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# Business

09/2022

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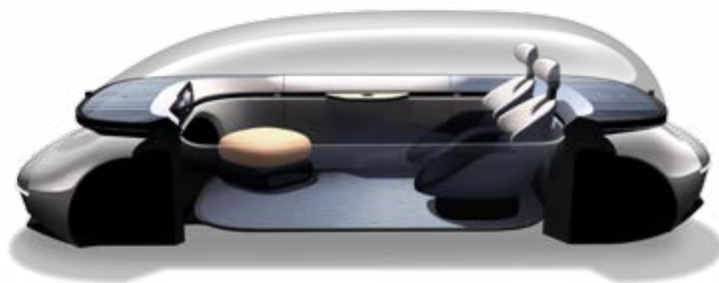
## ◀ COVER STORY Fostering Community to Enhance Education

We recently had the privilege of chatting with Dr Yang Yang to congratulate her on her new appointment as Master of Wellington College Tianjin and to find out more about her background and her educational philosophy.

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## The new concept bubble car can help you socialize as you go ▶ INNOVATION

The stress of driving a car or even sitting in one can often be troublesome. The leg space is cramped and you cannot easily talk to each other. That is because most cars are designed only for commuting and better fuel economy. However, this is about to change, as Asahi Kasei has designed a new concept car, AKXY2, that can solve this problem. See Page 36



## DIGITAL WORLD ▶

### What is digital writing? Why is it important?

Since ancient times, writing has been an unmatched medium for sharing information. And today, with the rapid expansion of internet usage worldwide, the way of sharing information has dramatically improved. From the times when we used to share information on stones, to printing on papers, and, finally, to digital writing, we have come a long way.

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Dear Readers

International education is very necessary for children to have a strong vision and international perspective in future society. A period of overseas study and work experience is very beneficial to one's growth, because one will become very tolerant and very adaptable, and then this independent ability, this independent spirit, will lead to lifelong benefits.

We had the privilege, this month, of chatting with Dr Yang Yang to congratulate her on her new appointment as Master of Wellington College Tianjin and to find out more about her background and her educational philosophy.

In Dr Yang's opinion, Wellington College Tianjin is definitely at a first-class level in national and international education. She believes that this is because their teachers are very dedicated and professional, and have a school culture and core values that are rare in schools across the country.

Dr Yang further mentioned that the teachers are very active, and in addition, pay close attention to their relationship with parents so as to foster community and form a joint educational force through school education, family education and social education.

In further news, China's top leadership said at recent high-level conferences that more efforts should be undertaken to drive the healthy development of the non-public sector and fulfil the dynamic role of private businessmen so that they have the courage to succeed.

China will adopt a package of measures to stabilize economic performance in an effort to get the economy back on track and keep prices stable for the rest of the year despite elevated global inflation. Compared with soaring prices in other major economies, China's overall price levels are generally stable.

Moreover, China needs the GDP to increase between 3% and 5% this year to meet its employment goals. However, the country is predicted to achieve a growth rate closer to 4%, with the outlook highly uncertain due to the prospect of more lockdowns to contain the spread of the coronavirus.

A further issue is unemployment, as China's youth unemployment rate hit a record in July. The country now suffers increased joblessness, with one out of every five youngsters out of work, while a record-breaking 10.7 million new college graduates joined the Chinese job market this year. It is the fourth consecutive month that China has logged a new youth unemployment record, highlighting the challenges officials face as they try to stimulate the economy.

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Mary Smith

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## TIANJIN NEWS

### TIANJIN TO START WEEKLY COVID-19 TESTING REQUIREMENT



In a bid to keep the virus in check, Tianjin started its weekly COVID-19 test requirement as from August 22, authorities announced. Citizens without a record of a nucleic acid test from within seven days will be assigned a yellow code on the Tianjin health code system, the official notice said. A yellow code restricts access to some public venues.

### TIANJIN APPROVED THE DECISION TO CONTROL ITS SKYLINE



The country's first provincial-level regulation to strengthen the management of a city's skyline took effect in Tianjin, a legislator said. The decision, which has 15 articles, clarifies the overall requirement that some areas should be involved in skyline control, including that of urban core areas, central areas, emerging towns and new areas, historical and cultural blocks, key city parks and public open spaces, open spaces on both sides of important rivers and offshore areas, and other areas that have an important impact on the urban style and landscape.

### FIRST WORLD VOCATIONAL AND TECHNICAL EDUCATION DEVELOPMENT CONFERENCE HELD IN TIANJIN



From August 19 to 20, the first World Vocational and Technical Education Development Conference was held in Tianjin. Centring on the new changes, new approaches and new skills during the development of vocational and technical education in the post-pandemic era, the conference attracted about 700 delegates from 123 countries.

### TIANJIN ZONE MARKS LEASING OF 2,000TH AIRCRAFT



A ceremony was held recently to celebrate the delivery of the 2,000th aircraft leased by the Dongjiang Free Trade Port Zone (DFTP) in Tianjin. The 2,000th leased plane is an ARJ21 passenger aircraft developed by the state-owned plane-maker Commercial Aircraft Corporation of China (COMAC). After delivery, Hohhot in north China's Inner Mongolia Autonomous Region will be the aircraft's main operating base.

## FINANCE

### CHINA CONSIDERS ALLOWING FOREIGN MULTINATIONALS TO ESTABLISH FINANCE COMPANIES

China is considering allowing foreign multinational groups to establish finance companies in the country in its latest opening-up move. Foreign



multinational groups will be able to establish finance companies directly or through foreign-funded investment companies established in China, according to a draft document released by the China Banking and Insurance Regulatory Commission. In the draft, the same market access conditions are applied to foreign-funded finance companies as to their Chinese counterparts.

### NIO TO OPEN FIRST OVERSEAS PLANT IN HUNGARY



Chinese electric car maker Nio plans to open its first overseas plant in September to make power products for the European market as it accelerates expansion abroad. The plant, in Pest, Hungary, will develop and manufacture power products such as battery-swapping stations to serve European users, Nio said in a statement.

### PONY.AI AND CAO CAO TO PROVIDE ROBOTAXI SERVICES IN BEIJING



The self-driving car start-up Pony.ai has announced that it has partnered with ride-hailing company Caocao to

provide robotaxi services in Beijing. Public passengers will have the option to choose Pony.ai's custom-made test models of robotaxi from the Caocao app on their phones. However, the robotaxis fleet of 30 or so will be restricted to a designated area in southern Beijing. A safety driver behind the wheel is not required, but each car will have a monitor in the passenger seat.

### SPANISH REINSURANCE GIANT TO SET UP BEIJING UNIT



Spanish reinsurer Mapfre Re won regulatory approval to set up a Beijing subsidiary, joining a slew of global insurance giants entering China's growing reinsurance market. The operating capital of Mapfre Re's Beijing subsidiary will be 500 million yuan (\$73.7 million), and the company has a year to complete preparations to set up the subsidiary, the China Banking and Insurance Regulatory Commission (CBIRC) said.

### HONG KONG'S LARGEST ETF TO OFFER TRADING IN YUAN FROM NEXT MONTH



Hong Kong's largest and most popular exchange-traded fund (ETF) will allow investors in the secondary market to trade in yuan, starting September 19, the same day as a new manager takes over its operation, allowing investors to trade the fund in a currency other than Hong Kong dollars. The Tracker Fund of

Hong Kong, which is currently denominated and traded in Hong Kong dollars, announced the addition of a new yuan trading counter. Primary market operations will continue to be settled only in the Hong Kong currency, according to a statement from the fund.

## Law & Policy

### NASAL SWAB UNNECESSARY FOR INBOUND TRAVELLERS



A standard throat swab is enough to detect COVID-19 during central quarantine among people traveling from abroad. Nasal swabs will no longer be given to inbound travellers for nucleic acid testing, according to the nation's ninth edition of the COVID-19 control protocol. Instead, they will be given throat swabs for the first three days and the fifth and seventh days of centralized quarantine, and on the third day of in-home monitoring.

### CHINA EASES RULES FOR INTERNATIONAL COVID FLIGHT SUSPENSIONS



Starting on August 7, China has shortened the suspension time for inbound international flights on routes found to have COVID-19 cases. The country's aviation regulator said in a statement that flights on a route with an identified coronavirus case will be suspended for one week if 4% of the

passengers test positive, and two weeks if 8% of the passengers test positive.

### PCR TEST RESULTS RECOGNIZED NATIONALLY



COVID-19 test results should be recognized across the nation in order to facilitate travel, the coronavirus taskforce of the State Council has said. Nucleic acid test results issued by different online platforms, including the health code systems adopted by respective provinces, regions and cities, medical institutions and government service platforms, and those in paper forms are of the same validity. The results should be recognized nationwide, according to a notice issued by the State's Council, China's Cabinet.

### CHINA NO LONGER REQUIRES COVID TEST INFO FOR INTERNATIONAL ARRIVALS



China is moving further to ease anti-COVID-19 restrictions on international arrivals, with the new health declaration form issued by the General Administration of Customs scrapping requirements for visitors to report information regarding nucleic acid test results, their infection status and vaccination dates. The ninth version of the health declaration form will be put into use as from August 31, and international visitors can report their health status online by filling out a



form on the related WeChat account or webpage. The new form removes the requirement for information regarding nucleic acid test, previous infections and vaccination dates.

## APEC CARD HOLDERS AND FOREIGN STUDENTS ARE ALLOWED TO ENTER CHINA AGAIN



Foreign students will be able to apply for visas to study in China again as the country starts to relax its visa rules for this group of applicants. Chinese embassies in several foreign countries, such as Canada, Switzerland and Nepal, have issued notices about the new change in visa rules. The new rules also allow holders of valid APEC Business Travel Cards and study-type residence permits issued in China to enter the country.

restricted from entering restaurants and bars, HKSAR Chief Executive John Lee told a press conference.

## CHINA, UK AGREE TO RESUME DIRECT PASSENGER FLIGHTS



China and Britain have agreed to resume direct passenger flights between the two countries, the British embassy in China has said. Direct flights would initially be provided by Chinese airlines, and the resumption of flights by British Airways is still under progress, the embassy said in a statement on its official social media account. China suspended flights to and from Britain indefinitely in late 2020 to stop the COVID-19 pandemic from spreading.

## CHINA TO RESUME VISA ISSUANCE TO AFGHANS, EXEMPT AFGHAN IMPORTS FROM TAX



China resumed issuing visas to Afghans as from August 1, and now allows 98% of Afghan imports to enter tax free, the Chinese Foreign Ministry has said. Foreign Minister Wang Yi announced the measures when he met Afghanistan's Taliban-appointed foreign affairs chief in Uzbekistan recently, according to a statement on the ministry website. Wang also told acting Foreign Minister Amir Khan Muttaqi

that China supports extending the China-Pakistan Economic Corridor into Afghanistan, the statement said.

## HK STUDENTS STUDYING IN MAINLAND PRIORITIZED AT BORDER CROSSING

Priority will be given to Hong Kong students who study in mainland universities to enter the Chinese mainland. The Guangdong government has decided to put the group of students who are going to the mainland for tertiary education into special groups that can be exempted from the inbound limitation. As Hong Kong students studying on the mainland will be added to the priority group, more designated quarantine hotel rooms will also be added.

## CHINA TO RESUME STUDENT VISAS FOR INDIANS



China has announced plans to issue visas to hundreds of Indian students stranded at home for over two years due to strict COVID restrictions, besides various categories of travel permits for Indians including business visas. As per the announcement, X1-Visa, will be issued to students who intend to go to China to pursue long-term study for higher academic education, including newly-enrolled students and students who return to China to resume their studies. Over 23,000 Indian students, mostly studying medicine, are reportedly stuck back home due to COVID visa restrictions.

# 15,000

The China Grand Canal Museum in Yangzhou, Jiangsu province, which exhibits the history and culture of the Grand Canal has attracted a great number of visitors. From June 2021 to May 2022, the museum received 1.18 million visits. Each day, the museum provides 15,000 tickets for visitors to book in advance. They usually sell out on weekends, making the museum a sought-after landmark in East China.



# 400 billion yuan

The People's Bank of China, the country's central bank, recently lowered the rate on 400 billion yuan of one-year medium-term lending facility loans to some financial institutions by 10 basis points to 2.75%. It also conducted 2 billion yuan of seven-day reverse repo operations at an interest rate of 2%, down from 2.1%.



# 5,000

At Hanart's studio for high-end, tailor-made cheongsams, also known as qipao, master artisans can be found hand-stitching exquisite dresses alongside creations that have been around for dozens of years. Founder Chu Hongsheng has made at least 5,000 cheongsams in his lifetime, many of which were worn by celebrities and artists, including the popular Shanghai actress Hu Die, and Soong Mei-ling, the second wife of Chiang Kai-shek.



# 100

As one of the most sought-after sections for movie enthusiasts, the 12th Beijing International Film Festival has screened more than 100 outstanding Chinese and foreign movies in 18 cinemas for its annual "Beijing Film Panorama" section. The 10-day-long festival screening was held from 12-14 August.



# 23

A friendly business environment featuring a higher level of opening-up has been nurtured in the Lin-gang Special Area since its launch three years ago, and efforts will continue to achieve more technological advances and systematic innovations in the area, officials and industry leaders said. When Lin-gang celebrated its third anniversary, 23 new measures were released to make the 119.5 km<sup>2</sup> area in eastern Shanghai "an independent and comprehensive hub" in China's coastal region.



# 500

The World Robot Conference 2022 in Beijing is held both online and offline, and spans about 40,000 m<sup>2</sup>. More than 500 sets of robots from over 130 enterprises are displayed and over 30 of them will make their world debut in Beijing.



# 50%

China's private businesses, which accounted for over 97% of the country's total market entities last year, are a primary driver behind the country's economic development. They have contributed about 50% of the country's tax revenue, 60% of gross domestic product, 70% of technological innovation and 80% of urban employment, according to the Ministry of Industry and Information Technology.



# 2 billion yuan

The People's Bank of China, the country's central bank, recently lowered the rate on 400 billion yuan of one-year medium-term lending facility loans to some financial institutions by 10 basis points to 2.75%. It also conducted 2 billion yuan of seven-day reverse repo operations at an interest rate of 2%, down from 2.1%.



# 128

China is well prepared for the upcoming 2022 China International Fair for Trade in Services to be held in Beijing from Aug 31 to Sept 5, at the China National Convention Centre and Shougang Park. The preparation work at these two venues is going smoothly and they are expected to hold six activities such as a summit on global trade in services, a comprehensive exhibition, nine themed exhibitions, seven summit forums, 128 themed forums and five side-line events.







get rich later.

"But during this process, China is also boosting antitrust efforts to prevent the disorderly expansion of capital, so as to drive enterprises equally for common prosperity," he said.

Ye Qing, Chairman of Beijing Yeshi Enterprise Group Co, said that as a private entrepreneur, he felt inspired and assured by China's efforts in supporting the private sector to go boldly for development.

"It has definitely been a hard time due to rising operational costs and shaky external uncertainties, but the country's recent efforts greatly boosted our confidence and inspired us to turn policy opportunities into growth momentum," Ye said.

"Such efforts also drove us to give more important play to the dynamic role of private enterprises to make more contributions to the Chinese market, especially in insisting on research and development for more breakthroughs on key technologies," he added.

**B**

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# CHINA TO DRIVE GROWTH OF PRIVATE SECTOR

China's top leadership said at recent high-level conferences that more efforts should be undertaken to drive the healthy development of the non-public sector and fulfil the dynamic role of private businessmen so that they have the courage to succeed.

The announcement spoke of China's determination to develop the non-public sector. Experts said the second half of this year would boost market vitality and support to stabilize the country's economic fundamentals.

The country's president said in July that China must facilitate the healthy growth of the non-public sector of the economy and encourage those working in this field to achieve success.

According to a recent meeting by the

Political Bureau of the Communist Party of China Central Committee said that full play should be given to the initiative of enterprises and entrepreneurs, and that sound policies and a favorable institutional environment must be provided so that "State-owned enterprises dare to act, private enterprises can to develop into new areas and foreign enterprises can to make investments."

Deputy Director of the Economic Affairs Committee of the CPPCC National Committee, Yang Weimin, said in a note that the country's economy is on track for recovery, even though there are many uncertainties ahead because of the pandemic and the external environment.

"To stabilize economic growth in the second half of this year, we cannot ignore market entities. More efforts must be

made to power private enterprises, which act as the main body of economic development," he said.

Private businesses in China, which accounted for over 97% of the country's total market entities last year, are a primary driver behind the country's economic development.

From small private businesses to internet enterprises leading global technological advances, China's private companies are pioneers in spurring economic growth and innovative development both inside the country and on the global stage.

They have contributed about 50% of the country's tax revenue, 60% of the gross domestic product, 70% of technological innovation and 80% of

urban employment.

Experts said the ultimate goal of encouraging various market entities is to drive the country's common prosperity and Chinese-style modernization.

"China has put common prosperity in a more important strategic position in the new era to drive Chinese-style modernization," Bai Chongen, Dean of Tsinghua University's School of Economics and Management, said in an article.

Bai said that to achieve this, the nation is insisting on a socialist market economy in which public ownership plays the leading role alongside other forms of ownership, to allow some people to get rich first and help others







# YOUTH UNEMPLOYMENT RATE IN CHINA SETS A RECORD ONCE AGAIN

China's youth unemployment rate hit a record in July as COVID uncertainties continued to linger and as a record number of graduates increased the competition for jobs. The country now suffers joblessness, with one out of every five youngsters out of work, while a record-breaking 10.7 million new college graduates joined the Chinese job market this year.

Youth unemployment in China for urban youths aged 16 to 24 rose by 0.6 percentage points to 19.9% in July, according to the latest data released by the country's National Bureau of Statistics. This is the highest rate since Beijing started publishing the index in January 2018, when the rate was

9.6%, and the fourth consecutive month that China has logged a new youth unemployment record, highlighting the challenges officials face as they try to stimulate a flagging economy.

The World Bank projected that due to lengthy, pandemic-driven lockdowns in Shanghai and Beijing between March and May, China's economic growth will slow to 4.3% in 2022, which is 0.8% lower than its original December estimate.

A spokesperson for the NBS said that a slow economy and lingering COVID-19 lockdowns have made it harder for young urbanites to find work, particularly in the hard-hit services industry.

Moreover, businesses have slowed their pace of recruitment due to the impact of the COVID epidemic. In particular, the slow recovery of the tertiary industry has also hindered the employment of young people. Also, many younger people look for more stable jobs, which has caused a gap between job-hunting and demand. The domestic job market is facing mounting pressure due to COVID-19 while Chinese authorities continue to implement policies in attempt to ease the situation, as per the media portal.

The most educated generation in China's history is facing a setback as about 15 million young people are estimated to be jobless, and many are lowering their ambitions.

The overall urban unemployment rate

**China's youth unemployment rate: June 2018 to June 2022**

Percentage of unemployed Chinese youth aged 16-24

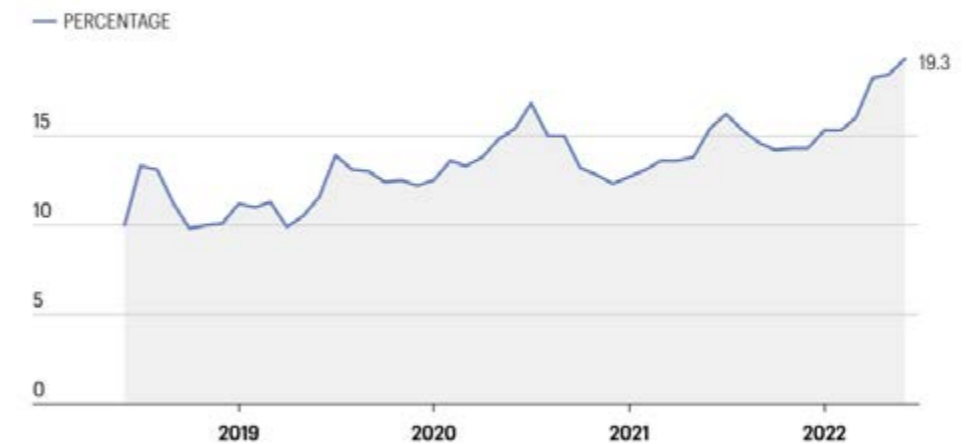


CHART: YVONNE LAU - SOURCE: NATIONAL BUREAU OF STATISTICS

FORTUNE

was 5.4% in July, down slightly from the previous month.

The grim private sector job market has made the public sector more appealing. This is particularly true of bianzhi, state sector or state sector-adjacent jobs with lifetime employment contracts and good benefits. A record-breaking 2 million people signed up for the national civil service exam last fall, while in a survey conducted by the job search platform 51job, around 40% of respondents said they preferred the bianzhi system due to its stability and benefits.

Others are putting off looking for work in favour of pursuing a higher academic degree. More than 4.5 million people took China's postgraduate entrance exam last year, another record-breaking number.

According to experts, if the trend continues, growth in the Chinese economy stands to suffer. The regulatory filings show that China's top five listed education companies reduced their staffing by 1,35,000 in the last year after the government's regulatory crackdowns.

Economists say that to meet its employment goals, China needs GDP to increase between 3% and 5% this year. However, the country is predicted to achieve a growth rate closer to 4%, with the outlook highly uncertain due to the prospect of more lockdowns to contain the spread of the coronavirus. **B**

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# FOSTERING COMMUNITY TO ENHANCE EDUCATION



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We recently had the privilege of chatting with Dr Yang Yang to congratulate her on her new appointment as Master of Wellington College Tianjin and to find out more about her background and her educational philosophy.

Dr Yang told us that after graduating from Nankai Middle School and earning a degree in English at Tianjin Normal University, she returned to Nankai Middle School as an English teacher, and worked there for 17 years, later becoming the Director of the International Department. She was then transferred to the Tianjin Foreign Languages School affiliated with Tianjin Foreign Studies University, known as Tianwai affiliated high school, or Xiaowai, where she was the Vice Principal, and was in charge of the AP International Curriculum Centre, the International Department and Educational Scientific Research Department. After a year in this position, Dr Yang learned of an opening for a Chinese executive staff member at Wellington College.

Dr Yang's educational background reflects her enthusiasm for education; she has an undergraduate degree in English teaching and an MA in Chinese literature awarded by Tianjin Normal University. Her PhD at Nankai University focused on sociology.

When the opportunity arose for Dr Yang to join Wellington College, she saw it as a challenge, because although she had done some work related to international education, she had never worked in an international school. As a teacher at Nankai Middle School, she had several interactions with Wellington College, so she knew the school very well, and felt that it was the right choice to become a teacher there. In fact, she felt that this

opportunity was her 'destiny'. So she came to Wellington at that time and has now been there for seven years.

Speaking of the challenges she anticipates as the new Master of Wellington College, Dr Yang said that for her, the biggest challenge is handling cultural differences which may bring about cultural conflict. In training new staff, Dr Yang asks them what the biggest challenge is that they can think of for teachers from different countries coming to international schools. She told us that they all say this would be communication and cross-cultural awareness. Therefore, it is this cross-cultural communication, together with mutual recognition, mutual respect, trust building, and harmonious working together that she believes is a challenge that any international school faces.

On this point, Dr Yang added that she is very grateful to her team, as they are "really comrades in arms." She described how many foreigners have worked at Wellington College Tianjin for many years, and although in the beginning they may not have trusted each other, and may even have experienced some confrontation, they are now close colleagues who can talk to each other, share views, and achieve tacit understanding.

Dr Yang says that this is the spirit of the school that she has always wanted to uphold. She added that it includes mutual encouragement, which she feels is really important in Tianjin.





# Cover Story

THE AIM IS TO  
CREATE AN  
ENVIRONMENT  
FOR THE PUPILS  
WHERE THEY  
CAN REALIZE  
THEIR DREAMS.



Regarding Wellington College Tianjin's level of education, Dr Yang believes that they are definitely at a first-class level in national and international education. While she cannot say that they are the best, she absolutely believes that they are at the first-class level because their teachers are very dedicated and professional. The school has brought some of the best teachers together, and in her view, their school culture and their core values are rare in schools across the country, so they are very proud of this.

Asked what special advantages Wellington College offers its pupils, Dr Yang said that the school has many unique features, but she personally thinks that the best feature is that once someone enters this school, they will feel safe, happy and proud. She added that every one of the pupils and teachers can smile at other people, greet them, and joke with them. There are no strict status levels that make anyone feel nervous. There is no feeling that pupils fear teachers, and colleagues fear leaders; everyone is regarded as equal, and all respect each other, so children feel free to

express themselves and share ideas with others. It is this sense of belonging that all pupils, all teachers, and even family members and parents, feel very proud of when they mention Wellington.

When it comes to the education of pupils, Dr Yang believes it is important to cater for the different characteristics of each child; that is, to make full use of their strengths and avoid their weaknesses, and develop their personalities. The Wellington College system allows children to develop their own specialities. For example, if a student is particularly good at art, it is equally important for them to both create art and do math problems related to that field.

So all in all, according to Dr Yang, the children at Wellington College are busy and need to work very hard, but they are all happy. The aim is to create an environment for the pupils where they can realize their dreams.

In this regard, Dr Yang again mentioned the dedicated teachers, who are very active, and in addition, pay close attention to the relationship with parents to foster

community and form a joint educational force through school education, family education and social education.

Speaking of her vision for Wellington College Tianjin as the new Master, Dr Yang mentioned three main points. The first is that she hopes the school will be the first choice for everyone, whether it's a place where employees want to work or the school parents choose for their children.

The second point is that she hopes that both staff and pupils, no matter how long they stay, whether for a short time or a long time, will carry a very warm memory when they leave the school.

Thirdly, she especially hopes that the school will be recommended by everyone so that when anyone asks which school is a good one, the first response will be that Wellington is good. She feels that the school needs a strong vision to build an international humanistic community and let children thrive in the changing, world environment.

Regarding the effects on education of the need for online classes during the

pandemic, Dr Yang described how the staff had admirably and effectively dealt with it in a way that had the least possible impact on pupils' progress. She said that the school's results continued to be excellent, and she believes that this year will be a very strong one. While it's true that no one knows what will happen tomorrow, everyone is ready to deal with it.

Asked about the measures she plans to take to ensure that the college maintains its standards and reputation, Dr Yang said that Julian Jeffrey, Executive Master of Wellington College Tianjin, has established a very high standard, and the first priority would be to maintain that level. In doing this, she has full confidence in her team.

On a personal level, Dr Yang also described several awards that she has won. At the 5th Annual International School Industry Conference and the 2nd Women's Leadership Summit, Dr Yang was awarded a prize in the "Top 10 Most Creative Head of School". The purpose of this award is to recognize female Master who have made outstanding contributions to the field of international schools, and Dr Yang said it particularly pleased her because it was awarded to women.

She explained that although women account for a larger proportion in the educational field, there were still more men in senior management positions in all walks of life. She added that almost all women have to face the question of the relationship between family and career and that people think female leaders must abandon their husbands and children. She does not like people saying that she is a strong woman, as this is a negative term in her mind, but she feels that it is a fact that the Master who won the award represent a combination of wisdom and beauty; they are elegant and can balance their life and work. These are her ideals. She thinks this award is a well-deserved recognition of female Master, and it is therefore still her favourite award.

Regarding the "Top 10 Most Innovative" award, she believes that this represents the whole school. She doesn't see herself as very innovative, because she shares this achievement with many people. She explained that leaders trust employees to do what is good for the school, and then teachers trust pupils, so creativity is stimulated. Thus, she feels that every teacher deserves this award.







Asked what advice she has for pupils, parents and teachers, Dr Yang said that international education is very necessary for children to have a strong vision and international perspective in future society. She added that a period of overseas study and work experience is very beneficial to one's growth, because one will become very tolerant and very adaptable, and then this independent ability, this independent spirit, will lead to lifelong benefits.

Secondly, she advised that once you choose this road, you must go forward firmly. Parents must have enough patience, and children must have enough confidence. She feels that the reward for growth lies not in an offer from a prestigious overseas school, but rather in the growth of your whole mind, so in the process of growth, you shouldn't just focus on your studies, or how many points you got this time, or what kind of university you got an offer from this time; you should take a long-term view.

Dr Yang believes that special value lies in influence. She explained that as an educator, you don't know what impact you have on the pupils, but

if you feel it is a positive impact, you will find your work very meaningful. Therefore, she hopes that parents and teachers will exert a positive influence on the children because in such an environment, children can experience healthy growth.

Finally, Dr Yang gave us a little information about herself. She said her family is very simple, a typical Chinese family. She and her husband are the only children in their families, and they have one son.

In her leisure time, Dr Yang likes travelling. She doesn't like to stay at home, preferring to go out and explore, staying in local village houses, taking local transportation, such as a local bus or subway, and trying the local food.

She also enjoys dancing, and whenever she feels under pressure, she dances, or when she feels happy, she dances. She likes to try different types of dancing. But for her, keeping fit is not the final purpose; the final purpose is "to keep yourself happy".

### 提升社区服务 加强全面教育 惠灵顿天津校区校长 杨洋博士 构建国际人文社区的强烈愿景 刚柔并济 坚韧不拔

祝贺杨洋博士被任命为惠灵顿天津校区的校长。杨洋校长是南开大学教育社会学博士，天津市红桥区政协委员，与杨洋校长的畅聊颇为收益。眼前这位苗条、精神烁烁的女性在谈到她的教育理念、过往经历及对未来的愿景的时候，眼神温柔又犀利，言语间铿锵有力，充满了能量！

杨校长在国内教育体系和国际教育领域有着丰富的教学和管理经验。她毕业于南开中学，之后被定向保送到天津师范大学英语专业，值得一提的是当年的保送名额只有一个。获得英语学士学位后，她回到南开中学担任英语教师，之后担任国际部主任，在这里她奉献了17年的宝贵时光。工作期间，杨校长考取了南开大学的教育社会学博士。随后，她被调到天津外国语大学附属外国语学校担任副校长。一年多后，杨校长得知惠灵顿天津校区有一个聘请中方高级行政管理的机会，她认为这既是挑战又是机缘巧合。早在担任南开中学国际部主任的时候，她就曾到英国惠灵顿公学做过访问，在那里看到了该校在海外的第一所合作学校——惠灵顿天津校区的沙盒雏形。选址就在西北角，与南开中学西南角只有一站地之隔。惠灵顿天津校区建成之后，她与惠灵顿学校有过多次交流，事实上，她觉得这是“命运的安排”。到目前，杨校长已经在惠灵顿天津校区工作了七年。

谈到作为惠灵顿天津校区的新任校长将面临的挑战，杨校长解释道，最大的挑战是文化差异。在培训新教职工时，杨校长问他们能想到的最大挑战是什么？他们认为沟通是跨文化意识。这种跨文化的交流，以及互相认可、尊重、建立信任、和谐共事，是任何国际学校都面临的挑战。杨校长非常感谢她的团队，他们真的像“战友”一样。很多外籍教职工在惠灵顿天津校区工作多年，从一开始建立信任到磨合，再到默契，直到现在变成亲密的同事，互相交谈、



互相鼓励、分享意见，这一直学校坚持的精神。

天津惠灵顿在国内和国际教育领域中不可否认的处于领先水平。学校的教师非常专业也非常敬业，学校把优秀的教师聚集在一起，在她看来，学校的校园文化和核心价值观在全国的国际学校中都是罕见的，他们对此感到非常自豪。

天津惠灵顿为学生提供了很多独特的优势。最大的特点是学生们一旦进入校园就感到安全、自信、快乐。学生们和老师们互相打招呼、开玩笑，没有严格的地位等级，没有学生害怕老师、同事害怕领导的感觉，每个人都被认为是平等的，所有人都相互尊重，学生们可以自由地表达自己的意见，与他人分享想法。正是这种归属感，惠灵顿的学生、老师，甚至是家长以及家庭成员，在提到惠灵顿时都会感到非常自豪。

谈到对学生的教育，杨校长认为要照顾到每个学生的不同特点，扬长避短，发展学生们的个性，惠灵顿学校的制度允许孩子们发展自己的特长。例如，如果一个学生特别擅长艺术，那么我们鼓励他进行艺术创作，如果一个学生喜欢生物，那么他可以成天泡在生物实验室里，如果一个孩子愿意钻研经济学，他可能和同学一起在准备参加经济商科类的竞赛。学生学习的科目没有主次之分，每一门课对孩子们来说都是同等重要的。所以惠灵顿学校的学生们很忙，努力学习的同时又很快乐。杨校长说，我们的目标是为学生创造一个可以实现他们梦想的环境。这就不得不再次提到敬业的教师们，他们非常积极，除了教课，还密切关注与家长的关系，通过学校教育、家庭教育和社会教育，促进社区，形成联合一股教育力量。

作为惠灵顿天津校区新任校长，谈到未来的愿景杨校长提到了以下三点：

首先，希望学校能成为每个人的首选，无论是作为员工的理想工作地还是家长为孩子选择学校。

第二，不管是员工还是学生，不管他们在这里呆多久，在离开学校时希望他们都能带着温暖的记忆。

第三，学校能得到大家的推荐，当有人问起哪所学校好的时候，第一反应是惠灵顿。学校需要一个强大的愿景，建立一个国际人文社区，让学生们在不断变化的世界环境中茁壮成长。

关于新冠疫情期间网上授课对教育的影响，杨校长介绍了工作人员如何以对学生进步影响最小的方式，令人钦佩地有效处理方法。她说，学校的业绩仍然很好，她相信今年会更好。虽然没有人知道明天会发生什么，但每个人都已经准备好应对。当被问及她计划采取哪些措施来确保学校保持其标准和声誉时，

杨校长说，惠灵顿（中国）首席总校长 JULIAN JEFFREY 已经建立了一个非常高的标准，而首要任务就是保持这一水平，她对自己的团队充满信心。

在个人荣誉方面，杨校长曾经获得“回响中国”2020年度中国女性教育家中枢人物奖；在第五届国际化学行业年会暨第二届女性领导力高峰论坛上，杨校长获得了2021年度“幽兰奖”十大最具创新力女校长奖。这些奖项的目的是表彰在国际学校领域做出贡献的女性校长，杨校长说她特别高兴这个奖项是颁给女性的，虽然女性在教育领域所占比例较大，但在各个行业的高级管理职位上，男性仍然较多，几乎所有女性都必须面对家庭和事业之间的平衡问题，人们认为女性领导者需要作出更大的牺牲。她不喜欢人们说她是女强人，但她觉得，获得该奖项的女性校长代表了智慧和美丽相结合，她们很优雅，能够很好的平衡工作与生活。她认为这个奖项是对女校长当之无愧的认可，这是她最喜欢的奖项。关于“十大最具创新力女校长”奖，她认为这个荣誉属于整个学校，她认为不是因为自己有创新精神，是团队与她共同努力达到了这一成就。领导信任员工，让他们做对学校有利的事情，教师信任学生，所以创造力被激发出来，因此，她觉得这个奖项的荣誉是属于每一位老师的。

当被问及她对学生、家长以及教师有什么建议时，杨校长说，国际教育对于学生们未来能在社会中拥有强大的国际视野是非常必要的。一段时间的海外学习和工作经历对一个人的成长非常有益，你会变得更宽容，更容易适应，这种独立的能力和独立的精神，将使你终身受益。一旦选择了这条道路，就必须坚定地向前走。家长要有足够的耐心，孩子也要有足够的信心。成长的回报不在于是否得到了海外名校的录取通知，而在于整个心智的成长，所以在成长的过程中，不应该只关注学习，不应该只关注这次考了多少分，或者拿到了哪所大学的录取通知，应该把眼光放长远。作为一名教育工作者，你不知道你对学生有什么影响，如果是积极的影响，你会觉得你的工作非常有意义。因此，她希望家长和老师能对孩子们产生积极的影响，孩子们可以在这样的环境中健康的成长。

最后，杨洋校长分享了她的家庭。她的家庭非常简单，是一个典型的中国家庭。她和她的先生是家里的独生子女，他们有一个儿子。在闲暇时间，杨校长喜欢旅行，她不喜欢呆在家里，更喜欢出去探索，住在当地的民宿，乘坐当地的交通工具，尝试当地的食物。她也喜欢跳舞，她会用跳舞释放自己的压力，当她感到高兴时，她也会选择跳舞释放自己的情怀，她喜欢尝试不同类型的舞蹈，对她来说，保持身材并不是最终目的，最终目的是“保持快乐”。



China's producer price index increased 4.2% year-on-year in July after a 6.1% rise in June, cooling to the lowest level since February, 2021.

A macroeconomics researcher at Beijing FOST Economic Consulting Co Ltd, said the rise in July CPI was mainly driven by food price gains, which was largely due to rising pork prices.

CPI will likely rise mildly in the following months despite structural inflationary pressure as there is limited room for further food price gains, and growth in industrial products prices may slow amid fears over a gloomy global economic outlook.

PBOC said in a new report that it will strike a balance between economic growth and price stability.

China may face mounting inflationary

pressure at home due to factors including a recovery in consumer demand, rising pork prices and high energy and raw material costs, and imported inflationary pressure will continue to exist.

According to the report, China will continue to keep a prudent monetary policy and refrain from adopting a deluge of strong stimulus policies, as well as keep an eye on the inflation situation both at home and abroad.

Compared with soaring prices in other major economies, China's overall price levels are generally stable. The CPI growth in the United States remained elevated at 8.5% year-on-year in July, albeit down from 9.1% in June, thanks to falling energy prices, according to the US Department of Labor. **B**

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# CHINA TO TAKE STEPS TO STABILIZE PRICES

China will adopt a package of measures to stabilize economic performance, in an effort to get the economy back on track and keep prices stable for the rest of the year despite elevated global inflation, with consumer inflation likely remaining below the nearly 3% target for 2022.

China's consumer inflation is expected to rise modestly and factory-gate inflation should go down for the rest of the year, leading to further monetary easing in the coming months.

A spokesman for the National Bureau of Statistics (NBS), said that although the country is facing rising inflationary pressure, China is still positive in keeping overall prices stable for the rest of the year.

He also said that China has sufficient supply of agricultural and industrial products, and there is insufficient room for significant pork price gains considering factors such as China's ample supply.

The impact of import factors will likely ease when it comes to imported inflationary pressure,

given monetary tightening among major economies and slower growth in international commodity prices.

While consumer inflation may rise notably in some months in the second half of the year, China has conditions in place to keep consumer prices stable for the full year. These remarks came as China's consumer inflation accelerated to the highest level in two years, but it still managed to come in weaker than expected in July.

China's consumer price index rose 2.7% year-on-year in July, following a 2.5% rise in the previous month, said the NBS.





# HEATWAVE AFFECTS SOUTHWEST CHINA

The ongoing heatwave is the worst China has seen since records began more than 60 years ago. Extreme heat has caused massive damage in China, despite lower temperatures in some regions, with attempts to limit the destruction from climate change on power, crops and livestock.

China's heatwave, stretching past 70 days, is the country's longest and most widespread on record, with around 30% of the 600 weather stations along the Yangtze recording their highest temperatures ever.

The impact has been felt far and wide, from the megacity of Chongqing and the eastern provinces along the Yangtze River to the financial hub of Shanghai.

Sichuan has experienced the most intense heat wave in decades, which has triggered an equally severe drought. Rivers across the province have run dry, leading to a dramatic fall in power output from local hydropower stations.

Sichuan province is known as China's "power bank." The southwestern region is one of the country's biggest electricity producers; the power from its massive hydro dams helps keep the lights on in Shanghai and other Chinese megacities.

Sichuan is perfectly positioned to make use of hydroelectric dams. Many of China's main rivers, including the Yangtze, rush through the province. The province

generates more electricity than almost any other Chinese region, with the majority of this energy coming from hydropower.

Hydropower, however, fluctuates by season. Summer is normally the peak season, when a surge in rainfall swells Sichuan's rivers and allows its dams to generate more electricity. But this year, summer has brought the highest temperatures and the lowest precipitation levels ever recorded in the region, according to the State Grid Sichuan Electric Power Company.

Northeast Sichuan has imposed rolling power cuts since August 16. The local power company says that each neighborhood has to endure power outages of 2-3 hours per day. Local

residents claim the cuts are lasting 6-7 hours.

The crisis has shocked the country. The factory closures in Sichuan have sent shockwaves through the supply chain. Tesla, SMIC, and other blue-chip brands have pleaded with local governments to allow their facilities to keep operating. Even cities on the other side of the country are feeling the effects.

Chengdu has been asked to take drastic measures to curtail power use. All energy-intensive industrial plants were shut down on August 15. Subways and shopping malls went dark. Air conditioners in public places have been turned down or switched off completely.

The environmental crisis has hit the world's second-biggest economy hard, compounding other ongoing global problems such as the Russian invasion of Ukraine and the recovery from the COVID-19 pandemic.

The drought will likely also have a big impact on the autumn harvest in China's "bread basket," which will further hit the already strained global market for agricultural commodities.

The heat waves have revealed that China's energy system is more vulnerable to the effects of climate change than many assumed. **B**

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## HEARING SOLUTIONS COMPANY SET TO GROW ACROSS CHINA

Sonova Holding AG, the world's biggest hearing solutions provider by sales revenue, acquired Hysound Group, a major audiological care clinic chain in China, thereby enlarging its store number and direct consumer access in the country, the company said in a statement.

Empowered by this step, the Switzerland-based company will be able to add around 200 clinics in over 20 provincial-level markets, including 70 cities across China.

With over 650 employees, Hysound Group generated 230 million yuan of sales revenue in 2021, representing a double-digit sales growth, despite challenges caused by the COVID-19 pandemic, said Sonova's statement released recently.

The transaction is expected to close in

the second half of Sonova's 2022/2023 fiscal year, subject to regulatory approval, according to the statement.

"This is another important move to increase our consumer access through our audiological care business, which

is one of the key pillars of our strategy. China is by far the largest high-growth market globally, which is particularly attractive due to their aging population," said Arnd Kaldowski, CEO of Sonova.

Source: China Daily



## CHINA PROPERTY DEVELOPERS TO SEE MARGINAL EASE IN LIQUIDITY PRESSURE

With supply policy seeing an inflexion point, coupled with a relaxing demand policy, UOB Kay Hian (UOBKH) expects to see a marginal ease in the liquidity pressure of China developers, it said in a report.

The research team also expects the sentiment of both homebuyers and investors to improve, but remains "relatively cautious" on the scale and speed of deployment of top-level rescue funds.

UOBKH's views come amid media reports stating that China's Ministry of Housing and Urban-Rural Development, the Ministry of Finance and People's Bank of China (PBOC) will jointly support policy banks to grant special loans to projects with delivery issues due to funding issues. This indicates

an inflexion point on supply-side policy.

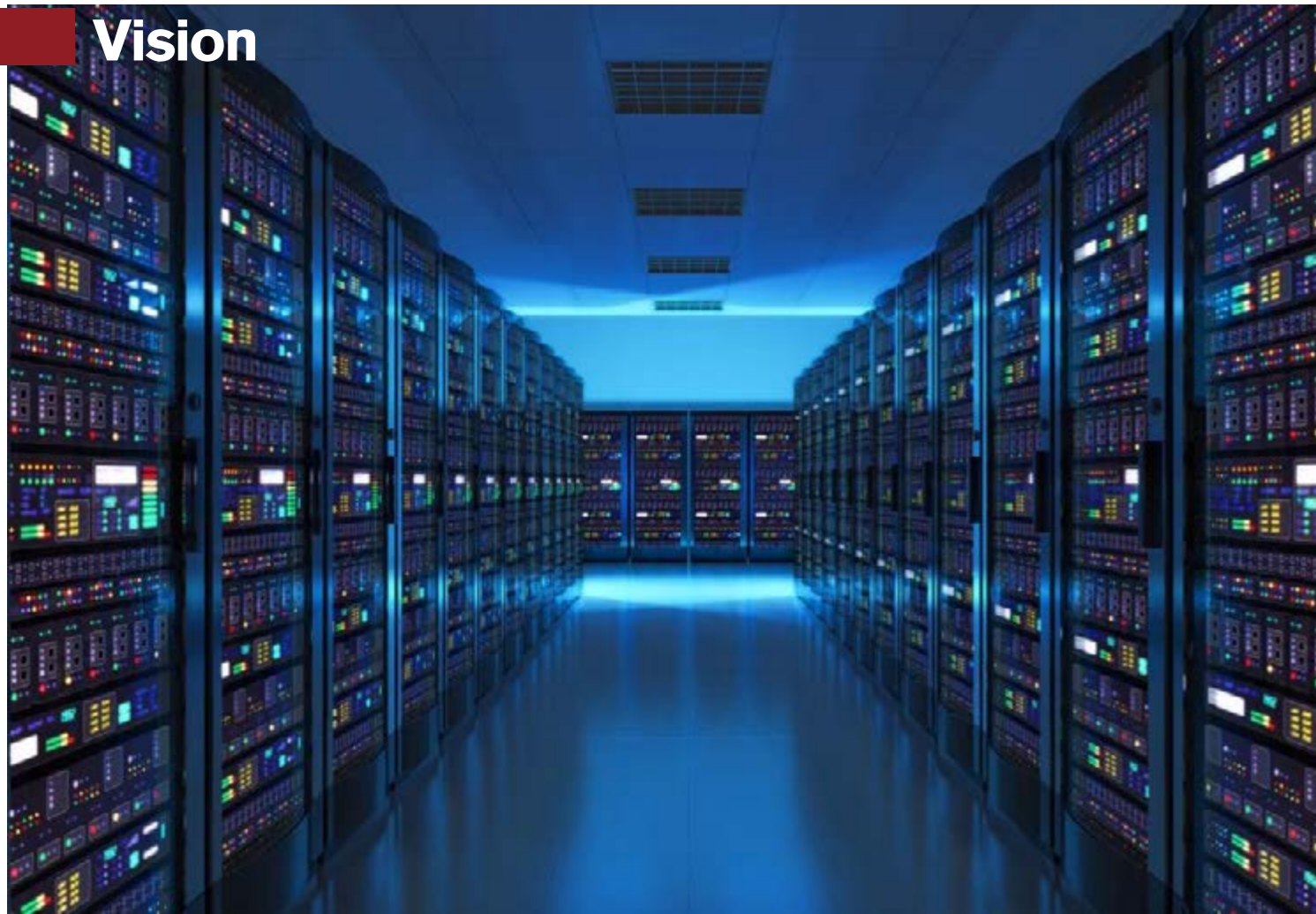
"This is the first time that the central government has indicated direct financial support since the outbreak of 'mortgage-no-pay crisis', and we think this marks the inflexion point of supply-side policy, i.e. from being hawkish to modestly supportive," said UOBKH analysts Liu Jieqi and Ariel Poh.

Sales momentum, however, remained weak in August 2022, according to CREIS sales data, which noted that new-home sales volume rose 9% week on week but dropped 25% year on year. The data covers 22 major cities for the 34th week of 2022.

Source: The Business Times







## CHINA'S PUBLIC CLOUD MARKET TO TRIPLE BY 2025

China's industrial and manufacturing sectors will be able to drive a new wave of growth in the country's cloud computing market, according to a recent report by global management consulting firm McKinsey & Co.

Analysts at McKinsey expect China's public cloud market to triple in size in the next few years, from US\$32 billion in 2021 to US\$90 billion by 2025, as industrial and manufacturing companies shift their information technology (IT) workloads to the cloud, according to the consultancy's latest report, which surveyed 278 decision makers in enterprise IT, digital and cloud from a wide range of sectors.

"Digital transformation is strongly correlated with cloud adoption. By 2025, 78% of all IT workloads will be on the cloud in China", said McKinsey partner Shen Kai in a media briefing to explain the report. In 2021, only 59% of IT workload was distributed on the cloud,



according to the report.

Cloud computing services enable companies to buy, sell, lease or distribute a range of software and other digital resources as an on-demand service over the internet, just like electricity from a power grid. These resources are managed inside data centres.

The industrial sector will lead the next

wave of cloud migration in China, taking over from consumer-facing firms, with 32% of its local IT workload expected to migrate to cloud by 2025, the highest among all sectors, according to the report. Ranked behind it are travel and logistics, retail and fast-moving consumer goods, and finance.

Source: South China Morning Post

## CHINA TO UNVEIL GLOBAL TOP 100 SMART MANUFACTURING COMPANIES

The Global Top 100 Smart Manufacturing Companies 2022 Ranking Program was launched at the just-concluded World Robot Conference 2022, drawing wide attention from the industry.

At the "Intelligent Manufacturing for Future" International Summit, ChinaIT.com, Xi'an Jiaotong-Liverpool University, IncoPat Global Patent Database and other partners officially unveiled the country's first ranking program for global intelligent manufacturing industry – Global Top 100 Smart Manufacturing Companies.

Keeping up with the latest technological innovations in the industry, the program aims to expand the global market awareness of intelligent manufacturing enterprises, support innovation, entrepreneurship and academic research, analyse enterprise life-cycle data, promote communication and



foster close cooperation among industry, academia, and research.

In the intelligent era, robotics, IoT, 5G, AI, cloud technologies and vision systems have dramatically changed the traditional business patterns and models, production and operations of manufacturing industry. The

global COVID-19 pandemic has further accelerated the adoption of new technologies in intelligent manufacturing. A recent survey shows that the operating profit of the intelligent manufacturing industry will reach \$236.12 billion in 2026.

Source: China Daily



# BRUNEI

## LUXURY AT ITS PEAK

Brunei is officially known as the State of Brunei Darussalam, an independent sultanate located on Borneo Island in Southeast Asia. Borneo is the largest island in Asia and the third largest in the world. Since the discovery of oil and gas in 1929, the country has registered tremendous growth in all sectors of life.

Most of Brunei's tourist destinations and museums are free to visit, making it an affordable vacation spot. Numerous elaborately built mosques and palaces around the Muslim nation will likely leave visitors wondering at the magnificent architecture.

Located on the northern coast of Borneo, it shares maritime borders with China and Malaysia. The Malay heritage of the nation is a significant part of its culture. These are mirrored in the country's language, architecture, rituals, and customs. With a population of about 459,500 people, stunning beaches, and giant museums, there is much to explore and enjoy.

### VISA FORMALITIES

Brunei follows a relaxed visa policy, which means that people can visit the country without undergoing a cumbersome visa process. Citizens from all permanent UN Security Council countries can visit Brunei without a visa. The government also offers electronic visas to certain citizens. Most citizens from African countries and South and Central America require pre-approved permits to travel to Brunei. Brunei offers visa-on-arrival facilities to citizens of certain countries.

The visa fee is B\$20 and B\$30 for single and multiple entries, respectively, and a visa is valid for 30 days.

**USD 1 = BND 1.40**

### HOW TO REACH BRUNEI

Brunei has an excellent infrastructure for transport.

#### By Air

Brunei has two airports. The main airport is Brunei International Airport, which has excellent international connectivity and service access from most international airports. You can reach the city within 10 minutes by car from the airport, which will cost about B\$ 10-20. Bus services will be much cheaper and will cost you about B\$2.

**USD 1 = BND 1.40**

#### By sea

Brunei has six ports along the 161-kilometre coastline, mainly used for cargo movement. However, there are ferry services and international cruise services to Brunei. The port of Muara caters

to cruise services. Similarly, the ferry service from Labuan to Brunei is also a good option for passengers from Malaysia.

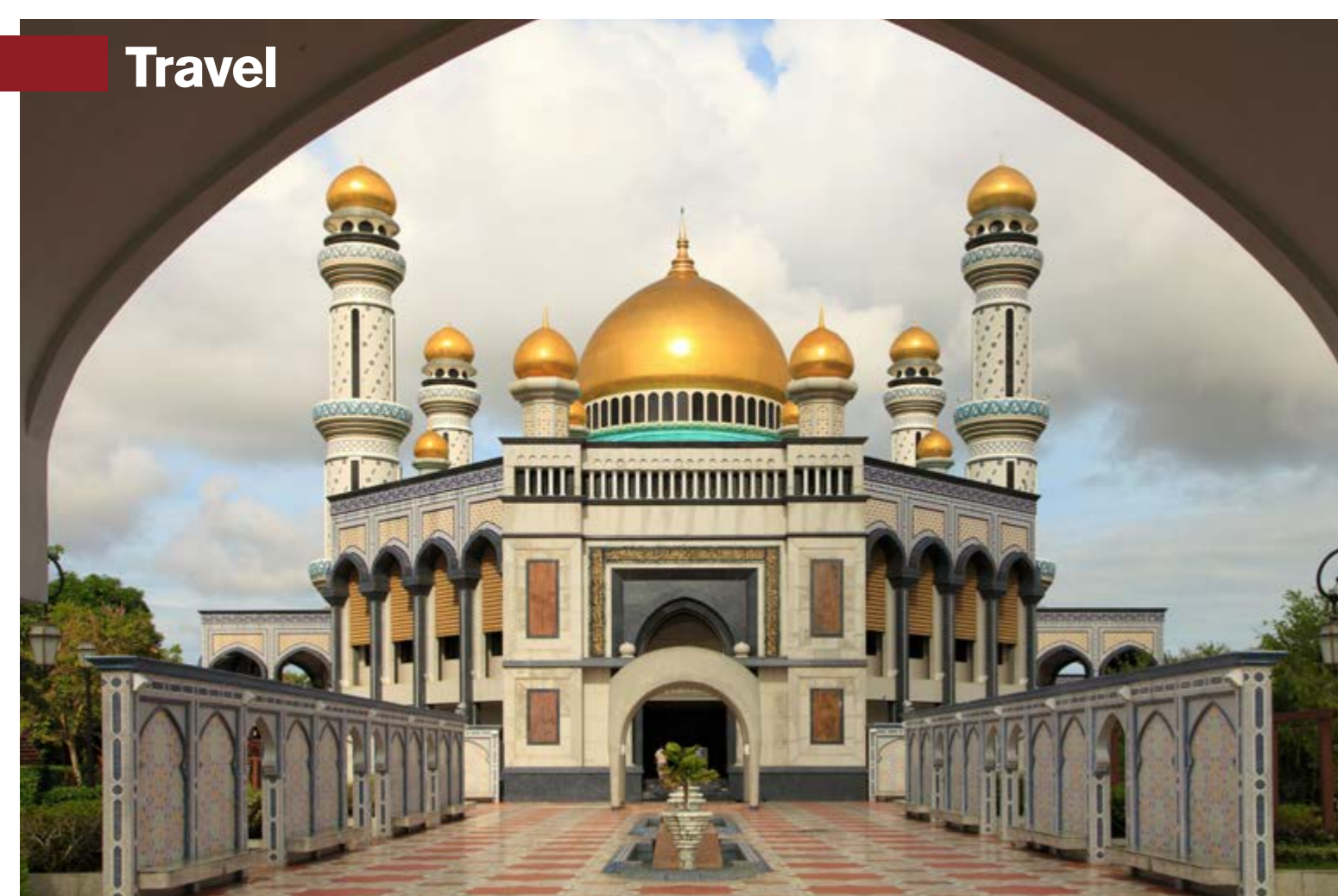
#### By Road and Rail

Since Brunei is part of Borneo Island, there is no way you can reach from the mainland by road or rail.

### HOW TO MOVE AROUND

A bus is the most affordable mode of transportation in Brunei to move around. The bus route covers the most important locations, and enough bus services are available to move around. Another option is hiring a taxi or using a shared taxi. The taxi terminals are very close to the bus terminal, and taxi fares will be about BND 5.00 to 50.00, depending on the distance and route.





The second gallery displays the life of ancient civilizations and models of ships that used to dock at Brunei. The life and civilization section are a reflection of Brunei's history and development.

In the third gallery, you can find contemporary trade exhibitions allowing companies to introduce their products to the public. During the museum's inauguration, there was a Maritime Silk Road exhibition focusing on trade activities between China and Brunei.

**Muara Beach**

The best beach in Brunei is around a 30-minute drive from Bandar Seri Begawan. The pristine beach, surrounded by parks, features a jogging path, picnic tables, and a great view of Borneo's spectacular sunset.

**Tamu Kianggeh Market**

Tamu Kianggeh is a fruit, vegetable, and fish market close to the Brunei River and Bandar Seri Begawan. Other stalls provide locally crafted crafts and souvenirs. It is the best place in the city to purchase fresh tropical fruits.

**Tasek Merimbun**

The S-shaped Merimbun Lake is Brunei's largest natural lake, surrounded by the 7,800-hectare Tasek Merimbun Heritage Park. It is 27 kilometres from Tutong Town and 70 kilometres from the capital city of Bandar Seri Begawan. The lake is home to various marine species, and the surrounding heritage park supports many species of wild life, including various types of reptiles and mammals.

You can find a small island connected with a wooden walkway in the lake's centre. A boat ride and picnic pavilion are something you should not miss.

**Gadong Night Market**

You cannot expect nightlife in Brunei, but you can enjoy the night market cuisines. The 5,890 m2 market opens at 4 p.m. and activities continue till midnight. The market will offer a variety of foods to satiate your taste buds with snacks, meals, fruits, and drinks. It is an open market with no walls between the stalls; it will be hot inside because of the various grilling and cooking activities. Freshly cooked foods will be served to you, which is the highlight of the market, and you can find many heritage foods, such as ambuyat, satay, grilled items and sweet dishes.

**Conclusion**

In Brunei, you can experience the massive infrastructural investments and high rise buildings that make the tiny nation an attractive tourist destination. The capital, Bandar Seri Begawan, is the most visited location in Brunei, and this is where the famous Sultan Omar Ali Saifuddin Mosque is situated. Yet another location you should visit in Brunei is the Istana Nurul Iman, the former palace of Sultan Hassanal Bolkiah, which has 1,788 rooms, and is the largest palace in the world. **B**

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**Rideshare services**

If you want to use rideshare services, you can use Dart, and their rates will also vary depending on the route and location. The rate will be BND 1.00 to 5.00 depending on the distance travelled. For tourists who want to go for a trip across the river, a water taxi will be a best option.

**Walking around**

It will be an exciting experience to walk through the streets. Brunei is a small country, and the most exciting locations, like Kiulap, Bandar, and Menglait, are very close.

**THE BEST PLACES TO VISIT IN BRUNEI**

**Kampong Ayer**

Kampong Ayer is the Venice of the East, an important landmark in Brunei located in the heart of the capital city on the Brunei River. It is the largest water village in the world, and has withstood the vagaries of nature for centuries. Over time, it has become an important trade centre.

The village is renowned for traditional fishing activities and handicrafts. While at Kampong Ayer, you can take a water taxi to visit the mangrove forests and enjoy the riverside wildlife of Brunei. You will be welcomed by proboscis monkeys, crocodiles, and giant lizards! Tourists also have the option to go for a homestay and have some real-time experience of village life.

**Brunei Darussalam Maritime Museum**

Construction of the 5 million BND museum started in December 2006, and it was opened to the public in March 2015. Exhibits at the Brunei Darussalam Maritime Museum represent Brunei's rich history and vivid culture. It has three galleries, two of which are permanent galleries, while the third one is a temporary exhibition hall. In the first gallery, you can find the wreckage of a ship recovered 32 nautical miles from the Brunei coast, and about 13,500 artefacts collected from the wreckage.





CHINA HAS FAVOURABLE CONDITIONS FOR OVERALL PRICE STABILITY

China is capable of keeping overall prices within a reasonable range despite soaring inflationary pressures worldwide and fluctuations in food prices in the near term, officials and analysts have said. China's consumer price index (CPI), a main gauge of inflation, rose 2.7% year-on-year in July. The producer price index (PPI), which measures costs for goods at the factory gate, went up 4.2% year-on-year. "In the next stage, upward pressures on consumers exist, but China still has multiple conditions favourable to the overall price stability," said Fu Linghui, an official with the National Bureau of Statistics (NBS).

Source: China Daily



RCEP DEEPENS COOPERATION BETWEEN GUANGXI, ASEAN

At a leading paper factory in South China's Guangxi Zhuang autonomous region, a production line is running at full steam as orders from ASEAN member states surge this year.

"Nearly 90 containers filled with white cardboard produced by the factory are shipped through Qin Zhou Port every day to ASEAN markets, and the number keeps increasing," said Zhou Ju, Logistics Department Director of Guangxi Jingui Pulp & Paper Co Ltd, owned by Indonesia's Asia Pulp & Paper Sinar Mas.

Since the Regional Comprehensive Economic Partnership (RCEP) agreement went into force in January, trade costs have been further reduced among member countries, and related companies have seen tangible benefits.

Customs data showed that, in the first half, China's trade with ASEAN member states reached 2.95 trillion yuan, a year-on-year increase of 10.6%.

Zhou said raw materials like wood chips, wood pulp and starch imported from ASEAN member states now enjoy preferential tariffs thanks to the RCEP agreement, and this has greatly saved costs for the company.



The Indonesian company also established a branch in Nanning, capital of Guangxi, to manage the forestry affairs of the group in China, Laos and Cambodia. It also

seeks to expand industrial chains as the company eyes the giant economic cooperation potential among China and ASEAN member states.

Source: China Daily

CREDIT SUISSE TO REVIEW CHINA BUSINESS IN STRATEGY REVAMP AMID EXECUTIVE EXODUS, LOSSES

Credit Suisse Group is reviewing the long-term plans for its business in mainland China as part of a broader strategy revamp after the lender racked up billions of dollars in losses. Chief Executive Officer, Ulrich Koerner, and Asia-Pacific head, Edwin Low, are among top bankers set to meet in Singapore next week to discuss topics including their view on the China business, according to people familiar with the matter. Senior executives at Credit Suisse have raised doubts on the benefits of building out its existing securities activities and expanding wealth management in the country, the people said, asking not to be named because the talks are private. Any downsizing of Credit Suisse's ambitions in the world's second-largest economy would be a dramatic turnaround, two years after it won approval to take control of its local venture as part of Beijing's much-vaunted opening to outside financial firms. An exodus of senior executives at its securities venture, partly a sign of the firm's wider troubles, has delayed regulatory approval that would allow the buildout of equities trading and wealth offerings. Top executives plan to consider whether they should reduce their business in China, even after hiring new staff and investing



heavily, the people said. Asia managers are making a case to executives in Zurich that China is still a place to invest, one of the people said. The

bank is planning to also cut back the investment bank after a string of losses.

Source: South China Morning Post

CHINESE COPPER GIANT MAIKE SEEKS HELP WITH LIQUIDITY ISSUES

One of China's most influential commodities traders is seeking government aid to shore up its finances, in the latest sign of how a sagging economy is squeezing the country's private sector.

He Jinbi, founder and chairman of Maiké Metals International, has asked the government and financial institutions for help after liquidity issues forced his company to delay some payments for imported copper. BHP Group, the world's biggest miner, is among suppliers that are diverting shipments away from Maiké for now, according to people familiar with the matter.

He founded Maiké nearly three decades ago, trading copper wires, and he is one of the most well-known names in China's copper industry. The commodities sector in China has been under stress this year as a deepening property crisis and regular COVID-19 outbreaks stifle demand. Private entrepreneurs have also borne the brunt of tighter credit.

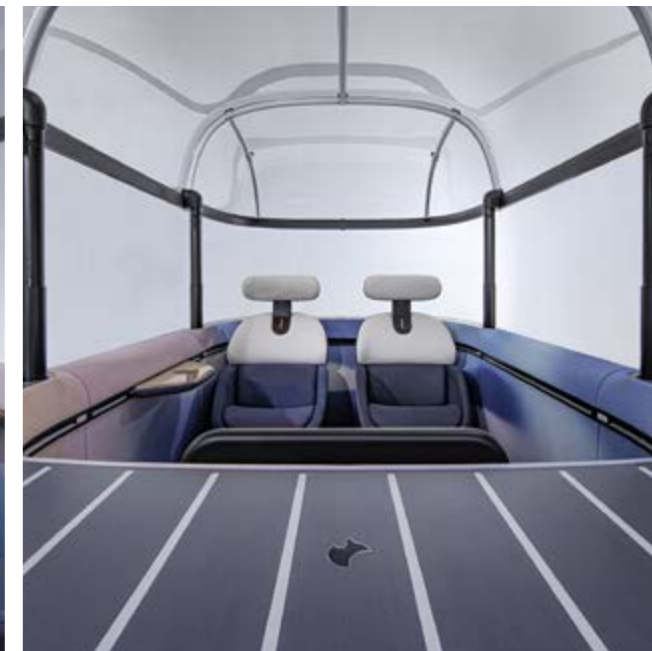


Maiké is suffering "temporary difficulties logistics, transportation and product sale due to COVID flareups in China".

Source: The Business Times







# THE NEW CONCEPT BUBBLE CAR CAN HELP YOU SOCIALIZE AS YOU GO

The stress of driving a car or even sitting in one can often be troublesome. The leg space is cramped and you cannot easily talk to each other. That is because most cars are designed only for commuting and better fuel economy. However, this is about to change, as Asahi Kasei has designed a new concept car, AKXY2, that can solve this problem.



The concept car is a design mix of boat, a car, and sitting area. The basic idea is not just to drive and commute, but to involve friends in your travels. The design might pique your interest and make you think it can float, but don't be misled; despite the innovative design, it is not waterproof.

The new concept bubble car AKXY2 looks like an oval-shaped inflated boat inverted over a car. It has a driver's seat and back seats. The difference from a regular car is that it has a lounge-like area where you can seat guests. The overall look is stylish and futuristic, with smooth, rounded edges and a transparent top. It gives the feel of a car right out of a sci-fi movie.

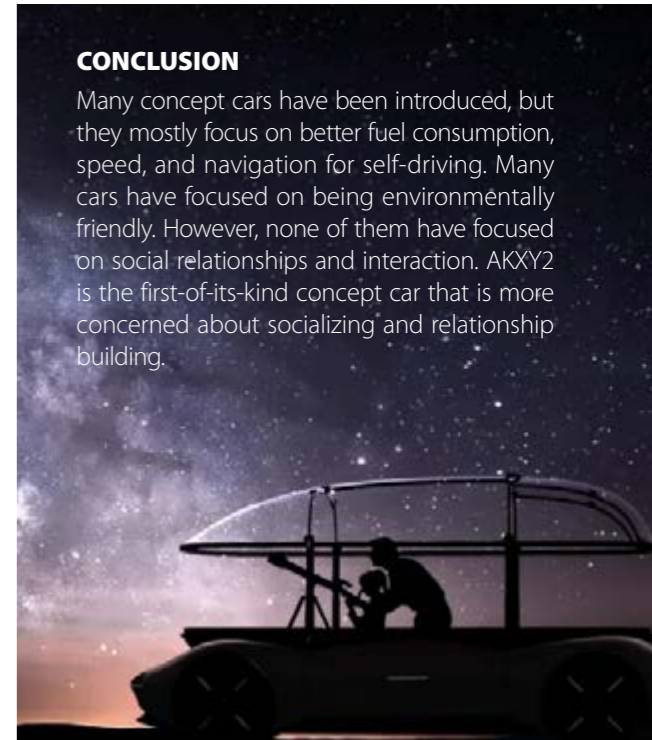
It drives like any other car, but you can park it and entertain your friends and socialize. The canopy on the top can be lifted to create a more open and welcoming environment. The side door opens and a step slides out. Your guests can enter the car cabin and sit and enjoy a drink with you or chat with you.

If your friends have similar cars, you can all park in one place, lift the canopy and turn on the music to have a party. When you are done, just place the top back on the car, close the door, and drive off. **B**

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## CONCLUSION

Many concept cars have been introduced, but they mostly focus on better fuel consumption, speed, and navigation for self-driving. Many cars have focused on being environmentally friendly. However, none of them have focused on social relationships and interaction. AKXY2 is the first-of-its-kind concept car that is more concerned about socializing and relationship building.







# TOP 10 MARKETING STEPS TO PROMOTE A NEW PRODUCT

So you've invented a new product and are ready to hit the market with it? We all know that marketing is key to the success of your product. Additionally, effective marketing is essential to promoting a new product and generating awareness among potential buyers. But before you start, there are a few key steps to ensure your product is successful.

There are numerous marketing steps you can take to promote your new product. Here are some of the most effective methods:

## 1. DEVELOP A POSITIONING STRATEGY

Before you can start promoting a new product, you need to clearly understand what it is and who it's for. That's where positioning comes in. Positioning is the process of identifying your product's unique selling proposition (USP) and communicating it to your target market.

### To develop a strong positioning strategy, answer these questions:

- What are the unique features and benefits of your product?
- Who is your target market?
- What needs does your target market have that your product can address?
- What are the unique selling points of your product?

## 2. CREATE A COMPELLING BRAND IDENTITY

Your brand identity is how you visually communicate your brand to the world. It includes elements like your logo, colour scheme, and typography. And it should be applied consistently across all of your marketing materials. It also helps you build brand recognition and trust. If your target market can't easily recognise your brand, they're less likely to buy from you.

## 3. ORGANISE AN IMPACTFUL LAUNCH EVENT

One of the best ways to generate buzz for a new product is to host a launch event. This can be anything from a small gathering at your office to a large-scale event with celebrity guests. No matter what event you host, the goal is to generate excitement and interest in your new product. Have plenty of product samples for guests to try, and ensure your marketing materials are up-to-date and accurate.

## 4. DEVELOP A GO-TO-MARKET STRATEGY

Your go-to-market (GTM) strategy is the plan you use to bring your product to market. It includes everything from your sales and marketing efforts to your pricing and distribution strategy. It also helps you ensure that all your actions align and work towards a common goal. Plus, it enables you to track your progress and measure your success.

## 5. CREATE HIGH-QUALITY MARKETING COLLATERAL

Marketing collateral is any type of content that you use to promote your product. This can include things like website copy, brochures, and product catalogues. It helps you communicate the value of your product to your target market and builds trust and credibility with your audience.

## 6. INVEST IN DIGITAL MARKETING

Digital marketing is a type of marketing that uses electronic devices, such as computers, smartphones, and tablets. It can include website design, social media marketing, and search engine optimisation (SEO). Investing in digital marketing is essential for any new product launch because it helps you reach a wider audience with your marketing messages. Start digital marketing by creating a website for your product. Once you have a website, you can develop other digital marketing strategies later.

## 7. USE SOCIAL MEDIA TO BUILD BUZZ

Social media is one of the most powerful tools to generate buzz for a new product. You can simply create a profile for your product on all the major social networks. Then, start posting engaging content that promotes your product. Don't forget to interact with your followers and answer their questions about your product.

## 8. START A BLOG

A blog is another exciting way to create hype about a new product. To start a blog, start by choosing a blogging platform (such as WordPress or Tumblr). Then, create a catchy name for your blog and write posts about your product.

Make sure to promote your blog on all your other marketing channels.

## 9. HOLD A CONTEST OR GIVEAWAY

Contests and giveaways give people a reason to pay attention to your product. Simply choose a prize related to your product in the contest or giveaway. Promote your contest or giveaway on all your marketing channels. Later, interact with the people who enter your contest or giveaway.

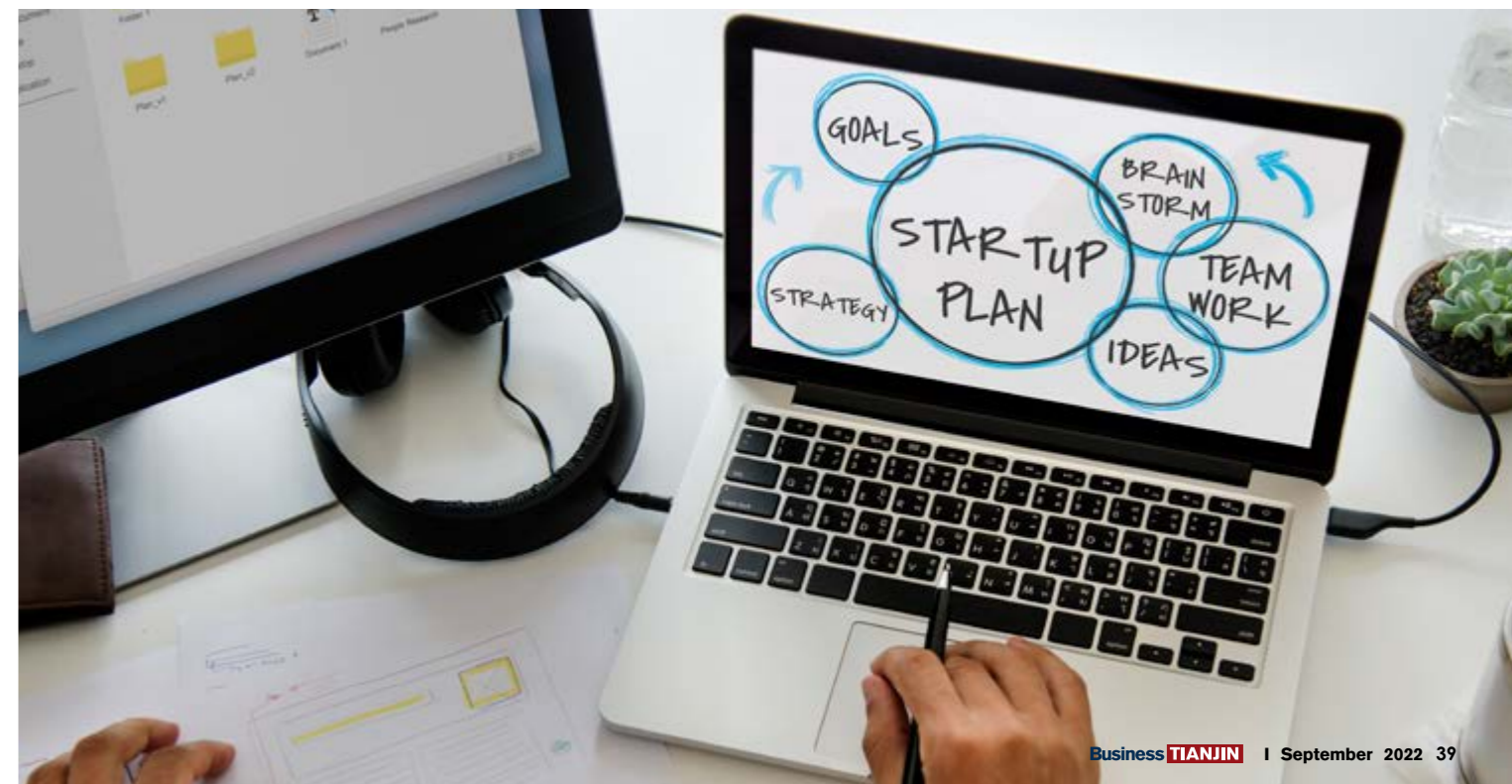
## 10. GET CREATIVE WITH YOUR MARKETING

Don't be afraid to get creative with your marketing. There are endless possibilities when it comes to marketing a new product. So, use your imagination and develop some unique and innovative ways to promote your product.

### TO CONCLUDE

There are many ways to market a new product, and the right approach will vary depending on your budget, target audience, and the product itself. These are some basic steps that every successful marketing campaign should include. If you keep these things in mind, you're well on your way to success. **E**

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# WHAT IS DIGITAL WRITING? WHY IS IT IMPORTANT?

Since ancient times, writing has been an unmatched medium for sharing information. And today, with the rapid expansion of internet usage worldwide, the way of sharing information has dramatically improved. From the times when we used to share information on stones, to printing on papers, and, finally, to digital writing, we have come a long way.

Due to its prominence, digital writing requires accuracy and subtlety. As a result, schools, colleges, and various institutions have taken to teaching the art of digital writing more seriously. Moreover, there is a great career scope for writing in the digital space.

## DIGITAL WRITING: A BRIEF OVERVIEW

Digital writing is primarily a writing practice in the digital space, with a combined sound, visual, and text approach. This writing modality has gained immense popularity among digital content consumers, and for good reason—digital writing provides an excellent opportunity to convey information in more depth by leveraging audio, graphics, text, and videos.

Writing in the digital space can take various forms, such as online journals, scholarly works, blogs, and social media posts. How one presents these depends on the type of information being shared. For instance, for content that one consumes daily, the reading time should be as short as possible. One way to achieve that is by adding anecdotes in infographics, short videos, relevant images, etc.

## WHAT IS THE RELEVANCE OF WRITING IN THE INTERNET AGE?

The amount of written content shared, and the pace of its consumption on the internet is phenomenal. According to Statista, people in the UK spent about 25 hours per week on the internet in 2020.

Generally, people consume content for research or entertainment, and much of this information is shared in written form. Even when the consumer is watching a video, there is text in the form of a script.

However, the catch is that not everyone reads through the written material. Our lives are busy, and with crammed schedules, we want to process information in as little time as possible. According to research by Microsoft, the attention span of an average digital content consumer has dropped to 8 seconds.

However, some consumers stick around until the end of the writing, and they are the primary audience looking for the specific information you're sharing, so it is crucial to write with their needs in mind.

Moreover, digital writing has evolved to cater to a heterogenous mix of audiences. For example, there are blogs for quick searches on DIYs, detailed research papers for students and scholars, news content for daily readers, etc.

Ideally, the written material is supposed to be for everyone, i.e., well-written, full of information, and easy to read. The

multimodal approach to digital writing incorporating text, videos, soundbites and simple infographics increases the time that visitors stay on your page, while making information consumption quicker and more efficient.

## WHY IS GOOD DIGITAL WRITING IMPORTANT?

In today's world, the way we share information and do business relies heavily on digital writing, so good writing is important in many ways:

Critical educational source

Digital writing has improved the way students are taught. As education methodology integrates with modern technology, students learn in creative ways.

Moreover, students have a lot of opportunity to hone their aptitude and creativity at an early age. By replacing the tedious textual landscape, multimodal digital writing provides an enjoyable and practical approach to teaching the same topic in less time.

## EFFECTIVE INFORMATION EXCHANGE

Sharing information is the backbone of society, and if there's a method to do it effectively, it's a huge advantage. The digital space has provided a perfect opportunity for information to be shared in a compact and precise form, leveraging the practical multimodal approach.

This approach allows readers to gather information more efficiently and quickly.

## QUICKER MASS COMMUNICATION

With a smartphone in everyone's palms, information reaches people almost instantly. You could be posting on social media from one device, and within a very short space of time, millions of users will respond.

Social platforms like Quora, Twitter, Instagram, Facebook, YouTube, Reddit, etc. have revolutionised mass communication, with more content shared every day than has ever been the case.

## DIGITAL MARKETING

As businesses break out of the traditional marketing and advertising model, marketing in the digital sphere has proven very effective in terms of cost and results.

Digital marketing revolves around digital writing, with the content being the best way to humanise your brand. Digital writing allows brands to establish reputation and credibility online.

## CONCLUSION

Digital writing has become an integral part of our daily lives, and with various aspects of our lives depending on it, such as education and marketing, its future looks bright. Learning to write for the digital sphere can help you make a good living as it offers several career opportunities. **B**

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# PBOC LOWERS INTEREST RATES

China's central bank unexpectedly cut its key interest rates, one week after it cut two interest rates in a surprise move, as it ramps up support for an economy weighed by COVID lockdowns and a deepening property downturn.

Bond yields slumped after the People's Bank of China lowered the rate on 400 billion yuan of one-year medium-term lending facility loans to some financial by 10 basis points to 2.75% and the seven-day reverse repo rate to 2% from 2.1%.

In China's second-quarter monetary policy report, the PBOC strengthened its focus on refraining from adopting a deluge of strong stimulus policies. The

market expects liquidity to remain ample. As for the 10 bps interest rate cuts by the central bank, it is understood that they were carried out mainly for a few reasons.

First, there is a rising need for cutting interest rates to support the real economy. Growth of some key economic data slowed in July from June, which does not augur well for a strong economic recovery in the third quarter and points to a deep-seated lack of growth momentum. On the one hand, demand declined owing to unsolved real estate problems. And given the increased risk of recession in Europe and the United States, the sword of Damocles is still hanging above

the slowing export growth rate, despite exports' short-term resilience.

On the other hand, overall market expectations are weak. During the three-year COVID-19 pandemic, some have been suffering deteriorating balance sheets, hampering consumption recovery. Meanwhile, enterprises still face problems like disruptions to production and logistics as well as insufficient demand, and enterprises do not have a strong willingness to use tax credit refunds to recycle into expanding investment.

Second, credit and social financing declined in July. Limited improvements in business and consumer confidence failed to boost demand for loans to the real economy. So far this year, social financing data have fluctuated greatly. As a result, it is still necessary to further reduce interest rates to stimulate loan demand.

Third, inflation and exchange rates reduced their role of acting as constraints, and it is time for a more discretionary monetary policy. In terms of internal inflation, growth rates of the consumer price index and the producer price index for July were both lower than market expectations, and the growth in core CPI also slowed in July. Meanwhile, the proportion of pork prices in the CPI slipped from 2.3% in early 2021 to 1.3%

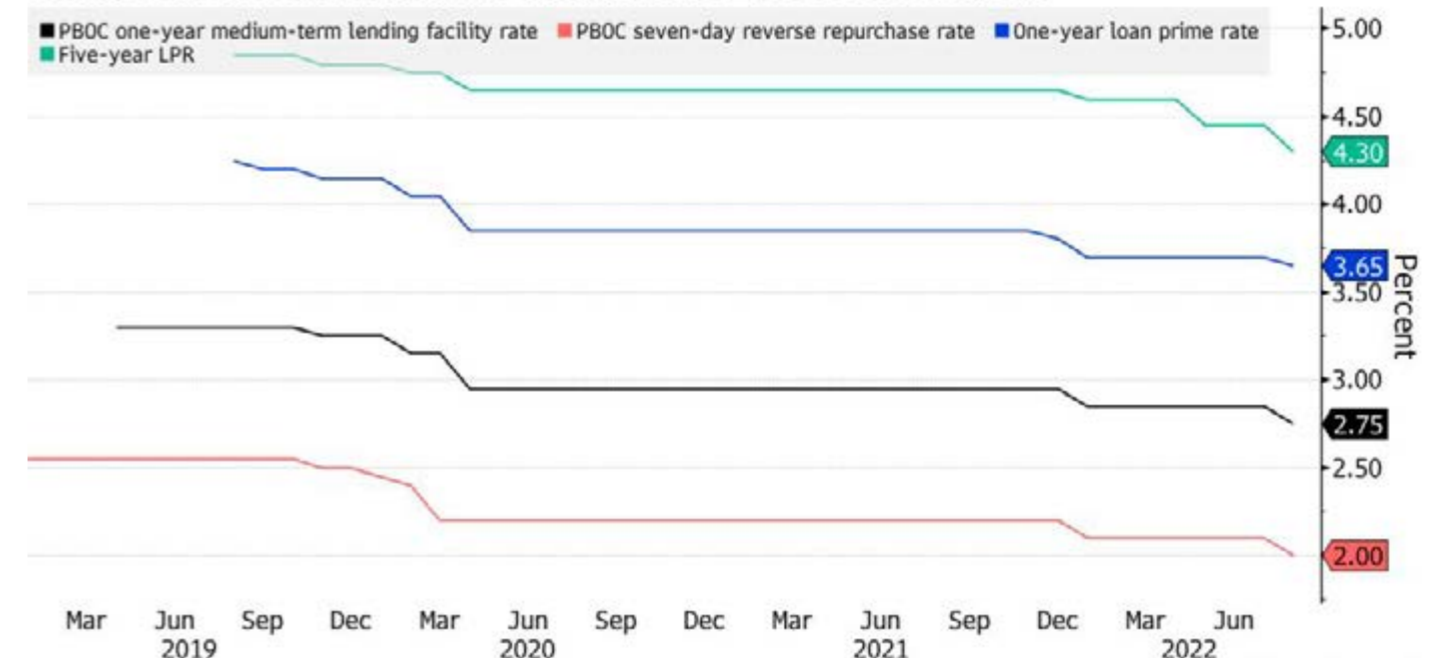
in July, 2022, based on the Laspeyres Price Index. Therefore, subsequent inflation levels due to rising pork prices may be less drastic than previously thought.

As for external constraints, the latest US July consumer inflation data came in weaker than forecast, indicating a peak in overseas inflation. The market altered its expectations for the US Federal Reserve to raise interest rates in September. The US dollar index fell, and the renminbi exchange rate rose steadily.

International capital flows are expected to achieve marginal improvements due to domestic economic recovery and lower expectations for overseas central banks to hike rates. Therefore, the exchange rate may be interpreted to be "adhering to bottom-line thinking", as written in China's second-quarter monetary policy report, which better allows for two-way fluctuations in the exchange rate and lets the exchange rate play its role as an internal and external balance regulator under the new situation of an improved external environment and international capital flows.

Liquidity has continued to ease this year since early April, and the rate cuts sent a positive policy signal. On the one hand, the seven-day reverse repo rate averaged only 1.56% in July and dropped to 1.34%

**Lowered Rates**  
Chinese banks cut benchmark lending rates after PBOC easing





# TOP 10

## EXPORT INDUSTRIES IN CHINA 2022

### 1. Mobile Phones

Exports for 2022: \$134.2B

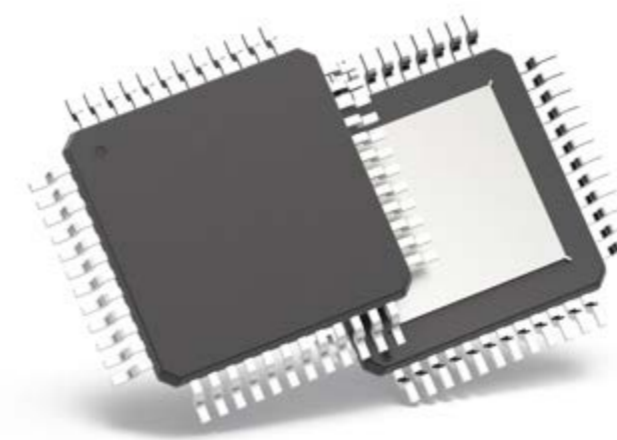
Industry revenue for the mobile phone manufacturing industry is expected to increase at an annualized 3.9% over the five years from 2022, to total \$279.3 billion. This trend includes anticipated growth of 5.6% in the current year. The industry developed rapidly from 2013 to 2016 due to the popularity of 4G mobile phones. However, the industry's expansion has since slowed as the 4G mobile phone market has reached saturation. China's 5G commercial licenses were issued in 2019, and 5G mobile phones are projected to significantly expand sales volumes.



### 2. Integrated circuits

Exports for 2022: \$123.3B

China is the world's largest and fastest-growing integrated circuit market, and is also an important producer and provider of integrated circuits. The integrated circuit manufacturing industry in China is expected to grow at an annualized 9.7% over the five years from 2022 to \$221.8 billion, maintaining a sustained and stable growth trend over the period. This includes growth by 11.7% in the current year. The huge demand from terminal application markets such as industrial equipment, communication networks, and consumer electronics has contributed to revenue growth. An increased focus on intellectual property and patents has also promoted revenue growth.



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since the beginning of August, far below the policy rate of 2.1%.

On the other hand, the cost of bank liabilities fell quickly. According to a news conference on financial statistics in the first half, the interest rate on newly absorbed time deposits was 2.5% in June, 16 bps lower than that of the same period last year. In addition, the cost of interbank liabilities fell sharply just as the money market interest rate did, and the spread between the issuance interest rate of one-year interbank certificates of deposit and MLF loans expanded, which averaged 27 bps in the first quarter and expanded to 60 bps in July and 81 bps since the beginning of August.

The main reasons for the contraction of MLF loans are that banks have insufficient demand for high-cost MLF funds and the divergence between policy rates and market rates is huge, reducing the leading effect of MLF policy rates on the cost of bank liabilities, so there is a great need for convergence between policy rates and market rates.

In order to employ monetary policy to

support the real economy, it is urgent to maintain the stability of total credit. Against the backdrop of advance issuance of government bonds, more attention must be paid to the growth rate of aggregate financing to the real economy, excluding government bonds.

It is expected that some monetary policy tools will be seen in the second half of the year. This will increase medium- and long-term lending. In the fields of technological innovation and green development, if funding is not as expected, it can be optimized by improving financial support in relending or extending the scope of funding applications. In the field of traditional infrastructure, policy-related and developmental financial instruments are combined with an 800 billion yuan increase in policy banks' lending quotas to fund infrastructure projects, thus leveraging infrastructure financing.

Also, there is a need to fully meet the credit needs of micro and small businesses, real estate and enterprises affected by the COVID-19 pandemic. It is advisable that the PBOC

considers lowering relending rates for the agriculture sector and small businesses once more by 10 to 25 bps.

In addition, there is a need to stimulate demand for lending by improving the market reform mechanism for deposit rates and further lowering deposit rates, so the over-five-year loan prime rate may be reduced notably. Meanwhile, the PBOC could cut the reserve requirement ratio by 0.25 to 0.5 percentage point when necessary, which would lead to a reduction in LPR by 5 bps.

What needs to be emphasized is that according to current cuts in policy interest rates and lending rates, monetary policy is extending more support to the real economy, which is comparable to the period when the COVID-19 pandemic broke out in 2020. However, the current economic recovery is clearly weaker than at that time, so monetary policy easing will continue. **B**



## 3. Smart Phones

**Exports for 2022: \$118.7B**

Revenue for the smartphone manufacturing industry in China is expected to increase at an annualized rate of 6.2% over the five years from 2022. In 2022, industry revenue is expected to increase by 5.2%, to \$237.8 billion, mainly driven by upgrading of mobile phones. Exports are estimated to account for 52.8% of industry revenue in 2022.

Demand for smartphones has grown strongly over the past five years, due to the rapid development of 4G and 5G technology, an abundant smartphone product portfolio and competitive product pricing.



## 4. Computers

**Exports for 2022: \$107.5B**

China has become the computer production base for the world. It is also the largest consumer of computer products. Demand for computers from domestic and global markets has driven the development of the computer manufacturing industry in China.

Industry revenue is expected to increase at an annualized 3.1% over the five years from 2022, to total \$289.5 billion. Technology for computers has developed rapidly in recent years, driving consumers to purchase product upgrades. However, industry revenue declined between 2014 and 2016 due to falling foreign demand and a saturated domestic market.



## 5. Computer peripherals

**Exports for 2022: \$78.3B**

Declining retail prices and intense industry competition have contributed to relatively slower industry revenue growth and narrower profit margins over the past five years. As laptops have become more popular, demand for some computer peripheral equipment has declined. Overall, revenue for the computer peripheral equipment manufacturing industry is expected to grow at an annualized 2.0% over the five years from 2021, to total \$244.6 billion. This trend includes expected growth of 1.6% in the current year.

International trade is highly important to the industry, with exports driving the industry's development over the past decade.



## 6. Building constructions

**Exports for 2022: \$54.2B**

Over the five years from 2022, revenue for the building construction industry has been growing at an annualized rate of 4.9%, to \$2.8 trillion. This includes an expected increase of 5.5% in the current year. There are approximately 35,700 construction firms in this industry. Most of the building construction major players also have operations in civil engineering, real estate development, professional engineering services, plan designing, building materials manufacturing, and construction equipment manufacturing. By operating across different sectors, firms are able to decrease costs and maintain stable supply sources.



## 7. Apparel

**Exports for 2022: \$50.9B**

The apparel manufacturing industry performed well from 2015 to 2019. However, industry revenue is expected to decrease at an annualized 0.8% over the five years from 2022, to total \$345.6 billion. This trend includes a 3.2% reduction in 2022. With new consumer groups, individualized, fine-differentiated and young clothes have become the mainstream for the industry. In addition, big data, cloud computing, and artificial intelligence have brought big changes to the industry over the past five years.

The industry currently has 19,238 enterprises, employing 4.4 million workers with an expected payroll of \$48.6 billion.



## 8. Steel rolling

**Exports for 2022: \$50.2B**

In 2021, revenue for the steel rolling industry in China increased by 28.4% to total \$1.3 trillion. Over the past five years, revenue has increased at an annualized 7.5%, driven by rising demand for high quality and value-added steel products from downstream industries such as automobile manufacturing (IBISWorld industry report 3721) and real estate management and development (7210a and 7210b).

In recent years, industry operators have experienced supply surplus problems. However, long-term prospects are promising as China continues to become more urbanized and the government focuses on expanding infrastructure.



## 9. Software

**Exports for 2022: \$49.6B**

The software development industry has grown strongly over the past five years. Industry revenue is expected to increase at an annualized 6.7% over the five years from 2022, to \$1.3 trillion. This trend includes anticipated revenue growth of 7.2% in the current year. Strong demand from downstream software users and the government, along with solid pricing, have supported the industry's performance over the past five years. The industry's development has also been supported and encouraged by the Chinese Government, with the government instituting several policies to support the industry. The government's 13th Five-Year Plan (2016 to 2020) listed software development.



## 10. Computer tablets

**Exports for 2022: \$42.6B**

Revenue for the computer tablet manufacturing industry in China is expected to rise at an annualized 12.4% over the five years from 2022. In the current year, revenue is expected to grow by 15.5% to reach \$106.9 billion, mainly driven by demand for more and more people who work or study at home because of epidemic prevention and control requirements. Exports are estimated to account for 32.7% of industry revenue.

The top four companies in the industry, Apple, Samsung, Lenovo and Huawei, account for an estimated 65.8% of industry revenue in 2022.







# MUST-HAVE NEGOTIATION SKILLS FOR HR PROFESSIONALS

The role of HR is crucial in any company; one could say that they are the glue that holds the company together. One of the responsibilities of HR professionals is to negotiate. This could be anything from negotiating salaries to benefits and even vacation time.

In order to be successful in negotiations, HR professionals must have strong negotiation skills. They need to be able to stand their ground and get the best possible deal for their company. However, they also need to be able to compromise when necessary.

## WHAT IS NEGOTIATION?

Whenever we think of negotiation, it sounds unpleasant, as if someone is trying to rip somebody else off. However, this is not necessarily the case. A good negotiation can be very beneficial for both parties. It's about finding a mutual agreement that works for everyone. Each party involved in the negotiation may have different objectives. It is the job of the HR professional to find a middle ground that meets the needs of both sides.

For example, let's say an employee is asking for a raise in salary. The HR professional will need to consider the company's budget, the employee's performance, and what other employees in similar positions are earning. They will also need to consider how much the employee is asking for and whether it is reasonable.

Once they have all of this information, they can start negotiating. The goal is to reach an agreement that is fair to both parties while keeping the company's plans and prospects in mind.

## TOP NEGOTIATION SKILLS FOR AN HR PROFESSIONAL

There has been much research done on how to negotiate to get the best outcomes. Here are a few critical negotiation skills that every HR professional should have. They are:

### Being assertive

You must be robust in negotiations. You need to be able to stand your ground and fight for what you want. As implied for any employee, if you don't ask for something, you will not get it; this is true even for HR professionals. Know the reasons for the

negotiation, and try to explain the grounds to the employee. Sometimes just explaining yourself and asking politely can help wonders in negotiating.

However, you also need to know when to back down. At times, it is more important to compromise than to hold your ground. For example, if the employee is asking for an extra vacation day for important reasons, you should be more willing to give it to them.

### BEING PATIENT

Patience is a virtue, and it's one that you will need in negotiations. You need to be able to take your time and not rush into anything. This will help you ensure that you are getting the best possible deal for both parties. Sometimes it might even be necessary to take a break from the negotiation to think about your next move.

### BEING ABLE TO READ PEOPLE

This is an essential skill in any negotiation. You need to be able to read the other person and figure out what they want. This will help you know what you can offer them and what they might be willing to compromise on.

Reading body language is an excellent way to get an idea of what the person is thinking and find out where they may compromise. For example, if the employee is fidgeting, they might be getting impatient, and you can use this to your advantage. On the other hand, if they are leaning in, it might mean they are interested in what you have to say.

### PREPARING YOURSELF

This is perhaps the most critical skill for any negotiation. You need to make sure that you are prepared before you start negotiating. This means doing your research and knowing what you want from the negotiation. If you are not ready, you will likely make concessions that you don't want to make.

## SOLVING PROBLEMS

This is an important aspect of negotiation because often, the negotiation occurs due to misunderstanding or conflict. As an HR professional, you should be good at solving problems so that both the employer and employee will feel satisfied with the outcome of the negotiation.

## BEING FLEXIBLE

Finally, you need to be flexible in your negotiations. This means being willing to change your position based on the other person's needs. For example, if the employee is asking for a raise outside of your budget, you might be able to offer them more vacation days instead.

It is important to remember that not every negotiation will be successful. There will be times when the two parties cannot agree. However, as long as the HR professional keeps the company's best interests in mind, they will be able to find a beneficial solution for everyone involved.

## CONCLUSION

After learning the top negotiation skills for HR professionals, the next step is to start practising them. The best way to do this is by role-playing with a friend or colleague. This will help you get comfortable with the process and learn how to handle different situations. **B**

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[btianjin.cn/20220909](http://btianjin.cn/20220909)







The new German Ambassador to China, Dr Patricia Flor, visited AHK Greater China's Beijing office recently. Jens Hildebrandt, Executive Director and Board Member of the German Chamber of Commerce in China | North China, and Jonathan Schoo, Vice President of German Industry and Commerce Greater China, extended a warm welcome to the Ambassador while familiarizing her with the office space.

德国新任驻华大使傅融博士昨日做客中国德国商会北京办公室。中国德国商会华北及东北地区执行董事、德国工商大会北京代表处首席代表晏思及德国海外商会联盟·大中华区副总裁舒友涵陪同参观并向大使介绍北京办公室工作。

The German Chamber of Commerce in China – North China hosted a welcome dinner to honour the arrival of Ambassador Dr. Patricia Flor on August 25th, 2022. The Ambassador delivered a keynote Speech on 'German business in China – balancing opportunities and risks in a challenging environment'.

中国德国商会将于8月25日在丽晶酒店举办欢迎新任驻华大使晚宴。德国新任驻华大使傅融博士将在晚宴上发表题为“德国在华业务 – 在充满挑战的环境中平衡机遇与风险”的主旨演讲。如您感兴趣可扫描以下二维码进行报名：



## EUROPEAN CHAMBER TIANJIN CHAPTER 2022 BADMINTON TOURNAMENT

6th AUGUST 2022

The European Union Chamber of Commerce in China Tianjin Chapter 2022 Badminton Tournament was successfully held on 6th August, 2022, in the gym of International School of Tianjin. The whole-day indoor event attracted an unprecedented number of 19 teams competing for the championship, and more than 150 sports persons participated.

**Champion:** Airtech Asia Wind Energy

**2<sup>nd</sup> Place:** Airtech Asia Aerospace

**3<sup>rd</sup> Place:** NNIT

### EXCELLENCE AWARD:

**Airbus A350 空中客车 (天津) A350 队**

**SC GBS 渣打环球商业服务有限公司**

**China Construction Bank Tianjin Branch**

**中国建设银行股份有限公司天津分行**

**Schlote**

**施洛特汽车零部件 (天津) 有限公司**

### MEMORIAL AWARD:

**Flender Ltd., China**

**弗兰德传动系统有限公司**

**Volkswagen Automatic Transmission**

**Tianjin Co., Ltd. (VWATJ)**

**大众汽车自动变速器 (天津) 有限公司**

**TURCK 图尔克天津传感器有限公司**

**Glaston (tianjin) Co. Ltd.**

**格拉司通机械 (天津) 有限公司**

**Airbus A320 空中客车 (天津) A320 队**

**The Ritz-Carlton, Tianjin**

**天津天房酒店管理有限公司丽思卡尔顿分公司**

**Sino-German Bausparkasse**

**中德住房储蓄银行有限责任公司**

**Novo Nordisk Site Tianjin**

**诺和诺德 (中国) 制药有限公司**

**WAGO China 万可电子 (天津) 有限公司**





DINING

TIANJIN

Chinese



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

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

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

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

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



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

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



Japanese

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

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

Southeast Asian



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

Bakeries & Desserts

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



**LE CROBAG – Tianjin Store**  
Le Crobag 德国面包房  
A: Room 109, Building A2, Binshui West road, Nankai District, Tianjin  
T: +86 22 23741921  
南开区奥城商业广场A2商9



Western

**Promenade Restaurant**  
Featuring gorgeous views of the Hai River, Promenade provides the exclusive dining experience with South East Asia flavors, Indian gourmet, Chinese and Western traditional cuisine and more.

A: 1F, The St. Regis Tianjin No. 158, Zhang Zizhong Road Heping District  
T: +86 22 5830 9959

O: 06:00 - 22:00  
河岸国际餐厅  
和平区张自忠路158号天津瑞吉金融街酒店一层(哈密道正对面)



**Riviera Restaurant**  
Riviera brings the casually elegant refined dining experience to Tianjin featuring modern Mediterranean -French dishes paired with selections from an superb list of international wines.

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



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



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



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

**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



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

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

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

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

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

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

**Browns Bar & Restaurant**  
A: No.108-111, 1st Floor Min Yuan Stadium, Heping District  
T: +86 22 88370588/88370688  
E: info@browns-tj.com  
勃朗斯英式酒吧餐厅  
和平区重庆道83号民园广场西楼一层108-111号



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



DINING



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

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

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

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



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

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

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



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

Bars



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

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

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

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

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

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

**WE Brewery**  
A: 4 Yi He Li, Xi An Road Heping District, Tianjin  
T: +86 18630888114  
W: webrewery.com  
WE Brewery酒吧  
和平区西安道怡和里4号

SERVICES

Golf



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

Wine

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



Fitness

**Fitness Center**  
A: B1<sup>st</sup> Floor, Conrad Tianjin, No. 46, Tianta Road, Nankai District, Tianjin  
T: +86 22 5888 6666  
健身中心  
南开区天塔道46号天津康莱德酒店地下一层



**Ai Dong Li Fitness (Meijiang Exhibition Center Store)**  
A: B4, Section 2, Phase II, Meijiang Exhibition Center, Huichuan Road, Xiqing District  
T: +86 22 2628 9999  
梅江会展中心店 (山姆超市四楼) 西青区汇川路梅江会展中心二期二区B4

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

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

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

Education



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

International Schools



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



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



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



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



SERVICES

Hotels

★★★★★ Hotels



**Renaissance Tianjin Lakeview Hotel**

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



**THE RITZ-CARLTON**

**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



**ST REGIS**

**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 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



**HYATT REGENCY TIANJIN EAST**

**A:** 126 Weigu Road, Hedong Dist. Tianjin, 300161  
**T:** + 86 22 2457 1234  
**F:** +86 22 2434 5666  
**W:** tianjin.regency.hyatt.com  
天津东凯悦酒店  
天津市河东区卫国道 126 号



**Four Seasons Hotel Tianjin**

**A:** 138 Chifeng Road, Heping District, Tianjin  
**T:** +86 22 2716 6688  
天津四季酒店  
和平区赤峰道 138 号

**The Astor Hotel, Tianjin**

**A:** No. 33, Tai'er Zhuang Lu, Heping District  
**T:** +86 22 5852 6888  
天津利顺德大饭店  
和平区台儿庄路 33 号



**BANYAN TREE**

**Banyan Tree Tianjin Riverside**

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



**Holiday Inn Tianjin Xiqing**

**A:** No. 5 Wanhui Road, Zhongbei Town, Xiqing District, Tianjin 300385, P.R. China  
**T:** +86 22 8797 5555  
天津中北假日酒店  
西青区中北镇万卉路5号 邮编 300385

**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

**Holiday Inn & Suites Tianjin Downtown**

**A:** No.22 Changjiang Road, Nankai District, Tianjin 300202. P.R China  
**T:** +86 22 87876666 400 884 0888  
**W:** www.holidayinn.com.cn  
天津融侨套房假日酒店  
中国天津市南开区长江道 22 号



**Shangri-La Hotel, Tianjin**

**A:** No.328 Haihe East Road, Hedong District Tianjin, 300019 China  
**T:** + 86 22 8418 8801  
天津香格里拉大酒店  
河东区海河东路 328 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  
天津泛太平洋大酒店  
天津红桥区张自忠路 1 号

**Tangla Hotel Tianjin**

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



**Tianjin Yan Yuan International Hotel**

**A:** Zi Jin Shan Lu, Hexi District  
**T:** +86 22 2731 3388  
天津燕园国际大酒店  
天津市河西区紫山路 31 号

**Tianjin Marriott Hotel National Convention and Exhibition Center**

**A:** No. 8, Guorui Road, Xian Shuigu Town, Jinnan District. Tianjin, 300350. P.R. China  
**T:** +86 22 28730000  
**F:** +86 22 28733300  
**www.TianjinMarriottNCEC.com**  
国家会展中心天津万豪酒店  
天津市津南区咸水沽镇国瑞路 8 号



**Four Points by Sheraton, Tianjin National Convention and Exhibition Center**

**A:** No. 8, Guorui Road, Xian Shuigu Town, Jinnan District. Tianjin, 300350. P.R. China  
**T:** +86 22 28731111  
**F:** +86 22 28733311  
**www.FourPointsTianjinNCEC.com**  
国家会展中心天津福朋喜来登酒店  
天津市津南区咸水沽镇国瑞路 8 号



**Conrad Tianjin**

**A:** No. 46, Tianta Road Nankai District, Tianjin  
**T:** +86 22 5888 6666  
天津康莱德酒店  
南开区天塔道 46 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  
天津富力万达文华酒店  
中国天津市河东区大直沽八号路 486 号



**Courtyard by Marriott Tianjin Hongqiao**

**A:** No. 166 Beima Road, Hongqiao District, Tianjin  
**T:** +86 22 5898 5555  
天津陆家嘴万怡酒店  
天津市红桥区北马路 166 号

**Radisson Tianjin**

**A:** 66 Xinkai Road, Hedong District Tianjin 300011, China  
**T:** +86 22 2457 8888  
**E:** hotel@radisson-tj.com  
天津天诚丽筠酒店  
中国天津市河东区新开路 66 号 邮编 300011

Serviced Apartments

**Ariva Tianjin Binhai Serviced Apartment**

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

**Ariva Tianjin Zhongbei Serviced Apartment**

**A:** No. 80 Xingguang Road, Zhongbei Town, Xiqing District  
**T:** 022-5863 1188  
**F:** 022-5863 1166  
**E:** Reservation.ATZB@stayariva.com.cn  
天津中北·艾丽华服务公寓  
天津市中北镇星光路 80 号



**Conrad Residences Tianjin**

**A:** No. 46, Tianta Road Nankai District, Tianjin  
**T:** +86 22 5888 6666  
天津康莱德酒店公寓  
南开区天塔道46号



**Fraser Place Tianjin**

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



**The Lakeview, Tianjin-Marriott Executive Apartments**

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



**THE RITZ-CARLTON EXECUTIVE RESIDENCES**

**The Ritz-Carlton Executive Residences, Tianjin**

**A:** No.167 Dagubei Road, Heping District  
**T:** +86 22 5857 8888  
天津丽思卡尔顿行政公寓  
天津市和平区大沽北路167号



**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



**HIMALAYA SERVICED RESIDENCES TIANTA TIANJIN**

**A:** Intersection of Weijin South Road and Tianta Road, Nankai District, Tianjin  
**T:** +86 22 2352 2888  
天津天塔喜马拉雅服务公寓  
天津市南开区卫津南路与天塔道交汇天津天塔喜马拉雅服务公寓

**HIMALAYA SERVICED RESIDENCES NANKAI TIANJIN**

**A:** Intersection of Hongqi South Road and Chuxiong Road, Nankai District, Tianjin  
**T:** +86 22 2366 1188  
天津南开喜马拉雅服务公寓  
天津市南开区红旗南路与楚雄道交口天津南开喜马拉雅服务公寓

Industry



**Otis Elevator (China) Co., Ltd.**

**A:** No. 443 Jiefang South Road, Tianjin, China (300210)  
**T:** 4008185588  
奥的斯电梯(中国)有限公司  
天津市河西区解放南路443号·300210



**Flender Ltd., China**

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



**NNIT (Tianjin) Technology**

**A:** 20 F, Building A, JinWan Mansion, No.358 Nanjing Road · 300100 Tianjin  
**T:** +86 22 58856666  
**W:** www.nnit.cn  
天津恩恩科技有限公司  
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天津市和平区南京路 189 号津汇广场 2 座 29 层

**Modern International Financial Centre 天津国际金融中心 21 层**

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

**Tianjin World Financial Center 环球金融中心 41 层**

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

Chamber of Commerce

**European Chamber**

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

**American Chamber**

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

**German Chamber**

**A:** Room 4216, 41F, Tianjin World Financial Center, 2 Dagubei Road, Heping District, Tianjin  
**T:** +86 22 5830 7962  
**E:** tianjin@bj.china.ahk.de  
中国德国商会天津办事处  
和平区大沽北路 2 号 天津环球金融中心 41 层 4126 室

HEALTH

Hospitals



**Tianjin United Family Hospital**

**A:** No.22, Tianxiao Yuan Tianjiang 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 400 10000 16  
**W:** amcare.com.cn  
美中宜和医疗集团天津美中宜和妇儿医院  
南开区水上公园东路 21 号



**Raffles Medical Tianjin Clinic**

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



**Tianjin Aizhihe Dentistry**

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



**Arrail Dental Tianjin International Building Clinic**

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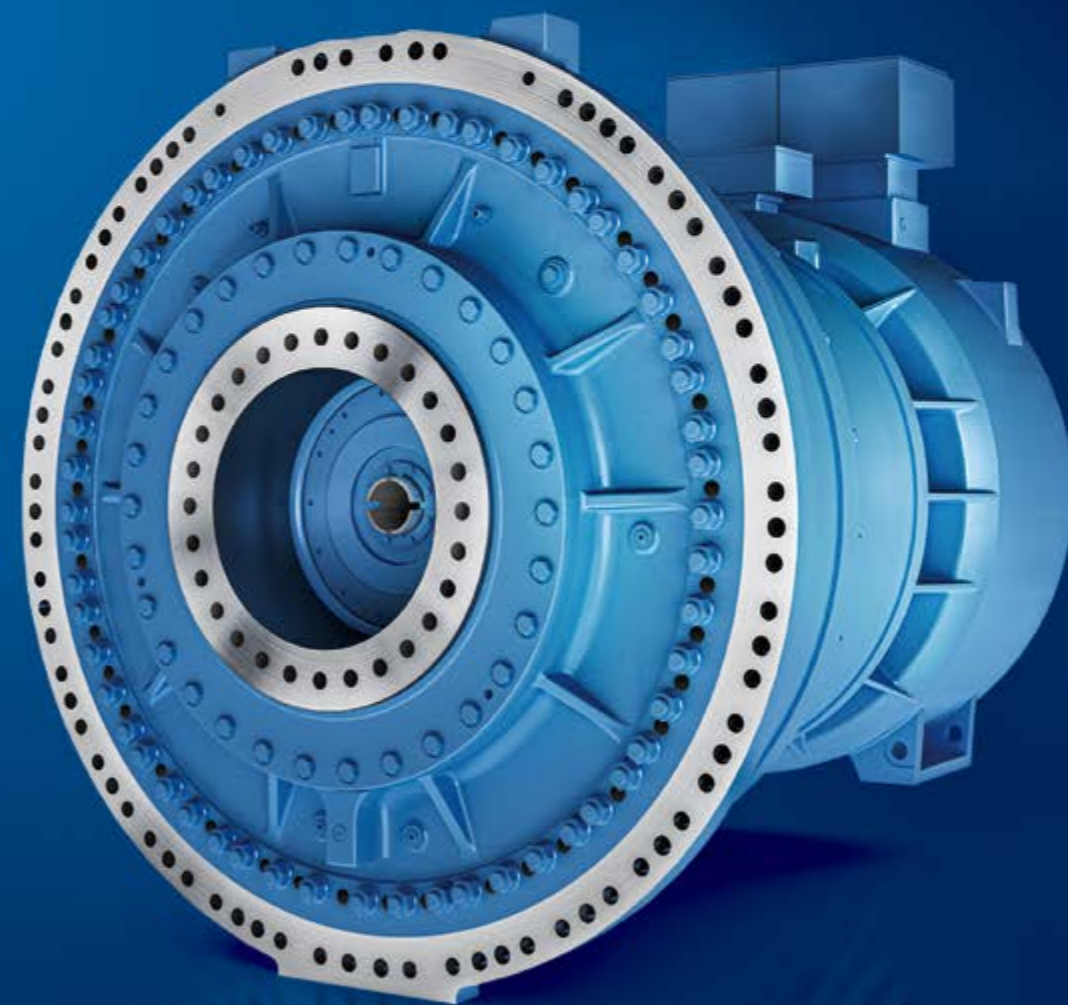
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