff, and guests are welcome to join the drill. A fire alarm and smoke detector are allocated in every apartment, and they check the fire escapes everyday".

How about the future? Gloria quickly answers that, "We are very confident in Tianjin's market. That's why we are opening Ascott TEDA MSD Tianjin this year".



ARIVA Tianjin Binhai & ARIVA Tianjin No. 36

As we mentioned previously, ARIVA is a new brand in the market, with limited international presence but well established in Tianjin. The company is currently managing two properties in the city.

Both Ariva properties have all the facilities that are required to be considered a top notch serviced apartment. The only thing missing is a swimming pool, but it is easy to find one nearby.

During our visit to ARIVA, we confirmed that there are different room categories and sizes all at very reasonable prices. Each apartment has extremely spacious, bright rooms that come fully equipped with in-house facilities and are serviced by incredibly friendly staff. Both properties offer convenient locations for both family and business needs. We discover that they even provide a shuttle bus to work and school for long stay and MICE guests.

We talk with Anna Hu, Director of Sales & Marketing of the ARIVA Tianjin Binhai Serviced Apartment, she explained to us that, "they have a complete range of amenities, including the gym, meeting rooms, business centre, restaurant, lobby lounge, convenience store, as well as a children's playroom".

She adds that while the Ariva brand may not be as well-known internationally as some of the others in the market the company does have a network in place and is working on raising its profile by offering high quality services at reasonable prices, "The Ariva brand is not so famous internationally but they have many sister hotels in Asia, Europe and America, which can provide more extensive services to their multinational customers. In any case, ARIVA's type of customers doesn't consider the brand is the most important. They consider firstly location, guest services, facilities and reasonable prices". Anna explains that the strength of ARIVA is to offer a balance between all of the key factors people are looking for in a serviced apartment.



Anna Hu
Director of Sales & Marketing,
ARIVA Tianjin Binhai



Andrea Wang
Director of Sales & Marketing,
ARIVA Tianjin No. 36



FRASER Place Tianjin



Guy Feest

Fraser Place Tianjin is located on Wei Jin Nan Lu adjacent to the Olympic Stadium and part of the Diamond Hill development which includes the extensive NewClubLife Wellness & Lifestyle Centre as well as the Sen 'Ao Golf Driving range. It has easy access to the XiQing Economic Development Area and the International School of Tianjin, and is just 15 minutes walk to Ao Cheng and Water Park.

We have the opportunity to talk with Guy Feest, General Manager of Fraser Place Tianjin, he defines his apartments as, "fresh and modern, which radiate a calm and warmth that welcomes you and relaxes you the moment you enter the door. Original art work featuring the many bridges that span the HaiHe river compliment the advanced technical features of the apartment which include complimentary WiFi, the availability of dedicated bandwidth for IPTV, LCD televisions and even Nescafe Capsule coffee makers".

Guy explains to us that, "the 3rd floor features an extensive gym featuring the latest LifeFitness equipment adjacent to an exercise room where weekly Yoga and Pilates classes will be offered. There are separate saunas, steam rooms, jet pools, an elegant billiards room, and a cool games room featuring Xbox and Ps4 consoles. There are indoor and outdoor Children's play areas as well. "Swatches" our all day dining restaurant is also located on the 3rd floor and features an extensive buffet for breakfast and a la carte

menu for lunch and dinner. Divisible into 3 distinct areas including an outdoor BBQ area and private room, Swatches will be the hub of guest life at Fraser Place Tianjin".

When we discuss why multinational firms choose Fraser Place Tianjin, his answer was clear, "Every Fortune 500 corporation has preferred relationships with most or all the major hospitality companies. They do this because they know the employees that they send to these hotels and apartments will receive a consistent level of service and facilities. The companies know their employees will be taken care of, have a safe and secure environment and high quality living conditions – it follows that these employees can then concentrate on doing the best job possible for their employer".



PAN PACIFIC TIANJIN

PAN PACIFIC TIANJIN is the first property that Pan Pacific Hotels Group are operating in Tianjin, but they have vast experience in managing serviced suites, including one in Bangkok, two in Singapore as well as one in Ningbo, China.

The Tianjin property offers 30 serviced suites decorated with the hues of the Pacific with shades of gold, grey and blue. Simple and uncomplicated, but fully equipped with what is needed for a comfortable retreat, providing the facilities and amenities of a five star hotel, and also offering in-room facilities that are required for a home away from home.

This property has state-of-the-art fitness and recreation facilities, with sauna, indoor temperature controlled swimming pool as well as complimentary usage of bicycles. Exclusive benefits for long stay guests include a weekly shuttle service and events. Other remarkable features are 10 flexible event spaces, including a 640 sqm pillar-less ballroom and 4 dining options, including the renowned Chinese restaurant, Hai Tien Lo and a refreshing concept - the Noodle Bar.

Reinhold Johann is a German hotelier with over 25 years industry experience and he is the general manager of PAN PACIFIC TIANJIN. Reinhold mentions the service level is the main difference in the market, "Considering the number of five star hotels within the Tianjin market, our hotel has been ranked one of the top two since our opening. While many guests choose our property because of the simplicity in design, quality dining options and facilities as well as convenient location, more importantly, many guests extend their stays and return to us because of the personalised and discreet service that make them feel important and cared for. We ensure that our guests are looked after and take note of the smallest details in order to create a seamless stay".

About the increasingly competitive Tianjin market, Reinhold says that the, "price is definitely a major deciding factor for many guests, but we think it is more a question of learning what guests are looking out for and going the extra mile in providing them what they want to the best of our ability".



Reinhold Johann



Transparency and Reliability: Key to success in the Hospitality Industry

An exclusive interview with Mark Francis,
General Manager of Sheraton Tianjin Binhai Hotel

By Malaka Yattigala

Mark Francis is the General Manager at Sheraton Tianjin Binhai. He has a rich pedigree in hotel management experience with leading international hotel chains throughout several continents. With nearly 35 years of professional hospitality work experience, Mark will oversee hotel operations and lead the team in delivering quality guest experiences. Business Tianjin spoke exclusively with him about his thoughts on working at Sheraton Tianjin Binhai.



What brought you to China after working in three continents? I worked in Hong Kong from 1999 to 2001. At that time I decided if I really had the opportunity to work in China I would take it when it became available. Then I moved to the Bahamas and Australia. I had the opportunity to open a hotel in Beijing in 2007 with the company I was working for at the time and it

was clear that I wanted to come to China and have this experience. I think because the Chinese market was growing rapidly, it was quite dynamic and in 2007 - just before the Olympics - it was really exciting times so I jumped at the opportunity.

You have been working in China for more than 7 years. Could you share your opinion about the differences between international and Chinese

hotel management? Over the years the differences have become less and less because when you're working for a brand like Sheraton, you're expected to have the same standards as anywhere else in the world. So you're really running a similar style of hotel. I think that some of the bigger differences are the managing styles. Bringing a Canadian style to China took me a little while to



adjust and adapt my style to the Chinese associates. My management style is very much aligned with the Sheraton brand. I think the challenge when I first arrived here was adapting to the Chinese culture and management style, whether it was the owners or the government. There are different protocols that were required to work in this area of the world. Being in Hong Kong it's like China for beginners. I think it helps a lot because Hong Kong is a very international and easy place for a foreigner to live. But you are also very exposed to Chinese culture and you learn more about the Chinese people. I often recommend, if it's possible, that people work in Hong Kong before they work in mainland China because it is beneficial.

What does Sheraton Tianjin Binhai offer guests to convince them to come back? We are in a really unique market here in TEDA. Obviously in the economic zone, we have a lot of major fortune 500 manufacturing companies. This area is represented

by three international hotel brands: Starwood, Marriott and IHG. So we all sort of fill a market segment and the business in this area is very stable. That said, it's challenging but its stable, it doesn't follow the ups and downs as the downtown market. It is becoming less and less of a niche because of the oversupply in downtown and with the shrinking market in Tianjin the city hotels are reaching farther to gain market share and grow their market share.

SPG is the largest loyalty program in the hotel industry. Does it influence your customers to choose your hotel when they come to Tianjin? Definitely, we are a corporate hotel. The majority of our business is all business and SPG is the main driver for our repeat guests. The SPG occupancy in the hotel is over 70% of our guests. This loyalty of course keeps them away from booking competitor hotels because they are committed to our program.

Sheraton was the first international hotel chain to operate in the People's

Republic of China, how does it feel to be part of that story? It's great to be part of the story, it gives us a good claim on the market and I think clearly it shows the strength of the Sheraton brand in China. The major requirement is transparency because everything that I know about the business, the owners know. It is their hotel and we are working together for the success of the hotel. So transparency with the ownership, keeping them informed, is critical to the success of the relationship and that is one thing we do best.

What made Starwood choose you to lead the Sheraton Tianjin Binhai Hotel? This is my second time working in this hotel. I worked here from 2011 to 2013. I initially joined this hotel just after it was opened and now I just returned this January. I think my profile fit with the owner's expectations and how this hotel was developing at the time. One of the key factors when placing a General Manager in hotels is actually their relationship with the owners; how



complimentary they would be to each other and can they build a good relationship, because most of the hotels in China are managed hotels. So this owner, at that time, wanted a foreigner because of the high foreigner component of the TEDA market.

Sheraton Tianjin Hotel is located in the core area of TEDA. What are the main challenges you face in this location? The biggest challenge here in TEDA is that it is a corporate market. We don't really have any leisure business and trying to drive weekend occupancy and increase our performance to that market is quite challenging. Being a strictly corporate hotel makes the weekend business really challenging in TEDA.

How do you train your staff to make everything work so efficiently? Guest experience, connectivity and fitness are three key areas the Sheraton brand focuses on. Right now I am the only foreigner in the hotel. Sheraton has a very well developed training program. We send our HR managers or trainee managers to undergo training which is conducted in the hotel. We have departmental trainers doing training for the trainee program. We are training every day from skills training to brand training and the fundamentals of hospitality.

I have seen the SPA area and it gives a feeling of Thailand or Indonesia. Could you explain to our readers what makes the SPA at Sheraton

Tianjin Binhai so special? Initially the SPA was designed well and it does have a really nice feeling, very quiet and serene. We have a partner who actually manages the SPA for us and they are the supplier for Starwood hotels all over China.

The swimming pool area gives the feel of a Roman bath and the gym looks pristine. Could you explain how you keep these facilities in such good condition? Recently we did a complete deep cleaning and refitting of all the equipment. You really have to do this to keep the area in top condition. We are now discussing about a possible enlargement of the gym since there has been a big shift from entertainment to fitness. Even though we are just five years old, our brand standards require us to upgrade and renovate our facilities very often.

We've heard that BENE is the best Italian Restaurant in town. What is the story behind it? We just finished doing a small renovation at BENE, installed several large TV's and added a large bar counter and a billiard table. We wanted to take it from just being an Italian restaurant to being more of a venue inside the hotel so guests can stay in the hotel and don't have to go to another local restaurant or a bar. I wouldn't stay it's an Italian sports bar but it's similar to that, we are just starting to inject this concept in to BENE.

What other part of your hotel do

you take pride in talking about? The thing that I am most proud of is the people that I work with every day. They are the ones that really give this hotel its heart and its soul and make my life enjoyable. There are many people in this hotel who have been here since the opening and they are the backbone of the operation and so they are the ones I talk about all the time.

How do you manage different departments of the hotel and what tools do you use? One of the major systems that run in the hotel is STARGUEST, it tracks our defects, guest requests and maintenance, it's a task and guest request system. No matter where I am in the hotel I can log into the system on my phone and request another pillow to be sent to a specific room. It will then be released into the system and there is a specific time window for each task to be completed. If it doesn't happen then there is an elevation system where the supervisor receives a message and if that's not responded to it will go to the department manager. Then we have a weekly meeting where we look at the response times, there is very clear brand standards for each task. So STARGUEST is quite a major system.

Living in China for more than 7 years, what are some of the things about Tianjin that you will never forget? Yeah, I have quite a few and I was telling my secretary that when I am retired and sitting around playing cards with my friends I will have all sorts of great stories to tell. I really enjoyed travelling around China, living in four different cities. Food is one of my strongest points in living in China. Sichuan food, Dongbei food, the cultural aspect of sitting on the side of the roads and eating skewers and the social side of that is fantastic. I think the most enjoyable things to eat are either "Chongqing chao mian" or "Yang rou chua." **E**

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Students Talk After Graduation in Nankai University

By Mike Cormack

INTO China offers students from around the world the opportunity to study in Tianjin's renowned Nankai University. Offering both undergraduate and post-graduate courses, INTO China eases the passage to higher learning abroad. In the future, there will always be a part of China in their history, and in their heart. Business Tianjin spoke to three students who have recently completed an INTO programme at Nankai to find out how they felt about their time in the university and in Tianjin. Malaka is from Sri Lanka, Ryan is from the United States, and Richard is from the UK.

Where do you come from, and what led you to study in China?

Malaka - I am from Sri Lanka. Having graduated in the UK I was curious to check out the Far East and came across INTO China. Studying is one of the best ways to get to know a new place since you become part of the community and share time, events and feelings with local friends.

Richard - I'm from Durham in the United Kingdom. Before I came to China I worked as the British junior ambassador in Washington D.C., then I headed to The Hague to study international politics. By this point I had graduated and was expecting to continue studying at either Amsterdam or Stockholm. It was by chance that I stumbled across INTO China who offered me the chance to go to China. The way I saw it, China looked far more appealing on a CV



Nankai University

and offered far more opportunities than say, the Netherlands or Sweden.

Ryan - I'm from the United States. Before departing to study abroad in Singapore for my undergraduate degree, I was awarded a scholarship to study Mandarin for four weeks in

Dalian at Dongbei University. After five months in Singapore, it was China that stuck in my memory most vividly. My desire to return to China got the better of me after only a year out of university, when I joined INTO and Nankai University.

What discipline and course level did you study in Nankai University?

Ryan - I chose to study international relations as geopolitics and history have always been passions of mine. The chance to study political science in a highly censored, rapidly developing nation such as China was an opportunity that was just too appealing to pass up. The wildly different perspective you gain with studying from "the other side" is highly valuable both personally and professionally.

Why did you specifically choose Tianjin?

Malaka - I didn't choose Tianjin, it was INTO China which led me here - before that I'd hardly heard of Tianjin.

Richard - The proximity to Beijing and the famed name of Nankai University were both appealing. Many people ask, why not Beijing or Shanghai? But the population and sheer competitiveness of these cities is daunting. Tianjin is still in the process of establishing itself, so it's better to be a part of the new rising centre as you can rise with it.

Did you find the teaching or studying style different here, and if so, in what ways?

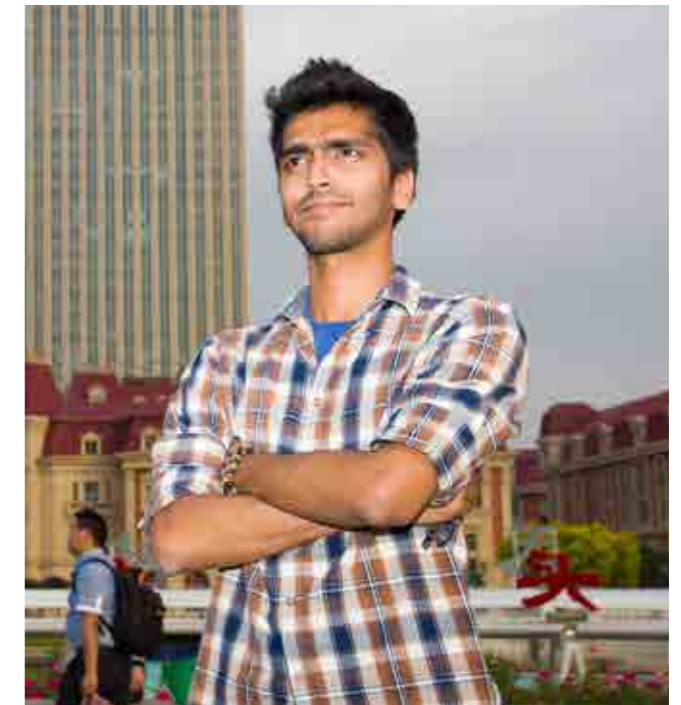
Malaka - Yes, it was very different and even though I expected there to be a certain bias I had lectures that were very critical as well. I think the teaching style is similar to the US and I found it challenging to adjust at the beginning. As foreign students we received special treatment through extended study leave and assistance.

Ryan - Surprisingly no. Aside from the 30% plagiarism threshold, everything else was on par with what I would get from a US university. Most of our professors are Western educated so the course structure is familiar.

Can you explain what makes studying abroad with INTO different from doing it by yourself or any other organization?

Malaka - INTO's student services department is exceptional and the staff there are genuinely keen to help. During the first semester I used to call the emergency number several times a day and they were still enthusiastically helpful. INTO China also takes our concerns to the highest authorities at the university since the system here is very different, so INTO's presence is of great assistance - some of the concerns I personally raised saw changes in the next semester, which is very encouraging.

Ryan - INTO removes the bureaucratic and administrative chaos that comes with anything official in China. The standard Chinese practice of running the customer around in circles or claiming that there is no solution to your problem is removed by INTO's role. INTO arranges all visa and administrative aspects to your study.



Malaka Yattigala



Ryan Ashbaugh

What is the campus life like? What groups and social activities are available, and what have you most enjoyed?

Richard - Campus life is very lively and offers many opportunities to get involved. I joined the United Nations Association, having previously worked for similar organisations. I became the first foreign vice-president and was sent across China to many universities to chair youth debates on major international issues. Now, many universities across China and Asia frequently ask me to chair these debates. I'm also honorary president of the association and the first foreigner in China to hold such a position in these organisations.

What places in Tianjin have you liked? Are there any aspects of life in Tianjin you have especially enjoyed?

Ryan - I love the entire area between Wu Da Dao and Yingkoudao. Just the older buildings and all the little cafes and teahouses make that part of the

city the coolest. I also enjoy Italian district as the best Thai food in the city is there.

Malaka - I like to travel to Jinghai because one of my best friends lived there, so I met her family and we tried a lot of food and did many activities away from the busy city life. Apart from that, I liked to travel around the city especially Bingjiangdao, the Italian district, and along the Haihe river.

Has your time studying abroad changed you, and if so, in what ways?

Richard - I think that the experiences and the projects I have worked on have given me great experiences. I would say I'm a much more seasoned man. I am still young but my experiences and current responsibilities have really bolstered my employability.

Have you managed to travel further afield in China? If so, where?

Malaka - I've been to Qingdao,

Jinnan and of course Beijing. But most of my time was spent in Tianjin and its suburbs since I was busy studying!

What have been the most challenging aspects of living and studying in China and Tianjin? How did you strive to overcome them?

Richard - I have to say, the most challenging aspect is the bureaucratic mentality. The system that operates in China is often infuriating. Overcoming these issues requires a lot of patience and a nice cold pint of beer after. You will have love/hate days, but how you deal with it is the crucial factor and this will mold you into a better person.

What advice can you give to future students coming here to study with INTO at Nankai University?

Ryan - Spend as much time as you can to learn Mandarin. The chance you have to be immersed in this language is so beneficial. One year studying here is like two of three studying back home.

Finally, what are your plans for after you graduate? Do you intend to start a career in China?

Malaka - If there is the opportunity I will work in China, but I am open to the whole world.

Richard - My time in Tianjin is not over. I will return in September to begin a Ph.D. in international relations and political science. I will continue with the many projects I have here such as the United Nations Association in Nankai. I've been pulled into the orbit of China - the last thing I want to do is to cast myself off from these opportunities.

Ryan - My plans include looking for a job and continuing to study Mandarin. I will pursue a career both in China and elsewhere. We'll see what happens but as of now the future is wide open. **B**



Richard J. Cook

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Why European Assets Should Not Be Overlooked

By Michael Dow



Chaotic, undemocratic, stiflingly bureaucratic, and doomed: these are just a few of the popular choice ways to describe the eurozone and the whole European Union project in general. Though it sounds dramatic to describe this economic and political union of nations in such terms, one can hardly be blamed for having a pessimistic view on the whole thing, given the ongoing lost decade, the political turmoil, the endless bailouts of economically anaemic countries and the successive ECB money

printing sprees.

Yet for all the massive problems the eurozone faces there are, believe it or not, a few good reasons why investors with a long time view should still consider buying into certain countries and certain asset classes. The first reason is that, despite all of their structural shortcomings, there are some highly productive economies within this increasingly estranged group. Germany is obviously the jewel in the crown. The country

has proven time and time again over the past century or so that it can go from complete economic and political meltdown to a world class economic powerhouse in a few short years. Its manufacturing acumen is extraordinary. Although it is suffering from a severe case of socialist stagnation, France is also home to some of the world's leading high tech manufacturing and financial service firms. Other countries like Sweden, Finland, Belgium, the Netherlands, Italy and Spain also have some very attractive

companies and industrial bases that are more than capable of outclassing their global competitors. This is partly why Princeton Professor Andrew Marovcski proclaimed in his book that, “the European Union, not China or India, will still be the world’s second superpower for a very long time to come.” It is still a much more developed, productive, creative, innovative and business-friendly economic environment than Asia, Africa or Latin America.

Another big reason to consider buying into Europe is that from a value perspective the equity markets, the currency and many other asset classes look very cheap compared to those in the US, China, the UK and elsewhere. While these indexes have rocketed to record highs many times over the last year or so it is fair to say that mainland Europe has become a bit of a bargain. This is reflected

in many of the popular index funds and ETFs. The Vanguard FTSE Europe ETF (symbol VGK) is a prime example. Right now it is trading at little over half of its

Sifting through the proverbial wreckage to find hidden gems is no easy task but without a doubt there are some out there.

historic high several years ago. Although its price to earnings ratio of 16 is nothing to write home about, it is certainly not insanely high, especially when compared to other equity markets across the globe. On top of that it grew by over five percent over the last 12 months and is still producing a

solid dividend yield of more than 3%. This kind of pay-out ratio is definitely nothing to be scoffed at in today’s extremely low interest rate environment.

Speaking of dividends, it is no surprise that the economic turmoil of recent years has sent yields from some companies through the roof as the valuation of the stock relative to the amount of money they are paying out to shareholders has plummeted. Nobody would deny that firms like Portugal Telecom are buys for the brave but when the common shareholder is getting paid anywhere from a 10-20% yield per year they suddenly look a hell of a lot more attractive. Sifting through the proverbial wreckage to find hidden gems is no easy task but without a doubt there are some out there that are willing to reward savvy investors for holding on to their shares over a long period of time.



Legendary investor Jim Rogers, although not known for his bullishness on Europe or anywhere else in the developed world, once proposed an intriguing thought experiment. He said imagine that the eurozone is completely torn apart by the inherent structural problems of having intrinsically strong and weak economies chained together in monetary and fiscal bondage. Let’s assume that the debt ridden nations, whose economies are providing a massive drag on growth and dampening investor sentiment, were to crash out of the eurozone and the catastrophic debt situation was reset. This would certainly include Greece and Cyprus, but perhaps also the highly indebted and stagnant economies like Spain, Portugal, Italy and Ireland.

Of course there would be panic and

mass selling off of stocks, bonds and euros in the short term. But then when we consider that the euro would essentially be a currency that has a value based much more on the productive capacities of Germany, France and all of the other healthier nations. Moreover the European Central Bank would have much less constraints and would be much more likely to return interest rates to higher levels. One can only assume that plenty of big institutional investors would be enticed by the troubled currency. If the pessimists turn out to be right about the eurozone then surely it makes sense to stock pile euros while they are extremely cheap compared to all other major currencies?

The fact is that the eurozone and most of its neighbours are in bad

shape right now. There is certainly going to have to be some massive changes and some extremely turbulent times ahead if things are ever going to get better for these economies. However, that doesn’t mean that we should write this incredibly powerful trading bloc off just yet. Hard as it may be to ignore the negative news coverage about a possible ‘Grexit’ and so on, there really might be a few silver linings that are waiting to emerge from this cloud of economic turmoil. **B**

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Stocks and Shares

Chinese stocks fall sharply

Chinese shares have fallen nearly 30 percent after hitting a peak on June 2. Most Chinese indices are still up about 80 percent after an explosive rise late last year. But many small investors jumped in late and bought shares near their peak, which leaves many facing losses. Increasingly frantic measures to stop the decline include a weekend pledge by state-owned brokerages to buy shares and a promise from the central bank of more credit to finance trading. But analysts say artificial measures cannot keep prices up without improved fundamentals at a time when economic growth is near a two-decade low.

Source: AP

Oil crashes 8 percent as Greek vote, Iran talks set off exodus

Oil prices suffered their biggest selloff in five months, falling as much as 8 percent as Greece's rejection of debt bailout terms and China's stock market woes set off a deepening spiral of losses. Adding to the pressure on oil, Iran and global powers were trying to meet a July 7 deadline on a nuclear deal, which could bring more supply to the market if sanctions on Tehran are eased. Global Brent prices collapsed below the \$60 a barrel mark for the first time since mid-April.

Source: Reuters

Tech giant Samsung's earnings to miss forecasts

Second quarter earnings for the world's biggest smartphone maker, Samsung Electronics, will likely miss expectations, the tech giant said. The South Korean company forecast that its operating profit from April to June is likely to fall 4% from a year ago to 6.9tn won (\$6.13bn), lower than forecasts of 7.2tn won. Its sales also fell 8% to 48tn won, below expectations of 53tn won. The company is struggling to see growth in a saturated smartphone market. The launch of its latest flagship smartphone, the Galaxy S6, has been plagued with supply shortage issues, impacting its sales in the quarter, say analysts. But Samsung has said that it has resolved the supply issue and expects the combined sales for the flat-screen and curved screen S6 models to hit a new sales record for the firm. The earnings are expected to be the company's highest quarterly profit since the same period last year. The market leader has been facing stiff competition for its smartphones with US rival Apple at the top end and cheaper Chinese smartphone makers such as Xiaomi at the bottom. Andrew Milroy, tech analyst at consulting firm Frost & Sullivan said while Samsung has come out with innovative features like curved edges on smartphones, the market is catching up with them.

Source: BBC



Shopping Malls: Changing the Retail Landscape in Tianjin

By Chelsea Cai, Senior Analyst, JLL – Tianjin

In the first half of 2015, several department stores in Tianjin closed because of fierce competition, which led many to believe that the market in the city is struggling. However, that is not the whole story. Here is our view of what the main trends of shopping malls are, and how such projects improve the Tianjin retail environment.

1. Diversity of location

Unlike department stores, which focus on the core submarket, developers of shopping malls are more willing to build their projects as new retail destinations. A convenient location close to a residential

community encourages residents to go shopping whenever they want, rather than wait until the weekend because of the long distance. The new malls also help areas move away from the homogenised department stores that have long been present in many areas.

As more residents in the city are taking the metro as their main form of transportation, most shopping malls that have accessibility to subway stations enjoy higher foot traffic, making it easier to obtain high sales. However, locations further from the city centre see a greater proportion of customers arrive via car. Therefore,

freeway access is also a key factor.

2. Larger size

Shopping malls in Tianjin have almost twice the space of department stores. By the end of 2018 estimates suggest the average GFA of shopping malls will be more than 120,000 sqm.

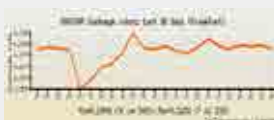
Developers tend to build large retail spaces to create "one-stop shops" that can attract people for an entire day. Large space makes it possible to introduce different retail categories.

Shopping malls with a large public space, such as an atrium and lounge, have enough space for operators to host exhibitions and shows that can

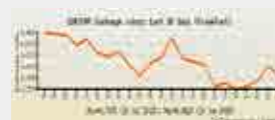


Currencies

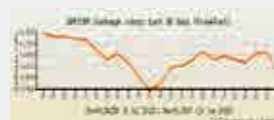
U.S Dollar - Chinese Yuan



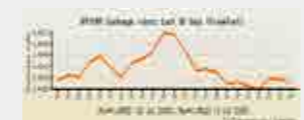
Euro - Chinese Yuan

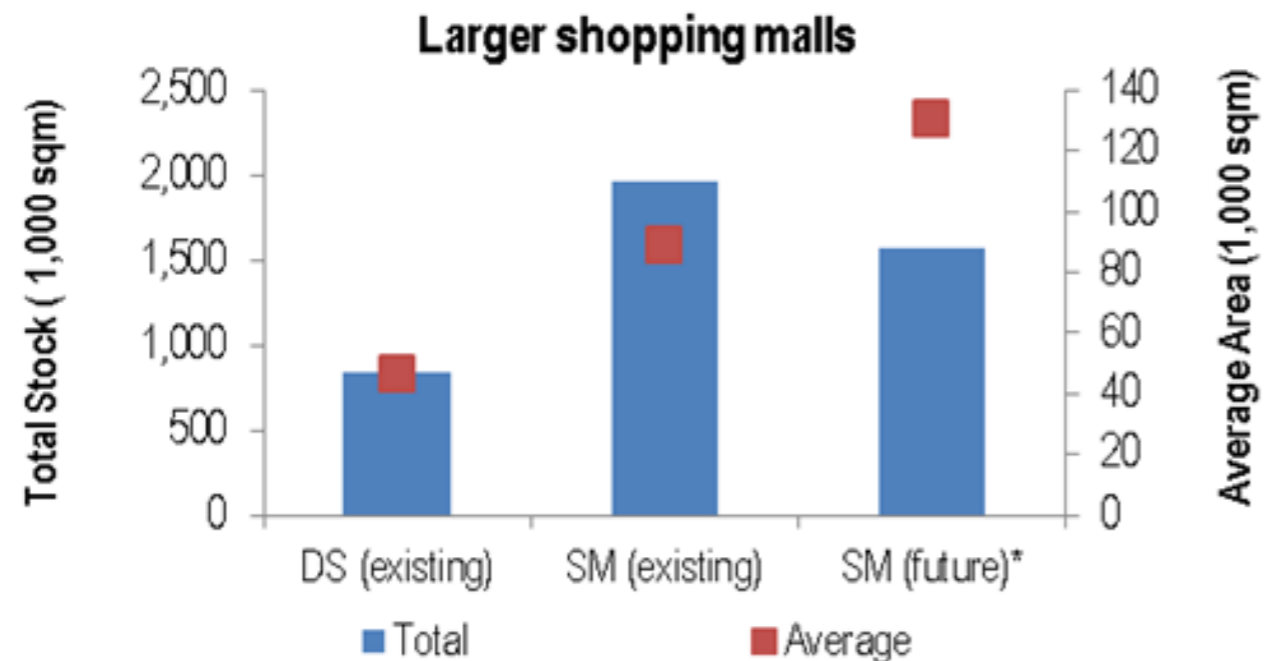


GB Pound - Chinese Yuan



Japanese Yen - Chinese Yuan





Source: JLL Research

Note: * SM (future) refers to the number of projects open in 3Q 2015 - 2018

attract more shoppers. Moreover, a big outside square in front of shopping malls tends to attract more people. In summer, people dance, walk or play games with their kids in such spaces, attracting high foot traffic.

3. Changing brand mixes

Customer habits changed recently. Some clothing or cosmetics stores may experience declining sales, even though footfall is still high, because customers may only go to do some window shopping, purchasing instead on the internet or even buying things overseas. The challenge from the development of e-commerce and the high rate of travel abroad has pushed developers to change their strategy and upgrade to more attractive and experience-focused brand mixes.

Food and beverage (F&B) brands have become the main driver of retailer demand, as people's first priority in visiting these projects is to eat. Most developers have realised that F&B outlets are not affected by online shopping or the price gap. No matter whether people just go to do some window shopping, they may

still need to eat or drink.

Another hot retail category over the past three years has been fast fashion. Since brands change their products rapidly and their relatively cheap

The development of e-commerce and the high rate of travel abroad has pushed developers to change their strategy.

price is more acceptable, sales are not influenced by online shopping as much as general clothing. As new high quality shopping malls opened in Tianjin, such as Joy City, Galaxy International Shopping Centre and Riverside 66, fast fashion brands expanded their stores rapidly in these projects.

The kid's sector, especially children's entertainment and education brands, has become established in shopping malls because of growing demand.

Young couples are willing to spend more time and money on their kids, especially on early education. Also, developers want to introduce these brands to support sales in other sectors. For example, while the children are having classes, their parents probably do some shopping, buy clothes or watch movies in the theatre.

4. Coordination with the Internet

Bricks-and-mortar shopping malls have been under pressure from growing online shopping, which pushed developers to start trying omni-channel retailing. Coordinating with the Internet is one of the methods that can attract shoppers by providing convenient online payment or sharing promotional information. Tianjin Joy City is a typical and successful example. Shoppers can find store information, do group buying and book movie tickets through the store's own app, first launched at the end of 2014. In April 2015, Joy City opened a new VIP centre called Liangshiju, which is the first online to offline experiential store in Tianjin.

Shoppers benefit a lot in terms of convenient locations and a better shopping atmosphere with more brands and rest space. However, there are also some challenges shopping malls may face in the future.

Although brand mixes in shopping malls are more attractive compared with the brand mix in traditional department stores, brand mixes among most shopping malls seem similar and it is not easy to make them stand out. As a result, it is hard for shoppers to distinguish one project from another.

Another challenge that future shopping malls will face is that developers tend to build larger projects, making it harder to achieve a high pre-leasing rate. If developers open their malls with a lot of vacant space and empty stores, shoppers will not have a good shopping experience, and this may create a negative reputation for the project. In

addition, during the emerging period of a new project, developers may keep rents at a relatively low level because the priority during the first leasing cycle is pushing up the occupancy

A new retail format – the lifestyle centre – is becoming popular in Tianjin.

rate. About three years later after a new project opens, a higher base rent may be introduced in an attempt to increase revenue for the developers.

A new retail format – the lifestyle centre – is becoming popular in Tianjin. These are retail projects that have a very strong food and entertainment focus. They are often located in historic buildings or settings. For example, in Tianjin,

lifestyle centres have appeared in the Minyuan Stadium Area, which is located in the Five Boulevards Historical Architecture District. Since more good restaurants and bars have opened in the area, people tend to go there to eat while enjoying the nice weather. As F&B and entertainment brands are also the attractions that most shopping malls lean on, a more competitive retail environment has arrived for shopping malls.

Facing these challenges, developers of shopping malls in Tianjin need to keep following the changes in customer behaviour and assimilate the successful experience of other cities while being creative on retail strategies. **B**

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Source: JLL Research

E-commerce Brand Protection in China



Philippe Healey,
Project Manager,
China IPR SME
Helpdesk



The Internet has become a popular channel for product distribution around the world. It has created a marketplace of more than half a billion users in China, more than a third of the world's total online population, and is still expanding. Apart from being a forum for legitimate vendors and original products, the Internet is also used by businesses as a platform for the distribution of counterfeit goods which infringe intellectual property rights (IPR).

There are many issues that are specific to the Chinese retail environment that international businesses should be aware of. Companies producing intermediate or consumer goods for the Chinese market should safeguard their business via a three-step strategy: (1) registering rights, (2) monitoring e-commerce sites, and, if necessary, (3) requesting take-downs of counterfeit or infringing goods.

Registering your IP

Alibaba.com and Taobao are the main online platforms of the e-commerce giant, Alibaba Group. Alibaba.com and Taobao dominate the business-to-business (B2B) and business-to-consumer (B2C) retail platforms. However, both are also being used by businesses for illegal activity, including trademark violation and copyright infringement.

When registering a trademark, some useful points to bear in mind:

- China has a first-to-file system, meaning that you may lose legal protection in China if a similar mark has already been registered.
- It is equally important to register early, as this process can take up to 18 months and a

trademark can only be protected in China once the registration has been completed.

- China is a member of the Paris Convention and the World Trade Organization (WTO), so European businesses need to file in China within six months of filing of the same mark in Europe.

It must be available for registration. The China Trademark Office's (CTMO) official trademark database is available online and can be used to search existing trademarks.

Registering copyright in China:

- Once a work is created, the creator can automatically enjoy copyright protection in all 164 member countries of the Berne Convention for the Protection of Literary and Artistic Works, including China.
- Though your work is automatically protected by copyright the moment it is created, voluntary registration will provide proof of ownership, which can save you time and money in case of a dispute later on.
- For copyrights that are particularly important to the livelihood of your business (i.e. website, software,

catalogue, customer database, etc.), you should strongly consider registering your copyright.

In order to stop infringement as early as possible it is recommended that you proactively monitor the Internet for counterfeits.

Monitoring e-commerce sites

In order to stop infringement as early as possible it is recommended that you proactively monitor the Internet for counterfeits. A good place to start is on Alibaba.com and Taobao who have 700 million users worldwide.

Tips on how to find infringing products online

- Search for names which are identical or similar to your brand or product name.

- Search for your brand or product name in Chinese. Chinese consumers like to translate brand names into Chinese. Where possible ask a Chinese colleague or use a translation tool to search e-commerce sites in Chinese.

- You may also find more results by conducting your search through a Chinese search engine (baidu.com or bing.com).

How to spot a suspicious sale

The following can often be indicators of a counterfeit product or unlicensed sale:

- The listing was made by an individual or company who is not involved in your official distribution channel in China.
- The product is listed several times with a wide variation between prices for each listing.
- The vendor has a large number of units available for sale. Please note that if a vendor offers only one or a few units of a product, it may not constitute an infringement as it is legal to sell 'second hand' products or to re-sell original new products.



6 Tips For Marketing Your New App

By Justin Toy



Requesting take-downs of counterfeit or infringing goods

Both Alibaba.com and Taobao offer tools for removing infringing products from sale.

Alibaba.com evaluates intellectual property infringement claims filed via AliProtect®. AliProtect® provides an efficient channel for IPR holders to file claims and request take-down of allegedly infringing listings. In order to proceed you need to complete a free registration, which is available in English. Alibaba.com evaluates IP infringement claims filed and deletes listings on a weekly basis. Often, there will be more than one infringing listing and Alibaba.com allows a maximum 200 listings per infringement complaint against a single vendor. Before the listing can be removed the alleged vendor will be notified of the complaint through the online system and will have the opportunity to respond to the claim. The vendor will also receive the IPR holder's contact information to facilitate direct conflict resolution.

Another popular online platform in China is Taobao, the original B2C

arm of the Alibaba group, aimed at domestic users. It operates exclusively in Chinese and only accepts IPR registered in China for take-down notices. It has a sophisticated complaint system which led to 87 million listings being removed and 1 million users being punished in 2012. Taobao's online complaint system is available only in Chinese but it does provide the option of filing an IPR infringement complaint in English. Additionally, Taobao provides a step-by-step guide in English to using the online system. There is no charge for registration and submission of IPR infringement claims. Taobao may take up to seven working days to process and remove the disputed listing from the website.

Both AliProtect® and Taobao require supplementary documents to be submitted alongside the claim, they generally include:

Identification:

Individuals should provide a copy of valid ID card (e.g. passport). Enterprises should provide a copy of valid business license or incorporation certificate.


Agents should provide an additional authorisation letter.

Supporting documents:

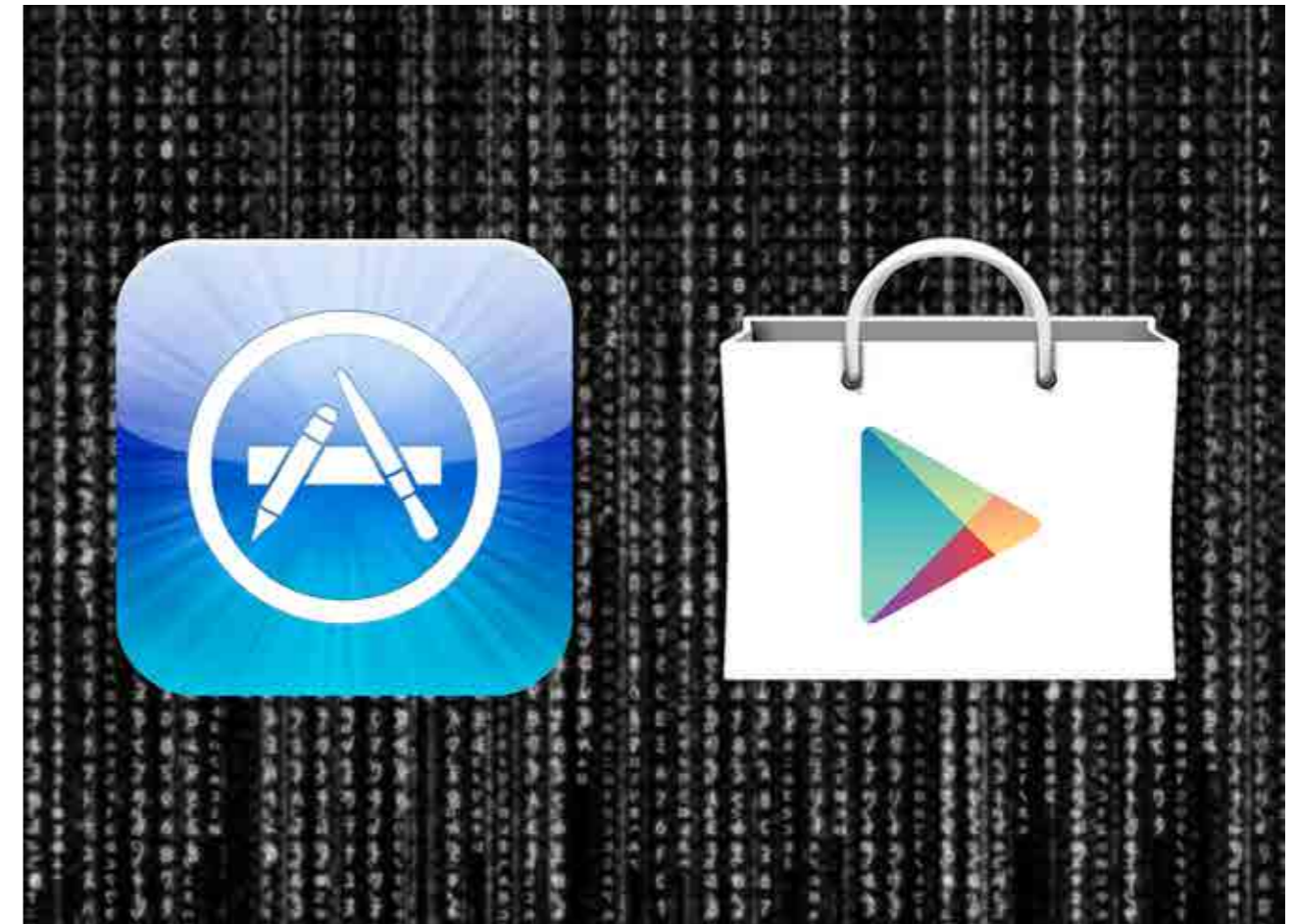
Proof of copyright (worldwide) or Chinese registered trademark or patent (invention patent, utility model, design patent).

All documents must be in electronic format and must be submitted online.

The importance of frequent monitoring

If these platforms provide a trusted means to certify brands and products as the real deal, Chinese consumers will use them. They are more discerning and affluent than ever before and want to display that by buying genuine products. This should at least inspire some confidence in European businesses thinking about entering the Chinese market via the Internet, and reassure them that if they take the available steps to show the authenticity of the products they offer, while also monitoring for infringements, it will more often than not pay off. 

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Many people these days are starting new careers by developing apps in their free time. What might start off as a part-time gig can turn into a lucrative full-time business and a job that could allow you to escape the 9 to 5 life and enter a world of working from home where you can create your own schedule. However, coming up with a good idea and developing a great app are only part of the battle. Even if you build a useful app, without users you won't be able to quit your day job just yet! The various app stores

are flooded with a sea of seemingly endless apps. Below is a list of ways to help make your app stick out from the crowd, get downloaded, and start making you money.

App Icon

Your app's icon, no matter what app store, will often be a user's first impression. People tend to evaluate an app largely based on the icon alone. When browsing Android or Apple's app store, you may only see the app's icon and name (depending on the device that is being used to browse).

A user must click on your icon in order to reach a detailed description of the app. So, designing an eye catching and aesthetically pleasing icon can really help your app get downloaded. Some general guidelines to follow are to make sure that your icon clearly conveys the app's purpose and functionality, leverages colours and branding images associated with the app, is unique, grabs attention, and is relatively clean and simple. Check out 99 Designs or Fiverr for crowdsourced designs for icons, websites, images, branding, and more.

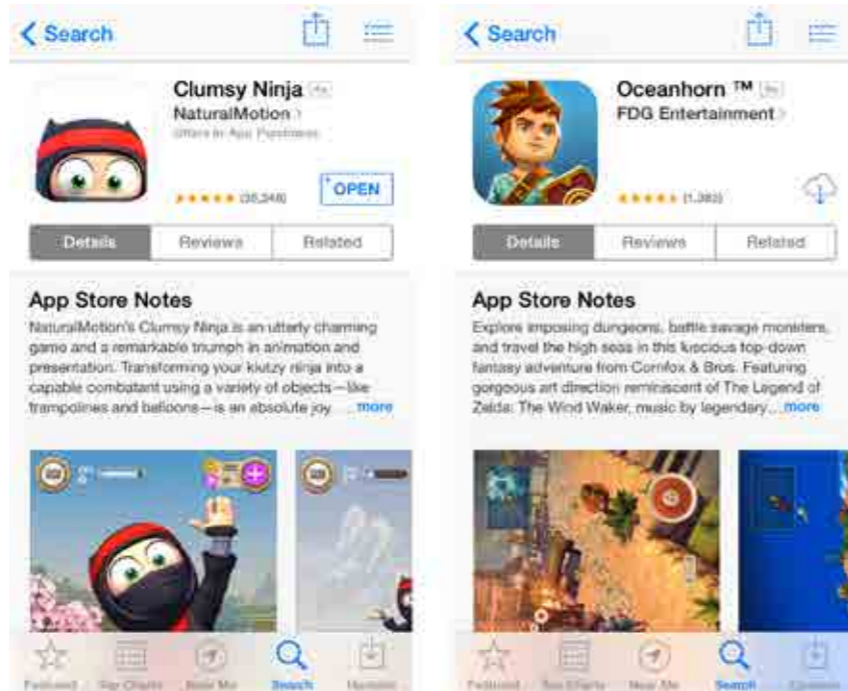
Create a good Description

Now that people are clicking on your app to find out more, your description is going to play a crucial part in convincing the user to download your app. The first 167-257 characters, depending on which app store and device the user is browsing from, are essential as this will be the only part that is visible by default. The user will need to click to see the extended description. It is also important to have strong keywords because they will be used in search results.

In-app advertising is one of the easiest ways to get your app in front of a large targeted audience.

Have a Professional Website

A website dedicated to your app will not only allow you to drive traffic that will translate to downloads, but also give you the ability to measure and analyse the effectiveness of your marketing efforts. A major drawback to app store listings is that they do not give you insight into any metrics, like how many people visit the listing, where they come from, who they are, etc. The only metric that app marketplaces usually provide is the number of people who end up downloading your app. This by itself is not enough information to measure the effectiveness of your marketing efforts. By having a website, and using tools like Google Analytics to analyse traffic, you will gain invaluable insight into the traffic patterns to and from your app. Once you've created a web site, you can use link-building and other common Search Engine Optimization (SEO) tricks to build your website's standing in search results. Creating a web site for an app is actually relatively easy. WordPress has a number of templates, including a free one, specifically with an app theme.



Get your App Reviewed

Be it restaurants, books, movies or apps, people love to rely on customer reviews when considering a purchase. Given the vast number of apps that are available, app review sites play an increasingly important role in regards to app marketing. When your app is in a state where you feel comfortable having someone write a public review of it, you should reach out to any number of the app review sites that exist to try and get your app reviewed.

In general, there are two types of app reviews sites, ones that are free and ones where you must pay a fee. The idea of paying for a review of your

app may seem bit unethical. However, it is a well-accepted industry standard for gathering attention for an app. The truth is that most app sites receive so many free submissions from app developers that they do not have the manpower to review them all. As a result, most sites offer different paid packages that might include faster turnaround times and featured placement on their web sites. Getting reviewed on a couple of sites can not only help create buzz for your app, but the reviews they write will also provide SEO benefits if they include links back to your app's web site. Check out 148apps.com, The iPhone App Review, The Daily App Show, or

FreshApps.

Press Release

Press releases are a straightforward and effective way to build awareness of your app. There are two main benefits for using a press release to promote the launch of your app. Firstly, it will increase the traffic to your app as press releases are often syndicated on numerous news sites. Secondly, it is a great way to build high-quality links back to your app and improve your SEO rankings.

A press release is a 500-800-word news report written to announce the launch of a new product, service or noteworthy event. It is usually submitted to a single wire service, which then syndicates the release to

numerous other news outlets on the internet. It can cost anywhere from \$50 – \$400 to release a single article depending on which press release service you use.

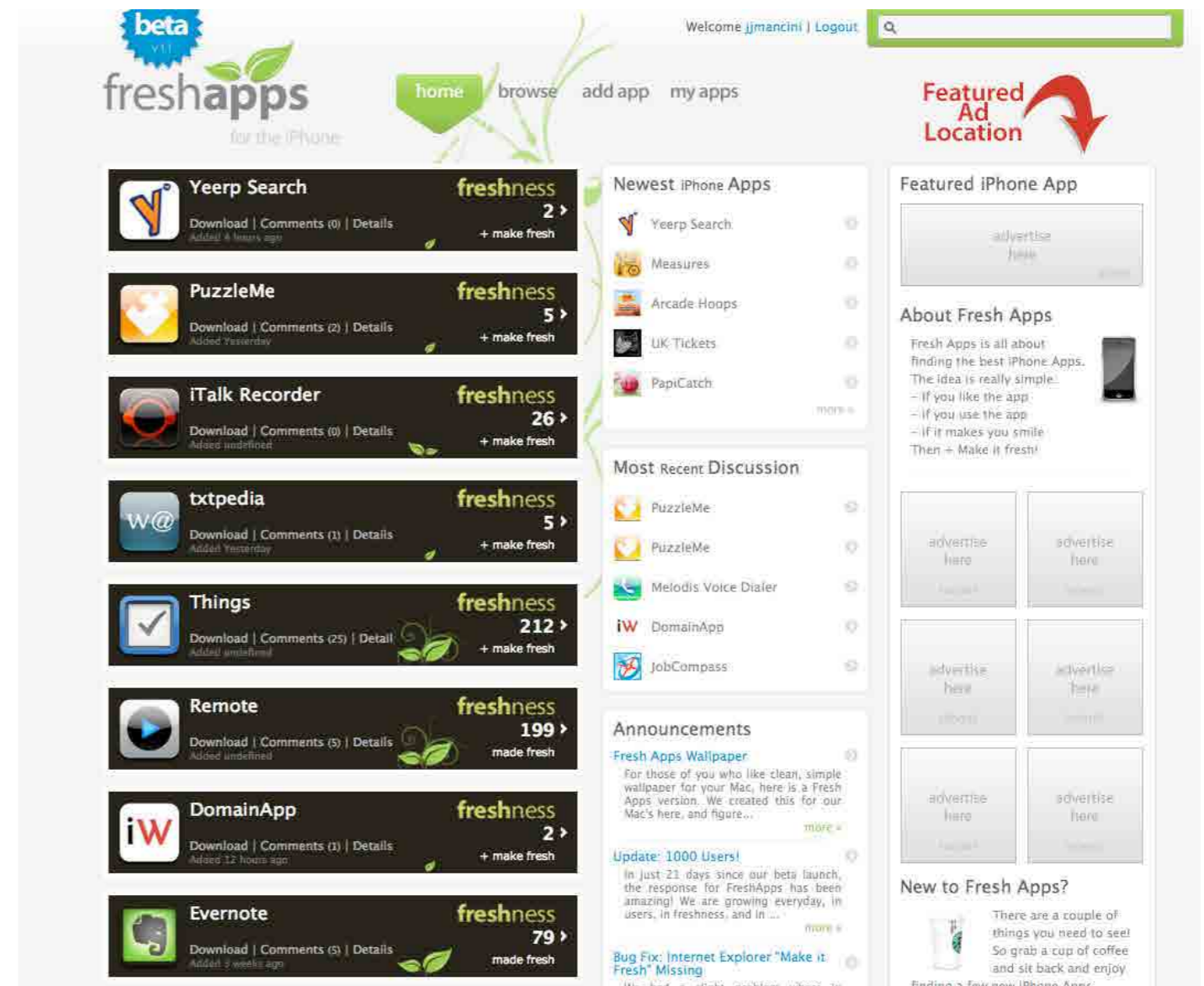
There are quite a few press release sites on the Internet, you want to make sure you release on a service that provides syndication to high-quality news services such as the Associated Press, Google News, etc. Two such press release services are PR Web and PR Log.

Mobile Ad Networks

In-app advertising is one of the easiest ways to get your app in front of a large targeted audience. If you've downloaded a free app, then you've seen those ads that pop out at the

bottom or the top of the screen. The best thing about these ads is that they can be highly targeted. The ad network delivers your ad to similar or well-matched apps to increase the chance a user will click on your app. Two major ad networks you should look at are AdMob, which serves up Google AdSense ads, and Apple's iAd. Before you start to think this form of marketing is probably too expensive, mobile ad networks charge on a cost-per-click (CPC) basis. **E**

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Leadership Tips for Young Managers

By Robert Parkinson, Founder of RMG Selection



Manager, a sacred word in business which has connotations of hope and trust, is a very serious job title in the West, where the average age of managers is between 30 and 40 years old. The development of the Internet has changed some traditional industries dramatically in recent years. A senior manager in logistics might be good at managing the whole business process, but does he have any idea about operating a modern overseas warehouse? That is probably an area where his strengths are useless. Nowadays, more of the bright and talented young employees who have required knowledge and skills are promoted to be managers.

But excellent as many young leaders are, they usually face a lot of challenges during the first big step up in their career. This article explores some of the pitfalls they may face and suggests some of the better ways of dealing with difficult situations.

Differences in behaviour, before and after promotion:

The purpose of promotion is to recognise an employee's good performance at work. A young salesman, for instance, can be promoted to be a sales manager who is responsible for the performance of five sales people because of his amazing likability. Clients want to give them business and colleagues

enjoy having them as a friend.

However, that doesn't mean they are the perfect choice for a managerial role. If they used to show up 30 minutes late to work every other day and skulked away once in a while, neither had any negative impact on their sales figures, but it may mean they are not best suited for a managerial position. What do you think team members will do if they see their leader is late for work every day? Naturally they will follow! Therefore, a big difference young managers must make is to correct their own shortcomings and work on being a good example for team members. That is the basis of your credibility!

Dealing with your peers:

The major challenge for many young leaders is the change in relationship with their peer groups. Some think the shoe fits them quite well hence they tend to differentiate from their peers. However, others believe that not losing friendship with their peers is the priority.

Managers should be aware that they are responsible for the performance of others and try to develop a serious working relationship with their peers without letting it affect friendships

Managing the unmanageable:

Every manager at some point in their career has the unenviable task of having to deal with the "unmanageable" My advice for young managers is to find out, first and foremost, why is this team member difficult to manage.

Listen to them! Team management is about communication. If a member of the team doesn't listen to you and follow your plans, instead of complaining to a senior manager, you should at least try to listen to them first. Listen to their feedback on your plan and also listen to the plan they come up with. A good leader is not one who excels at everything but

someone that excels at making the best use of others.

Team management is about communication.

Building personal confidence:

Another problem that young managers face is self-doubt. The voice of doubt normally starts when you have to deal with senior team members. The volume then keeps going up until it plagues your mind. The solution is very simple – stop it!

Focus on the positive sides of decisions that you make. The second step is to balance the negative sides. Thirdly, take time to rest outside of work. Go out with your friends to grab a drink or have a nice dinner. Anything that makes you happy is good for your confidence. The last step is to visit/call someone who can offer good advice. They can be your coaches, mentors, managers etc.

Your first few important decisions are probably made during this process. But that's OK confidence

building doesn't happen all at once. Understanding this process will help young managers build up confidence gradually. In the meantime, be open to mistakes! It will help you grow as a manager.

Learning to say "no":

Saying "no" to team members can be difficult. Some ask for casual leave and others ask too many questions. The key is all about the language. In other words, it's not what you say but how you say it. Most young leaders are afraid to reject their team members because they do not want to damage the relationship. But this is the wrong way to go.

Think about the impact on other team members that watch you agree with everyone's requests. They might think that you are a nice and easy-going person, but they may also regard you as a weak manager. Learn to reject unnecessary requests with kindness. Either a small talk or a mocking joke can easily let employees know that what they request is not appropriate. **B**

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Investment Approval and Record-Filing



Manuel Torres



Lucy Luo

By Manuel Torres (Managing Partner) and Lucy Luo (Associate) of Garrigues Shanghai



General Introduction

The Chinese government is reforming its investment approval procedure in order to encourage foreign investment by providing a more transparent and stable environment. The incorporation of foreign invested entities (“FIE”) and the main changes to the FIEs (i.e. equity transfer, changes in registered capital, and form of the corporation) are subject to approval from MOFCOM and its local counterpart prior to commercial registration.

For test purposes, the government has carried out a different approach in 4 Pilot Free Trade Zones (“FTZ”). For FIEs that intend to operate a business that’s listed on what’s known as the “Negative List”, the investment approval procedure is still applied. For FIEs whose business scope is not on the Negative List, commercial registration can be done directly with prior (sometimes, simultaneously) investment record-filing..

The draft Foreign Investment Law places the Negative List approach as a general rule for the foreign investment approval scheme, which suggests that such an approach may, in the future, be applied nationwide.

Currently, there are three valid foreign investment catalogues, which are applicable to FIEs..

Foreign Investment Industries Catalogue taken into effect on April 10th, 2015 shall apply to all FIEs except in the regions mentioned below. Under the Foreign Investment Industries Catalogue, foreign invested businesses are classified as either encouraged industries, restricted industries or prohibited industries.

For encouraged industries, FIEs enjoy preferential policies according to relevant laws and regulations, such as exemptions for tariffs. Please note that the involvement of Chinese investors in some encouraged industries is necessary. Some shall be controlled by Chinese shareholders

by means of majority control or relative control; others shall be incorporated in the form of a Sino-foreign equity joint venture or Sino-foreign cooperative joint venture. For example:

- For companies that produce high energy batteries the proportion of foreign investment should not exceed 50%
 - The company form in the track transportation equipment industry is limited to equity/cooperative joint venture
 - A foreign invested company doing manufacturing of low and medium-speed diesel engines shall be controlled by Chinese shareholders
 - Construction and operation of civil airports requires relative control by Chinese shareholders
- The chief partner of a foreign invested accounting firm must be Chinese. For restricted projects, FIEs may face strict examination and approval and the competent authority may differ due to the investment volume.

If the industry is listed as prohibited, then foreign investments are not allowed..

At the regional level, in order to

encourage investment in Central and Western China, the Chinese government has released a Catalogue of Foreign Investment Advantage Industries for 22 provinces and autonomous regions.. The latest version took effect on June 10th, 2013.

The Negative List approach may, in the future, be applied nationwide.

FIEs falling within this catalogue may enjoy same preferential policies.

2015 Foreign Investment Industries Catalogue

The Foreign Investment Industries Catalogue has been reformed several times, the latest version replaces one from 2011. The key changes are as follows:

For restricted industries, it added 6 new items, they are:

- Processing of crude sugar
- For the manufacturing of automobile whole vehicles, special

use vehicles and motorcycles, Chinese parties shall hold at least 50% of the shares; one foreign investor shall have no more than two equity joint ventures for the same category of whole vehicle products, but a merger of other domestic auto manufacturers with Chinese joint venture partners could be exempted from the two entities limitation

- For general aviation companies, sight-seeing tours shall be controlled by Chinese shareholders
 - Institutions of higher learning should be limited to cooperative joint ventures led by Chinese parties
 - Pre-school education institutions fall under the same requirements for institutions of higher learning
 - Medical institutions are limited to equity/cooperative joint ventures
- 4 items are modified in this section:
- E-commerce is removed from restricted value-added telecommunications services
 - Restricted conditions for the banking industry has been detailed
 - The cap for the proportion of foreign investment in securities companies





has been raised to 49%

- Companies doing surveys of television and radio program ratings shall be controlled by Chinese shareholders

The 2015 Catalogue has also deleted restricted items in 11 sectors to further open Chinese markets to foreign investors. These cover a range of industries. 25 items in the manufacturing industries have also been deleted, while the real estate industry has been removed from the restricted list.

6 items have been added to the prohibited industries list:

- Nuclear fuel processing
- Wholesale and retail of tobacco products
- Internet publication services
- Auction houses and shops engaging in the auction of cultural relics

- Legal services The Chinese government also modified 2 items. Foreign investors are prohibited from investing in the construction and operation of certain kinds of generators. In the previous version of

the catalogue, foreign investors were also prohibited from investing in the compilation of topographic maps and general maps. But the 2015 version details these types of maps, with new prohibitions for certain kinds of surveys.

Compared with the 2011 version, the following industries have been opened to foreign investors:

- R&D of genetically modified organisms
- Manufacturing Industries
 - Processing of green tea and other special Chinese teas
 - Certain types of batteries
 - Production of lacquer ware, enamel products, carcinogenic, teratogenic and mutagenesis products and persistent organic pollutants
- Operation of golf courses and villas

Special Administrative Measures (Negative List) for Foreign Investment Access to Pilot Free Trade Zones

In order to carry forward the reform of the foreign investment

management system and create an internationalised and market-oriented business environment, China established the Shanghai FTZ in 2013. Since the first Negative List for the Shanghai FTZ was released in 2013 and revised in 2014, such an experimental approach seemed applicable elsewhere. Therefore, the Chinese government established three new FTZs in 2015. According to the Negative List, foreign investment approval is only limited to the investment explicitly indicated in the Negative list, which means, investment excluded in the Negative List requires record-filing before commercial registration or within 30 days after commercial registration.

According to the Decision of the Standing Committee of the National People's Congress on Authorizing the State Council to Temporarily Adjust the Relevant Administrative Approval Items Prescribed by Law in four FTZs taken into effect on March 1st, 2015, adjustments to administrative examination and approval foreign investment industries in four FTZs shall be implemented on a trial basis

for three years from March 1st, 2015 to February 28th, 2018.

Foreign Investment Industries Catalogue (Revised in 2015)

o Restricted and prohibited items plus encouraged items with EJV/CJV requirements

Most rules in the Negative List come from restricted and prohibited items in the Foreign Investment Industries Catalogue

For example, foreign investors are prohibited from running the business operations of domestic mail express delivery services both in the Foreign Investment Industries Catalogue and the Negative List.

Most encouraged items with EJV/CJV (Entity Joint Venture/Cooperative Joint Venture) requirements in the Foreign Investment Industries Catalogue are also included in the Negative List.

o Exceptions

There are some exceptions, which are restricted or prohibited by the Foreign Investment Industries Catalogue, but allowed by the Negative List, for example,

WOFE is permitted for motorcycle manufacturers while outside these FTZs such an industry requires no less than 50% of shareholdings be

owned by Chinese investors.

Foreign majority shareholding is permitted for international shipping enterprises established within the Shanghai FTZ, while those established in the other three FTZs require control by Chinese shareholders.

If the industry is listed as prohibited, then foreign investments are not allowed.

Cited from other relevant laws and regulations

Except from the Foreign Investment Industries Catalogue, some items in the Negative List are cited from other relevant laws and regulations. Here are some examples:

o Cooperation on an Internet news information service is subject to national security evaluation. This rule is consistent with Article 9 of Provisions for the Administration of Internet News Information Services (September 25th, 2005)


o Exploration and development of exclusive economic zones and continental shelves is subject to the

prior approval of the governmental authorities. This process is set by the Law on the Exclusive Economic Zone and the Continental Shelf of the People's Republic of China (June 26th, 1998)

o The legal representative of a general aviation enterprise must be a Chinese citizen. This requirement is set by the Provisions on the Administration of Business Licensing for General Aviation (February 14th, 2007)

o Foreign investors are prohibited from collecting or purchasing wild plants that enjoy priority protection by the State. This prohibition is set by the Regulations of the People's Republic of China on Wild Plants Protection (January 1st, 1997).

New restrictions set up by Negative List

The Negative List itself has also added some new restrictions, such as foreign investors are prohibited from establishing and operating: (i) Humanities and social sciences research institutions; (ii) Intangible cultural heritage survey agencies. 

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CEO's – Thinking Like a VC



Marwan Emile Faddoul
Managing Partner
NFG Consulting LLC
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It is not enough to sell in a business, especially if we want to sustain our position in the market. For that, we have to work hard and keep improving ourselves on a daily basis. Market demand and competition make the task hard to keep a similar trend. Eventually, we have to invest regularly in our company. When I say invest, I mean in our staff, our products/services and in new markets (whether local or overseas).

A few years ago, I was visiting a friend, Eric, an owner of a well know fragrance manufacturing company here in China. During our conversation, he told me that he was interested in expanding to overseas, specifically in the United States. I asked him why he wanted to enter this market, why not another market. He shared with me the story of his friend, a reliable and successful business person who had opened a shop in New York City and was able to make tonnes of money out of his business, a business that compliments Eric's business. He added that his decision to expand to the US was primarily based on his friend's idea. I asked Eric if he had any other documents or information that would back his decision, his answer was simple, NO!

I kept silent for a few minutes and then told Eric that expanding to the United States might end up being the right thing for your business. However, if you want to take the risk and invest in a new market that you don't know much about, or even in a different innovative line of business, you should think like a venture capitalist.

Eric looked at me and said: Why like a VC?

I replied: Eric, I know that your current products are among the best in the PRC market and your company has a very good reputation. However, we as entrepreneurs and owners of a company tend to get a little too close to our products and services and are not able to clearly see the market opportunity and the strategy to achieve it. At the end, it is important to ask a lot of hard questions about the business model, value proposition, go to market strategy, competition, and risk. When investing in a new line of business or expanding overseas, we, just like VC's have common goals: to maximize return and reduce risk.

I added that as VC's, leaders and CEO's should base their investment decisions on several important criteria:

Having the right people: CEO's should be looking for entrepreneurial teams that have some combination of brilliant technical innovation,

If you want to take the risk and invest in a new market that you don't know much about you should think like a venture capitalist.

insightful go-to-market strategy, relevant domain experience, and an obvious leader who could grow into being the head of a division or even a future CEO.

Focusing on time. Maybe it's the number of customers or a certain

revenue figure, but the question is how long we'll need to hit those targets. Successful CEO's use time as a hard boundary to help recognize when something isn't working.

Developing a detailed financial projection. Unfortunately many owners of companies look at competitors to see how much they have raised in some similar projects, and often end up short on cash at a very early stage of the expansion process.

Focusing on the technical risk. It is important to raise questions about the company's vision, about customer behaviour, about the target market, and about competitors, eventually making sure to cover all aspects of our business prior to investment.

I turned to Eric and said: if you take your case for example, considerable elements should be taken into account.





First of all, from a demographical perspective. Is the American market interested in buying your type of products? Tastes in fragrances differ from region to region.

Second, from a geographical perspective. Does US law require special certification like FDA approval? If so, are there any fees to pay and tests to prepare, and what is the required time to finish these procedures? Moreover, can transportation be an issue? Does cold weather or heat affect the products during shipment, and if it does, how can you overcome this obstacle?

Third, from a strategic angle. Even if you have the capacity to produce different types of fragrances, will it be cost effective to purchase all the raw materials, knowing that many of these might have to be purchased from overseas? What should be your

profit margin? And do you care about making profit in this market? One strategy is to sell your goods in a country with no profit and even with losses, with the intention of making a name for yourself. In the long run, you sell your products to other countries at a higher price.

Finally, supposing we do our due diligence, we are still taking a risk in something new. I advised Eric, to zoom out and focus on the big picture.

Venture capitalists always invest in a basket of different start-up companies, fully knowing that most will fail. A few might break even and one or two might be successes. But one big success can pay back the costs of all the failures.

It is the same with prototypes in business. The leading innovators run many different pilots and measure

progress carefully. They chop the losers but pour more resources into the successful trials. That way they are first to market with the real winners.

At the end of our conversation, I told Eric to close his eyes, and said: “pretend to be a venture capitalist that has a hundred million dollars to spend on investments in companies related to your line of business. You need to turn that in to half a billion dollars in ten years. What companies would you invest in? What do they have in common with your business? And would your company make the cut?” **B**

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Sino-Singapore Tianjin Eco-City

By Richard Cook



Singapore Prime Minister Tony Tan Ken Yam completed his recent visit to China this month, where he sought to reaffirm strong bilateral relations between the two countries. His trip included a significant award from Nankai University as they bestowed him with an honorary doctorate further symbolizing the close ties between, not just the countries, but the city of Tianjin and Singapore. The visit also fell upon the transition of outgoing Sino-Singapore Tianjin Eco-City

(SSTEC) Chief Executive Officer Mr Ho Tong Yen and the newly appointed Mr Liew Choon Boon, which took effect on July 1st.

The SSTEC is a joint venture between a Singapore Consortium led by the Keppel Group and a Chinese Consortium led by Tianjin TEDA Investment Holding Co., which began in 2008. Located 10 minutes north of TEDA by car, the project is one of China's leading Green development projects.

Mr Liew, a senior director in the Ministry of National Development, has been heading the Ministry of National Development's Eco-City Project Office since 2013 and is familiar with the specifics of the Sino-Singapore Tianjin Eco-City Project. His experience in a range of senior positions such as education and community development display his ability to further this project

Green Potential

As China is the world's leader in green

technology, in terms of quantity, the SSTECH holds significant clout on Tianjin's international identity. Public clamor for clean air and open spaces to combat China's critical pollution problems is a part of the manifesto in "China's Cities of Tomorrow". The next Five Year Plan already has significant mention of furthering environmentally friendly pockets in high-density population areas, such as the Tianjin Municipality.

Governed by the principle of The Key Performance Indicators, the Eco-City will be a real life self-sustainable environment, showcasing 30 square kilometres of environmentally friendly innovation. Originally designed by the Surbana Urban Planning Group the city will boast a light rail transit system and vast solar powered arrays, generating power for the community. From 2011 developments were made in the Tianjin Eco-City, such as the award winning "Low Carbon Living Lab," which made significant energy utilization breakthroughs on building features. 28% energy utilization from renewable sources, 30% usage of

recycled materials during building construction and 30% less energy consumed in comparison to certain similar buildings within Tianjin. Buildings here are designed to be the most environmentally stringent in the world.

The effect of the Eco-City has had widespread success for Tianjin. Notably the Wuqing and Tourism Districts have begun to replicate certain concepts from the Eco-City, such as water conservation techniques. This is just the first of many steps that will see further environmentally friendly practices spread across Tianjin.

"Reasonable Development"

The Tianjin Eco-City has gained increasing scrutiny in recent months over issues of development. Its progress, described as "reasonable" has drawn upon some criticism. With a current population of just 20,000, far from the target of its early to mid 2020 target of 350,000, it is understandable to hear some complaints. The project is passing the halfway mark on its timetable, having

been in operation now for 7 years, yet considering the bigger picture these figures are understandable. Building these pioneering cities was always going to be a trial by error project.

When we consider the geographical location and proximity to the developing Binhai TEDA Zone, we must recognize that major transportation links are about to be completed in the coming months. The opening of Binhai's Yujiapu Station in August will provide a high-speed rail link to Beijing and Tianjin city centre, slashing commuter times. Also, the highly anticipated Yujiapu Financial District at the heart of the Binhai area is nearing completion. These are just two major factors that stand up to some of the recent pessimism surrounding the low population and activity in the Tianjin Eco-City so far. Thus in the coming months there is expectation for the activity within the Tianjin Eco-City. Within the Tianjin Eco-City there have already been monumental developments in the hospitality sector. The Hilton Tianjin Eco-City Hotel and its jaw-dropping Qing style palace-like



architecture is a focal point. Aside from this, there are now 2,000 registered companies primarily from the information and environmental sectors. These companies have access to some lucrative funding. In 2012, \$9.5million SGD, roughly 43million CNY was made available for Singaporean companies wishing to gain a foothold in the project. Although, not a lavish amount, these figures are expected to rise as the project reaches maturity. As for issues surrounding the residential sector, within the year a 350-bed capacity hospital, a low tuition high school and neighborhood centre are scheduled to be open. Thus, the coming year will be a significant leap in terms of development and should silence critics who have compared progress to Hebei's Caofeidan Eco-City project.

'Technology Ecosystems'

Incoming Mr Leiw stated that, "over the past 7 years we have been able to transform a barren piece of wasteland into an urban oasis. It is an achievement and is a testimony of the close collaboration between

Singapore and China and the support of both governments." The Sino-Singapore Tianjin Eco-City is the second government-to-government project, after the Suzhou Industrial Park, and showcases bilateral ties as well as regional commitments

The Eco-City will be a real life self-sustainable environment, showcasing 30 square kilometres of environmentally friendly innovation.

from China towards the ASEAN community. Already, a civil service education programme has proved a major success for China since 2012, relating to ASEAN agreements. Over the past few years China has watched Singapore very closely on how to facilitate 'startup technology ecosystems' as well as its civil service.

In June the Chinese government passed almost 100 new measures to help homegrown entrepreneurs get off the ground. These include government subsidies, tax breaks, a pilot equity crowd-funding scheme and the initiation of the Internet Plus Action, which provides reduced prices for high quality Internet connectivity. These techniques have come to fruition thanks to the government-to-government developments and the expressed interest of the Singaporean PM to cement business links with China. It is well noted that the Sino-Singapore Tianjin Eco-City is one of the key technology ecosystems, thus the joint venture is turning heads with regards to investment. Let's not forget the international hype, the Sino-Singapore Tianjin Eco-City was presented to the United Nations in 2013 and developers won't want to end in failure when showcasing plans on such a grand scale. **E**

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Past Events:



F&T Workshop: Common Accounting Issues 17th June, 2015

With the close of annual financial audit work, most enterprises have time to review and sort out the common accounting issues encountered during its daily accounting practice. How can you tackle these issues? The professionals from PwC shared their observations regarding finance and accounting practical issues encountered by enterprises during their daily work.



Full Day Training- Excel PivotTable training 19th June, 2015

The training programme, which combines theoretical learning and interactive sessions, is designed for advanced Microsoft Excel users. The main emphasis is on the skills of Microsoft Excel data analysis to facilitate daily office work.



2015 Business Confidence Survey Launch and Mid-year Cocktail Reception 26th June, 2015

The 11th edition of the Business Confidence Survey 2015 was launched in Tianjin on June 26th. More than 50 senior representatives from member and non-member companies participated in this event. Mr. Adam Dunnett, Secretary General of the European Chamber of Commerce in China, presented the survey results and answered questions from participants on European business performance and the Chinese market.

Factory Visit: GEA Mechanical Equipment (Tianjin) Co., Ltd. 2nd July, 2015

The European Chamber organised its third factory visit of this year on July 2nd. Mr. Alexander Krausse, President & CEO of GEA Mechanical Equipment (Tianjin) Co., Ltd., delivered a comprehensive presentation to more than 30 participants and led the visit to the world-class production facilities. GEA is a world-leading company in production of separators, decanters, homogenizers and turnkey solutions serving a broad variety of applications. This company visit not only gave an insight into one of Tianjin's newest and most modern production plants, but also provided a great opportunity to discuss questions directly with the representatives from GEA in Tianjin.



Past Events:



Reform and Development in China: Tianjin's Dongjiang Free-Trade Port Zone

June 18 – The Astor Hotel

On June 18, nearly 40 chamber members gathered at the Astor Hotel to listen as Mr. Zhou Xu, Director of the Administrative Commission of Tianjin Dongjiang Free Trade Port Zone, gave a presentation on the investment opportunities available at the zone. Incentives have been offered to modern service industries including shipping and logistics, international trading and financial leasing. A set of financial and foreign currency reforms are also set to be unveiled. Attendees were very active during the Q&A session. Many said they found the event both informative and helpful.



AmCham China, Tianjin 14th Charity Golf Tournament and Annual US Independence Day Celebration

July 4 – Tianjin Binhai Forest Golf Club and the St. Regis Tianjin

AmCham China Tianjin marked the 4th of July with its 14th Annual Charity Golf Tournament and a banquet with 300 guests. The tournament, held at the Tianjin Binhai Forest Golf Club, brought together 40 golfers. Later in the day, along the riverside of the St. Regis Tianjin, the July 4th banquet kicked off with delicious food, cold beverages, a live band, lucky draw and games for the kids in tow. The Tianjin Chapter would like to thank all the sponsors for helping to raise money for the Tianjin Jian Hua Autism Rehabilitation Center. A sincere thank you to our major sponsors: Boeing Tianjin Composites Co., Ltd., Tianjin Custom Wood Processing Company Ltd., Schneider Logistics (Tianjin) Co., Ltd. and the St. Regis Tianjin.



Upcoming Event:

7 August, 2:00-5:30 PM, First Aid Training – Basic Skills to Save Life before Medical Professionals Appear

13 August, 8:45AM-17:00PM, Essential Skills Training – Empower Your Executive Assistant, AmCham Tianjin Meeting Room

20 August, 7:15-9:00 AM, Monthly Executive Breakfast Briefing, The Astor Hotel

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

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



Rick Chen
 Director of Sales and Marketing
 The St. Regis Tianjin Hotel

The St. Regis Tianjin, the most iconic hotel in town located along the Hai River, is delighted to announce the appointment of Mr. Rick Chen as Director of Sales & Marketing.

Rick has more than 20 years experience and has worked in Food & Beverage as well as the Rooms Division, before finding his passion in Sales & Marketing.

Rick had been exposed to many brands having held key sales roles in Beijing Grand MOMA, Sofitel Galaxy Nanjing, Sofitel Beijing, Park Hyatt Beijing, The Peninsula Beijing and New World Beijing. Prior to this role, he was the Director of Sales & Marketing for Le Meridien ShiMei Bay.

We believe Rick will contribute greatly in building up our brand and hotel business at The St. Regis Tianjin.



Douglas Wang
 Western Executive Chef
 Wanda Vista Tianjin Hotel

Wanda Vista Tianjin is pleased to announce the appointment of Douglas Wang as the hotel's new Western Executive Chef.

Douglas Wang brings with him over 12 years of experience from previous culinary positions held in Sanya, Hangzhou, Yantai, Foshan and Nanjing. Prior to his new position, he worked as the Executive Chef of Wanda Realm Ma'anshan. His previous posts also include Sheraton Sanya, Hyatt Regency Hangzhou and Royal Caribbean Cruises.

In his new role, Douglas will oversee all Western food & beverage outlets at the hotel, including the all-day restaurant Cafe Vista, in-room dining and Western-style banquets. Douglas insists that cuisine means more than just food; it explores new pairings while expanding people's palates.



Tony Feng
 Director of Sales and Marketing
 Hotel Indigo Tianjin Haihe

The Hotel Indigo Tianjin Haihe, located in the former German Concession, is delighted to announce the appointment of Mr. Tony Feng as Director of Sales and Marketing.

Tony Feng has extensive working experience in the hospitality industry with a series of international hotel brands, such as Ritz-Carlton, Renaissance, Raffles and Marriot. He is an expert in development and expansion for both resorts and business hotels.

With his passion and enthusiasm Tony comes back to Tianjin where he was born. He carries an excellent reputation through his years of experience in the industry. We believe Tony will lead his team to reach higher goals generating better results at Hotel Indigo Tianjin Haihe.

Nightingale String Quartet

Date & Time: August 20th, 19:30
Location: Tianjin Concert Hall, 88 Jianshe Rd, Heping District
Price: RMB180, RMB 150, RMB 120, RMB 80, RMB 50, RMB 30



Nightingale String Quartet has won many prizes across Europe such as the Danish Radio P2 Talent Prize 2010 and 2nd prize at the "Charles Hennen Concours" international chamber music competition in Holland. In March 2012 the Quartet released a CD with Rued Langgaard's complete string quartets, winning a prize for "Danish CD of 2012" in January 2013 and were finalists for a BBC Music Magazine award for "Best Chamber CD of 2012". The CD was highlighted as BBC Music Magazine's "Chamber Choice" and Gramophone's "Choice".

Program
 String Quartet Nos. 39-Vogel/ F. J. Haydn
 String Quartet No. 6 / Rued Langgaard
 Intermission
 String Quartet No. 12, Op. 127/Beethoven

Gottlieb Wallisch Piano Recital

Date & Time: August 15th, 19:30
Location: Tianjin Concert Hall, 88 Jianshe Rd, Heping District
Price: RMB 180, RMB 150, RMB 120, RMB 80, RMB 50, RMB 30

Gottlieb Wallisch is one of the fastest rising representatives of a new generation of Austrian artists. Born to a Viennese family of musicians, Wallisch entered the Vienna University for Music and Performing Arts at the age of six, and has won several international piano competitions. He was also a finalist at both the 1999 Queen Elizabeth Competition in Brussels and 2005 XXI Concours Clara Haskil in Vevey. As an artist in the Viennese piano tradition, Wallisch records exclusively for the British label LINN records. Three highly acclaimed albums dedicated to the music of Mozart have been issued since 2010, while his next release, announced for 2014, will feature Haydn's London Piano Sonatas.

Program
 Organ Prelude & Fugue in A-minor, BWV 543/J.S.Bach/arr. F.Liszt
 Sonata in C-major, K.330/W.A.Mozart
 Allegro moderato
 Andante cantabile
 Allegretto
 Six Bagatelles, op. 126/L.v.Beethoven
 Andante con moto
 Allegro
 Andante
 Presto
 Quasi allegretto
 Presto - Andante amabile e con moto - Tempo I
 Intermission
 F.Schubert: Four Impromptus, D.935/F.Schubert
 No.1 in f-minor, Allegro moderato
 No.2 in A-flat Major, Allegretto
 No.3 in B-flat Major, Andante
 No.4 in f-minor, Allegro scherzando



Have a Good Time at Hang Lung Plaza, Enjoy the Unique Indoor Terrace

On June 25th 2015, a summer party was held in Tianjin's Blue Frog restaurant. The bartender carefully created all kinds of cocktails which made the whole night come alive. This was a taste of the unique times that can be had at Hang Lung Plaza.

As the summer drew closer, Hang Lung Plaza came up with the concept of "concentrated fashion." This unique idea allows shoppers to do everything in style in just one place. You can shop til you drop at boutique stores, wine and dine at trendy restaurants and take part in a number of activities, whatever you are into, you can find it there.

A year ago, Hang Lung Plaza depended on its high reputation. It was home to some of the most unique international brands in Tianjin and made the most of its advantageous location, occupying half of King Street.

With the arrival of summer, the plaza introduced a number of themed activities, including a beach carnival.

Nine renowned Hong Kong designers were also invited to create a fashion exhibition that was on display 13 June -12 July. The event was supported by a non-profit organisation in Hong Kong Fashion Farm Foundation as well as the Hong Kong fashion magazine "Extra" and it gained critical acclaim.

If you prefer European and American fashion you can pick up a GAP t-shirt with pair of denim shorts to help create a simple but cool look for the summer.

If you are into sports, do not miss the Y-3 brand. Created by some of the world's top designers this new collaboration with Adidas is simple, but showcases a great sense of style, perfect for a high-end fashion and sports look.

In addition, the Fat Kee Dessert store has been opened. SWATCH, SUPERHERO and other brands will soon appear in Hang Lung Plaza, offering yet more fashion choices.



Riviera New Menu at The St. Regis, Tianjin

Located on the ground floor of The St. Regis, Tianjin, Riviera overlooks a broad promenade along the Hai River. It's an ideal destination for lingering over a leisurely lunch or an elegant dinner. By day, the Art Nouveau-inspired restaurant is flooded with natural light, and in the evening, it beckons with a romantic glow. When the weather allows, terrace seating adds to the European feel.

With a distinctive menu and ambiance reminiscent of a contemporary modern Mediterranean brasserie, Riviera brings the casually elegant yet refined Mediterranean experience to Tianjin. Riviera offers a new menu for guests, who can now enjoy a selection of dishes that can be paired with a wide variety of international wines. The menu represents approachable luxury with cutting edge presentation showcased throughout the menu, including tableside preparation for several dishes such as the signature Grilled Wagyu beef rib-eye "Robbins island" MB 5-9, that brings a theatrical flair to the dining room. Additional signature dishes include Cod with asparagus and tomato confites; Calamari and saffron sauce; Garlic snails, butter and parsley; and Chocolate Bliss with pistachio ice cream. Riviera also offers a private dining room with seating for up to 16 guests.

Elegant, white upholstered seating at Riviera invites guests to find comfort in sensuously curving booths tucked into alcoves, perfectly suited for intimate dining. Splashes of orange and gold accent finely carved walnut flourishes and polished wood floors can be found throughout the bistro. The private dining room has a long table setting and an elegant gold sculpture on the wall.



Shangri-La Hotel, Tianjin Hosts 2015 Summer Wedding Fair

On 12 July, 2015 the Shangri-La Hotel, Tianjin presented its summer wedding fair in the Grand Ballroom. With a pink romantic theme, the fair attracted over 100 couples who were planning their ideal wedding.

The Shangri-La brand draws inspiration from the fictional place of peace and harmony described in the 1933 novel, Lost Horizon, by British author James Hilton. Shangri-La Hotel, Tianjin's summer wedding fair aims to present new couples with a picture of their dream wedding within a romantic setting and a touching atmosphere.

The wedding fair started at 2:30 p.m. in the Grand Ballroom, which was decorated with a fairy-tale style backdrop and stage. With a capacity of over 1,700 guests and car drive-in access, the ballroom gave the fair a very impressive opening. General Manager Mr Hakan Ozel entered the ballroom with a luxury car and gave a welcome speech to all the guests.

Shangri-La Hotel, Tianjin not only has premium banquet facilities, but also an experienced team of wedding planning experts. The hotel has hosted 120 weddings since its opening. Four of the wedding couples, including Olympic champion Chen Yibing and his wife, shared their delightful wedding experiences via video.

A beautiful wedding gown show and a mock-up ceremony gave the couples a feel of a real wedding. Touched by the romantic setting, a gentleman even successfully proposed to his fiancé during the wedding fair.

To plan a wedding, couples must pay attention to the food served to their guests. Shangri-La Hotel, Tianjin's culinary team created exquisite dishes and desserts for the guests to sample. From the level of ingredients used in creating the dishes to the presentation, the team did everything to offer the couples a little taste of what it would be like to celebrate their special occasion at the Shangri-La, Tianjin. A table of Chinese wedding dishes was prepared on site and Bruce Ma, our Pastry Chef, made several chocolates and pastries for the guests to try.

The wedding fair ended with several lucky draw prizes from the hotel and its business partners. Many wedding couples confirmed their weddings at Shangri-La Hotel, Tianjin with on-the-day promotional packages.

Shangri-La Hotel, Tianjin is conveniently located on the Haihe East Road with easy access to the subway. The hotel offers 289 parking spaces for guests. With the largest banqueting facilities in the city, it is the perfect venue to say "I do."



Celebrated Chef Brian McKenna Guests at Ritz Carlton, Tianjin

Last month, celebrated Chef Brian McKenna, presented his extraordinarily modern twist on European cuisine to guests at the Ritz Carlton, Tianjin. Chef McKenna brought an unprecedented Michelin dining experience to the city from July 8 to July 9, showcasing the pinnacle of his culinary talent.



British-born Brian McKenna is one of the most charismatic and prominent chefs of his generation. Throughout his career he has graced countless 3 Star Michelin- restaurants. Becoming head chef of Le Poussin in the UK aged just 21, he has worked alongside some of the great European chefs of our time such as Alex Aitken, Kevin Mangeolles and Nigel Goodwin.

Classically trained, Brian has earned a reputation for putting together highly creative dishes. A love affair with Asian spices brought Brian to Beijing in 2007, where he has since established himself as not just a leading talent in modern European cuisine but also as a restaurateur - owning, operating and managing over 40 restaurants and special events.

Brian and his restaurants have won numerous awards and accolades including: 'Chef of the Year' by Food and Wine Magazine Asia, 'Restaurant of the Year' by Time Out Beijing and 'Chef of the Year Asia' by Tatler. He is the recipient of the coveted Five Star Diamond Award, a prestigious honour and one of the highest ratings in the hospitality industry.

Since the opening of The Ritz-Carlton, Tianjin, the hotel's Executive Chef Ornato has invited several prestigious chefs from around the world to present their culinary skills to guests in Tianjin. They have created numerous unforgettable dining memories and have helped the Ritz Carlton maintain its role as a leader of the food and beverage scene in Tianjin.

2015 Mooncake Launch Party at Tangla Hotel Tianjin

Tangla Hotel Tianjin held a mooncake party last month at S6U Lounge located on the 49F to commemorate the Mid-Autumn Festival. An array of delicacies and drinks were served during the party. Live classical music and a Tibetan dance added to the fun as guests partied into the night.

An air hostess from Tianjin Airlines presented special sets of mooncakes to the guests during the party.

The four different sets came in distinctive and creative packages priced at different levels.

The 2015 Mooncake Launch Party enhanced awareness and the reputation of the Tangla brand and made an important contribution towards the hotel's goal to be the best luxury hotel in Tianjin!



DINING

TIANJIN

Chinese

China Station

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

Fortune Restaurant

A: 2F, Crowne Plaza Tianjin Binhai No. 55, Zhongxin Da Dao Airport Industrial Park
T: +86 22 5867 8888 ext. 2355
富淳中餐厅
空港物流加工区中心大道55号天津滨海圣光皇冠假日酒店2层



Qing Wang Fu

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

Riverside Chinese Restaurant

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

Tao Li Chinese Restaurant

A: 6F, Hotel Nikko Tianjin No. 189, Nanjing Lu, Heping District
T: +86 22 8319 8888 ext. 3561
桃李中餐厅
和平区南京路189号天津日航酒店6层

Tian Tai Xuan

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

Japanese

Benkay Japanese Dining

A: 5F, Hotel Nikko Tianjin, No. 189 Nanjing Lu, Heping District
T: +86 22 8319 8888 ext. 3558
和平区南京路189号天津日航酒店5层
弁庆日本料理餐厅

Café Vista

A: 1F, Wanda Vista Tianjin, 486 Bahao Road, Da Zhi Gu, Hedong District
T: +86 22 2462 6688
美食汇全日餐厅
河东区大直沽八号路486号天津万达文华酒店一层

Kasumi

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

Kushi Grill

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

Seasonal Tastes

A: 1F, 101 Nanjing Road, Heping District
T: +86 22 2389 0168
知味全日餐厅
和平区南京路101号一层

Seitara

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

SôU

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

Thai

YY Beer House

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

Pattaya

A: 33 Shengli Lu, Italian Style Street, Hebei District
T: +86 22 2445 8789
芭堤雅泰国餐厅
河北区意式风情街胜利路33号

Western

Café@66

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

Churchill Wine & Cigar Bar

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

Texas BBQ Saloon

A: Units 115 and 128, Central Avenue, Building C7, Magnetic Plaza, Nankai District
T: +86 22 8713 5555
+86 182 0258 9904 (English)
+86 182 0258 9924 (Chinese)
德克萨斯风味烧烤西餐酒吧
南开区奥城商业广场C7座115-128

Prego Italian Restaurant

A: 3F, 101 Nanjing Road, Heping District
T: +86 22 2389 0173
Prego意大利餐厅
和平区南京路101号三层

Qba – Latin Bar & Grill

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



Bistro Thonet

A: No.55 Chongqing Road, Heping District
T: +86 22 8713 5555
E: info@qingwangfu.com
W: qingwangfu.com
庭悦咖啡
和平区重庆道55号庆王府院内



Brasserie Flo Tianjin

A: No.37, Guangfu Road Italian Style Town, Hebei District
T: +86 22 2662 6688
福楼
河北区意大利风情区光复道37号

1863 Bistro & Terrace

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

Café Majestic

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

Café Venice

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

Glass House

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

Pan Shan Grill & Wine

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



DINING

SERVICES



Promenade Restaurant

A: 1F, The St. Regis Tianjin No. 158, Zhang Zizhong Road Heping District
T: +86 22 5830 9959
河岸国际餐厅
和平区张自忠路158号天津瑞吉金融街酒店一层(津塔旁, 哈密道正对面)



Riviera Restaurant

A: 1F, The St. Regis Tianjin. No. 158, Zhang Zizhong Dao, Heping District
T: +86 22 5830 9962
蔚蓝海餐厅
和平区张自忠路158号天津瑞吉金融街酒店一层

Spectrum All-Day Dining

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

Mighty Deli (South Park Store)

A: No. 85-87, Shuishang Gongyuan West RD, Nankai, Tianjin (opposite to Nancuijing Park) 南开区水上公园西路85-87号南翠屏公园对面
T: +86 22 8783 9683
(Somerset Store)
A: 5F, Somerest Youyi, Pingjiang Dao, Hexi District
天津市河西区平江道盛捷服务公寓5层
T: +86 22 2810 7747

Zest

A: 1st Floor, The Ritz-Carlton, Tianjin, No. 167 Dagubei Road, Heping District, Tianjin
T: +86 22 5809 5109
香溢 - 全日餐厅
和平区大沽北路167号天津丽思卡尔顿酒店一楼



InAsia Restaurant

(Olympic Stadium Store)
A: 4F, A-Hotel, Olympics Gym, Nankai District, Tianjin 天津市南开区水滴体育馆A-Hotel四楼
T: +86 22 2382 1666/2233
(Somerset Store)
A: 5F, Somerest Youyi, Pingjiang Dao, Hexi District 天津市河西区平江道盛捷服务公寓5层
T: +86 22 2810 7992

Bars

China Bleu

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

O'Hara's

A: Astor Wing, The Astor Hotel, A Luxury Collection Hotel, Tianjin No. 33, Tai'er Zhuang Lu Heping District
T: +86 22 2331 1688 ext. 8919
海维林酒吧
利顺德翼, 和平区台儿庄路33号天津利顺德大饭店豪华精选酒店一层

The St. Regis Bar

A: 1F, The St. Regis Tianjin. No. 158 Zhang Zizhong Road, Heping District
T: +86 22 5830 9958
瑞吉酒吧
和平区张自忠路158号天津瑞吉金融街酒店一层
(津塔旁, 哈密道正对面)

Purple Bar

A: 2F, Radisson Blu Plaza Hotel Tianjin
66 Xinkai Road, Hedong District
T: +86 22 2457 8888 - 3278
葡吧
河东区新开路66号天津天诚丽笙世嘉酒店2层

Flair

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

Education



University of Maryland Robert H. Smith School of Business China Leadership EMBA Program

A: 2505-A CITIC Building, 19 Jianguomenwai Street Beijing
T: +86 10 6500 3930
E: Beijing@rhsmith.umd.edu
W: rhsmith-umd.cn
马里兰大学史密斯商学院中国领导力EMBA项目
北京市朝阳区建国门外大街19号国际大厦2505-A



HOPELAND INTERNATIONAL KINDERGARTEN

W: hik.cn
E: hik@hik.cn
华兰国际幼稚园 (梅江园)
Hopeland international kindergarten Meijiang Campus
解放南路西侧环岛东路7号
A: No. 7 Huandao East Road, West side of Jiefang South Road, Tianjin
T: +86 22 5810 7777
华兰国际幼稚园 (水上园)
Hopeland international kindergarten Shuishang Campus
卫津南路霞光道46号
A: No. 46, Xiaguang Street, Weijin South Road, Tianjin
T: +86 22 2392 3803
华兰国际幼稚园 (海逸园)
Hopeland international kindergarten Haiyi Campus
梅江湾翠波路5号
A: No. 5 Cuibo Road, Meijiang Bay, Tianjin
T: +86 22 6046 2555

Jeff's House Kindergarten

Welcome to my house. We will play, learn and grow together. We are a family. We and our parents will all be the masters.
A: No. 77, Munan Dao, Heping District
T: +86 22 2331 0236/0636
W: jeffhouse.net
杰夫幼稚园
和平区睦南道77号(近河北路)



SmartKidz International Tianjin

A: 5F, Building C, He Zhong Building, You Yi Bei Lu, Hexi District
T: +86 186 2230 2923(English)
+86 186 22303272(English)
+86 186 2235 9571(Chinese)
+86 186 2230 3926(Chinese)
E: thai.enc_cn@yahoo.com
WeChat: SmartKidz TJ
W: Smartkidz-tj.com
Fax: +86 22 8386 0969
天津童慧国际学校
河西区友谊北路合众大厦C座5层

International Schools



International School of Tianjin

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



Tianjin International School

A: No.4-1, Sishui Dao, Hexi District
T: +86 22 8371 0900 ext. 311
天津国际学校
河西区泗水道4号增1



Wellington College International Tianjin

A: No. 1, Yide Dao, Hongqiao District
T: +86 22 8758 7199 ext. 8001
Mobile: +86 187 2248 7836
E: admissions@wellington-tianjin.cn
W: wellington-tianjin.cn
天津惠灵顿国际学校
红桥区义德道1号

Catering Solutions



Flo Prestige

A: No.37, Guangfu Road Italian Style Town, Hebei District
T: +86 22 2662 6688
福楼外宴策划
河北区意大利风情区光复道37号

SERVICES

Hotels

★★★★★ Hotels

Hyatt Regency Jing Jin City Resort & Spa

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



Renaissance Tianjin Lakeview Hotel

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



Banyan Tree Tianjin Riverside

A: No. 34, Haihe Dong Lu, Hebei District
T: +86 22 5883 7848
www.banyantree.com
 天津海河悦榕庄
 河北区海河东路34号



Hotel Indigo Tianjin Haihe

A: No.314 Jiefang South Road, Hexi District, 300202, Tianjin
T: +86 22 8832 8888
F: +86 22 8832 6868
 天津海河英迪格酒店
 中国天津市河西区解放南路314号



HYATT REGENCY TIANJIN EAST

A:126 Weiguo Road, Hedong District, Tianjin, 300161, People's Republic of China
T: + 86 22 2457 1234
F: +86 22 2434 5666
W: tianjin.regency.hyatt.com
 天津帝旺凯悦酒店
 天津市河东区卫国道126号

Shan Yi Li Boutique Hotel
A: No.55 Chongqing Road, Heping District.
T: +86 22 87135555
E: info@qingwangfu.com
 山益里精品酒店
 中国天津市和平区重庆道55号



Hotel Nikko Tianjin

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



The Ritz-Carlton, Tianjin

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



Tangla Hotel Tianjin

A: No. 219, Nanjing Lu, Heping District
T: +86 22 2321 5888
 天津唐拉雅秀酒店
 和平区南京路219号



Yi Boutique Luxury Hotel Tianjin

A: No. 52-54, Min Zu Road, Hebei District
T: +86 22 2445 5511
 天津易精品奢华酒店
 河北区民族路52-54号



Sheraton Tianjin Hotel

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



Holiday Inn Tianjin Riverside

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



Holiday Inn Tianjin Aqua City

A: No. 6, Jieyuan Dao, Hongqiao District
T: +86 22 5877 6666
 天津水游城假日酒店
 红桥区芥园道6号



The St. Regis Tianjin

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



The Astor Hotel, A Luxury Collection Hotel, Tianjin

A: No. 33, Tai'er Zhuang Lu, Heping District
T: +86 22 2331 1688
 天津利顺德大饭店豪华精选酒店
 和平区台儿庄路33号



The Westin Tianjin

A: 101 Nanjing Road, Heping District
T: +86 22 2389 0088
W: westin.com/tianjin
 天津君隆威斯汀酒店
 和平区南京路101号



Wanda Vista Tianjin

A: 486 Bahao Road, Da Zhi Gu, Hedong District, Tianjin 300170
T: +86 22 2462 6888
F: +86 22 2462 7000
 天津万达文华酒店
 中国天津市河东区大直沽八号路486号

Radisson Blu Plaza Hotel Tianjin

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

Serviced Apartments

Astor Apartment

A: No. 32, Tai'er Zhuang Lu Heping District
T: +86 22 2303 2888
 利顺德公寓
 和平区台儿庄路32号

PAN PACIFIC TIANJIN HOTEL

A: No. 1 Zhang Zi Zhong Road, Hong Qiao District
T: +86 22 5863 8888
E: infor.pptsn@panpacific.com
 天津泛太平洋酒店
 中国天津红桥区张自忠路1号

Sheraton Apartment

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



Ariva Tianjin Binhai Serviced Apartment

A: No. 35 Zi Jin Shan Road, Hexi District
T: +86 22 5856 8000
F: +86 22 5856 8008
www.stayariva.com
 滨海·艾丽华服务公寓
 天津市河西区紫金山路35号



The Lakeview, Tianjin-Marriott Executive Apartments

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



Fraser Place Tianjin

A: No. 34 Xing Cheng Towers Ao Ti Street, West Weijin South Road, Nankai District
T: +86 22 5870 2351 (pre-opening office)
T: +86 22 5892 0888 (From 1st October 2015)
E: sales.tianjin@frasershospitality.com
 天津市招商辉盛坊国际公寓
 南开区卫津南路西侧奥体道星城34号楼



Somerset International Building Tianjin

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

Somerset Olympic Tower Tianjin

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

Somerset Youyi Tianjin

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

Real Estate

CBRE Tianjin

A: 42F, Units 12 & 13, Tianjin World Financial Centre Office Tower, No. 2 Dagubei Road, Heping District.
T: +86 22 5832 0188
W: cbre.com.cn

世邦魏理仕天津分公司和平区大沽北路2号天津环球金融中心津塔写字楼42层12-13单元



Jones Lang LaSalle

A: Unit 3509, The Exchange Mall Tower 1, No. 189 Nanjing Road, Heping District.
T: +86 22 8319 2233
W: joneslanglasalle.com.cn
 仲量联行天津分公司
 天津市和平区南京路189号津汇广场1座3509室

Associations

TICC (Tianjin International Community Centre) Association and meeting place for foreign passport holders and their families in Tianjin. Organises monthly coffee mornings, luncheons and social/fundraising events, supporting local charities.
E: ticc_09@hotmail.com
W: tianjin.weebly.com

European Chamber

A: 41F, The Executive Center, Tianjin World Financial Center, 2 Dagubei Lu, Heping District
T: +86 22 5830 7608
E: tianjin@european-chamber.com.cn
W: european-chamber.com.cn



SERVICES

HEALTH

American Chamber

A: Room 2918, 29F, The Exchange Tower 2, 189 Nanjing Lu Heping District
T: +86 22 2318 5075
F: +86 22 2318 5074
W: amchamchina.org

German Chamber

A: Room 1502, Global Center, No. 309 Nanjing Road, Nankai District,
T: +86 22 8787 9249
E: tianjin@bj.china.ahk.de

Serviced Office



The Executive Centre

Asia-Pacific's Premium Serviced Office Provider
A: 41F, Tianjin World Financial Center 2 Dagubei Road, Heping District Tianjin
T: +86 22 2318 5111
W: executivecentre.com
 天津德事商务中心
 和平区大沽北路2号天津环球金融中心津塔写字楼41层



Regus Tianjin Centre

A: 8th Tianjin Centre, No.219 Nanjing Road, Heping District
T: +86 22 2317 0333

Regus Golden Valley Centre

A: 11th Floor, Block One, Golden Valley Centre, Heping District
T: +86 22 5890 5188
W: www.regus.cn
 雷格斯天津中心
 和平区南京路219号天津中心8层
 雷格斯金谷大厦中心
 和平区金谷大厦一号楼11层

Hospitals



International SOS Tianjin and TEDA Clinics (Tianjin address and number here)

A: 102-C2 MSD, 2nd Avenue, TEDA Binhai Area, Tianjin 300457
T: +86 22 6537 7616
 天津经济技术开发区第二大街泰达现代服务区C2座102室



Tianjin United Family Hospital

A: No.22, Tianxiao Yuan Tanjiang Dao, Hexi District
T: +86 22 5856 8500 (Reception)
 24 Hour Emergency:
T: +86 22 5856 8555
W: ufh.com.cn
 天津和睦家医院
 河西区潭江道天潇园22号



Women's and Children's Specialized Health

A: No.21, ShuiShangGongYuan East Road, Nankai District
T: +86 22 5898 2012
W: amcare.com.cn
 美中宜和医疗集团天津美中宜和妇儿医院
 南开区水上公园东路21号

Arrail Dental Tianjin International Building Clinic

和平区南京路75号天津国际大厦302室
A: Rm 302, Tianjin International Building, No. 75 Nanjing Rd, Heping District, Tianjin PRC
T: +86 22 2331 6219/10/67
 24Hr Emergency Line:
 150 0221 9613
W: arrail-dental.com

Gyms

Powerhouse Gym

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

Leo GYM

A: 3 Floor, Olympic Center Stadium Swimming Diving Hall, Binshui Xi Dao, Nankai District
T: +86 22 6097 6681
W: leogym.com.cn
 力奥健身
 天津市南开区滨水西道奥林匹克游泳跳水馆

DINING

TEDA & TANGGU

Brazilian

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

Chinese

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

Yue Chinese Restaurant
A: 2F, Sheraton Tianjin
 Binhai Hotel
 No. 50, 2nd Avenue, TEDA
T: +86 22 6528 8888
 ext. 6220/6222
 采悦轩中餐厅
 开发区第二大街50号
 天津滨海喜来登酒店2层

Japanese

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

Italian

Bene Italian Kitchen
A: 2F, Sheraton Tianjin Binhai Hotel
 No. 50, 2nd Avenue, TEDA
T: +86 22 6528 8888 ext. 6230/6232
 班妮意大利餐厅
 开发区第二大街50号
 天津滨海喜来登酒店2层

Western

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



Feast All Day Dining Restaurant
A: 1F, Sheraton Tianjin Binhai Hotel
 No. 50, 2nd Avenue, TEDA
T: +86 22 6528 8888 ext. 6210
 盛宴全日西餐厅
 开发区第二大街50号
 天津滨海喜来登酒店1层

BARS

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

Education

Tianjin TEDA Maple Leaf International School
A: No. 71, 3rd Avenue, TEDA
T: +86 22 6200 1920
 天津泰达枫叶国际学校
 开发区第三大街71号

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

SERVICES

Hotels

Holiday Inn Binhai Tianjin
A: No. 86, 1st Avenue, TEDA
T: +86 22 6628 3388
 天津滨海假日酒店
 开发区第一大街86号



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



Sheraton Tianjin Binhai Hotel
A: No. 50, 2nd Avenue, TEDA
T: +86 22 6528 8888
F: +86 22 6528 8899
W: sheraton.com/tianjinbinhai
 天津滨海喜来登酒店
 开发区第二大街50号



Crowne Plaza Tianjin Binhai
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F: +86 22 5999 8889
E: tianjinecocity.info@hilton.com
W: tianjinecocity.hilton.com
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 天津市中新生态城动漫中路 82号

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 Hotel & Convention Centre
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T: +86 22 6570 9504
 开发区第二大街29号天津万丽泰达酒店及会议中心

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

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Tianjin TEDA International SOS Clinic
A: 102-C2 MSD, No.79
 1st Avenue, TEDA, Tianjin
T: +86 22 6537 7616
 国际SOS天津泰达诊所
 天津经济技术开发区第一大街79号
 泰达MSD-C区2座102室

Gyms

Eco-City International Country Club
A: No. 5681, Zhongxin Road,
 South Ying-Cheng Island, Tianjin
T: +86 22 6720 1818
 生态城国际乡村俱乐部
 天津生态城中新大道5681号(营城湖南岛)

Holiday Inn Binhai Hotel Fitness Center
A: 15F, Holiday Inn Binhai Tianjin
 No. 86, 1st Avenue, TEDA
T: +86 22 6628 3388 ext. 2960
 天津滨海假日酒店健身中心
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 The junction of Hongqi Lu and Anshan Xi Dao. Tel: +86 2305 0530

Beijing Airport Terminals 2/3 - Tianjin
 07:00, 08:00, 09:00, 10:00 then every 30 minutes until 23:00.
 Exit on the 1st floor at Gate 15 / Terminal 2 and Gate 1 / Terminal 3.
 Tel: +86 10 6455 8718

TEDA-BEIJING AIRPORT Shuttle Bus ¥90 one way

TEDA - Beijing Airport Terminals 2/3
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Beijing Airport Terminals 2/3 - TEDA
 10:30, 13:00, 18:30, 20:30. Exit on the 1st floor at Gate 15 / Terminal
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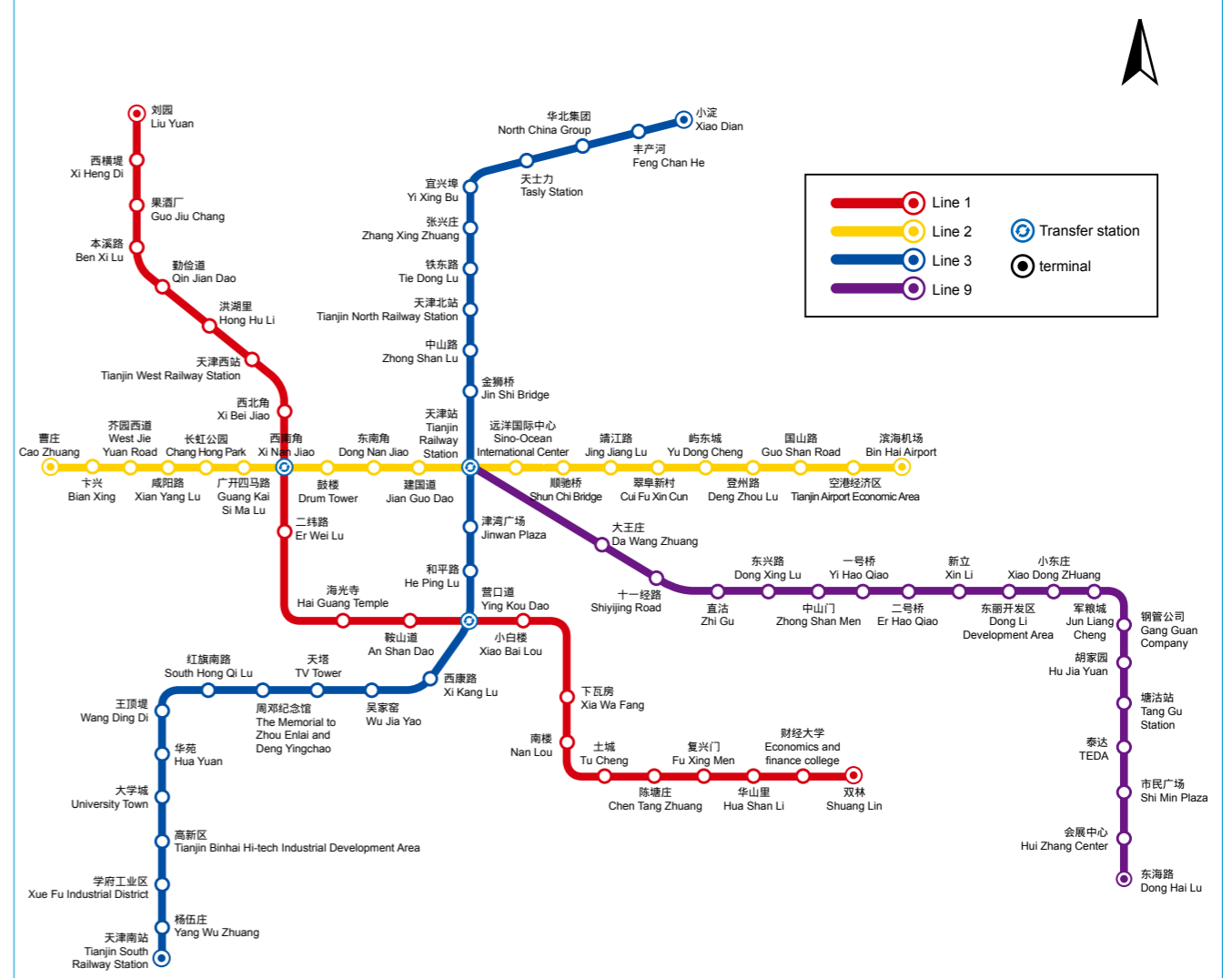
BULLET (C) TRAIN

TJ ~ BJS (¥55 - ¥66)			BJS ~ TJ (¥55 - ¥66)		
Train	Tianjin	Beijing	Train	Beijing	Tianjin
C2002	06:25	06:55	C2001	06:35	07:05
C2094	22:45	23:15	C2093	23:00	23:30

TG ~ BJS (¥66 - ¥80)			BJS ~ TG (¥66 - ¥80)		
Train	Tanggu	Beijing	Train	Beijing	Tanggu
C2274	12:40	13:10	C2273	10:45	11:15
C2280	20:25	20:55	C2279	18:50	19:20

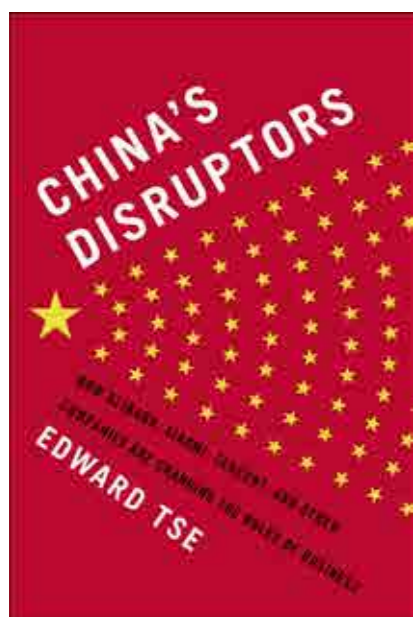
Wuqing ~ BJS (¥39 - ¥46)			BJS ~ Wuqing (¥39 - ¥46)		
Train	Wuqing	Beijing	Train	Beijing	Wuqing
C2202	06:53	07:18	C2201	06:45	07:07
C2232	20:43	21:08	C2231	21:15	21:37

TIANJIN SUBWAY



China's Disruptors

by Edward Tse



China's Disruptors is another in the recent groundswell of books examining China's economic past (since 1978), present and future. Written by Edward Tse, CEO of a consulting firm with roots in China, the book takes a strategic consultant's view of the world, with a gee-whizz pleasure at reciting impressive numbers and factoids. It has a strong sense of current business trends, though with perhaps less sense of where these trends will ultimately lead.

The book starts with the litany of extraordinary statistics which are testament to the China's rapid rise following opening up and reform. These are accompanied by biographies of the early entrepreneurs who turned inefficient state-run businesses into today's all-conquering giants like Huawei and Lenovo. We get a welcome chapter on the creativity of Chinese businesses. The failure of Western media to appreciate the innovation of these firms is clearly shown to be due to expectations that these companies should be innovating as Western firms do. However, as the book makes clear, the creativity required by Chinese companies is of a very different order. For example, Alibaba's use of an escrow payment system was necessitated by the lack of a credit system, while its invention of Alipay came about to handle the growing volume of online payments. If developing economies are going to be the drivers of the world's growth, then Alibaba, which managed to grow in spite of poor national logistics and infrastructure, is shown to be one of the foremost models. Similarly, the low cost smartphone manufacturer Xiaomi is expected to be emulated far more than Samsung or Apple.

The "disruptors" to whom the title refers are, of course, emerging Chinese companies like Geely (which purchased Volvo), Tencent (which has popularised micro-purchases in a way no western internet company has), Alibaba (the world's highest valued retailer, which has no inventory), and Xiaomi (which crowd surfs for ideas for its weekly updates to its mobile OS). The time of copying Japan and the US is shown to be over, one Chinese executive noting that Chinese businesses must now develop their own models. Where they go from here will likely be one of the main stories of the 21st century.

The Types of Interviews You Encounter in China

By Mike Cormack



Job-hunting, as we all no doubt know, is one of those activities that ranks alongside dentistry trip to the detist and funeral arranging as the most painful of necessary chores. You just have to drag yourself through it as you tailor your resumes and craft those winning covering messages. Then after a few weeks or even months of seemingly dead email in-boxes and auto-reply messages and follow-up emails, you finally get the phone call, an interview can be arranged.

This is just the start of the fun. Job interviews in China, it seems to me, can be arranged into several distinct categories: the bumbling amateur, the wannabe hard-nosed professional and the professional. Here are their distinguishing features.

The bumbling amateur

You turn up requisite five minutes early (even if, knowing China's traffic, that means actually having got there half an hour early just in case and spending twenty five minutes and thirty yuan on a terrible local café). You report to the receptionist and she hands you a job application form even though all that information is on your CV, of which they obviously have a copy. The form asks for your hukou and ID card number. The pen she gives you does not work. You are kept waiting half an hour after you return the form. While you wait, you are given the choice of scalding hot water or lukewarm water, even though it's 30°C outside. Your interviewer finally arrives, but rather than interviewing

you, she gives you a set of logical puzzles to do. Your quizzical looks are noticed, to which she responds, "Oh, this is how we like to see how smart our candidates are!" You sigh and try to puzzle out how many carriages of Train A will have passed Train B if Train A leaves Dalian at 10.14am and Train B leaves Qingdao at 7.37am. You are then summoned to the interview. You pass through the office where you'd be working and see a lot of people on QQ. At the interview, you are asked a lot of hypothetical questions rather than about your actual experience and background. When you have questions you're told that they don't know, the manager would be able to answer that but they only do the second round of

Last Word

interviews. You leave, but first go to the toilet. It stinks of cigarettes and dead butts clog the sink.

The wannabe hard-nosed businessman

Chad Squarejaw is an American man in his late 20s. He has been in China for five years and speaks the language with some competence. He previously worked for Bumbling Amateurs (Inc) and tired of their incompetence; he then found a managerial job with Well Run Company (Partners), where he is General Manager. He feels himself a proper businessman, hard-nosed and hard-edged. He enjoys reading about China scams, to which he has never to his knowledge been suckered. He shakes your hand with vigorous pressure. He is proud of their downtown office. It's right next to a hip little restaurant that he has featured on his Instagram account (for he has a variety of interests). He takes you to the restaurant, because he likes to use his expense account, and because he wants to get a 360° view of you.

"Hey, Mike we dig your core competencies and we think we could be in alignment," he says. "Our company is really gaining traction and we're getting great synergy from our clients. We like the sample you sent:

that data has got great granularity, no low-hanging fruit there! But we're still an early-stage company and we want to get all our ducks in a row before taking anyone on – what kind of ballpark figure were you thinking of? We got to make sure we right size our outgoings."

Job interviews in China can be arranged into several categories: the bumbling amateur, the wannabe hard-nosed professional and the professional.

He meant that the company was still new and didn't want to pay me too much.

The professional

Quality employees in China, like in any other country, are recognizable in that they say what they mean and do what they say they will. They remember that interviews are two-way processes, and their company must seek to impress you as a suitable employer as much as you must

impress them as a suitable employee. They know that interviews are a hassle, and give you the opportunity to present your case – which means talking about what you have done and how you did it, not waffling on about random hypotheticals ("What would you do if...?")

I can clearly recall two such interviews. One went through every post I had listed on my CV, and discussed each with rigour – asking what I did, how I did it, what I liked about it, what I disliked, why I left, and so on. There was no hiding place for flannel. I appreciated this forensic approach, and it gave me confidence that this was a good company. I have happily worked with them for over six years now. The other interview went like a good conversation (always a good sign) where we discussed our mutual interests and various backgrounds. Here I felt was someone with no jargon, no sales patter, and who knew what they were talking about. This company too was one of the best I ever worked for. ☑

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