



津衛商務

Insight Into a Changing Tianjin BUSINESS MAGAZINE TIANJIN

THE RIGHT TECHNOLOGY AT THE RIGHT TIME

Dr. Jesús Zaldúa, Chief Executive Officer of Gamesa China

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Business Tianjin/ June 2010



The right technology at the right time

Dr. Jesús Zaldúa has been with Gamesa for eleven years and currently serves as Chief Executive Officer for the company's China operations here in Tianjin. Spain-based Gamesa Technology Corporation SA focuses primarily on the renewable energy sector. Actions of the company include the construction and marketing of wind farms, as well as the design, engineering, manufacturing and sale of wind turbines. **See P18**



New policies to promote renewable energy

Last 1 April 2010 entered into force the Amendments to the PRC Renewable Energy Law, which was issued by the Standing Committee of the National People's Congress on 28 February 2005. These Amendments, as well as other regulations approved recently, show the clear intention of China to continue to promote these kinds of energies. **See P23**

UK-based Tesco in Tianjin

Richard Baker, President of Tesco North China, beams when explaining how the British retailer has been catching up with Carrefour and Wal-Mart. Tesco first entered the country through a joint venture with local retailer Hymall, which it has since bought out. Branding locally as 'Happy Shopper', UK-based Tesco was the last of the big global supermarket chains to enter China, but it is opening stores fast. And it's doing so uniquely, by developing malls, subleasing outlets to other, smaller retailers. **See P28**



Get over the Hump

Every expat will testify that after a certain time living China, once the initial thrill of the new and the excitement at encountering such a vast, dynamic and historically rich country have worn off, there comes a downside – a slump. Known variously as "the hump" or "hitting the wall", this is the tough time, the make-or-break period. If you can get over it, you can enjoy your time in China and make the most of the fantastic opportunities it can provide. **See P73**

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Business Tianjin

June 2010



www.businesstianjin.com

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InterMediaChina

PUBLISHING DATE:

June 2010

Business Tianjin is FREE

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国际统一刊号: ISSN 2076-3735

Dear Reader,

As of this issue's printing, several hundred politicians have entered the Second Round of China-US Strategic and Economic Dialogues in Beijing. The US goals include preventing or at least delaying implementation of China's recent "indigenous innovation" program, which has been criticized for unjustly favoring domestic technology and intellectual property over international competition.

Overseas companies already face the financial challenge of selecting domestic partners to enter the Chinese market. Only recently have certain industries opened to foreign direct investment. Some of these markets and industries are discussed in this month's Investment column. One recent success story of partnering and eventually buying out a local partner is covered in the Feature Story.

Upon entering the market, international products face aggressive domestic competition. This issue's IPR and Policy articles explain how to protect an organization and its intellectual property from being usurped by quick-moving rivals.

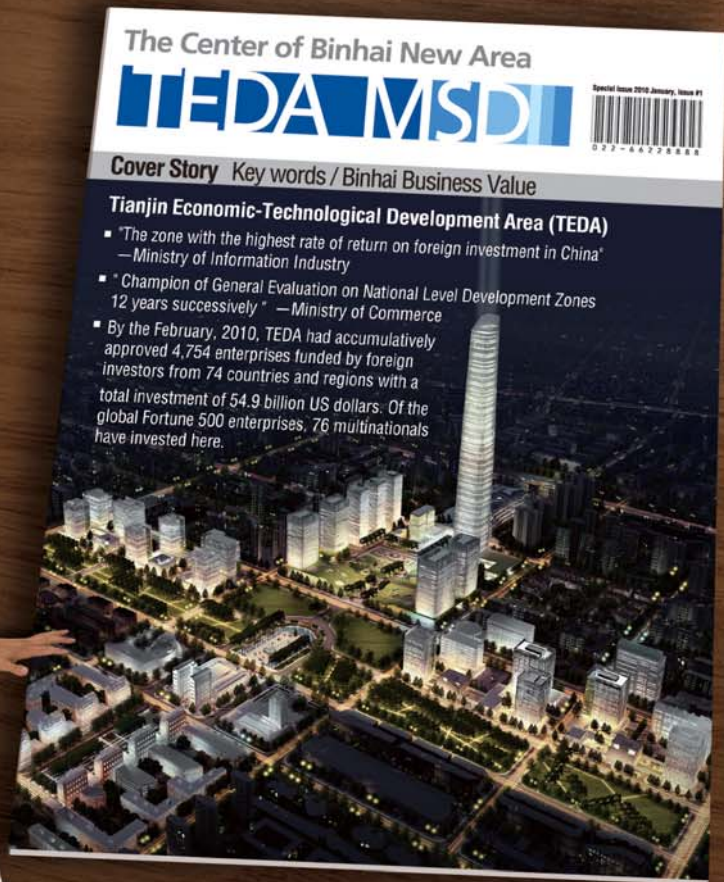
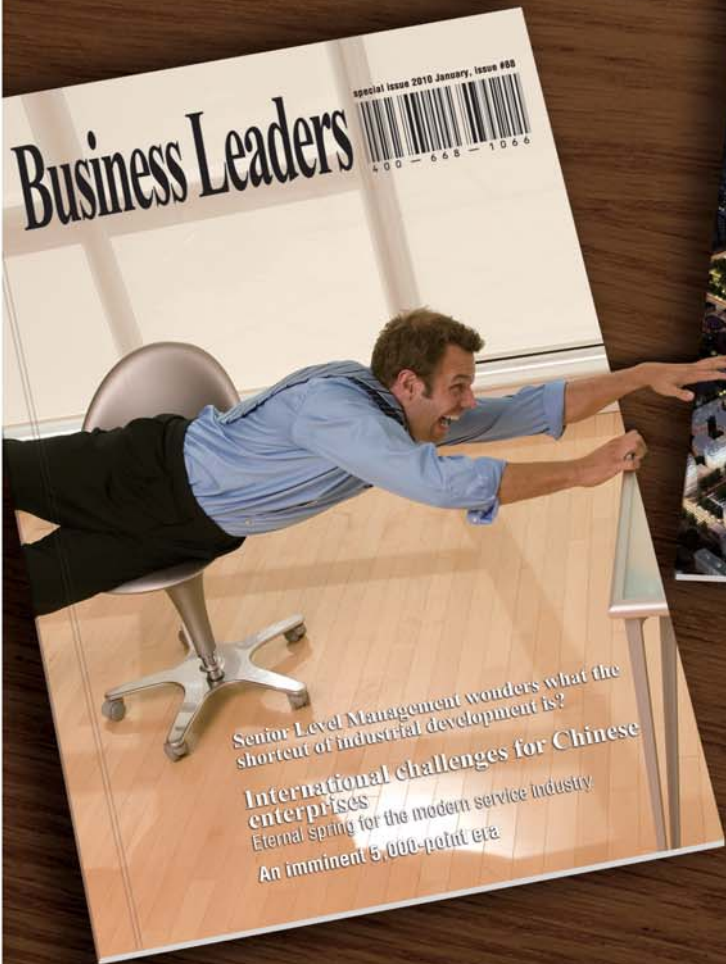
And finally, several articles this month cover the merits and benefits of investing in renewable energy technology in China, an industry that just this April began receiving preferential policies and tax breaks to encourage foreign investment. One Tianjin-based CEO of a leading global wind turbine manufacturer lends his insight into this rapidly growing field of investment.

As always, we welcome your input and inquiries. If you are interested in contributing to a future issue of *Business Tianjin*, or just have questions or comments on an article, please don't hesitate to reach out to us at the contacts on this page.

Sincerely,

Jamie Michael Kern

Chief Editor – Business Tianjin



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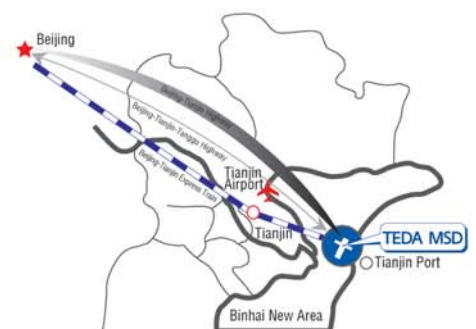
The Center of Binhai New Area

TEDA MSD

TEDA MSD is located at the heart of Binhai New Area and is an international class-A business complex of over 1 million square meters, providing high-quality office space for companies in the areas of finance, the factor market, service outsourcing, high-end commerce, logistics, IT, technological service and so on.

The first stage of TEDA MSD, with a total floor area of 160,000m² to suit business and commercial use, will be officially opened in August 2010.

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TIANJIN NEWS

Tasly Pharmaceutical to end JV



Tianjin TASLY Pharmaceutical Co. announced 12 May that it had ceased JV cooperation with British Northway Pharmacy for defaulting on its agreed payment, according to a company announcement. Northway Pharmacy had promised to pay 58 million CNY for a 25% equity stake in Shanghai TASLY Pharmaceutical, a wholly owned subsidiary of Tianjin TASLY, in an agreement signed on 9 August 2008. Northway failed to pay the full amount, and will pay now 926,000 USD to Tianjin TASLY for its breach of contract. Shares of Tianjin TASLY Pharmaceutical dropped 3.38% to close at 28.01 CNY on the Shanghai Stock Exchange that day.

- *CapitalVue*, 14 May

Dimerco 1st IATA e-freight forwarder in mainland China



Dimerco Express Group subsidiary Dimerco Tianjin passed trial testing on 29 April 2010 to become the first e-freight forwarder by IATA testing in mainland China. The IATA cargo e-freight project aims to use EDI data to replace all related paper documents, in order to improve import and export efficiency and reduce logistics costs as well as carbon emissions. The 3 import and 1 export trial shipments were jointly per-

formed by 10 parties: the electronic port of Tianjin, IATA, shipper, consignee, airline, origin terminal, destination terminal, China Customs, China Inspection & Quarantine and freight forwarder.

- 12 May

Sinopec building oil reserve in Tianjin

Sinopec, China's second-largest oil company, has begun construction of a commercial crude oil reserve base with a storage capacity of 3.2 million cubic meters in north China. With an investment of 3 billion CNY (439 million USD), the base will cover 68 hectares in the Binhai New Area, said Wang Tianpu, president of Sinopec. The base will include 32 oil tanks and is expected to be completed in 2012. It will help meet the increasing oil demand in the northern regions, including Beijing, Tianjin and Hebei, and ensure the country's energy security, said Wang. PetroChina, the country's largest oil company, said in early April that it had started to build a 1-million-cubic-meter commercial crude oil storage project in Tianjin.

- *Xinhua*, 12 May

HNA Group builds northern headquarters



Hainan Airlines Company's 3-billion-CNY northern group headquarters in Tianjin Municipality has been registered with the commerce and industry department. The office is located in the Tianjin Huanmao Business Center, a landmark building on Nanjing Road in the Heping district. The HNA group's northern headquarters will provide all-round investment and financing services for industries such as air transport, logistics, hotel management, financial services, real estate, and retail that the group has become involved in following Tianjin's economic development.

- *China Hospitality News*, 10 May

New Zhongyuhua silicon steel line



A new silicon steel producer named Tianjin Zhongyuhua Steel Plate Co Ltd started construction in Chenzui Town, Wuqing District in Tianjin. With 100 million CNY of registered capital, the producer will enjoy a total investment of 560 million CNY. Zhongyuhua is expected to build itself into the largest silicon steel production base in North China. As per report, Tianjin Zhongyuhua is the first private company to produce CR silicon steel in China.

- *SteelGuru*, 07 May

Sheraton Tianjin Binhai Hotel opens in August



Starwood's latest property in Tianjin, the new Sheraton Tianjin Binhai Hotel, is slated to open in August 2010. The property, located in the heart of the TEDA Administration commission and in the future Modern Service District, has a total of 325 guest rooms and suites, all exceeding 40sqm. For events there are over 1,200sqm of meeting space including a 700-sqm pillar-less Grand Ballroom and eight other function rooms.

- 6 May

North Korea's Kim Jong-il visits



Reclusive North Korean leader Kim Jong-il toured the Chinese port city of Tianjin on 5 May in a rare trip abroad ahead of talks with government leaders expected to focus on reviving the North's feeble economy. China, the North's biggest benefactor, is seen as the only major state that can influence the mercurial North, and will be pushing Kim to end military grandstanding that has shaken the region and return to dormant nuclear disarmament talks. Kim, 68, with a slight limp and gaunt after a suspected stroke in 2008, was flanked by tight security after his armored train crossed into China on 3 May and headed to the gleaming coastal city of Dalian. Kim's last visit to China in 2006 brought effusive promises of economic cooperation between the two neighbors, as well as broad vows from the North Korean leader to seek progress toward "denuclearisation." There have been few signs of either.

- Reuters, 05 May

Zhongxin Pharma posts a 22% q-o-q increase in net profit



Mainboard-listed Tianjin Zhongxin Pharmaceutical Group recorded a 22% on-year increase in net profit to 112 million CNY (22.4 million USD) for Q1 2010. In a filing with the Singapore Exchange, the firm attributes the better performance to increased profits from the Group's core business activities. Tianjin Zhongxin is a wholesaler and

retailer of Chinese patent medicines and medicinal materials, pharmaceutical raw materials and western medicines. It also manufactures bioengineered drugs and health products. For the first three months ending 31 March 2010, the firm saw a 9% rise in revenue to some 741 million CNY on-year.

- ChannelNewsAsia, 04 May

SunCity, Eco-City collaboration



Sunway City BHD (SunCity) is collaborating with Sino-Singapore Tianjin Eco-City Investment and Development Co. Ltd. (SSTEC) to undertake a "lifestyle of health and sustainability" development project in Tianjin Binhai New Area. The project consists of more than 40 hectares with a total residential gross floor area of 607,320 sqm and a total commercial gross floor area of 99,078 sqm. Work is expected to start the earliest in March 2011 and expected to complete in mid 2015.

- 30 April

Tianjin to establish global purchase trade center

The Wuqing District People's Government of Tianjin signed a contract with Kingworld Group of Hong Kong on 26 April to jointly construct the "Global Commodity Trade Fair" project with a total investment exceeding 30 billion CNY. The project will create the largest global purchase trade center in northern China, using places in Beijing, Tianjin and Hebei as its base and servicing cities around the Bohai Sea region as well as radiating to China's northern, northwestern regions, Eurasia, Russia and the rest of the world. After finishing construction, it is estimated that the project will bring hundreds of billions of yuan in turnover every year.

- People's Daily, 29 April

FINANCE

FDI jumps for ninth month

Foreign direct investment in China, the world's fastest-growing major economy, climbed for a ninth month in April as the government relaxed rules to lure investors amid a sustained economic expansion. China's growth quickened to 11.9% in the first quarter, the fastest pace in almost three years, driven by stimulus spending and a credit boom unleashed last year. Land price discounts and investor expectations that the Chinese currency will appreciate may attract more foreign investors.

- Bloomberg, 14 May

GM China sales rose 41% in April



General Motors Co. said 6 May its sales in China jumped 41% in April from a year earlier to 213,115 vehicles. China, the world's biggest auto market, is the U.S. car maker's largest market in terms of sales so far this year, though GM's sales growth rate in April was down from March's 68% jump. Kevin Wale, GM China Group president and managing director, has forecast that GM's sales in China will exceed two million this year, four years ahead of the company's target, and up from 1.83 million vehicles last year.

- The Wall Street Journal, 07 May

1.68b-USD trade surplus may affect yuan appreciation

China posted a 1.68-billion-USD trade surplus in April, the state-run Xinhua News Agency reported on 10 May. These trade figures could influence the timing of any decision by the government to abandon the yuan's peg to the dollar, in place for 21 months. The debt crisis in Europe may encourage officials to delay any policy shift, according to Barclays Capital. The central bank has kept the currency at

about 6.83 CNY per USD since July 2008, aiding exporters and fueling tension with US lawmakers, who say the nation has an unfair advantage in trade.

- Bloomberg, 10 May

UN report puts China's 2010 growth at 9.5%

A United Nations report released on 6 May said that China's economy will grow 9.5% in 2010. The report, titled "Economic and Social Survey of Asia and the Pacific 2010", finds the outlook for 2010 has improved significantly, with the Asia-Pacific region developing economies forecast to grow by 7%, led by China's 9.5% and India at 8.3%.

- Xinhua, 07 May

Luxury car sales continue to soar



BMW AG and Daimler AG's Mercedes-Benz brand doubled car sales in China year-on-year in April. A spokesman for BMW said the company sold 12,440 cars in China last month, compared with 5,789 in April 2009. Demand was particularly strong for the flagship 7-series sedan, as well as the X5 and X6 sports-utility-vehicles. A spokeswoman for Mercedes-Benz said the brand's sales doubled on year in China to 11,300 cars in April.

- The Wall Street Journal, 06 May

Baosteel moves towards short-term prices for imports

Baoshan Iron and Steel, part of Shanghai Baosteel Group, has begun paying short-term prices for iron ore imports as talks on an older long-term price regime stall, executives said 5 May. The China Iron and Steel Association (CISA) had earlier urged steel makers to stop buying ore from Brazil's Vale and Australia's Rio and BHP in protest of an alleged price monopoly after the miners said they had abandoned annual contracts in favour of short-term pricing. The CISA wants to maintain long-term pricing to avoid large fluctuations.

- AFP, 06 May

Hainan hopes to avoid property crash

With new home prices rising by almost 20% a month, Haikou would seem to be the dictionary definition of a property market bubble. After China unveiled plans in late December to turn tropical Hainan island into an international tourist destination, tens of thousands of real-estate speculators headed for Haikou, the capital. Property prices predictably rocketed. Deflating the bubble will be a litmus test of Beijing's campaign to defuse public anger over fast-rising prices nationwide without doing serious damage to a sector that is critical for the economy. After a property collapse in Hainan in 1993, it took more than a decade to clear up the bad loans and vacant lots that were left behind.

- Reuters, 05 May

Baidu profit doubles on Google



Baidu Inc.'s Q1 earnings more than doubled as it benefited from the conflict between Beijing and Google Inc., as well as improved customer acceptance of its new advertising system. The Chinese search engine is a key beneficiary of rival Google's weakened position in China. Baidu posted a net profit of 480.5 million CNY (70.4 million USD), or 13.77 CNY per American depository share, up from 5.22 CNY per ADS a year earlier, and blowing past analysts' expectations for per-share earnings of 1.50 USD. Baidu's ADS's soared 14.3% to 710.41 USD in afterhours trading, a new high.

- The Wall Street Journal, 30 April

Manufacturing growth slows

Chinese manufacturing grew at a slower pace in April according to a survey of more than 400 companies, indicating that government efforts to prevent overheating in the economy may be starting to bite. A purchasing managers' index released by HSBC Holdings Plc and Markit Economics fell to a six-month low of 55.4. That contrasted with a government survey showing manufacturing accelerated. HSBC says its study has a different methodology and gives a bigger weighting to smaller, privately owned businesses. Any sustained slowdown in the nation's factories would alleviate inflation pressures, and could affect the government's decision whether to end the yuan's peg to the dollar.

- Bloomberg, 04 May

LAW & POLICY

China to end anonymous online comments



China will push to end anonymous online comments, said to Wang Chen, director of the State Council Information Office. China would strengthen its monitoring of "harmful information" on the Internet, in an attempt to block bad overseas information from spreading into the country via the Internet and prevent "overseas hostile forces from infiltrating through the Internet," according to his full speech published by the People's Daily. Wang confirmed, for the first time, that major news websites and business portals in China have already complied with the no-anonymity comment rule; a trend that Wang said will be pushed through the Internet, including the populous online bulletin boards.

- China Daily, 04 May

China gives private “aye” for key state companies

China's government has opened a new range of government-run industries – water projects, power generation, mining, and logistics – to the private sector, either through investment in existing companies or establishment of new firms. The government also announced on 13 May that it would improve financing services and simplify administrative procedures for private sector involvement in those industries. The opening of sectors announced at a State Council executive meeting in March included education, welfare, transport infrastructure, telecommunications and energy, public utilities, scientific and technological programs for national defense, affordable housing construction and cultural industries as well.

- *Shanghai Daily*, 14 May

China lifts travel ban against people with HIV



China has lifted a two-decade-old ban on people with HIV and AIDS from entering the country, just as it welcomes the world to the Shanghai Expo. The decision announced by China's Cabinet, the State Council, follows similar moves by the United States and South Korea to eliminate travel restrictions for people with the HIV virus. Both lifted their bans on visitors with HIV in January. Dr. Wu Zunyou, director of the National Center for AIDS/STD Control and Prevention, said the move would help reduce the stigma that people in China who have HIV or AIDS face, still a serious problem despite highly publicized yearly visits to AIDS patients by Chinese President Hu Jintao and Premier Wen Jiabao. As in many other countries, the stigma prevents many people reluctant from getting tested.

- *AP*, 29 April

China to force internet companies to help in probes

China passed amendments to its state secrets law that requires the nation's telecommunications carriers and internet companies to assist authorities with investigations of leaks. Transmission of state secrets over public information networks must be stopped immediately once discovered, according to a copy of the amendment distributed at a press briefing in Beijing. Network operators must also keep records of transmission and report possible leaks to authorities. The new requirements may be an additional challenge to foreign technology companies in China such as Yahoo! Inc., Microsoft Corp. and Cisco Systems Inc., which have been criticized by U.S. lawmakers who say they help the Chinese government censor information. Google Inc. shut its China search site in March after saying it was no longer willing to censor content as required by Chinese law.

- *Bloomberg*, 30 April

LOGISTICS

Direct Amsterdam-Hangzhou flights begin



A new direct airline route between Hangzhou City, Zhejiang Province, and Amsterdam began service. Operated by Air France-KLM Group, a Boeing 777 passenger plane took off from Amsterdam at 3:05pm on 8 May (local time) and arrived at Hangzhou Xiaoshan International Airport at 7:30am on 9 May (Beijing time). The first flight from Hangzhou to Amsterdam left Xiaoshan airport at 1:35pm on 9 May, scheduled to arrive in Amsterdam 11hr 35min later.

- *Xinhua*, 9 May

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THE RIGHT TECHNOLOGY AT THE RIGHT TIME

BUSINESS TIANJIN

Insight Into a Changing Tianjin 津衛商情

Korean Air misses out in Shanghai



The 2010 Shanghai World Expo is seen by many as a once in a lifetime marketing blitz for multinational companies seeking to increase their presence in the world's fastest growing economy. From Korea, Samsung, Hyundai Motor, LG and nine other leading business groups have set up a joint exhibition hall at the Expo to promote their corporate image and products. But Hanjin Group, the parent of Korean Air and Korea's ninth largest conglomerate, was not included. Korean Air officials say they did not receive a proposal from Korea International Trade Association, saying that it would have taken part in the Expo if it had been given the chance.

- *Korean Times*, 7 May

China on runway for jet takeoff

China may, by the end of the year, start deliveries of the ARJ-21 Xiangfeng (Soaring Phoenix), its first indigenously designed and developed commercial regional jet. According to the Chinese media, the fourth domestically-produced ARJ21-700 plane completed its maiden flight in Shanghai on 13 April. Although the project itself is relatively modest in ambition and scope, the significance of the ARJ-21's deliverance is that it could be the precursor to the development of an entirely new industrial sector in Asia.

- *Asia Times*, 4 May

TELECOM & TRANSPORTATION

China Mobile interested in Apple iPad

China Mobile, China's dominant mobile carrier, is interested in selling Apple's iPad tablet computer in China. The company was also talking to Apple about developing a next-generation iPhone that runs on TD-SCDMA, the home-grown third-

generation (3G) mobile standard being used by China Mobile, Chairman Wang Jianzhou said at the company's annual shareholder meeting on 12 May. China Mobile announced on 11 May that it had set up a unit in Taiwan, paving the way for its long-stalled purchase of a 12% stake in Taiwanese mobile carrier Far EasTone.

- *Reuters*, 12 May

China Unicom profit falls 68%



China Unicom (Hong Kong) Ltd., China's second-largest mobile operator by subscribers, said its Q1 unaudited net profit fell 68% because of depreciation and costs associated with its third-generation mobile business. Competition in China's telecommunications market has intensified since the government awarded 3G licenses to China Unicom, China Mobile and China Telecom Corp. in January 2009. The company, China's only licensed operator of Apple Inc.'s iPhone, said its unaudited net profit for the three months ended March 31 was 1.13 billion CNY (165.6 million USD), down from 3.57 billion CNY a year earlier.

- *The Wall Street Journal*, 30 April

ZTE Q1 net profit up 40%

ZTE Corp, China's No. 2 telecommunications equipment maker, posted a 40% jump in Q1 profit, beating expectations, on growing exports and a continued 3G handset binge at home. ZTE said the effects of the financial crisis were waning and it was seeing more opportunities in international markets. Its carrier network segment remained flat. Analysts said reduced spending by China's three wireless carriers on 3G networking equipment this year should be offset by growth in third-generation handset sales as more people sign on to the higher-end service.

- *Reuters*, 28 April

GENERAL

Beijing office of Taiwan strait tourism association opens

The Beijing Office of the Taiwan Strait Tourism Association (TSTA) held its opening ceremony at the LG Twin Towers on Jianguomenwai Road in Beijing on 4 May. The office is a non-government institution that offers an effective platform for reciprocal communications and exchanges in tourism across the Taiwan Strait.

- *Xinhua*, 05 May

Schools get tighter security

Campus security was beefed up across the country, with more police officers and security guards stationed in and around schools on 4 May, the first day of classes following the three-day May Day holiday. The tightened security measures follow a series of violent attacks against school children in recent weeks. Chongqing Police were told that they could "shoot on site" any suspect who is violently offending or hurting students on campus or in surrounding areas, the Chongqing Evening News reported.

- *China Daily*, 05 May

Eight killed in China kindergarten attack

A 48-year-old man killed seven children and a teacher at a kindergarten in a village in northwest Sha'anxi Province on 12 May, committing suicide afterwards, local authorities said. The deadly rampage took place at about 8am at the privately-run kindergarten in Linchang Village, Shengshui Township of Nanzheng County, when villager Wu Huanmin hacked students and teachers using a kitchen cleaver, the Sha'anxi Provincial Emergency Office said in a statement. Five boys, two girls and a female teacher who ran the kindergarten were among the dead. Eleven additional injured children and one adult were rushed to the hospital.

- *Xinhua*, 12 May

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10

Ten five-star Tianjin hotels will be in operation by September 2010 for the Summer Davos World Economic Forum.

13,600,000

China sold 13.6 million vehicles last year, a number that is expected to increase this year.



37

The US Air Force's launch of the mysterious robotic X-37B Orbital Test Vehicle has created growing concerns in the global space arms race.

30

More than 30% of undergraduates said the market success of a company was the most preferred attribute of an employer, as opposed to brand name.

144,000,000,000

An agreement finally was reached to aid the economy of Greece. The 144-billion-USD package from the European Union has investors worried that Europe's weakening economies may spread.



13

Manufacturing in India has increased for 13 consecutive months, encouraging a hike in interest rates.



98

Yunnan Province, which accounts for 98% of China's coffee harvest, could lose up to 60% of output from the severe drought in the nation's southern provinces.

11,000,000,000

Heinz, which sells more than 11 billion ketchup packets every year, has unveiled a new shallow-cup shaped ketchup packet for more practical usage.



29

Researchers found every additional weekly hour of television at 29 months correlates to a 7% drop in academic attention, a 6% drop in math skills, 10% increase in chance of being bullied, 13% less exercise, 5% more weight and 10% more snacks consumed.

7,000

Under the China-ASEAN Free-Trade Area agreement, trade between China and Brunei, Indonesia, Malaysia, the Philippines, Singapore and Thailand has become duty-free for more than 7,000 products.

80

Eighty percent of China's oil flows through the Malacca Strait, a narrow strait between Malaysia and Indonesia and a logistics dilemma prompting additional oil lines to be produced.

5,500,000,000

Singapore's 5.5-billion-USD Marina Bay Sands is the most expensive casino resort ever built. It includes a 15,000sqm casino, 74,400sqm shopping centre and a 121,000sqm convention center.



7,240,000,000

China is no longer just the world's supplier, but is also currently running a trade deficit of 7.24 billion USD.

7,500,000,000

China is currently the second largest luxury-item market in the world, with sales exceeding 7.5 billion USD per year.





WELLINGTON COLLEGE INTERNATIONAL TIANJIN



- Opening in August 2011 for students aged 3 to 13. Admissions will commence in September 2010.
- Partner of Wellington College in the UK, a highly prestigious school with 150 years of history and a modern and innovative approach to education.
- Committed to excellence in teaching, academic achievement and development of the all-round aptitudes of every student.
- Brand new state-of-the-art campus with a distinctive style and outstanding facilities, centrally located in Tianjin.



Wellington College International Tianjin will admit students at all year groups from ages 3 to 13 in August 2011. Early registration is recommended and will commence in September 2010. For more information on the College and the admissions procedure, please visit the school website at www.wellingtoncollegeintl.cn. Any further enquiries please email to info@wellingtoncollegeintl.cn.

A Proud Tradition. Educating for the Future.

Welcome to Wellington College International Tianjin!

Wellington College is a partnership school of Wellington College near London, the highly prestigious, 150-year-old independent school founded by Queen Victoria to commemorate the Duke of Wellington who led Britain to victory at the Battle of Waterloo in 1815. Now, nearly two hundred years after Waterloo, the first Wellington College overseas will open its doors to its first intake of students, aged 3 to 13, in August 2011.



Our goal for Wellington College is to become the leading international school in China. In achieving this goal, we recognise that, while a student's academic performance is always central, the building of responsibility, respect for others and self-esteem, so vital for success at adulthood, comes equally from participation in the many other areas of school life. Our wonderful state-of-the-art campus in the heart of Tianjin provides the very best in facilities, while our teaching staff, fully-qualified, highly motivated and drawn from all parts of the English-speaking world, will ensure our students realise their full potential, whatever the subject or activity.

Why Tianjin? In recent years China has become one of the leading centres of international education, with many fine schools primarily in Beijing, Shanghai and Hong Kong. An historic port in its own right and rapidly developing as China's northern financial centre, Tianjin is in our opinion the ideal location for a school destined to become the very best in China. Just as we are proud of Tianjin, so we know the city will become proud of Wellington College as the school itself becomes a magnet for future investment and employment in 'our' city.



Artist's impression of the Tianjin campus

Why Wellington College in the UK? Wellington College has always had an excellent name in British education, but under the inspirational leadership of Dr Anthony Seldon, it has acquired an enviable reputation for innovation and experimentation, producing a stimulating educational environment for everybody in the school. At the heart of the Wellington College ethos is the idea of child-centred learning, or as Dr Seldon describes it, "To flourish in the knowledge economy of the 21st century, children need to have the confidence, strategies and skills to lead their own learning and not be solely reliant on teachers to impart knowledge." This will be our approach to all forms of learning at Wellington College International Tianjin.



Dr. Anthony Seldon,
Master of Wellington College
in the UK



Wellington College's opening in August 2011 is a very exciting educational opportunity for the College in the UK, the city of Tianjin and all our future students and parents. Together we can and will create the best international school in China with a worldwide reputation for excellence. In August 2011, Wellington will admit students at all year groups from ages 3 to 13. Early registration is recommended and will commence in September 2010.

For more information on Wellington and the admissions procedure, please visit the school website at www.wellingtoncollegeintl.cn. Please email any further enquiries to info@wellingtoncollegeintl.cn.

June Chinese Economy Report

By Hyuk-Tae Kwon

Mounting Chinese inflationary pressure and feasibility of mitigating measures

Consumer price inflation increased to 2.8% in April from 2.4% the month before, its highest level in 18 months. Consumer price inflation would be kept below 3% despite the near-term pressures, said Sheng Laiyun, a spokesman at the National Bureau of Statistics. Adding to the fears of overheating, house prices increased 12.8% in April from a year earlier, their fastest rate since records began five years ago. Sales volumes in many cities have already slowed dramatically as a result of government policies aimed at discouraging property speculation, according to an 11 May report by Financial Times.

Patrick Chovanec, associate professor at Tsinghua University's School of Economics and Management, explains that three key features of China's real estate "riddle" are (1) the phenomenon of sold but empty apartments, (2) the prevalence of cash purchases, which show new government restrictions on mortgage lending will have little curtailing effect on demand, and (3) Chinese's ironclad belief that despite all the official pronouncements designed to cool the market, the government will prop up property investments in the end.

Among its many options to slow the housing market, the central government has so far only used modest tools such as lifting bank reserve requirements, avoiding more direct methods such as raising interest rates or appreciating the currency.



"Virtually everything is on the rise in China, from wages to grain and vegetables, and we expect inflation above 5% by the end of the year," said Dong Tao, regional Chief Economist at Credit Suisse. "Inflation will be the biggest worry in the second half of this year and everybody in China except government economists seems to have realised inflation won't peak in the middle of the year."

Due to the global economic downturn, China faces huge domestic imbalances and a surge in inflation. Lacking tools for fine-tuning, Chinese policymakers will alternate throughout the year between stomping on the accelerator and slamming on the brakes, according to Michael Pettis, professor of finance at Peking University's Guanghua School of Management.

Pettis points out that the burgeoning bank debt supporting economically

non-viable projects and the increasing concern over real estate prices and projects are the two biggest economic hurdles for China. Although it seems like Beijing is applying the brakes for now and that the market is scared, debt levels are actually soaring, and direct and contingent net liabilities of the government may significantly exceed 70% of GDP, according to Pettis.

The People's Bank of China reported 774 billion CNY in lending in April, far more than 600-700 billion CNY most analysts expected. This is much higher than 464 billion CNY and 591 billion CNY in April of 2008 and 2009, respectively, and brings the total for the first four months of the year to 3,375 billion CNY, or 45% of the total quota for 2010. In 2008 and 2009, the first four months of the year accounted for 37% and 54% of the totals for their respective years. Pettis admonishes this lending activity for creating potentially

tremendous contingent liabilities: excess debt over the actual value of investment it supports. This will reduce China's future consumption and economic growth associated with satisfying that consumption.

The real estate bubble is thought to have been caused by lax loan regulation for speculators. And there is debate over the effectiveness of recent measures set by China's State Council: it introduced a 30% minimum down payment for purchases of first homes larger than 90sqm, and the raised down payment requirement for second homes for the second time this year, from 40% to 50%, according to Wall Street Journal on April 21.

Pettis argues that China's real estate bubble is actually caused by "excess liquidity, credit surges, and suppressed financing costs". So if Beijing were to target a specific type of speculation – the property market in this case – it will only achieve the shifting of speculative frenzy to another asset class. Raising interest rates and removing domestic liquidity would decrease the aggregate demand that caused excessive inflation, but such policy movements are likely to run into strong opposition. Both methods, if strong enough to suppress real estate speculation, will inhibit the activity of Chinese borrowers, and the subsequent decrease in investment will stunt China's investment-heavy overall economic growth.

"There will be multiple cycles of market contraction and rapid expansion," says Pettis. Since China seems to be at an impasse in implementing optimal restrictive monetary policy, "China will be prone to overreacting, creating a manic-depressive economy: Exuberance will be followed by deep gloom, which will be followed again by exuberance," writes David Berman of the Globe and Mail.

China's corporate landscape is littered with disputes between foreign private equity and local companies over strategy, governance and influence.

EU demand waning, prolonging CNY-USD peg

Chinese trade surplus fell by 87% in April from 2009 as import growth outpaced exports mainly due to increased domestic demand. Trade surplus in the first four months of 2010 from a year earlier declined 79%. Beijing is unlikely to quickly let its currency rise because global demand is still too weak, AP reported. Also, the European sovereign-debt crisis, which prompted a 1-trillion-USD EU-IMF financial aid package, will help Chinese officials to delay appreciation of the yuan, according to Bloomberg.

Gloomy Europe & US Economic Outlook

Demand from debt-laden Europe, China's biggest market, will likely decrease significantly in the upcoming months. Increased investment in developed countries is also sluggish and their unemployment rates are at record highs, so consumer spending will not increase either, according to Samsung Economic Research

Institute (SERI). US unemployment has stayed at 10% since the beginning of 2010 and Europe has exceeded 10% since March.

Global commodity prices likely stable for 2nd half of year

In the first half of 2010, global commodity prices increased for two main reasons. First, the global manufacturing sector recovered. Second, a worldwide low-interest rate policy injected much liquidity in the system, fuelling investment demand.

In the second half of 2010, SERI expects that slowed export rate growth, global liquidity contraction and tightening of financial reform will constrain global commodity prices, with the exception of food prices, which will be subject to developing nations' demand recovery and future natural disasters.

Beijing may still appreciate its currency if the global prices of industrial raw materials keep increasing. A stronger Chinese currency would greatly help Chinese companies to purchase oil and other commodities for less, according to economist Liu Qiyuan at China Merchant Securities in Shenzhen.

Investing in Corporate China still risky but profitable

Foreign ownership of Chinese company meets challenges

On 22 April, China began the long-awaited trial of Huang Guangyu, founder of Gome, the largest electrical appliance retailer in the nation. Mr. Huang is charged with insider trading of stocks, illegally trading foreign currency, and offering bribes totalling near 668,000 USD to various officials, according to Xinhua news agency.

Mr. Huang is the largest shareholder with a 34% stake, and his detention has tumbled Gome's shares.



Gome attained Bain Capital as strategic investor to inject 418 million USD in the form of convertible bonds, giving it three board seats. “Mr. Huang has been using his shareholding rights to vote against the re-election of Bain’s three board directors,” said Jonathan Zhu, head of Bain China, according to FT. The company eventually re-appointed the three. Financial Times reported that China’s corporate landscape is littered

with disputes between foreign private equity and local companies over strategy, governance and influence.

Nevertheless, numerous foreign private equity groups earn extraordinary returns. According to FT, TPG made 2 billion USD profit after selling its majority-stake in Shenzhen Development Bank to China’s Ping An Insurance. Goldman Sachs holds an almost 1-billion-USD stake in Hepalink,

a newly-listed Chinese pharmaceuticals company, having invested just 5 million USD three years ago.

“Investing in China requires immense creativity and the agility to respond to fast-changing circumstances,” says Kathleen Ng, managing director of the Centre for Asia Private Equity Research in Hong Kong. “Foreign private equity investors truly need to understand what they are getting into.” Many of China’s fastest-growing companies are privately-owned, and founder entrepreneurs are often reluctant to share power with overseas investors. The ability of foreign private equity to exert influence on corporate strategy can be severely limited reports Financial Times.

Formidable Chinese banking competition in the midst of tight regulation

China’s massive economic stimulus package has spurred corporate lending by large, Chinese, state-owned banks, marginalizing foreign banks, reported FT on 4 May. Local banks including Industrial and Commercial Bank of China and Bank of China have extensive branch networks and have improved customer service and product ranges significantly in recent years.


While foreign banks’ market share of total assets in 2009 hovered around 2% and higher in some big cities such as Shanghai, a PwC survey of 42 foreign banks cited “constantly changing and unpredictable regulations” and difficulties of finding and retaining personnel as some of the biggest challenges in operating in the mainland.

Foreign banks such as HSBC and Citigroup have fewer than 100 local branches due to tight regulations on openings, compared to thousands of nationwide branches for domestic banks. Foreign banks also expect a

Government has avoided direct methods – raising interest rates or appreciating the currency – to slow the housing market.

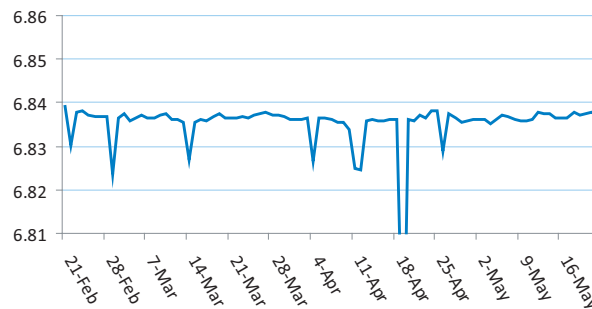
staff turnover of 10-20% this year and a “spike” in salary and bonuses in 2010 as they chase a limited talent pool, according to PwC.

Despite the challenges, most of foreign banks indicated that their onshore operations were profitable and they seem to be committed to expanding in the Chinese market given its enormous potential. The emergence of debt capital markets – such as structured products, interest rate and currency swaps – is the biggest opportunity for the foreign wholesale banking business, where the local expertise is relatively small, reported PwC.

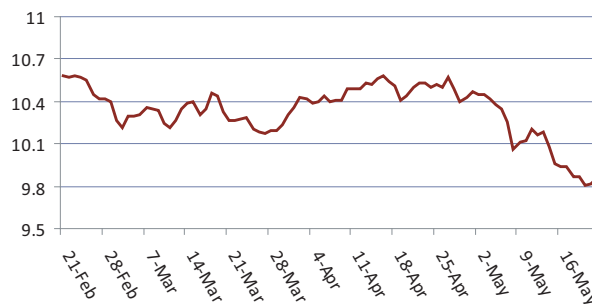
Although they will not likely be permitted to make big acquisitions, 75% of respondents in the survey indicated that they planned “bolt-on” purchases during the next three years in areas such as asset management, insurance and trust companies. Foreign banks are also considering potentially forming partnerships with city commercial banks or improving their rural presence. 

Three-month CNY trends

CNY vs USD



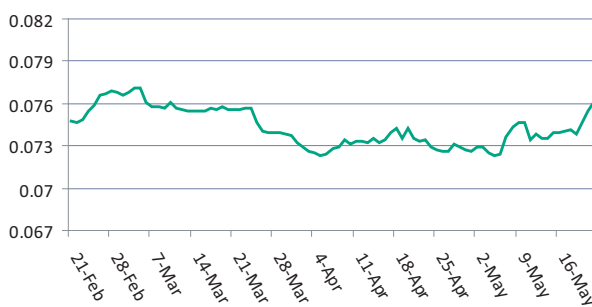
CNY vs GBP



CNY vs EUR



CNY vs JPY



Data source: Oanda.com interbank rate (apparent CNY-USD spikes are statistical artefacts)

Jesús Zaldúa is Chairman and CEO for Gamesa China. Jesús holds an electronic engineering degree and post doctorate in automation from the University of Toulouse in France. Jesús also has a PDG from IESE. Of Spanish nationality, he has a vast professional experience in industrial environments as Technical Director and Manager, as well as teaching experience in universities in Mexico and Venezuela. Jesús joined Gamesa as Manager of the Engineering Technical Department in 2000; four years later he assumed the functions of Large Account Manager, to then transfer to Tianjin, China, to direct Operations in Gamesa China as of January 2006. In August 2008 he was appointed as Chief Business Officer Wind Turbines China.

Spain-based Gamesa Corporation Technology SA focuses primarily on the renewable energy sector. Actions of the company include the construction and marketing of wind farms, as well as the design, engineering, manufacturing and sale of wind turbines. Gamesa serves as the parent company of the Grupo Gamesa.

What has made Gamesa a world leader in the wind energy industry?

We know how to offer solutions to customers for their renewable energy needs.

Wind energy is among one of the most competitive renewable energy sources because of its low cost. The cost of this energy source continues to decline along with the increase of kilowatt production. We try to give customers prices that are increasingly reasonable while giving progressively better performance.

Our machines (technology) are not only superior, but also reliable. We sell machines that stay in the fields for twenty years. The customer is not purchasing the machine, but is buying

THE RIGHT TECHNOLOGY AT THE RIGHT TIME

Interview with Dr. Jesús Zaldúa, Chief Executive Officer, Gamesa China





Gamesa, Tianjin Factory

the measured output – kilowatts of renewable energy. The machines on the wind farm must be flawless and able to run for twenty years, therefore quality is a must.

On top of this, the two interrelated components of being an industrial leader and the people in the organization are critical. The way an organization's people perform and what they do gives birth to an industrial leader. Gamesa is a comparatively young company with people who are proud to work in the company and are always doing their best.

Top global equipment manufacturers are all focusing on China now, how does Gamesa remain competitive in its industry?

We don't consider ourselves a foreign company here in China because we live, work and grow here. In addition,

The only form of feedback is experience.

tion, our key management positions are all Chinese.

We remain competitive because of, again, our people and team. The turnover rate in Tianjin is high. We on the other hand have a very low turnover rate; our strategic management has had no turnover. Zero. We also have many of our crucial management positions occupied by women. With a good, stable team you can go ahead, work together and solve problems.

Our employees must feel safe. There must not be any accidents or incidents. Employees and customers, when they see Gamesa, see no risks.

One last element is when your product goes into the market, you must have the right technology at the right price. In the last five years, we have put more than 2,000 machines into the market.

People, principles, timing and quality keep us ahead.

Given China's current demand and use of traditional energy sources, how do you foresee it transitioning to green energy?

In the past five years, China has been growing very fast in the renewable energy sector, especially in wind energy. It is still however just a small portion of the bigger source of energies. Logically, China, being so large, needs huge



Factory visit by Mr. Zaldúa

amounts of energy as one of the engines of growth. Water and coal have and will continue to supply China in the near and far future. This is understandable.

China has to consider the cost to continue generating and producing. There is always a trade off between how much energy is currently needed versus the cost to produce energy in the future.

How do you sustain your market share?

Once again, good, motivated people working together are important; working together because we must think of ways to reach the roof of potential and then continue raising it.

Maturity, particularly with technology, takes a long time. This is because to create a theory will take a relatively short amount of time, but to put it into practice takes years. The only form of feedback is experience.

How well the design is implemented will determine if you pay or are paid for it. It is not if you are the first, but you must be the best.

Why is it advantageous for Gamesa to have 4 factories in Tianjin?

The first advantage is location. It is a great location for logistics. It has the Tanggu Port which helps with exporting.

Second, Tianjin is also a hub to connect with northern China where most of our machines (nearly 2,000) are located. This is very important for transporting machines and the very long blades they use.

Third, Tianjin is near Beijing, a place with many customers and where decisions are made.

Fourth, Tianjin has a very good industrial history and culture. The city can offer well-qualified person-

nel through its vocational schools, a medium economic level, and transfer of labor. In Tianjin it is much easier to contact and make connections with others.

What were the biggest adjustments you made to work in China?

We are lucky because we came at the right time. If you come too early, maybe the market is not developed. If you come too late then you have high levels of competition.

We started receiving investment from Tianjin in 2005, but we had been in China since 2000. We had our first wind farm in Ningxia during that year. We had already been selling machines in Spain and other places around the world. So when we decided to settle in China, we really knew what was going on in the field of renewable energy.

When we came here the industry was developing very fast so we received a lot of help from China as a whole and from the industrial area we are locat-

ed in. They helped us with challenges of policies, set-up and development to transition very smoothly.

Challenges came later on and are continuing with other companies (especially Chinese) coming into the market and developing. Fortunately for us we have years of experience and know-how of operations in China.

You've received one of the highest honors bestowed upon expatriates in Tianjin, the "Haihe Friendship Award". What does this award mean to you, Gamesa and China's development?

As a person, it was an honor. It was an acknowledgement that we are giving something positive to society. In regards to the management team it was recognition of not only what I do, but to acknowledge that alone I can do nothing. The whole team was quite proud for receiving this award.

Where is the fastest developing region of sustainable energy solutions?

In the last five years, the answer would

have to be China. In China everything is coming and growing very fast. We are currently waiting for the United States to pick up again after the financial crisis.

Any last comments on the Wind Power industries of China?

In the energy market, the driver is the cost of energy (COE). Any investment made into the market is a long-term investment. Those investments must stay in the establishment for a long time having the same function of producing electricity. Your investment will be measured by how many megawatts you are producing to the grid.

There is a cost associated with producing, but that cost should not continue to go up. The COE of today, five years from now, and in the distant tomorrow will be what drives the industry. The industry will produce a win-win situation with energy production increasing while COE continues to decline. ☐



Employees during in-house production

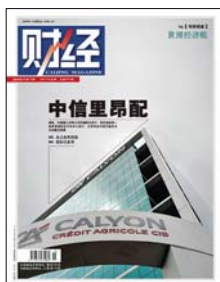
Speeding up the pension plan in China

20 May 2010, *Caijing Magazine*

This will be a key year for China's policymakers to deal with its aging population challenge.

A report by the Tsinghua University Employment & Social Security Centre shows that China will enter an aging crisis from 2033 to 2035. According to population estimates, the nation will have a labor force of 810 million supporting an elderly population of 294 million.

A plan to manage pensions for an aging population has already been put in motion. It aims to insure pension coverage at the city and township levels for three demographics: employees from collective enterprises lacking pensions due to poor production operations in the past; people over 60 years of age who lack income and hadn't been employed in the past; and those without long-term guarantees due to basic pension plans paid in less than 15 years.



The pain of Caesarean Section

11 May 2010, *China Economic Weekly*

Early this year, the World Health Organization (WHO) issued the findings of a study that struck a chord with domestic media and the public. The report said that caesarean sections in China accounted for 46% of births from October 2007 to May 2008, the highest instance worldwide, and far beyond the WHO's recommended level of 15%.

In China, a quarter of all C-sections recorded were not medically necessary, the report said. Some women opt for the abdominal surgery to choose their delivery date after consulting fortune-tellers for "lucky" birthdays or times. Others fear painful natural births. Some women also prefer the operation because they believe it is less risky. After reviewing nearly 110,000 births in China, the study found 27% of women sampled were partially motivated by hospitals eager to make more money. The report noted that more than 60% of the hospitals studied were motivated by financial incentives to perform surgeries.

The high rate of C-sections also alarmed the government. Many regions took measures to decrease the ratio. For example, Tianjin Social Insurance Center improved its natural delivery maternity insurance co-pay from 1800CNY to 3000CNY.



Can China Save GM?

10 May 2010, *Forbes*

"One vehicle is ubiquitous throughout the Chinese countryside: the Wuling Sunshine." GM manufactured and sold 597,000 of the low-frills minivan in China last year at sticker prices between 4500 and 9000 USD.

China accounts for 24% of GM's sales, and last year it sold more vehicles in China than in the US. Its international operations are the only profitable arm of the company. GM joint ventures in China have been providing enough cash to keep GM China self-funded.

Yet last year GM sold the controlling 1% stake in its most successful JV to Shanghai Automotive Industrial Corp (SAIC) for 85.4 million USD. External pressures of faltering lines worldwide – from GM Daewoo in Korea to its European Opel division – prompted the action. Investing in Wuling was an extension of its JV with SAIC.

The company plans to expand upon the Sunshine model of cheap, efficient transportation, investing 250 million USD and quadrupling its engineering and design staff at the Shanghai campus of its new international headquarters. GM hopes to apply the successful model to other parts of Asia.



Get ready for the world's biggest IPO

10-16 May 2010, *Bloomberg Businessweek*

The Agricultural Bank of China is planning its initial public offering, expecting to raise a record-breaking 20-30 billion USD. AgBank has hired 10 banks, including Deutsche Bank and Goldman Sachs, to handle the dual offering in Shanghai and Hong Kong exchanges. Set for July, the IPO represents only an 18% stake in the bank, which will remain majority-owned by the government.

AgBank boasts 26.3% earnings in 2009 – a year when most banks struggled to break even – and a customer base in excess of the entire US population. Yet the majority of its customers hail from rural and rapidly developing regions; the bank lacks big-name corporate clients handled by other state-owned banks, making it a tough sale.

In an effort to clean up balance sheets, the government transferred bad loans off AgBank's books, reducing its nonperforming ratio from 20% in 2007 to just 2.9% now. Still, on 30 April the National Audit Office revealed violations on 1.6 billion USD of the bank's 2008 loans, which were misappropriated into the stock market and other unqualified projects.





Begoña Suzo

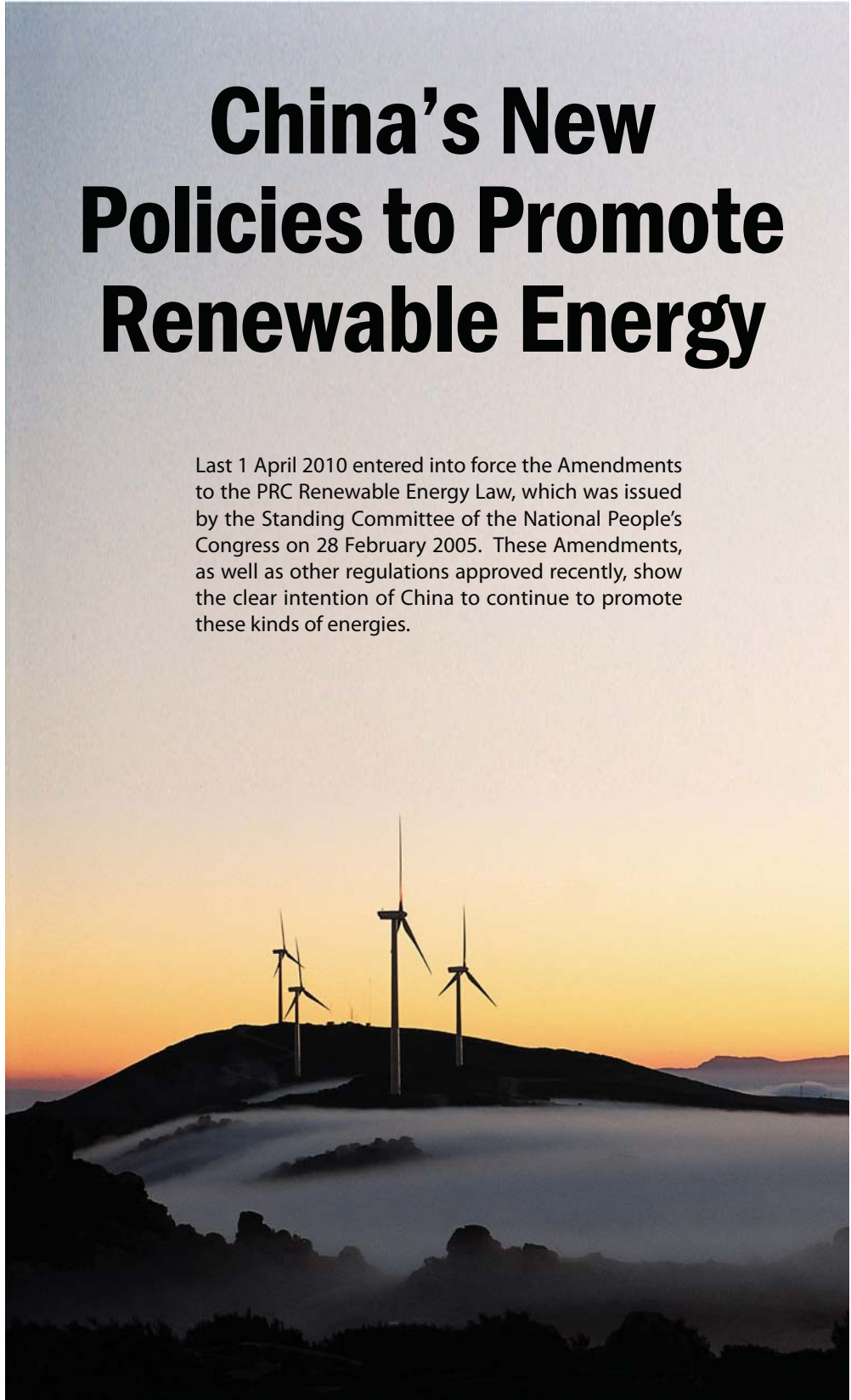


Jessica Cao

by attorneys
Begoña Suzo and
Jessica Cao,
Garrigues Shanghai

China's New Policies to Promote Renewable Energy

Last 1 April 2010 entered into force the Amendments to the PRC Renewable Energy Law, which was issued by the Standing Committee of the National People's Congress on 28 February 2005. These Amendments, as well as other regulations approved recently, show the clear intention of China to continue to promote these kinds of energies.



During the last years China has devoted a lot of effort and resources to promote renewable energies for various and obvious reasons. First of all, China desperately needs to improve its energy security and supplies because it now relies heavily on oil and gas imports. Secondly, the Chinese government is aware that pollution within the country (8 of the 10 most-polluted cities worldwide are Chinese) greatly threatens the current and future development of the nation. And last, but not least, China is also keen to access new technology to support its rapidly expanding alternative energy industry.

Thus the National People's Congress issued the PRC Renewable Energy Law in 2005, with the stated goals of diversifying energy supply, safeguarding energy security, protecting the environment and achieving sustainable development. The Renewable Energy Law, effective as of 1 January 2006, created a broad definition of "renewable energy", referring to non-fossil energy, including wind, solar, water, biomass, geothermal and ocean energy; it aims to promote the exploitation of renewable energy, increase energy supply, improve energy structure, ensure energy safety, protect environment and attain sustainable development of the economy and society.

In order to improve and enhance the abovementioned goals, China has recently approved the Amendments to the Renewable Energy Law and has provided new tax and investment incentives at both the national and local levels, to promote the renewable energy sector. The legislation updates will not only advance the development of China's renewable energy industry, they will provide potential opportunities for foreign investors who intend to invest in China's renewable energy sector.

Amendments to the 2005 PRC Renewable Energy Law

On 5 December 2009, the Standing Committee of the National People's Congress adopted the Amendments to the 2005 PRC Renewable Energy Law, which entered into force on 1 April, 2010. According to the Amendments, the State shall implement a system that guarantees the purchase of electricity generated with renewable energy in full, and has made several changes to the existing requirements on the expense-sharing arrangements, the special fund for renewable energy development, and the renewable energy development and utilization plans.

The main aspects of the Amendments include:

1) A system guaranteeing the purchase in full of electricity generated with renewable energy

Under the 2005 PRC Renewable Energy Law, the power grid enterprise shall sign a grid-connection agreement with an enterprise of renewable-energy power generation that has legally obtained an administrative license or has submitted the project to be constructed for the record, and purchase the entire quantity of the grid-connected, renewable-energy power generated for the coverage of their power grids.

The Amendments clearly stipulate that the State shall implement a system that guarantees the purchase in full of electricity generated with renewable energy. For such purpose, the department of energy under the State Council shall act jointly with the national electricity regulatory bodies and department of finance; they will determine the ratios of electricity generated with renewable energy





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to the total electricity generation during the national plans for the development and use of renewable energy, and create practical rules on the priority given to power grid enterprises in electricity transmissions as well as purchase in full of electricity generated with renewable energy.

The Amendments also require the power grid enterprises to improve their power grid facilities, expand distribution of electricity generated with renewable energy, develop and apply technologies relating to artificially intelligent power grids and storage, enhance power grid operation and management, and increase the capacity to receive electricity generated with renewable energy.

In addition to the obligations of power grid enterprises, the Amendments also impose obligations on the renewable-energy power generation enterprises. For example, they are required to cooperate with power grid enterprises in order to maintain the power grid safety, and to ensure that the electricity generated with renewable energy meet technical standards for electricity connection and generation.

2) Cost Compensation

Under the Amendments, the name of Chapter 5 under the 2005 PRC Renewable Energy Law has been changed from "Price Control and Expenses Sharing" to "Price Control and Cost Compensation".

According to the 2005 PRC Renewable Energy Law, if the expenses incurred by a power grid enterprise in the purchase of grid-connected power generated with renewable energy at the prices as determined according to such law are in excess of the expenses for the purchase of that generated with conventional energy, calculated at the average price, the difference shall be added to the selling price by way of sharing.

The Relevant Provisions for Administration of Renewable Energy Resource Electricity Generation and the Trial Measures for Administration of Renewable Energy Power Generation Pricing and Expense Sharing issued on 5 and 4 January 2006, respectively, further detail such expense sharing arrangements, providing that the increased expenses for purchase and sale of electricity generated with renewable energy other than hydro-power be shared by the electricity users on a nationwide basis. Operation and maintenance costs for the independent renewable-energy power system invested or subsidized by the State in excess of average electricity selling price on the local provisional power grid, and the fees for connection with power grid for renewable-energy power generation projects and other additional costs, shall be borne by electricity users by way of levying surcharges. Such surcharges shall be collected from electricity users of power grid enterprises of provincial level and above, including wholesale users, users purchasing directly from power plants, and users with their own power plants, but excluding those using electricity from a self-supplied local power grid of county level, those in Tibet and those engaged in agricultural production for the time being.

Under the Amendments, the aforementioned difference in costs shall be subsidized by levying surcharges on renewable-energy electricity generation throughout the country. Where the reasonable operation and management costs for the independent renewable energy power system invested or subsidized by the State exceed the sales of electricity, the differences shall also be subsidized by levying surcharges.

The Amendments do not provide further details regarding such cost compensation; the scope of end us-

ers paying the surcharges on renewable-energy electricity generation is not clear, but is expected to be clarified in future implementation regulations.

3) Renewable Energy Development Fund

The previous legislation provided that the State shall establish a special fund for the development of renewable energy in support of certain renewable energy exploitation activities, including scientific and technological research, formulation of standards and model projects for renewable energy development and utilization, and projects for renewable energy utilization in daily lives in rural and pasturing areas.

The Amendments establish the Renewable Energy Development Fund and specify its sources, including specific purpose funds arranged by the State for each fiscal year, surcharges levied for electricity generated with renewable energy, and other revenues. The use scope for such a fund is broader compared with the previous legislation. It can be used for subsidizing the differences as specified in section 2 (above). Power grid enterprises can apply for subsidies under such fund if sales of electricity are insufficient to cover connection fees and other reasonable expenses arising from the purchase of electricity generated with renewable energy.

4) Renewable energy development and utilization plans

Under the Amendments, the formulation of national renewable energy development and utilization plans shall incorporate the development of renewable energy technology. As a result, such plans at provincial levels, once approved by the government at the same administrative level, shall be filed with the department of energy under the State Council and the national electricity regulatory bodies.

New Favorable Tax Treatment

In addition to the Amendments, new favorable tax treatment has been provided for promotion of renewable energy. On 31 December 2009, the Ministry of Finance, State Administration of Taxation and the NDRC issued the Notice on Publishing the Catalogue of Environmental Protection Projects, Energy and Water Saving Projects Enjoying Enterprise Income Tax Preferences (Caishui [2009] No.166, "Circular No.166"). The catalogue therein listed 17 items of eligible environmental protection and energy and water saving projects, categorized into five sectors: public sewage treatment, public garbage disposal, comprehensive development and utilization of bio-gas, technological innovation for energy saving and emission reduction, and sea water desalinization. Such eligible projects satisfying the requirements thereunder can enjoy enterprise income tax preferences.

According to the PRC Enterprise Income Tax Law and its implementation rules effective as of 1 January 2008, enterprise income tax shall be exempted on the investment and operating income derived by an enterprise engaging the above-mentioned projects from the first through the third year commencing from the tax year in which the project first obtains production and operating revenues; such income shall be taxed at the reduced half-rate from the fourth through the sixth year.

Circular No.166 entered into force with retroactive effects from 1 January 2008, allowing enterprises that engage in the above-mentioned projects to claim a refund from the relevant tax authorities for overpaid taxes since that date.

New Local Policies

In addition to the national policies, some new local policies have been issued concerning renewable energy.

For example, on 7 December 2009, the Shanghai municipal government issued Certain Provisions on Promoting the Development of New Energy Industry in Shanghai (Shanghai Provisions), which is applicable to the entities registered in Shanghai that engage in the research, development, manufacturing and application of nuclear power, wind power, solar power, integrated gasification combined cycle power generation (IGCC) and intelligent power grid. The Shanghai Provisions set forth policies including the establishment of special funds to support high- and new-technology industry development, reaffirming the relevant tax preferences provided by the State, and encouraging transnational new energy enterprises to set up regional headquarters in Shanghai.

More recently, the Tianjin municipal government issued the Pilot Program for the Exploitation of Shallow Geothermal Energy in Tianjin on 19 March 2010 (Tianjin Policies), to develop and utilize the shallow geothermal energy in the city. The Tianjin Policies include a resources survey and evaluation of shallow geothermal energy, formulation of development and utilization plans, construction of model projects and dynamic monitoring network for exploitation of shallow geothermal energy, and establishment of qualification management system for the exploration, design and construction units for utilization of shallow geothermal energy.

Also in 2010, Beijing issued the 2010 Guiding Opinion on the Expedition of Solar Energy Exploitation and Utilization and the Promotion of Industry Development, providing subsidies for six types of solar energy development projects in Beijing, including 20,000-kW photovoltaic rooftop projects, thermal-solar water-heating projects, and rural projects whereby inhabitants of rural areas are eligible to obtain subsidies for purchases of

solar-powered equipment for agricultural purposes.

Encouraged Status for Foreign Investors

In addition to the above, China has promulgated regulations to specially encourage foreign investors to engage in the renewable energy industry. For instance, the 2007 version of the Foreign Investment Guidance Catalogue continues to provide a generally favorable framework for foreign investment in many types of renewable energy projects. This includes construction and management of power stations utilizing solar power, wind power, magnetic energy, geothermal energy, tidal energy, wave energy and biomass energy. The approval of these encouraged projects with foreign investment can be carried out before the relevant authorities of lower level, which usually means less time-consuming and relatively simpler formality requirements.

The Amendments, the new favorable tax treatment, and the recent local policies exemplify China's promotion of the development and use of renewable energies. Considering the future demand for energy in this country, it is foreseeable and desirable that these types of incentives increase in the following years. ☐

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



Checking Out China

UK-based Tesco, which has six stores in Tianjin, hopes to catch rivals and revolutionise China's retail scene

By Mark Gao



Richard Baker, president of Tesco North China

It's likely the first you'll hear or see of Tesco in Tianjin is its bus. Yes, the free shuttle which roams the 5-km radius of each of the firm's China stores offers a free ride to anyone up for some grocery shopping. Rather like the free buses laid on by casinos in Macau, these are popular with local laobaixing, who get dropped back after a shopping session in one of Tesco's six Tianjin stores.

It's one innovation that Richard Baker, President of Tesco North China, beams about when explaining how the British retailer has been catching up with Carrefour and Wal-Mart. Tesco first entered the country through a joint venture with local retailer Hymall, which it has since bought out.

Branding locally as 'Happy Shopper', UK-based Tesco was the last of the big global supermarket chains to enter China, but it's opening stores fast. It's doing so uniquely, by developing malls, subleasing outlets to other, smaller retailers.

Real estate

Each of Tesco's Tianjin shops is a store within a mall. "We lease the whole area and then sublease it." In the case of new stores (most recently in Qingdao and Fushan) Tesco owns the mall completely and leases units as the landlord. The retailer will expand the wholly-owned model to Tianjin, says Baker, and is looking at sites. "We have a separate property company that does all the deals."

While most Tesco supermarkets in China are sized at 60,000 square feet, some of the newer China stores will compare in size with its 'Extra' hypermarket-style outlets in the UK. Baker points to the subtenants such as pharmacies and laundrettes which have moved into Tesco's Chinese malls. "It becomes a one-stop shopping experience."

Carrefour and Wal-Mart have been in China longer, "so they've got the experience of age on their side," explains Baker. "Customers would relate to them a bit more at the moment." But Tesco focuses much on the customer, "and we try to make it local for the customer." The firm, he says, works hard to stock the right products to suit each city's tastes.



Own-label sales lift profit margins as much as 20%.

Tesco, says Baker, has focused on hiring and training local talent including local management and commercial teams. "Local people who know local customers. We have different offices in different locations so we can tailor the customer offer to the people living in that area – and manage the supplier base and the distribution base."

"Fruit and vegetable products are different in our northern and southern stores in China and the hot deli range in Tianjin would be different from Shanghai. The hot deli is one of the most popular aisles in Chinese stores," says Baker.

Having local staff also means getting prices right. Tesco management in Tianjin checks 3,500 different prices every week against competitors. "We daily check the staple prices to make sure we're competitive in the market. We look at markets, competitors and try to get it right," says Baker.

Innovations for Chinese retail

Clearly data-driven, Tesco caused a stir in China by establishing a local office for Dunhunby, its wholly-owned data management company. The service, which collates sales data for suppliers' use, has proven "very popular" here, says Baker. "Suppliers want to know how the market is, how customers are reacting. The data covers everything in the store so they can dig into bits of it. They can extract different information and then discuss with our buyers and merchandisers [shelf display staff] to offer the best range at the best price."

Tesco has also been successful with its private or own-label products on its China aisles – of the 60,000 products about 2,000, mostly food products, are wrapped in the company's own packaging. "The concept is new in China," says Baker "but we'll continue to expand it. It has proven very successful. We're looking at every category and we try to match the 'A brand' product so you get equal taste or quality for 20 percent less price."

Cooking oil has regularly proven the best selling own-brand product in Tesco's north China stores. Tesco saves by buying product in bulk from its suppliers, then packaging in its own colours. Customers are educated about the value label concept by in-store tastings and information campaigns. "We explain the differences, we explain what value means, that these are still premium products. We have our in-store leaflet where we'll do a whole page of value on own-label."



Own-brand revolution

In its new report on supermarket retailing in China, Shanghai-based research firm Access Asia notes that private-label sales are rising fast here, “in seeming contradiction to the assumed ‘brand fetish’ of Chinese consumers.” By cutting costs on middlemen and advertising, stores in China have been able to lift profit margin on certain lines by as much as 20%.

Access Asia suggests manufacturers of basic items such as cooking oil, sugar and salt prefer to get a big supply contract out of a large retail chain, rather than have to market to thousands of individual shops. Much of the own-label business in China is in daily commodities such as salt and sugar, says Matthew Crabbe, managing director of Access Asia. “Many leading sugar refiners are now realising that the best way to shift stock is to sell it wholesale direct to leading retail chains, packaged up in the branded packaging of those chains.”

Foreign retailers have led the way with the introduction of private label

goods onto the store shelves in China. But Tesco wasn't the first to bring private label shopping to China: by the end 2006, Wal-Mart was selling 1,800 own-brand lines in its China stores, and was planning to increase its own brand lines from 2.5% of products in 2006, to 20% within five years.

Among the local retailers, a Lotus Supermarkets representative in an interview with Zhongguo Changjing Xinwen magazine, said customers were favorably disposed to own-brand products, which made up 3% of the product lines in Lotus stores. Access Asia calculates the number of new lines in these supermarkets is growing by about 8% a year at present, despite continuing problems with quality control. “But quality is coming under control,” says Crabbe. Domestic retailers, such as supermarket retailers like Lianhua, and even electrical appliances retailers, are also fast adopting private label, he says.

Logistics

Famed for its finely tuned sourcing and logistics operations elsewhere, Tesco has found establishing a sup-

ply chain in China more of a challenge. While a distribution centre in Shenyang deals with much of the northeastern stores, the firm sources locally for its other stores. “We don't have a distribution centre so we buy in Beijing for Beijing and in Tianjin for Tianjin... It's city by city, sourcing through local retailers, which is similar for most of the hypermarkets.”

China's sprawling geography makes logistics different, and difficult. But in the future, he predicts, “there will be more cross-regional sourcing... getting more products onto one lorry. That enables you to offer great prices because you can distribute it at the lowest possible cost.”

Tesco imports only 5% of the goods on its Chinese shop floors. Local suppliers, says Baker, “do their pitch, offer their product.” Tesco does not, he says, ask suppliers for ‘hello money’ before stocking their goods.

Tesco floor space splits 55% for food and 45% for non-food products. Best-selling non-food products include



FEATURE STORY

mobile phones, along with small domestic appliances like kettles and rice cookers. Plastic goods and sporting goods are becoming more popular, says Baker.

Tesco owns or leases the mall completely, then (sub)leases units as the landlord.

People, not prices the challenge

Just as it rushes new malls into operation to catch up on its rivals, Tesco is trying to find the right people to run its stores. Tesco talent spotters scour for “people who want to work in this business.” Local programs bring people up within stores, says Baker, himself 30 years working his way from a part-time shelf stacker.

Baker, who came to China to share the Tesco management model which he’s also implemented in Turkey, says the firm’s training programme distinguishes it from competitors by “how we treat people, value them and bring them along. That’s a bit different.”

He hopes it will pay off at the check-out. “Every country is different; you have to use local knowledge to get the best out of them.” Baker believes the company’s bus service also shows Tesco is more local than competitors. “When you speak to the customers they think it’s a great facility, and it’s free. We keep reviewing it and tweaking it to make sure we’re covering the right areas.” And he’s not worried about a saturation of supermarkets in China. “There are twenty million people here; there’s plenty of room for us all.” **B**





Simon Bai
Winners Law Firm

TIPS ON DRAFTING ARTICLES OF ASSOCIATION OF A COMPANY IN CHINA



Scope of Articles of Association under Company Law

The articles of association (AOA) of a company are its governing document and a requirement for the establishment of a company in China. According to Company Law of PR China (CLC), a company incorporated in accordance with Chinese law shall formulate its articles of association that are binding on the company, its shareholders, directors, supervisors and senior management.

In China, AOA are more or less a combination of memorandum of association and articles of association under traditional common law systems, which are two different and mandatory constitutional documents of a company. AOA under Chinese law are of legal significance for both internal and external purposes. They must be signed by shareholders and affixed with shareholders' seals.

According to CLC, the following items are required to be included in the AOA of a limited liability company and filed with company registry authority – the State Administration of Industry and Commerce:

- 1) Name and domicile of a company
- 2) Business scope
- 3) Registered capital
- 4) Names or titles of the shareholders
- 5) Methods, amount and time schedule of capital contribution by shareholders
- 6) Legal representative of a company
- 7) A company's internal organizations and its establishment methods, duties and rules of procedure
- 8) Other items deemed necessary by the shareholders to be stipulated. This may include name and number of directors, quorum for a shareholders' meeting and board of directors meeting

For joint-stock companies, which are the other form of company apart from limited liability company under CLC, the AOA has to provide for the following additional items:

- 1) Total shares, par value of each share, and the amount of registered capital of the company
- 2) The name of each promoter, the shares it has subscribed to, as well as the form and date of capital contributions
- 3) The formation, powers, term of office, and rules of procedure of the shareholders meetings
- 4) The composition, powers, term of office, and rules of procedure of the board of directors
- 5) The composition, powers, term of office, and rules of procedure of the supervisory board
- 6) The method for profit distribution of the company
- 7) The reasons for dissolution of the company and liquidation methods
- 8) The methods for issuing notices or public announcements of the company

Tips on drafting AOA

For international investors who set up their business presence in China by establishing a company either in the form of a joint venture or a wholly-owned foreign enterprise, it is critical to make sure that an AOA is carefully drafted which will serve as the constitution of the company. The current CLC, which was amended in 2005, offers extensive discretion and flexibility for shareholders to define many of the provisions of the AOA, some of which are certainly key to the fundamental interests of shareholders. The following are some tips for drafting AOA:

- 1) Delegation of power by general shareholders' meetings to board of directors

Article 47 of CLC provides for ten major functions of board of directors and allows the company to further delineate the powers of board of

The Articles of Association must establish a mechanism for the selection of legal representative, chairman and deputy chairman of the board.

director in addition to what is specified under CLC. This is useful for a company to clearly address the division of power between general shareholders and the board of directors; in practice, disputes arise in relation to the power struggle between the two due to either too much power being vested with shareholder general meetings or the board of directors being uncooperative. CLC leaves the appointment of the directors to be prescribed in the AOA. This has given rise to disputes where shareholders abuse this power by appointing directors without the knowledge or consent from other shareholders. A balance needs to be maintained in order to have sound corporate governance. Additionally, CLC only delineates some major principles on the convening of regular or interim shareholders' meetings and board of directors meetings, as well as voting rights. So much detail remains to be stipulated in the AOA in relation to the notice of meetings, forms, venue and frequency of such meetings.

- 2) Board of supervisors

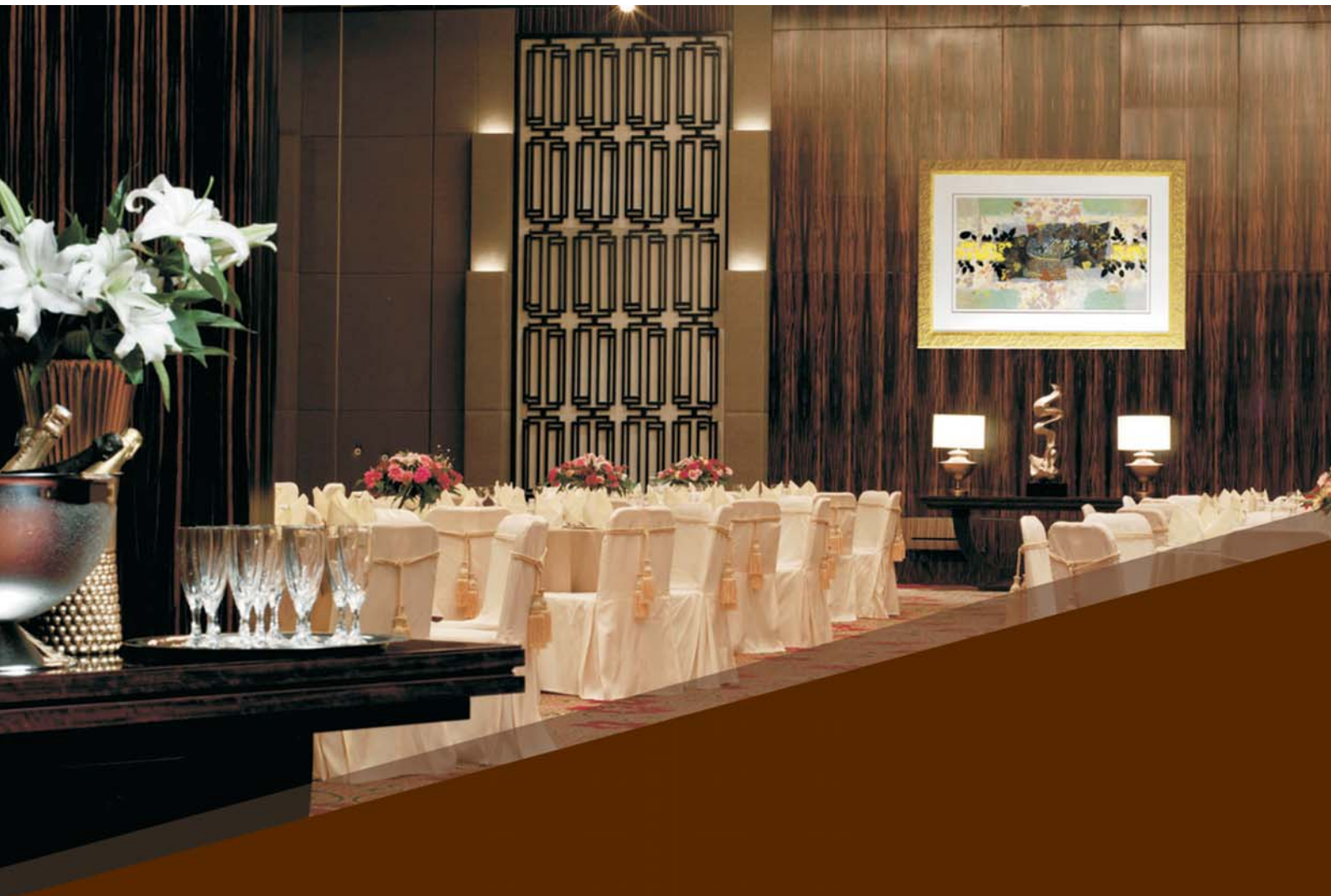
Articles 52, 54 and 56 of CLC regulate the board of supervisors. The board of supervisors shall include shareholders' representatives and representatives of the employees of the company at an appropriate ratio to be specified in the AOA. In this case, AOA shall provide a proper proportion of employee representatives, which is in the interest of the company.

- 3) Division of power between general manager and board of directors

Article 50 of CLC prescribes some of the seven key powers of the manager of a company, who is to be designated and dismissed by the board of directors. Article 50 also leaves room for further items to be addressed in AOA. This shall be a chance for the company to set forth the limits of power of the manager in order to avoid any ultra vires or gray areas in day-to-day operation of the company. A well-defined authority may well serve both the manager and the company, facilitating the effective and efficient management of the company. Accountability and evaluation of manager performance may also be included in AOA.

- 4) Designation of legal representative

Article 13 of CLC states that the legal representative of a company shall, under its AOA, be assumed by the chairman of the board of directors, acting director or manager, and shall be registered with company registry. This means that few candidates are eligible for the position of legal representative of the company, a title that wields enormous authority and has major impact on the company. It shall be noted that Articles 45 and 46 state that the appointment of the chairman and deputy chair of the board of directors, as well as their term of office, shall be provided for by the AOA (with each term of office not to exceed 3 years). As a result, AOA shall expressly put in place a mechanism for the selection of legal representative, chairman and deputy



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chairman of the board. Equally important, AOA shall prescribe provisions for the change of legal representative of the company under certain circumstances, which has proven to be extremely important for smooth and successful operation following many disputes, particularly witnessed in joint ventures.

5) Guaranty and related-party transaction

Article 16 of CLC provides that where a company intends to invest in any other enterprise or provide guaranty for others, it shall, under its articles of association, make a resolution through the board of directors, shareholders' meeting or shareholders' assembly. If the articles of association prescribe any

limit on the total amount of investments or guaranties, or on the amount of a single investment or guaranty, the aforesaid total amount or amount shall not exceed the limited amount. If a company intends to provide guaranty to a shareholder or actual controller of the company, it shall make a resolution through the shareholders' meeting or shareholders' assembly. Hence, the company must incorporate necessary clauses in the AOA in the first instance to specify the regulation on these matters. In order to protect minority shareholders' interests, AOA have to provide specific limits on such powers.

6) Profit repatriation

International investors may integrate

commercial clauses into the AOA to maximize profit repatriation to a home country. A business may have commercial arrangements between a head office outside China and the subsidiary in China to guarantee maximum profit repatriation. However, some arrangements must be included as part of the AOA to be valid. AOA are to be submitted to government agencies for approval and filing during business license registration.

7) Distribution of dividends and preemptive rights

Article 35 of CLC stipulates that shareholders may distribute dividends on the basis of the proportion of capital contributions by shareholders or in accordance with agreement among shareholders otherwise provided in the AOA. In addition, when the company is to increase its capital, its shareholders have the preemptive right to subscribe to the increased amount on the basis of the same percentages of the capital contributions by shareholders or in accordance with agreement among shareholder otherwise provided in AOA. This means AOA allow the shareholders to adopt a different mechanism of dividend distribution and preemptive rights in share subscription than proportion of capital contribution, which was the only mechanism before 2006. International investors may take advantage of this clause to maximize their profit through their capability and business knowhow, marketing expertise, brand impact, business goodwill and advanced management skills. ☐



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The Rise and Rise of the State-owned Enterprise (SOE)

By Joanne Wood
Chairman, Capital Eight

In an effort to boost economic growth, on 16 March 2009, China's Ministry of Commerce (MOC) announced that it will make it easier for domestic companies to invest overseas by simplifying the approval process for outbound investment. Effective 1 May 2009, approvals will mainly be handled by local authorities rather than at the state level. Going forward, the state MOC will only review large or sensitive investment projects particularly in areas such as energy and mining and where investment is greater than 100 million USD. Such a review must take place within 30 business days of receipt of application provided that documentation is in order. The provincial level MOC will now be responsible for approvals of outbound investment projects with amounts of between 10 million and 100 million USD and the review must be completed within 20 business days of receipt of documentation seeking approval.

This new regulation comes at a time when the Chinese government is issuing almost regular amendments to investment laws that relate to outbound M&A by Chinese companies. In early December 2008, new measures were issued by China's Banking Regulatory Commission that permit the largest domestic banks to facilitate Chinese companies with the financing of their

acquisitions by extending credit and loans specifically for the purpose of undertaking M&A.

Among other things, the rules specify that:

- the loan shall not exceed 50% of the total acquisition price,
- a loan to a single borrower shall not exceed 5% of the bank's net core capital,
- the term of an M&A loan shall not exceed 5 years, and
- the borrower must provide adequate security for the loan such as a pledge over shares or assets, or third-party guarantees.

The rules give Chinese commercial banks unprecedented freedom to make loans to fund the transaction price of M&A transactions; a flurry of loan agreements totaling in excess of 5.8 billion USD had been signed by mid-March between major state banks

and major SOEs or equity transaction markets that support domestic sales of state-owned assets. Earlier banking regulations promulgated in the mid 1990s had previously prohibited bank loans being used to fund equity investments, and companies were restricted to capital raisings based on retained profit or stock or bond issuance. The call from regulators to strengthen financing support for M&A transactions reflects a new level of government support for the policy of Chinese SOEs acquiring foreign assets as the prices of such assets become more attractive.

Chinese companies are responding aggressively and rapidly to the government's encouragement. Two rounds of Chinese business delegations led by the MOC have visited various European countries in the last 6 months to seek further investment and economic cooperation. The most recent delegation visited

in February, composed of more than 20 top Chinese companies, several national trade associations and government officials tasked with exploring opportunities in industries such as automobile, machinery, textile, food, electronics, and energy-saving technologies.

The travel is not just limited to industry either. China announced plans to invest a further





2 billion USD into its African investment fund, the China-African Development Fund, which posted an initial investment of 400 million USD on its launch in 2006. The Fund expects to have spent most of its initial capital of 1 billion USD by the end of 2009, as much as 2 years ahead of schedule largely due to China snapping up opportunities when western investment retreated from the region.

Nor is the activity restricted to industry sector investments. China's involvement in agriculture in Africa and Latin America is also on the rise. China imports 44% of the world's soybeans, 35% of cotton, 20% of palm oil and 2.5% of rice. Although the government maintains a policy of self-sufficiency in grain supplies, the increasing pressure on limited access to arable land on the Mainland has resulted in a search for external supplies to offset potential future shortfalls, echoing a similar and ongoing drive to seek strategic mineral resources that began in the 1990s. In addition to the establishment of agricultural training centers sited cross-continent that were announced under the auspices of the Forum for China-Africa Co-operation in 2006 aimed at raising Africa's agricultural productivity, Beijing has also devised financial incentives aimed at encouraging Chinese enterprises to invest in overseas agricultural ventures.

The state sector continues to be the main actor in restructuring activities and M&A. Whilst economic slowdown might be bankrupting or paralyzing private firms, SOEs continue to benefit from government regulations. Much of current M&A activity can be construed as a push to facilitate long-overdue consolidation across a range of Chinese industries which is in line with announcements made by the State Asset Supervision Administration Commission (SASAC) back in 2006; SASAC identified key indus-



tries strategic to the state and encouraged consolidation in these sectors to create 'Champions of Industry' able to compete on an international level with their global industry peers. Defence, energy, petrochemicals, telecommunications, coal and aviation will receive support as state monopolies. Machinery, automobiles, electronics, construction, steel and non-ferrous metals are among those industries in which China plans a dominant role.

In 2008, M&A volume involving Chinese companies increased by 44% year on year to 159.6 billion USD. In 2009, a combination of active bank financing and a strong consolidation policy fueled a recent spate of M&A, most notably in investments in Australia's natural resources sector. This continues into 2010 with Australia's Foreign Investment Review Board giving approval to Shell and Petro-China's combined 3.3 billion USD bid for Arrow Energy. Australia had already approved investments by private entities such as Hunan Valin Iron & Steel Group's acquisition of a 17.6% stake in Fortescue Metals Group for 893 million USD and China Minmet-

als' revised bid of 850 million USD (down from 1.8 billion USD) for Oz Minerals Ltd.

In fairness, it should also be clarified that SOE conglomerates are not the only beneficiaries of the current opportunity to buy cheap assets with easy financing, and it isn't all focused on international expansion strategies. Baosteel, China's largest iron and steel player and one of China's largest companies, acquired 2 smaller provincial SOE competitors, Ningbo Steel and Baotou Steel, in March. The government is also encouraging financially stable SOEs to consider acquiring smaller private players within the domestic industry. Baosteel is currently talking to private steel companies such as China's largest steel producer after Baosteel, Shagang, which has encountered difficulties in the wake of the global financial crisis.

The automotive sector is another example of domestic and international strategic expansion through M&A running in tandem. For example, Beijing West Industries is an SOE JV specifically established between the Beijing Municipal Government, Cap-

ital Iron & Steel Group and Tempo Industries to acquire the suspension and brake businesses of US auto parts manufacturer Delphi Corporation, which has been under bankruptcy protection since 2005. Meanwhile, Geely Automobile Holdings, China's largest private automobile manufacturer, has reportedly agreed to acquire Australia's Drivetrain Systems International, the world's second-largest independent auto transmission supplier. Underlining both state and private offshore M&A activities is the government's explicit domestic M&A plans for the auto industry: it has publicly stated in 2009 that it wants to see the largest SOE auto groups buy up smaller rivals, some of them privately owned. The plan is to consolidate the auto sector from 14 manufacturers to 10.

It appears that China is pursuing intense, unprecedented nationalization and globalization activity. Large SOEs traditionally dominated the Chinese economy. The difference this time around, however, may be the missions with which the State Council has tasked the SOEs, i.e. to secure natural resources abroad in the national strategic interest but at the same time, very importantly, sustain employment through M&A consolidation at home in order to support the domestic economy. 



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Alan SL Chiang
Head of Residential
China DTZ

Residential Property Update

In Mid-April, the State Council rolled out a series of austerity measures, their toughest in history, to curb the red-hot property market. The new policies include a 30% down payment requirement for first time buyers of homes larger than 90sqm; a 50% down payment and loading on mortgage interest rate for second home purchases; and, most significantly, a temporary ban on third or above home mortgages and cross-city purchases. First-time buyers have also been strictly defined on a family basis. Local governments followed suit by announcing similar policies. Qingdao did so first, followed by Beijing and Shenzhen.

New measures include a temporary ban on third or more home mortgages.

China's economic indicators remain strong in Q1 2010: GDP up 11.9%, CPI up 2.2%, M2 up 24.6% (YoY), and personal mortgage loans up 123% (QoQ) to 219.3 billion CNY. Major commercial banks' reserve ratio was increased by 0.5% to 17% from 10 May 2010, the reserve hike this year.

The new round of austerity measures created a turning point in the market, but the effect on sales volume was delayed until end of April. Due to overwhelming sales in first half of the month, overall new homes sales in Tier-1 cities increased by 14% (MoM), though down 49% against last year's figure. New homes sales in Tier-2 cities have increased by 29% (MoM), down 3% on YoY basis. DTZ expects a slow May and June in terms of transaction volume.

Residential Transactions through April

City	Sales volume in Apr 2010 (MoM)	Monthly average sales volume Jan-Apr 2010 (against 2006-2009 monthly average)	Price change for Apr 2010	
			MoM	Vs. last peak
Tier-1 Cities	▲14%	▼41%	▲10%	▲35.1%
Beijing	▲22%	▼37%	▲6.6%	▲63%
Shanghai	▲20%	▼55%	▲13.7%	▲35%
Shenzhen	▲12%	▼46%	▲0.7%	▲18.5%
Guangzhou	▼3%	▼11%	▲0.1%	▼1.1%
Tier-2 Cities	▲29%	▼10%	▲6.5%	▲38.6%
Tianjin	▲22%	▼11%	▲2.3%	▲22.5%
Shenyang	▲58%	▼26%	▲14.8%	▲22.3%
Chengdu	▲29%	▼32%	▲19.4%	▲46.1%
Wuhan	▲31%	▼0.2%	▲3.4%	▲6.6%
Xiamen	▲9%	▲5%	▲9.4%	▲10.7%
Changsha	▲18%	▲31%	▲6.0%	▲19.3%

New home prices in Tier-1 and Tier-2 cities increased by 10% and 6.5% (MoM), respectively, in April. Toward the end of April, the market witnessed greater discounts for cash buys as well as other promotional discounts across the board. Furthermore, a large-scale publicly listed developer's strategy to reduce its price for some 40 schemes across the nation by 15% in early May is expected to initiate a trend of price correction in the market.

According to DTZ's survey on sales in the four Tier-1 cities for April, the proportion of luxury unit transactions rose to almost 70%, up 4.8% (MoM).

Learning from the experiences of 2008, it is expected that developers will adjust to the latest market conditions and revise their strategies promptly and efficiently to maintain a healthy cash flow and profit.



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- Basic knowledge of **Chinese language and culture** are a plus

If interested, please email your resume and writing samples to editor@businesstianjin.com



Simon Mair,
Project Manager,
China IPR SME
Helpdesk

Intellectual Property Rights, an introduction

The principle issues surrounding intellectual property rights (IPR) development, protection and enforcement are essential to all aspects of your business. Your IPR strategy should be considered one of the main pillars of your business, not unlike your business strategy or HR strategy. A strong IPR strategy and proactive preparation not only helps to prevent IPR-related issues but may also result in increased revenue as well as more effective and quick enforcement in the case of an infringement.

What is IPR?

Intellectual property rights are legally enforceable rights over the use of inventions or other creative works. They confer a right to exclude others from their use. Securing your IPR will help you to prevent and enforce

against infringers profiting from your innovation or brand by passing it off as their own. Intellectual properties fall into the categories of registrable and non-registrable IPR rights. Registrable IP rights are territorial, which means they have to be claimed and asserted in each country individually. Registered IP in another country is not recognised in China; therefore, it is strongly recommended that you register your IP assets in China before entering the market.

The best way to prevent IPR-related issues is to use a layered, holistic IPR protection strategy, which includes protection both by registration of your registrable rights and other methods such as contractual protection (confidentiality agreements, IP protection clauses in employee agreements) and internal





security measures (limited access to certain work areas, etc.).

The main types of IP rights are:

1. Copyrights

Copyright protection is provided for written, oral, musical, dramatic, choreographic, artistic, architectural, photographic, cinematographic,

audio-visual, graphic works and computer software. While you do not need to register your copyright for protection, you may voluntarily register to prove ownership in China.

2. Trademarks

A trademark is a sign that serves the specific and primary purpose of identifying the goods or services of a

producer, thus allowing the consumers to distinguish goods or services of one producer from those of another. You can register either by filing an application directly at the China Trademark Office (domestic application) or by filing an application at the World Intellectual Property Organisation (international application). If you are making an international application, your trademark may have to be registered in your home country before requesting the extension of the trademark to China. For more information, please contact the EUCCC Helpdesk.

3. Patents

A patent is a set of exclusive rights granted to the inventor of a technical solution of a product for a limited amount of time. There are three different types of patents in China: (1) invention patents, which are granted for innovations in the field of technology that are new and inventive over the prior art, (2) utility models, which are granted for a new shape and/or structure of an object, and (3) design patents, which are granted for the original shape, pattern, colour, or a combination thereof, of an object. Foreign companies without a registered office in China must file a patent or trademark application with the help of a local patent or trademark attorney.

An effective IPR strategy is essential to the development and success of businesses everywhere, including China. It is best to prevent IPR issues before they arise by carefully guarding and registering your IP assets before entering any new markets.

Case study: trademark registered by a competitor

Background

In 2009, an Italian SME in the ceramics industry discovered that its trademark had been filed in China

by a Chinese company and a Chinese individual. The SME contacted the EUCCC Helpdesk and asked for advice on how to address this issue.

Action Taken

The Helpdesk suggested the SME search through the online trademark search engine of the China Trademark Office (CTMO) to learn more details about the filing. Through this action, the SME learned that the two filings included the same name and a near identical graphic design as the Italian company's trademark. The Helpdesk then informed the SME that it could file an opposition against the trademark, as the filing date was recent and therefore still within the trademark opposition window.

The Helpdesk recommended a strategy for trademark opposition action which the SME successfully implemented to negate the filing.

If you do not register your IP assets, Chinese competitors can and often will register your rights in China.

Lessons Learned

- China is a first-to-file jurisdiction. If you do not register your IP assets (i.e., trademarks, patents, design, domain names), Chinese competitors can and often will register your rights in China, leading to the possibility of you buying back your own trademark or facing legal action or even seizure. **Preventative registration is essential**

to any IPR strategy and strongly recommended before entering the China market.

- In this particular case, the Italian SME became aware of IPR infringements through the careful monitoring of competitor registration activities and immediately took action to protect its rights. If the SME discovered the infringement after the trademark opposition window had closed, it would have had to proceed with trademark invalidation procedure

or buy back the trademark from the infringer, which are longer and more expensive processes. **Monitoring and defensive action will often prove much quicker and more effective than enforcement proceedings.** ☒

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

The Dos and Don'ts of IPR Strategy

DO:

- **Identify and prioritise your key IP assets.** Know which ones are important for your business and how you can effectively protect them.
- **Register your IP before entering the Chinese market.** You can deal with infringement more efficiently if you already have protection in the territory.
- **Consider putting into place protective measures for your know-how and other unregistrable and registrable rights,** such as:
 - **Signing agreements with business partners** which include IPR protection, clearly defining the ownership and transferability of IP.
 - **Signing non-disclosure agreements with business partners and employees** to safeguard your IPR and business secrets.

DON'T:

- **Presume that your IPR is automatically protected in China** if you already have registrations in other countries.
- **Assume that IPR is only confined to products.** Brochures, websites and other promotional materials can be infringed as well.
- **Presume that because the time to get a trademark granted in China is very long (24-36 months), it means that there is no real use to apply for a trademark in China.** China uses the first-to-file system (as opposed to the first-to-use), which means that the party who files an application first is the one most likely to become the owner of the trademark. Awareness of these issues is paramount when devising an entry strategy to the China market.
- **Rely on others to register your IPR for you.** Don't leave this to your sourcing partner or manufacturer; do it yourself with the help of a China-experienced IPR lawyer.

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Shanghai Expo

“Better City, Better Life”

As part from the Olympics and the football World Cup, Expos are the most visited international event, and Shanghai has pulled out all the stops to make it the biggest and best Expo the world has ever seen. No doubt there's a one-upmanship with Beijing, but the figures are incredible. Nearly 200 countries and more than 50 international organizations have registered to participate in the Shanghai World Expo, the largest ever. China expects to receive almost 100 foreign leaders and more than 70 million visitors are expected to visit the Expo. More than 280 billion CNY was spent in clearing and preparing the Nanpu Bridge-Lupu Bridge area, moving 18,000 families and 270 factories.

The main building, the Expo Axis, has the world's largest membrane roof, which spans the entrance and boulevard building. The combination of the membrane structure – a span of 100m and surface area of 65,000m² – and six 45-meter steel-glass funnel columns constitutes the landmark, as much as the Crystal Palace commemorated the 1851 London Expo. There are five theme pavilions and dozens of national ones. The themed pavilions take on one aspect of modern city life and urban development each, namely Urban Footprints, Urban Planet, Urban Dwellers, Urban Beings and Urban Dreams. Some of these are located in a central exhibition building which covers an area of 11.5 hectares – the largest structure of its kind in the history of world expositions.

National pavilions are no less impressive. The UK pavilion is built with 60,000 translucent acrylic rods that produce effects when the wind blows. It has been called the “Seed Cathedral” and nicknamed “the dandelion”. The Pakistan pavilion, themed around harmony in diversity, has been voted one of the five most imaginative themes which engage well with the overall theme of

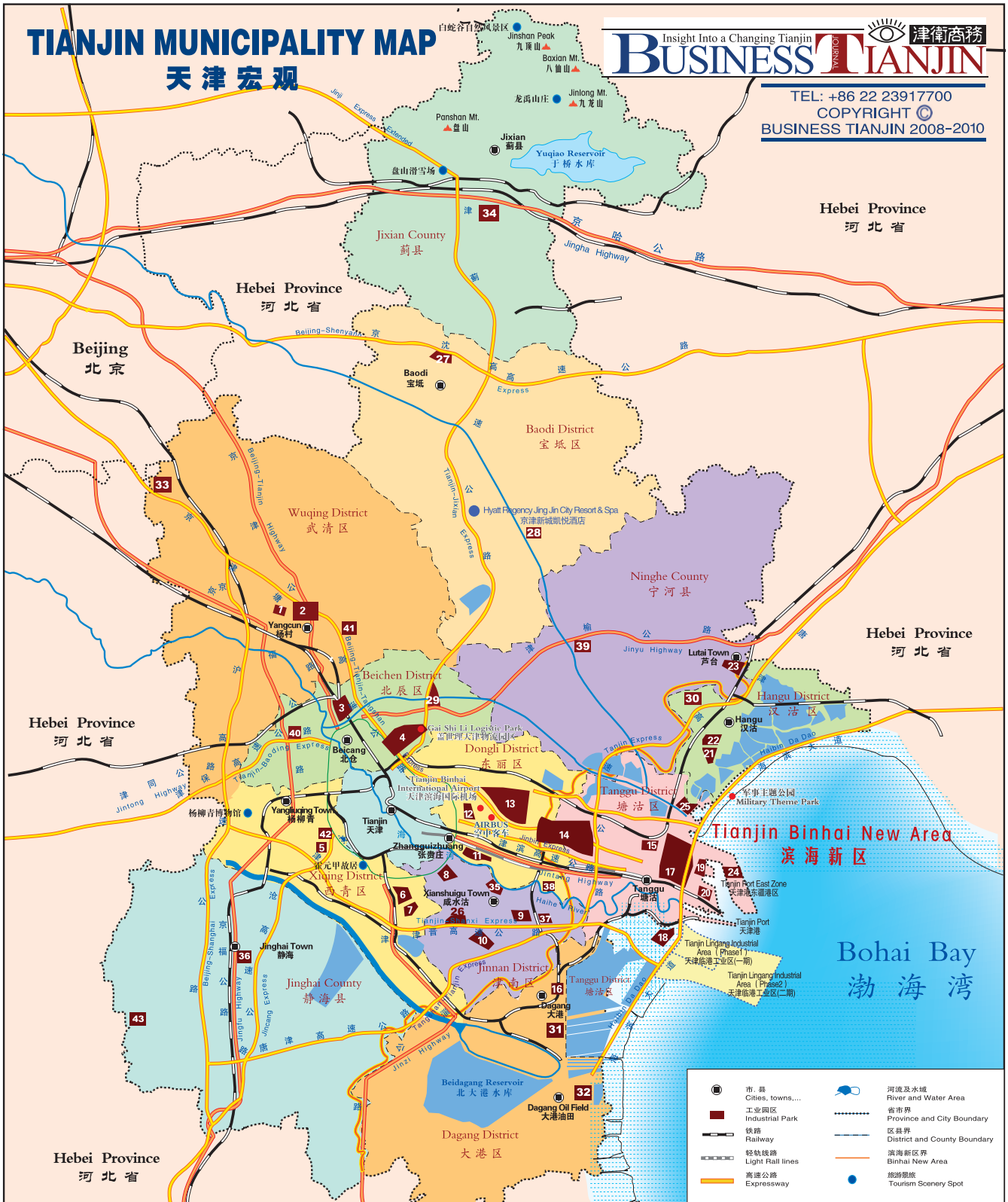
the Expo. It displays various facets of urban living in the country in terms of the tradition, culture, modernity and history. Unlike the common trend of futuristic concepts, the pavilion takes a realistic, historical view of its theme. The United Arab Emirates pavilion, created by renowned British architect Lord Norman Foster, was designed to resemble a sand dune. The building, constructed of gold-colored glass, is curved to imitate the natural formations of the leeward and windward sides of the sand dunes found in the U.A.E. Foster's design also calls attention to the country's traditional Bedouin culture. The US Pavilion, meanwhile, is a gray steel structure designed to resemble an eagle with wings outstretched to welcome visitors. Australia's three-story, ochre-red pavilion attests to the importance of its relationship with China, its largest trading partner. The facade of the structure is composed of weathered steel, which has oxidized red in the months leading to the Expo's opening.

Visitors can enjoy a great wealth of exhibitions and cultural displays. Tianjin, for instance, held a week-long culture show, beginning with a display of many of her folk arts. Activities included painting Yangliuqing New Year pictures and making Clay Figurine Zhang, two of the more than 100-year-old traditional folk arts of the city. Visitors could make their own Yangliuqing paintings and clay figurines with the help of artists. There are also demonstrations of kite making and paper-cutting, while Pingju Opera, Jingdong Drum Song, traditional acrobatics and martial arts will also be performed. Other provinces hosting culture weeks this month include Hebei, Shanxi, Liaoning provinces and Inner Mongolia Autonomous Region. But of course China is not the only country doing so! Ireland, for example, performs a “dance, music and visual art dialogue”, while Spain presents a flamenco dance of vibrant colour and energy.

With 400,000 visitors consuming 547 tonnes of food each day of the Expo, Shanghai's is sure to remain in the memory as one of the biggest and best the world has ever seen. It marks yet another remarkable step in China's entrance on the world stage. ☐



Tianjin Industrial Parks & Economic Development Areas



List of Tianjin Industrial Parks & Economic Development Areas

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



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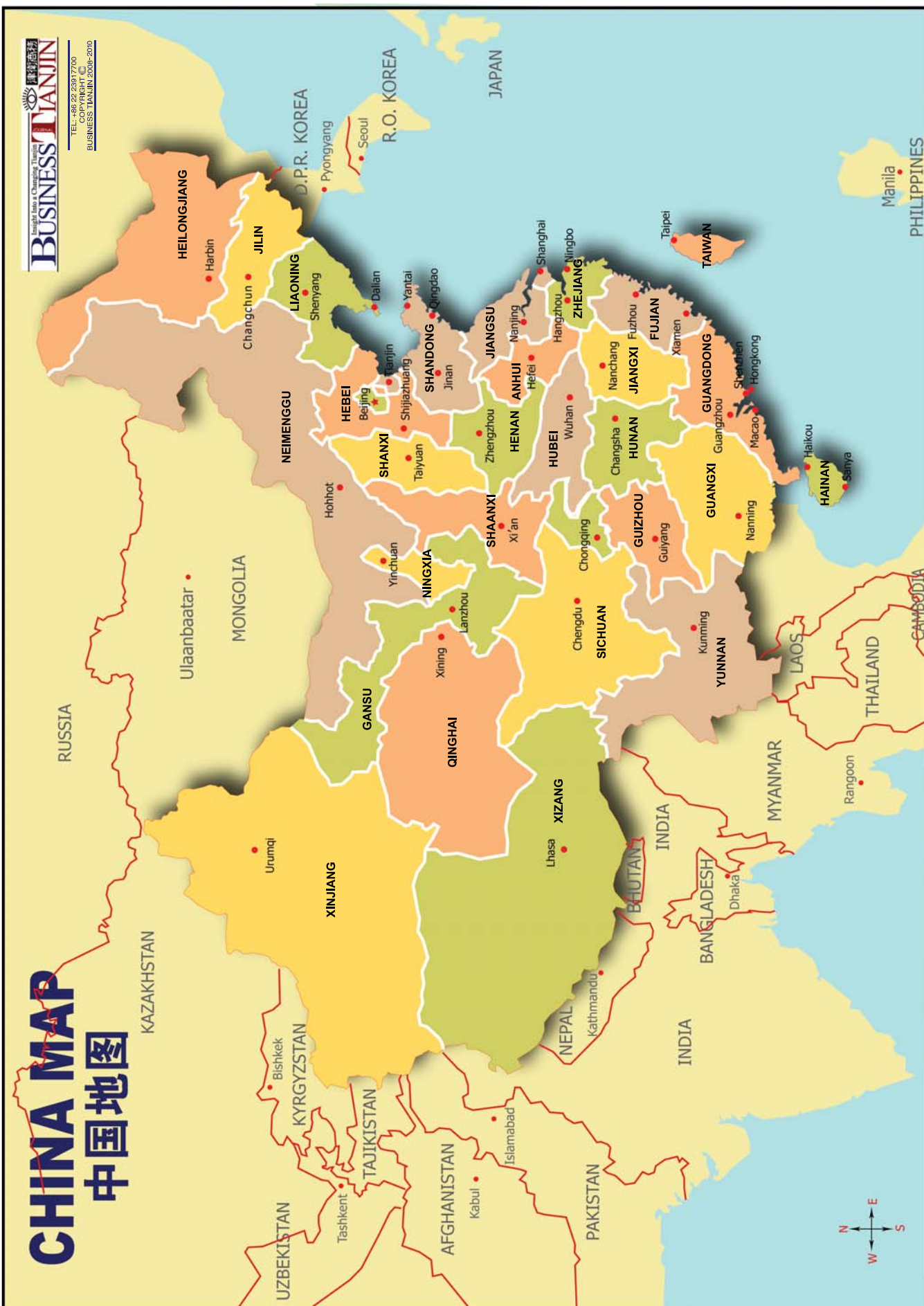
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CHINA MAP 中国地图

Business Map & Chamber of Commerce
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DOMESTIC FLIGHTS

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

From Tianjin

DEST	DEP	ARR	Flight No	Days
Changchun	10:55	12:30	GS6571/HU6571	.2.4.6.
Changsha	08:05	10:15	CA1467	1234567
Chengdu	13:00	15:30	8L9976	1234567
Chifeng	14:20	15:15	MU2135	1234567
Chongqing	11:20	13:40	HU6238/PN6238	1234567
Dalian	11:40	12:30	GS7579/HU7579	1234567
Fuzhou	08:30	12:15	MF8138	1234567
Guangzhou	13:30	16:20	HU7201	1234567
Guilin	18:00	20:40	BK2819	.2...6.
Guiyang	08:10	12:15	GS7465/HU7465	1234567
Haikou	09:00	13:30	GS7561/HU7561	1234567
Hangzhou	13:40	15:30	MF8377	1234567
Harbin	07:00	08:50	BK2821	1.3.5.7
Hefei	07:05	08:30	BK2847	.2.4.6.
Huhhot	09:35	10:45	CA4717/SC4717	1234567
Jinjiang	07:00	10:40	BK2857	123456.
Kunming	13:00	17:30	8L9976	1234567
Nanjing	14:55	16:30	FM9291	123.567
Nanning	13:40	18:35	MF8377	1234567
Nantong	13:40	15:10	ZH9730	1..4.6.
Ningbo	09:30	11:30	GS6603/HU6603	1234567
Qingdao	08:20	09:10	GS7575/HU7575	1234567
Sanya	17:15	20:50	MU9159/FM9159	1234567
Shanghai	08:15	10:05	GS7205/HU7205	1234567
Shenyang	11:05	12:20	3U8861	1234567
Shenzhen	16:30	19:25	ZH9936	1234567
Taiyuan	11:30	12:30	GS6601/HU6601	1234567
Urumqi	15:45	21:10	CZ6928	.23.5.7
Wuhan	08:00	10:00	GS6695/HU6695	1234567
Xiamen	14:30	17:05	MF855	1234567
Xi'an	08:10	09:45	GS7465/HU7465	1234567
Yantai	08:20	09:20	GS7422/HU7422	1234567
Yinchuan	18:45	20:15	CZ6457	1.34.6.
Yuncheng	07:50	09:10	GS6677/HU6677	1234567
Zhang Jia Jie	18:30	20:40	BK2813	1.345.7
Zhengzhou	12:05	13:25	MF8156	1.34.6.
Zhuhai	16:00	18:45	BK2831	.23456.

To Tianjin

ORIGIN	DEP	ARR	Flights No	Days
Changchun	13:10	14:55	GS6572/HU6572	.2.4.6.
Changsha	21:30	23:30	BK2812	1.3.5..
Chengdu	09:35	11:55	8L9975	1234567
Chifeng	16:05	17:15	MU2136	1234567
Chongqing	08:10	10:30	HU6237/PN6237	1234567
Dalian	20:20	21:10	GS7580/HU7580	1234567
Fuzhou	09:00	13:00	MF8137	1234567
Guangzhou	08:25	11:15	CZ3133	1234567
Guilin	21:30	00:05(+1)	BK2820	.2...6.
Guiyang	13:10	17:10	GS7466/HU7466	1234567
Haikou	17:40	22:00	GS7562/HU7562	1234567
Hangzhou	22:00	23:50	MF8378	1234567
Harbin	09:30	11:25	BK2822	1.3.5.7
Hefei	15:50	17:20	BK2848	.2...6.
Huhhot	11:20	12:25	CA4718/SC4718	1234567
Jinjiang	11:25	15:20	BK2858	1.3.5..
Kunming	07:35	11:55	8L9975	1234567
Nanjing	21:55	23:20	FM9292	.234567
Nanning	19:15	23:50	MF8378	1234567
Nantong	11:20	12:55	ZH9729	1..4.6.
Ningbo	12:10	14:10	GS6604/HU6604	1234567
Qingdao	09:50	10:45	GS7576/HU7576	1234567
Sanya	21:50	01:15(+1)	FM9160	1234567
Shanghai	10:55	12:45	GS7206/HU7206	1234567
Shenyang	13:05	14:25	3U8862	1234567
Shenzhen	12:50	15:50	ZH9935	1234567
Taiyuan	15:45	16:45	GS6602/HU6602	1234567
Urumqi	09:35	15:00	CZ6927	.23.5.7
Wuhan	20:05	21:45	GS6696/HU6696	1234567
Xiamen	13:45	16:15	MF856	1234567
Xi'an	15:40	17:10	GS7466/HU7466	1234567
Yantai	19:20	20:20	GS6602/HU6602	1234567
Yinchuan	21:40	23:05	CZ6458	1.34.6.
Yuncheng	14:35	16:05	GS6678/HU6678	1234567
Zhang Jia Jie	21:30	23:40	BK2814	1.345.7
Zhengzhou	09:55	11:15	MF8155	1.34.6.
Zhuhai	23:05	01:50(+1)	BK2832	.23456.

Airline Code

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

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

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

VD Kunpeng Airlines
ZH Shenzhen Airlines



INTERNATIONAL FLIGHTS

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

From Beijing

DEST	DEP	ARR	Flight No	Days
Addis Ababa	21:30	06:45(+1)	ET605	1234567
Amsterdam	11:05	15:15	KL0898	1234567
Bangkok	17:05	21:15	TG615	1234567
Brussels	01:20	17:30	HU491	.2.4.67
Delhi	20:50	01:40(+1)	CA947	1.3..6.
Dubai	23:55	04:15(+1)	EK307	1234567
Frankfurt	10:30	14:30	LH721	1234567
Hanoi	15:45	18:20	VN901	.23.567
Helsinki	10:55	14:25	AY052	1234567
Hong Kong	10:00	13:35	CX347	1234567
Istanbul	23:55	05:30(+1)	TK021	123.56.
Kuala Lumpur	16:25	22:40	CA971	1.3..6.
London	11:15	15:10	BA0038	12.4567
Los Angeles	21:00	18:00	CA983	1234567
Madrid	00:05	06:35	CA907	.2.4.67
New York	13:00	14:20	CA981	1234567
Osaka	13:50	17:45	JL886	1234567
Paris	12:50	17:30	AF125	1234567
San Francisco	16:00	12:40	CA985	1234567
	11:50	14:55	KE852	1234567
Seoul*	13:50	16:50	KE856	1.3.5.7
	21:15	00:10(+1)	KE854	1234567
Singapore	00:45	07:00	SQ801	1234567
Sydney	16:20	06:20(+1)	CA173	1.3.5..
Tel Aviv	22:00	03:55(+1)	LY096	.2.4..7
Tokyo	15:55	20:15	JL024	1234567
Ulaanbaatar	08:30	10:50	CA901	123456.
Vancouver	15:50	11:50	CA991	1234567

To Beijing

ORIGIN	DEP	ARR	Flight No	Days
Addis Ababa	00:30	20:00	ET604	1234567
Amsterdam	17:35	08:55(+1)	KL0897	1234567
Bangkok	10:10	15:50	TG614	1234567
Brussels	13:50	05:10(+1)	HU492	.2.4.67
Delhi	03:15	12:25	CA948	.2.4..7
Dubai	03:55	15:10	EK306	1234567
Frankfurt	17:20	08:30(+1)	LH720	1234567
Hanoi	10:10	14:45	VN900	.2...67
Helsinki	18:05	06:55(+1)	AY051	1234567
Hong Kong	17:00	20:20	CX312	1234567
Istanbul	23:45	14:00(+1)	TK020	12.45.7
Kuala Lumpur	23:40	06:00(+1)	CA972	1.3..6.
London	16:35	09:30(+1)	BA0039	1.3.567
Los Angeles	01:40	05:20(+1)	CA984	1234567
Madrid	11:35	05:10(+1)	CA908	1...5..
New York	16:50	18:20(+1)	CA982	1234567
Osaka	09:50	12:20	JL885	1234567
Paris	19:00	10:50(+1)	AF126	1234567
San Francisco	14:50	17:55(+1)	CA986	1234567
	09:30	10:35	KE851	1234567
Seoul*	11:35	12:40	KE855	1.3.5.7
	19:00	20:05	KE853	1234567
Singapore	08:45	14:55	SQ802	1234567
Sydney	20:00	05:50(+1)	CA174	.2.4.6.
Tel Aviv	22:55	13:30(+1)	LY095	1.3..6.
Tokyo	09:30	12:35	JL023	1234567
Ulaanbaatar	11:50	14:00	CA902	123456.
Vancouver	13:50	16:15(+1)	CA992	1234567

From Tianjin

DEST	DEP	ARR	Flight No	Days
Hong Kong	08:30	11:50	KA1103	1234567
	12:15	15:05	KE806	1234567
Seoul*	18:55	21:40	KE864	1234.67
Nagoya	13:00	16:50	JL840	1234567
Kuala Lumpur	15:50	22:15	D7 2613	1.3.5.7

To Tianjin

ORIGIN	DEP	ARR	Flight No	Days
Hong Kong	12:50	16:00	KA1104	1234567
	09:30	10:20	KE805	1234567
Seoul*	17:05	17:55	KE863	1234.67
Nagoya	09:40	11:50	JL841	1234567
Kuala Lumpur	08:30	14:35	D7 2612	1.3.5.7

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

Airline Code

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

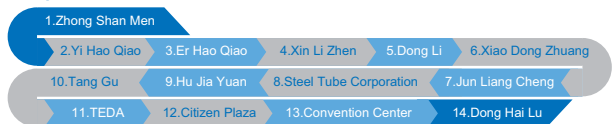
TRAINS

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

LIGHT RAIL

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

Stops:



TIANJIN-BEIJING AIRPORT Shuttle Bus
¥70 one way

Tianjin - Beijing Airport Terminals 2/3
04:00-18:00, runs every 45 minutes
Tian Huan Distance Bus Passenger Station
The junction of Hongqi Lu and Anshan Xi Dao
Tel: +86 1686 8999

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

TEDA-BEIJING AIRPORT SHUTTLE BUS
¥80 one way

TEDA - Beijing Airport Terminals 2/3
06:30-19:30, runs every hour
1st Avenue, TEDA
Tel: +86 22 6620 5188

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

No. 1 Metro Stops: METRO Tianjin

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



BULLET (C) TRAIN

TJ ~ BJ (¥58 - ¥69)			BJ ~ TJ (¥58 - ¥69)		
Train	Tianjin	Beijing	Train	Beijing	Tianjin
C2002	06:25	06:55	C2001	06:35	07:05
C2202	06:40	07:15	C2201	06:45	07:20
C2004	06:55	07:25	C2003	06:55	07:25
C2006	07:10	07:40	C2271	07:20	07:50
C2008	07:30	08:00	C2005	07:30	08:00
C2010	07:40	08:10	C2007	07:45	08:15
C2204	08:05	08:40	C2009	08:00	08:30
C2012	08:20	08:50	C2203	08:10	08:45
C2014	08:35	09:05	C2011	08:45	09:15
C2272	08:51	09:25	C2013	08:55	09:25
C2016	09:20	09:50	C2015	09:15	09:45
C2018	09:30	10:00	C2017	09:30	10:00
C2020	09:55	10:25	C2019	09:40	10:10
C2022	10:05	10:35	C2021	09:50	10:20
C2024	10:25	10:55	C2205	10:10	10:45
C2026	10:35	11:05	C2023	10:25	10:55
C2206	10:50	11:25	C2025	10:55	11:25
C2028	11:00	11:30	C2027	11:30	12:00
C2030	11:15	11:45	C2029	11:40	12:10
C2032	11:35	12:05	C2031	11:50	12:20
C2034	12:00	12:30	C2033	12:00	12:30
C2036	12:25	12:55	C2035	12:15	12:45
C2038	13:15	13:45	C2037	13:00	13:30
C2040	13:25	13:55	C2039	13:15	13:45
C2208	13:35	14:10	C2041	13:40	14:10
C2042	13:50	14:20	C2043	14:00	14:30
C2044	14:00	14:30	C2045	14:10	14:40
C2046	14:20	14:50	C2047	14:45	15:15
C2048	14:45	15:15	C2049	14:55	15:25
C2050	15:05	15:35	C2207	15:05	15:40
C2052	15:20	15:50	C2051	15:20	15:50
C2054	15:30	16:00	C2053	15:30	16:00
C2056	15:45	16:15	C2055	15:40	16:10
C2058	15:55	16:25	C2057	15:55	16:25
C2210	16:15	16:50	C2059	16:20	16:50
C2060	16:30	17:00	C2061	16:30	17:00
C2062	16:40	17:10	C2209	16:40	17:15
C2064	16:50	17:20	C2063	17:20	17:50
C2066	17:15	17:45	C2065	17:30	18:00
C2068	17:40	18:10	C2067	17:40	18:10
C2070	17:50	18:20	C2069	17:50	18:20
C2072	18:15	18:45	C2071	18:05	18:35
C2074	18:25	18:55	C2073	18:25	18:55
C2076	18:50	19:20	C2075	19:00	19:30
C2078	19:00	19:30	C2077	19:15	19:45
C2080	19:10	19:40	C2211	19:40	20:15
C2082	19:20	19:50	C2079	19:55	20:25
C2084	19:50	20:20	C2081	20:05	20:35
C2086	20:05	20:35	C2281	20:25	20:55
C2088	20:35	21:05	C2083	20:15	20:45
C2090	21:00	21:30	C2085	20:55	21:25
C2212	21:15	21:50	C2087	21:25	21:55
C2092	21:40	22:10	C2089	21:55	22:25
C2282	22:05	22:35	C2091	22:25	22:55
C2094	22:45	23:15	C2093	23:00	23:30

TG ~ BJ (¥70-¥118)

Train	Tanggu	Beijing
C2272	08:29	09:25
C2274	12:14	13:10
C2276	13:44	14:40
C2278	18:14	19:10
C2280	19:59	20:55

BJ ~ TG (¥70-¥118)

Train	Beijing	Tanggu
C2271	07:20	08:14
C2273	10:45	11:39
C2275	12:35	13:29
C2277	16:55	17:49
C2279	18:50	19:44

Wuqing ~ BJ

Train	Wuqing	Beijing
C2202	06:51	07:15
C2204	08:16	08:40
C2206	11:01	11:25
C2208	13:46	14:10
C2210	16:26	16:50
C2212	21:26	21:50

BJ ~ Wuqing

Train	Beijing	Wuqing
C2201	06:45	07:05
C2203	08:10	08:30
C2205	10:10	10:30
C2207	15:05	15:25
C2209	16:40	17:00
C2211	19:40	20:00

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

LOW CARBON LIFESTYLE

VOLUME 30

Avoiding climate change is going to take the combined efforts of everyone on Earth.

防止(1) | 气候变化(2) | 需要 | 地球(3)上的 | 每个人(4)的 | 共同努力(5)。
fángzhǐ | qìhòu biànhuà | xūyào | dìqiú shàng de | měigèrén de | gòngtóng nǔlì.

The average household carbon footprint in China is 2.41 tons of carbon dioxide annually.

在中国, | 平均(6) | 每户(7) | 每年的(8) | 碳排放量(9) | 是2.41吨 | 二氧化碳(10)。
zài zhōngguó, | píngjūn | měihù | měinián de | tàn páifāngliàng | shì 2.41 dùn | èryǎng huàtàn.

Here are some methods to reduce carbon emissions:

以下是 | 减少(11) | 碳排放量的 | 方法(12):
yíxià shì | jiǎnshǎo | tàn páifāngliàng de | fāngfǎ.

Choose one day a week to not eat meat.

每周(13) | 有一天(14) | 吃素(15)。
měizhōu | yǒuyītiān | chī sù.

Only buy the amount of food you need. Ask to take leftovers home from restaurants, but remember to bring your own container to avoid using a disposable carton.

只买 | 适量的 | 食物(16)。 | 在餐厅 | 吃饭, | 如有剩饭(17) | 一定要 | 打包(18)。 | 但切记(19) | 要用
zhǐ mǎi | shìliàng de | shíwù. | zài cāntīng | chīfàn, | rúyǒu shèngfàn | yīdìng yào | dǎbāo. | dàn qièjì | yào yòng

自己的 | 饭盒(20), | 避免 | 用 | 一次性(21) | 饭盒。
zìjǐ de | fàn hé, | bìmiǎn | yòng | yí cì xìng | fàn hé.

Buy fresh instead of frozen foods.

购买 | 新鲜(22) | 而非(23) | 冷冻的 | 食品(24)。
gòumǎi | xīnxiān | ér fēi | lěngdòng de | shípǐn.

Find places to recycle electronic appliances and batteries.

确保(25) | 能找到(26) | 回收 | 电器(27)、 | 电池(28) | 的地方。
quèbǎo | néng zhǎodào | huíshōu | diànjī, | diànchí | de dìfāng.

Use efficient light bulbs to save energy.

使用 | 节能灯泡(29) | 节省能源(30)。
shǐyòng | jié néng dēngpào | jié shěng néngyuán.

Switch off all appliances when not using them, including lights.

不使用时(31), | 关掉(32) | 所有 | 电器, | 包括灯(33)。
bùshǐyòngshí, | guāndiào | suǒyǒu | diànjī, | bāokuò dēng.

Take showers rather than baths, and reduce your shower time by two minutes.

使用 | 淋浴(34) | 而非 | 浴缸(35)。 | 缩短 | 两分钟 | 洗澡时间(36)。
shǐyòng | lín yù | ér fēi | yù gāng. | suō duǎn | liǎng fēn zhōng | xǐ zǎo shí jiān.

Only print documents when necessary, print double-sided and reduce the margins.

只打印 | 必要的 | 文件(37), | 纸张 | 两面打印(38), | 减少 | 页边 | 空白(39)。
zhǐ dǎyìn | bìyào de | wénjiàn(37), | zhǐzhāng | liǎngmiàn dǎyìn(38), | jiǎnshǎo | yèbiān | kòngbái(39).

Use recycled shopping bags.

使用 | 可循环的(40) | 购物袋(41)。
shǐyòng | kě xún huán de | gòu wù dài.

Reduce driving times. Even better, walk, cycle or take a bus.

减少 | 开车 | 次数(42)。 | 尽可能 | 步行(43) | 骑车(44) | 以及 | 乘坐(45) | 公共汽车。
jiǎnshǎo | kāichē | cìshù. | jìn kěnéng | bùxíng, | qíchē | yǐjí | chéngzuò | gōnggòng qìchē.

Reduce the number of flights taken annually.

每年 | 减少 | 乘坐 | 飞机 | 的次数。
 měinián | jiǎnshǎo | chéngzuò | fēijī | de cìshù.

- | | | |
|-------------|--------------------------|---------------------------------|
| (1) 防止 | fángzhǐ | avoiding |
| (2) 气候变化 | qìhòu biànhuà | climate change |
| (3) 地球 | dìqiú | on the earth |
| (4) 每个人 | měigèrén | everyone |
| (5) 共同努力 | gòngtóng nǔlì | combined efforts |
| (6) 平均 | píngjūn | average |
| (7) 每户 | měihù | household |
| (8) 每年的 | měinián | de annually |
| (9) 碳排放量 | tànpáifàngliàng | carbon footprint |
| (10) 二氧化碳 | èryǎng huàtàn | carbon dioxide |
| (11) 减少 | jiǎnshǎo | reduce |
| (12) 方法 | fāngfǎ | methods |
| (13) 每周 | měizhōu | each week |
| (14) 有一天 | yǒuyìtiān | choose one day |
| (15) 吃素 | chīsù | don't eat meat, be a vegetarian |
| (16) 适量的食物 | shìliàng de shíwù | the amount of food you need |
| (17) 剩饭 | shèngfàn | leftover |
| (18) 打包 | dǎbāo | take leftovers home |
| (19) 切记 | qièjì | remember |
| (20) 饭盒 | fǎnhé | to-go box |
| (21) 一次性 | yícíxìng | disposable |
| (22) 新鲜 | xīnxiān | fresh |
| (23) 而非 | érfēi | instead of |
| (24) 冷冻的食品 | lěngdòng de shípǐn | frozen food |
| (25) 确保 | quèbǎo | make sure |
| (26) 找到 | zhǎodào | find/locate |
| (27) 回收电器 | huíshōu diànnqì | recycle electronic appliances |
| (28) 电池 | diànbǐ | batteries |
| (29) 节能灯泡 | jiénéng dēngpào | efficient light bulb |
| (30) 节省能源 | jiéshěng néngyuán | save energy |
| (31) 不使用时 | bùshǐyòngshí | do not use |
| (32) 关掉 | guāndiào | switch off |
| (33) 包括灯 | bāokuò dēng | including lights |
| (34) 淋浴 | línǚ | take a shower |
| (35) 浴缸 | yùgāng | bath |
| (36) 洗澡时间 | xǐzǎo shíjiān | bathing time |
| (37) 必要的文件 | bìyào de wénjiàn | necessary files |
| (38) 纸张两面打印 | zhǐzhāng liǎngmiàn dǎyìn | print double-sided |
| (39) 页边空白 | yèbiān kòngbái | margin |
| (40) 可循环的 | kě xúnhuán de | recycled |
| (41) 购物袋 | gòuwùdài | shopping bags |
| (42) 开车次数 | kāichē cìshù | driving times |
| (43) 步行 | bùxíng | walking |
| (44) 骑车 | qíchē | cycling |
| (45) 乘坐 | chéngzuò | to ride (a vehicle) |

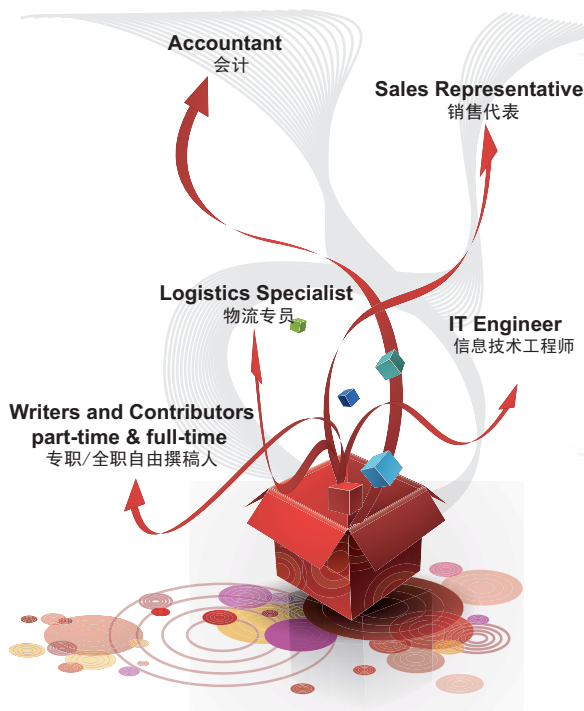


If you meet any problems in learning Chinese, please send us an email at bizclass@businesstianjin.com. We'll do our best to help you. See you next month.

JOB POSTINGS

INTERNATIONAL ORGANIZATIONS

BASED IN TIANJIN
HAVE THE FOLLOWING
OPEN POSITIONS
在津跨国公司招聘以下高级人员



BoxinRen

If you are interested in any of these positions
Please send your resume and Code No. to

HR@boxinren.com



Accountant
会计

Code: AT100601

JOB DESCRIPTION:

- Responsible for daily accounting activities including G/L, AR, AP, inventory, fixed assets
- Manage tax issues
- Assist external auditor and provide requested data
- Other tasks assigned by supervisor or GM

WHO WE ARE LOOKING FOR:

- At least 2 years of related financial experience
- Finance, Accounting, or Economics educational background
- Good command of English
- Effective communicator
- Able to work in Beijing or Tianjin

Sales Representative
销售代表

Code: SR100601

JOB DESCRIPTION:

- Maintain and grow existing business volume
- Develop new market
- Establish and maintain good client relationships
- Execute company sales policy and complete sales target
- Work in Tianjin and surrounding districts

WHO WE ARE LOOKING FOR:

- Minimum 2 years of related advertising experience
- A sales professional with strong selling and presentation skills
- Innovative, able to listen and meet customer needs
- Good English, interpersonal and communication skills
- Self-motivated and full of energy
- Resident of TEDA is preferred

Logistics Specialist
物流专员

Code: LS100601

JOB DESCRIPTION:

- Responsible for information monitoring & analysis; report abnormal spending to supervisor
- Daily operation monitoring at warehouse, including FIFO, inventory accuracy, warehouse space utilization, etc.
- Daily operation monitoring of delivery performance, package damage, ADD upload accuracy & span
- Support supervisor with other relevant tasks

WHO WE ARE LOOKING FOR:

- Bachelor's degree in Logistics, International Trade, or Business Management
- Strong data analysis skills
- Good interpersonal & communication skills
- Warehouse management and logistics experience
- Good English communication is required

IT Engineer
信息技术工程师

Code: LS100601

JOB DESCRIPTION:

- Provide network infrastructure support, including system administration, software maintenance and hardware troubleshooting
- Provide end-user support services, which include, but are not limited to, network (data & voice) connectivity, hardware/software installation & maintenance
- Safekeep and track IT and facility assets on a regular basis. Perform preventive maintenance of PCs, laptops, machines and other in-house electronic devices
- Assume additional responsibilities as assigned

WHO WE ARE LOOKING FOR:

- Bachelor's degree in Computer Science
- Minimum 2 years of solid and soft experience
- Work well in teams and independently
- Good English communication is required

Writers and Contributors
part-time & full-time
专职/全职自由撰稿人

Code: WC100601

JOB DESCRIPTION:

- Write magazine articles that focus on the finest lifestyle and leisure activities in Tianjin
- Contribute on a monthly basis

WHO WE ARE LOOKING FOR:

- English speaker with experience in journalism and writing
- Knowledge of Tianjin's dining & nightlife is essential
- Can work independently and cooperatively
- Self-motivated and creative
- Basic knowledge of Chinese language & culture are a plus

EUROPEAN CHAMBER



EUROPEAN CHAMBER IN TIANJIN

Events Review:

13 May

HR Workshop: Driving Top-Line Growth through Strategic Partnership with Sales **Speaker: Mercer**

Struggling to hire the right salespeople?

Are good people walking out the door after only a few years?

Leading HR organizations have overcome barriers to a partnership with one of the most elusive, yet highest-profile functions within companies – Sales. They know the advantages of a strategic HR and Sales partnership. It allows Sales to focus on winning and retaining customers, and HR to demonstrate measurable value within the organization.

Experts from Mercer discussed how leading organizations drive top-line growth through strategic partnership with Sales, and shared a case on how to attract, retain and engage the sales talent need to be successful. GMs, Sales Directors and HR Managers from European Chamber member companies attended the afternoon event at Nikko Hotel.

14 May

Factory Visit to Taiyo Food

A group of EUCCC members visited Taiyo Food Company on the afternoon of 14 May to observe food safety practices.

Taiyo Food (Tianjin) Co., Ltd. was established in April 2004. Its parent companies are Dachan Group in Taiwan and Sun Chemical Corporation in Japan. Dacheng Group has more than ten years' business experience in the domestic chicken, feed, flour, and catering industries while Sun Chemical is Japan's oldest egg processing company.



All the raw eggs in Taiyo's products are contracted from henneries that are supervised by veterinarians from Taiyo Food and Dachan Feed to ensure safety and quality.

20 May

IPR Seminar: How to protect your intellectual property through China's customs **In conjunction with EU funded China IPR SME Helpdesk and German Chamber Tianjin Chapter** **Speakers: EU Delegation, China IPR SME Helpdesk, Rouse LLP Shanghai, Danfoss Tianjin**

China's customs regulations ban the import and export of goods that infringe IP rights. China Customs also has the authority to protect the IPR of European companies by confiscating infringing goods and imposing fines on infringers. How does this work in practice, and how do you work with Chinese customs officials to protect your IP rights in China?

China customs experts from EU Delegation, Rouse LLP Shanghai and Danfoss Tianjin provided practical, jargon-free answers for European SMEs, using real-life cases of European SMEs in China. More than 40 EU SMEs from Tianjin & Beijing participated in this seminar held at the Westin Hotel.



21 May

PRC Legal Basics for Contract **Speaker: Dacheng Law Tianjin Office**

With the help of PwC, European Chamber Tianjin Chapter invited Mr. Wang Bin, the deputy director of Dacheng Law Tianjin Office, to conduct an afternoon workshop entitled "PRC Legal Basics for Contract". The workshop covered several topics, including Notices in signing a contract, Key contents of a contract, Important role of clauses in connection with liability for breach, and Significance of clauses of jurisdiction or arbitration. Nearly 50 member companies attended this informative seminar held at at Nikko Hotel.



Upcoming Events in June:

- 17 June
Monthly Interchamber Networking at the Westin

- 19 June
Rope Course in JiXian County

- 24 June
GM Briefing – Chinese Tax Rules: Toward a Safer Environment

- 30 June
Factory Visit: Tianjin Cargo Terminal

Room15A17, Suite 17, Magnetic Plaza, BinShui Xi Dao, Nankai District, Tianjin 300381.

Tel: +86 22 2374 1122 Fax: +86 22 2374 1122

Email: tianjin@euccc.com.cn www.europeanchamber.com.cn



Recent Events (최근 현황)



제1차 어버이날 행사



민주당 김성곤 의원 천진한국인회, 천진한국상회 방문

1. Children's Day Gifting Ceremony

5 May 2010, 09:00
 Venue: Stadium at the International School of Tianjin
 Content:
 - President's speech
 - Gift giving (Children's President of International School)
 Attendees: president, permanent vice-president

2. 3rd Expanding Operational Committee Meeting

7 May 2010, 16:00
 Venue: 1F Banqueting Hall, Fenglin Hotel
 Content:
 - MOU signing between Youth Center, Korean Society and Korean Chamber
 - Appointment of problem solving officer of Tianjin Korean Society and Korean Chamber
 - Notes on updating expat sporting events
 - Reports of March & April events from different departments and districts
 - Planning and budget confirmation for May & June events from different departments and districts
 Attendees: president and 45 others

3. 1st Parents' Day Event

8 May 2010, 11:00-16:00
 Venue: ELIM Church, 4F Hot Spring Hotel
 Content: Showing gratitude to parents
 Attendee: president, and 160 elders

4. Consulate Visit

12 May 2010
 Venue: Office of Korean Society, 1F Fenglin Hotel
 Registrants: 80
 Content: Passport application and consulate issues

5. Democratic Party Senator visits Tianjin Korean Society and Tianjin Korean Chamber

13 May 2010, 12:00
 Venue: Office of Tianjin Korean Society, 1F Fenglin Hotel
 Visitor: Democratic Party Senator Kim and another senator
 Content: introduction of Tianjin and communication meeting
 Attendees: president, permanent vice-president, and gym department committee

6. Spoken Korean Contest

15 May 2010, 10:00-16:00
 Venue: Tianjin Foreign Studies University
 Sponsor: Jianguo University/Tianjin Korean Society and Korean Chamber
 Content: Spoken Korean Contest for Chinese students
 Contestants: 5 middle school students, 10 high school students, and 10 university students
 Attendees: 11 guests

1. 어린이날 선물 증정식

○ 일 시 : 2010년 05월 05일(수) 09:00
 ○ 장 소 : 국제학교 운동장
 ○ 내 용 :
 1. 황찬식 회장 인사말
 2. 선물 증정(국제학교 어린이 회장)
 ○ 참석자 : 황찬식 회장, 신동환 상임부회장

2. 제3차 확대운영위원회

○ 일 시 : 2010년 05월 07일(금) 16:00
 ○ 장 소 : 풍림호텔 1층 연회청
 ○ 내 용 :
 ① 청소년센터(짚마루)와 한국인(상)회간 MOU 체결건
 ② 천진한국인(상)회 고민상담실 실장 임명건
 ③ 체육분과 및 교민체육행사 이전건
 ④ 각분과 각지역 3월~4월 행사 진행보고
 ⑤ 각분과 각지역 5월~6월 행사예정 보고 및 예산 승인
 ⑥ 사무국 보고사항
 ⑦ 기타 토의
 ○ 참석자 : 황찬식 회장 등 45명 참석

3. 제1차 어버이날 행사

○ 일 시 : 2010년 05월 08일(토) 11:00~16:00
 ○ 장 소 : 온천호텔 4층 엘리먼트홀
 ○ 내 용 : 부모님께 감사의 마음 전달
 ○ 참석자 : 황찬식 회장 외 어르신 160명 참석
 ○ 참석자 : 황찬식 회장, 김호연 고문님, 참석관객 700명

4. 순회 영사제

○ 일 시 : 2010년 05월 12일(수)
 ○ 장 소 : 풍림호텔1층 한국인회 임원실
 ○ 접수자 : 80명
 ○ 내 용 : 여권신청 및 영사제 업무

5. 민주당 김성곤 의원 천진한국인회, 천진한국상회 방문

○ 일 시 : 2010년 05월 13일(목) 12:00
 ○ 장 소 : 풍림호텔1층 한국인회 사무실
 ○ 방문자 : 민주당 김성곤 의원 외 2명
 ○ 내 용 : 천진시 현황 소개 및 임원진 간담회
 ○ 참석자 : 황찬식 회장, 신동환 상임부회장, 체육분과 정현우 위원

6. 한국어 말하기 대회

○ 일 시 : 2010년 05월 15일(토) 10:00~16:00
 ○ 장 소 : 천진 외국어 학원
 ○ 주 최 : 건국대학교/천진한국인(상)회
 ○ 내 용 : 중국인 학생 한국어 말하기 대회
 ○ 참가선수 : 중등부5명, 고등부10명, 대학부10명
 ○ 참석자 : 외빈4명, 내빈7명

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



AmCham-China Tianjin Chapter

Event Review

Experience Challenge, Experience Joy Experience Change Outdoor Ropes Course 07:30 - 18:00, Saturday, May 8 – Ji Xian County

The event was a resounding success and a lot of camaraderie was built even between competitors in the same industry. Sunny enough to wear SPF 45 sun block and cool enough to make the event pleasant, this was a good way to enjoy the first days of Spring. Two main obstacles became the focus of the day. One was the four man flower on a five-meter telephone pole atop a half-meter by half-meter platform. The second was the ropes course and its challenging bridges. Each required different levels of communication, team work and self confidence. Everyone left feeling a little bigger about themselves and eager to return.



AmCham - China, Tianjin Chapter & Renaissance Tianjin Teda Convention Centre Hotel Ninth Annual Charity Golf Tournament

09:00 – 20:00, Saturday, May 15 – Tianjin Binhai Lake Golf Club

AmCham-China, Tianjin Chapter, in association with Renaissance Tianjin Teda Convention Centre Hotel, held its annual Charity Golf Tournament at the newly opened Binhai Lake Golf Club, featuring a world-class, 18-hole championship course designed by Pete Dye.

This year's tournament was made more challenging and fun by combining two different scoring formats. Holes 1 through 9 were played in our usual "two man scramble" format, while holes 10 through 18 were played in an "alternate stroke" format. The top three teams won prizes in addition to competition categories such as longest drive, best putt, and nearest to pin.



The all-day tournament concluded with a dinner, awards ceremony, charity auction and lucky draw. The event raised more than 180,000 CNY for the Tianjin Jian Hua Special Education Program, a charitable organization devoted to helping disadvantaged people through education and medical and social services. The money will help support teacher and parent training programs, social outings for the children, and classroom rental obligations.

AmCham-China and the Jian Hua Foundation would like to thank all golfers for their support and participation. Very special thanks go to the Renaissance Tianjin TEDA Convention Centre Hotel, BT Eagle Group, Northern Lights and Raffles Tianjin for their generous donations.

Upcoming Event

AmCham-China, Tianjin Chapter Annual July 4th Independence Day Celebration 16:30 - 20:30, Sunday, July 4 – International School of Tianjin

AmCham-China, Tianjin Chapter's Annual July 4th Independence Day celebration is a perfect opportunity to get your business noticed at what has become the chamber's most popular event. Hundreds of members and their families come out every year to enjoy tasty food, live music, entertainment and games for all ages, lucky draw prizes, fireworks and more! This year, we are putting together a program that is sure to top them all, so please join us and help make it huge success. Tickets will go on sale soon, but sponsorships are available now. Don't miss this fantastic chance to promote your company in the Tianjin community!

For details about sponsorship opportunities, please send an e-mail to AmCham-China, Tianjin Chapter at amandahe@amchamchina.org or call Amanda He at +86 22 2318 5072.

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

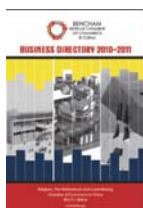


BENCHAM
BENELUX CHAMBER
OF COMMERCE
IN CHINA

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

BUSINESS DIRECTORY 2010-2011

We are very proud to offer you the second edition of the Benelux Chamber of Commerce Business Directory 2010-2011. The Business Directory is being sent to all our BenCham Members, both in China and abroad. Of course, we don't forget the Belgian, Netherlands, Luxemburg and Chinese officials who offer their continuous support.



While all our members will receive one or more free copies of the directory, non-members can buy the handy booklet for 600 CNY per copy. Student Members pay the reduced price of 200 CNY while members who crave yet another copy pay only 300 CNY.

We hope the new directory will guide you through the tangles of the Chinese and Benelux business environments.

NEW BENCHAM MEMBERSHIP STRUCTURE

BenCham is growing as an overall organisation, with the addition of a new chapter in Guangzhou (PRD). The need has arisen to review the membership structure. We have added an All China+ Membership, which includes membership for all 3 chapters. The original All China Membership, which still consists of 2 chapters, will remain the same fee. Now that there are 3 chapters, you can choose which chapters your membership will entail (Beijing-Shanghai, Beijing-PRD or Shanghai-PRD).

Overseas, Individual and Student membership fees will stay the same.

For more information about the memberships, please visit our website. To view the new fees, please visit our website:
<http://www.bencham.org/?a=MEMBERSHIP>

OUR LINKEDIN FAMILY

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

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

BENCHAM BEIJING OFFICE

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beijing@bencham.org
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Tel: + 86 (0)10 6465 0320 / 0985
Fax: +86 (0)10 6465 2080
beijing@bencham.org
www.bencham.org

UPCOMING EVENTS

- 02 June 2010: **Business event – Demystifying Executive Presence**
- 04 June 2010: **SME – How to deal with the Chinese customs**
- 08 June 2010: **Business event - A confirmed foreign business reporter in China**
- 09 June 2010: **YP event – How to lose your job in 10 easy steps**
- 25 June 2010: **Business event – Economic Competitiveness of China and Asian Emerging Economies**
- 30 June 2010: **Social event – European networking**

PAST EVENTS

- 04 May 2010: **CSR event – From Corporate Implementation to Practices**
- 11 May 2010: **YP event – They made it!**
- 12 May 2010: **Business event – Business Leadership in China: How to blend Best Western Practices with Chinese Wisdom**
- 19 May 2010: **Business event – Prepare your company for the next step of growth: mergers & acquisition, trade sale or listing**
- 21 May 2010: **SME - The Challenges and Opportunities of Sourcing in China**
- 26 May 2010: **CSR event – CSR Starter Kit & Website Launch**
- 27 May 2010: **Social event – Summer networking**

For more information check www.bencham.org

To register for our events, please send an email to office-bj@bencham.org or register on our website.

MISSION

To strengthen the business, government and community ties between the Benelux countries and China by providing a dynamic networking platform to its members.

YEARLY SPONSORS





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

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

NEWS FROM THE CHAMBER

Bacheca - a virtual listed ads showcase

Following CICC Board's instruction, starting from June 2010 the monthly CICC e-newsletters will host a **virtual listed ads showcase** called **Bacheca**, a space where products and/or services offered at preferential conditions by our members to benefit other members will be **posted free of charge** by CICC.

Such listed ads will also be posted on the new CICC website (www.cameraitacina.com), on the Benefits page.

Bacheca is a tool, based on members' good faith, aimed at promoting business opportunities among CICC Members.

Protecting your business in cyberspace: online brand and domain name protection in China

Date: 18 May 2010

The China IPR SME Helpdesk in conjunction with the CICC, the EUCCC Marketing & Communications Forum, the Danish and the Finnish Business Council in Beijing held the seminar "Protecting your business in cyberspace: Online brand and domain name protection in China" which took place on 18 May 2010 in Beijing.

This session helped **European small and medium businesses to develop an effective online branding strategy** in order to protect their online intellectual property rights and business from threats in CyberChina. China internet and legal experts answered questions on possible online threats including cyber squatting (domain name misuse) and brand/website theft and abuse, and advise on risk prevention and dispute resolution using practical real-life cases.

The experts also discussed the impact of the recent decision by the international domain name authorities to allow Chinese characters in domain names, and what new opportunities and threats this might bring to a business.

Presentation of CICC New Board to the Italian Business Community, Beijing

Date: 10 May 2010

CICC Beijing had the pleasure to present the newly elected Board of Directors of CICC to the Italian business community in Beijing at an informal cocktail rendezvous held at Italian restaurant l'Isola, on 10 May 2010.

On 26 March 2010, the Elective Assembly of CICC was held in Beijing, resulting in the election of Mr Franco Cutrupia as national Chairman for CICC, and Ms Sara Marchetta as Vice-Chairman.

Mr Cutrupia and Ms Marchetta, together with Beijing Directors of the Board, Ms Antonella Silvestri, Mr Sergio Giocondi, Mr Andrea Cicini and the Treasurer Mr Luca Cavallari, greeted members and took this occasion to exchange views and comments about the business community's expectations and possible contributions to CICC's future programme of activities.

A formal farewell was given to CICC former Chairman Davide Cucino, thanking him for the devoted work he dedicated to the Chamber during his eight-year term.

While welcoming the newly appointed Secretary General Elena Tosana, a heartfelt farewell was expressed to our Secretary General Luisa Bergonzoni, with best wishes for her future endeavors.



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

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Zhong Lu Chaoyang District, 100020,
Beijing China
Tel: 0086-10-85910545 Fax:
0086-10-85910546
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Unit 3605-3606A, The Center,
989 Changle Road 200031
Shanghai, China
Tel: 0086-21-54075181 Fax:
0086-21-54075182
infoshanghai@cameraitacina.com

Guangzhou
Room 1401, International Financial Place,
No.8 Huaxia Road,
Pearl River New City 510425
Tel: 0086-20-85160147 Fax:
0086-20-85160149
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Shenzhen
Room 220, 2/F, Int'l Chamber of Com-
merce Tower, 3rd Fuhua Road, Futian
District, 518048 Shenzhen, China
Tel: 0086-755-88311675
Fax: 0086-755-88312127
infoshenzhen@cameraitacina.com

TIANJIN & BEIJING EVENTS IN JUNE & JULY 2010

June							July						
一	二	三	四	五	六	日	一	二	三	四	五	六	日
MON	TUE	WED	THU	FRI	SAT	SUN	MON	TUE	WED	THU	FRI	SAT	SUN
	1	2	3	4	5	6				1	2	3	4
7	8	9	10	11	12	13	5	6	7	8	9	10	11
14	15	16	17	18	19	20	12	13	14	15	16	17	18
21	22	23	24	25	26	27	19	20	21	22	23	24	25
28	29	30					26	27	28	29	30	31	

Business Events

Date	Event	Location	Organizer
June 3-5	China Eco Expo	Beijing International Convention Center	Grace Fair International Limited
June 4	SME – How to deal with the Chinese customs	TBD	BENCHAM
June 8-10	International Mobile Phone Industry Exhibition & Forum 	Binhai International Convention & Exhibition Centre	Tianjin Binhai Convention & Exhibition Co., Limited
June 17	Monthly Interchamber Networking	Westin Tianjin Hotel	EU Chamber Tianjin Office
June 23-25	Wind Power Asia	Binhai International Convention & Exhibition Centre	Koelnmesse GmbH
June 24	GM Briefing - Chinese Tax Rules: Toward a Safer Environment	TBD	EU Chamber Tianjin Office
June 25	Economic Competitiveness of China and Asian Emerging Economies	TBD	BENCHAM
June 25-27	Beijing International Tourism Expo	Beijing China International Exhibition Center (CIEC)	Conference and Exhibition Management Services Pte Limited
July 1-4	China Beijing Furniture Woodworking Machinery & Wood Products Exhibition	Beijing China International Exhibition Center (CIEC)	CIEC Exhibition Company Limited, CIEC Group
July 7-8	Aviation Outlook China	Shangri-La Kerry Centre	Terrapinn Pte Limited
July 16-19	Beijing International Jewellery Fair 	China World Trade Center(CWTC)	Neway International Trade Fairs Limited

Special Days

June 1	Children's Day	June 16	Dragon Boat Festival
June 5	World Environment Day	June 20	Father's Day
June 6	mǎng zhōng (grains mature, the harvest nears)	June 21	xià zhì (Summer Solstice)



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Lifestyle Listings

TIANJIN

Chinese

China Station

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

Ding Tai Fung

No. 18, the junction of
Zi Jin Shan Lu and Binshui Dao
Hexi District
Tel: +86 22 2813 8138
鼎泰丰
河西区宾水道与紫金山路口18号

Fortune Restaurant

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

Fountain Lounge

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

Go Believe

Shipin Jie, Heping District
Tel: +86 22 2727 1116
狗不理
和平区食品街

Tao Li Chinese Restaurant

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

Zen5es

4F, The Westin Tianjin
No. 101, Nanjing Lu
Heping District
Tel: +86 22 2389 0088
中国元素中餐厅
和平区南京路101号
天津君隆威斯汀酒店4层

Indian

Alibaba Indian Restaurant & Bar

2F, Sports Hotel
No. 90, Weijin Nan Lu, Nankai District
Tel: +86 22 2391 6368
阿里巴巴印度餐厅酒吧
南开区卫津南路90号
体育宾馆2楼

Japanese

Benkay Japanese Dining

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

Chitose

5F, Ningfa Group
No. 21, Shuishang Dong Lu
Nankai District
Tel: +86 22 2392 0287
千登世
南开区水上东路21号宁发集团5层

Kasumi

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

Kushi Grill

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

Seitara

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

Thai

Golden Elephant Thai Restaurant

No. 78, the junction of Yong'an Dao
and Guangdong Lu, Hexi District
Tel: +86 22 2328 7801
金象苑泰国餐厅
河西区广东路与永安道交口78号

YY Beer House

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

Western

Café@66

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

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和平区常德道79号对面
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www.chateau35.com

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

La Seine

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

Paelleta Spain

No. 50-52, Kaifeng Dao
Xiao Bai Lou (1902 Street)
Hexi District
Tel: +86 22 2311 0081
百意达海鲜饭
河西区小白楼欧式风情街50-52号

Pan Shan Grill & Wine

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

Pizza Hill

Bldg. B, Magnetic Capital
Lingbin Lu, Nankai District
Tel: +86 22 2385 5025
天津嘉喜来比萨餐饮
南开区凌宾路奥城商业广场B区

Prego

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



Seasonal Tastes

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

Venezia Club

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

Wyndsong Restaurant

1F, Crowne Plaza Tianjin Binhai
No. 55, Zhongxin Da Dao
Airport Industrial Park
Tel: +86 22 5867 8888 ext. 2333
风之细语西餐厅
空港物流加工区中心大道55号
天津滨海圣光皇冠假日酒店1层

BARS

Qba Bar

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



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Date: June 4 - 13, 2010
Time: 6:00 PM - 11:00 PM
Venue: Panshan Wine & Grill Restaurant

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日期：2010年6月4日至13日
时间：晚上6:00 - 晚上11:00
地点：盘山葡萄酒烧烤西餐厅

As per a-la carte menu
以菜单价格为准

For more information, please contact us at: +86 22 2731 3388 ext. 1821/1820

spg
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Guest

MERIDIEN



THE LUXURY COLLECTION

WESTIN

FOUR POINTS



Lifestyle Listings

Tel: +86 22 2711 5744
中国农业银行天津分行
和平区南京路139号B座F层

Bank of China, Tianjin Branch
No. 80, Jiefang Bei Lu
Heping District
Tel: +86 22 2710 2001
中国银行天津分行
和平区解放北路80号

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

BNP Paribas
11F, The Exchange
No. 189, Nanjing Lu, Heping District
Tel: +86 22 2318 7000
法国巴黎银行
和平区南京路189号津汇广场11层

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

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

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

Standard Chartered
36F, The Exchange
No. 189, Nanjing Lu, Heping District
Tel: +86 22 8319 1360
渣打银行
和平区南京路189号津汇广场36层

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

Car Dealers

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

Tianjin Tianbao Auto Sales & Service

No. 70, Huanhe Bei Lu
Airport Industrial Park
Tel: +86 22 8827 7777
天津天宝汽车销售服务有限公司
空港物流加工区环河北路70号

Chambers

European Chamber, Tianjin Chapter
Room 15A17, Suite 17
Magnetic Capital
Binshui Xi Dao, Nankai District
Tel: +86 22 2374 1122
中国欧盟商会天津分会
南开区滨水西道奥城商业广场15A17座17室

German Business Circle Tianjin
Deutscher Unternehmerkreis Tianjin, DUT

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

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

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

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

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

Tianjin Korean Society
1F, Feng Lin Hotel
No. 6, Binshui Xi Dao
Nankai District
Tel: +86 22 2395 6600
天津韩国人会
南开区滨水西道6号枫林宾馆1层

Education

International Schools

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

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

Tianjin Rego International School
No. 38, Huandao Xi Lu
Meijiang Nan, Hexi District
Tel: +86 22 8816 1180
天津瑞金国际学校
河西区梅江南环岛西路38号

Wellington College International Tianjin
No. 1, Yide Dao, Hongqiao District
天津惠灵顿国际学校
红桥区义德道1号

Kindergartens

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

Universities

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

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

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Tianjin International Exhibition Center
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Tel: +86 22 2801 2988
天津国际会展中心
河西区友谊路32号

Hotels & Apartments

★★★★★ Hotels

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

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

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

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

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

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

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

Raffles Tianjin Hotel

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

Renaissance Tianjin Hotel

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

Sheraton Hotel Tianjin

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

TEDA International Club Tianjin

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

The Westin Tianjin

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



Tian Bao International Hotel

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

Tianjin Saixiang Hotel

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

★★★★ **Hotels**

**Best Western Byrnonn Hotel
Tianjin**

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

Crystal Palace Hotel Tianjin

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

Dickson Hotel

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

Geneva Hotel

No. 32, Youyi Lu, Hexi District
Tel: +86 22 2835 2222
津利华酒店
河西区友谊路32号

Jinbin International Hotel

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

Jun Yue Hotel

No. 16, Guizhou Lu, Heping District
Tel: +86 22 2308 8888
君悦酒店
和平区贵州路16号

Apartments

Astor Apartment

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

Crystal Palace Hotel Apartment

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

Sheraton Apartment

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

Somerset Olympic Tower

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

Somerset Youyi

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

TEDA International Club Tianjin

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

Tianjin Centre Residences

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

Logistics

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Real Estate & Relocation

E-SMART Relocation Consultants Co., Ltd.

19B, Tower 2, Zijin Garden
No.15, Binshui Dao, Hexi District
Tel: +86 22 2836 0997
天津市伊斯玛特房地产服务有限公司
河西区宾水道15号紫金华园2座19B

LC Relocation C21

Office 708, Galaxy Mansion
No. 68, Yuexiu Lu, Hexi District
Tel: +86 138 2099 1956
河西区越秀路68号银河大厦708室

Royal Relocation Consultants

20B, bldg. 2, Zi Jin Garden
No. 15, Binshui Dao, Hexi District
Tel: +86 22 2813 6943
荣联房地产服务有限公司
河西区宾水道15号紫金华园2座20B

Sumimoto Real Estate

2-2-1901, Chengji Center
Heping District
Tel: +86 22 2316 1511
住友不动产
和平区诚基中心2-2-1901

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Serviced Office



The Executive Centre

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

Travel Agencies

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

Tianjin China International Travel Service

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

Tianjin China Travel Service

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

Tianjin CITIC International Travel Co., Ltd.

No. 2, Zhengzhou Dao
Heping District
Tel: +86 22 2316 1795
天津中信国际旅行社有限公司
和平区郑州道2号

Tianjin Daya Travel Service

Office 616, Buynow Mall
Tel: +86 22 5869 7537
天津大亚旅行社
鞍山道百脑汇科技大厦616室

Tianjin Kanghui

Office 1701, Xinhua Building
Xinhua Lu, Heping District
Tel: +86 22 2313 3872
天津康辉旅行社
和平区新华路新华大厦1701室

Ser vices
DINING
SPORTS

SPAS

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



Golf Clubs

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

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

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

Yang Liu Qing Golf Club
(Overpass the northern bridge)
Yijing Lu, Yang Liu Qing Zhen
Xiqing District
Tel: +86 22 2792 2792
杨柳青高尔夫俱乐部
西青区杨柳青镇一路(立交桥北)

Gyms

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

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

Westin Workout

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

Swimming Pools

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

TEDA & TANGGU

Chinese

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

Japanese

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

Western

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

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

Hotels



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

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

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

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

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

Tianjin Ruiwan Hotel
No. 2527, Yihao Lu, Xingang
Tanggu District
Tel: +86 22 2578 0001
天津瑞湾酒店
塘沽区新港一号路2527号



Baiyun Hotel
No. 12, the junction of Fada Jie and
Nanhai Lu, TEDA
Tel: +86 22 6620 8888
白云酒店
开发区南海路与发达成街交口12号

D. D. Center
No. 26, Jieda Lu, 3rd Avenue
TEDA
Tel: +86 22 2532 0088
大地中心酒店
开发区第三大街捷达路26号

TEDA Center Hotel
No. 16, 3rd Avenue, TEDA
Tel: +86 22 2520 6788
泰达中心酒店
开发区第三大街16号

Chamber

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

Education

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

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

Kindergartens

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

Exhibition Centre

**Tianjin Binhai International
Convention & Exhibition Center**
5th Avenue, TEDA
Tel: +86 22 6530 2888
天津滨海国际会展中心
开发区第五大街

Golf Club

**Tianjin Warner International
Golf Club**
No. 1, Nanhai Lu, TEDA
Tel: +86 22 2532 6009
天津华纳高尔夫俱乐部
开发区南海路1号

Gyms

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

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

Classified ads

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• Monthly rental RMB5500 (includes
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Contact: +86 135 1298 0859
sarah.harvest@gmail.com

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THE WESTIN
TIANJIN

天津君隆威斯汀酒店

Heavenly Spa at The Westin Tianjin – A Journey to Relax, Recharge, Renewal

The philosophy at The Westin Tianjin is explicit and couldn't please guests more: a healthy and relaxed lifestyle, where everything is prepared to make you feel at home and perfectly at ease. By merely stepping out of the elevator into Heavenly Spa, your restoring voyage commences.

You're first invited to sit in the Relaxation Area and enjoy a natural peppermint tea, made solely from peppermint leaves, known for having stress-relieving properties. Next, you'll be taken to one of the state-of-the-art spa treatment rooms, according to your requests. You'll be pampered and given comfortable slippers, a robe, your own closet and jewellery box. A talented, professional therapist will wash your feet with warm water and salt, exfoliating them. When finished, your blood-circulation improves and you'll feel lighter from the feet up. Your treatment shall then begin.

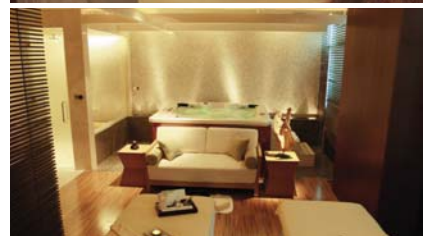
Let's imagine the signature Rollerssage. During almost one hour your mind, body and soul will be carefree from the frantic lifestyle outside. This treatment restores balance through the use of crystals. You're asked to choose two of four crystals with different attributes: restore blood circulation, reinvigorate, relax and calm. They're used to massage and pressure points, releasing tension. You're then invited to the steam room, extending your soothing and pampering journey. In the end, your therapist will welcome you to the Relaxation Area for a very tasty chamomile tea.

The entire spa is designed to make you feel at home with an overwhelming feeling of wellness. Each of six unique rooms has its own steam room and iPod so that you can choose your tunes according to your flow. In the Aqua room you'll find an unorthodox bathtub and an ambience of the rain forest. This therapeutic bath is accompanied by cromatherapy, a very invigorating and energizing way to cleanse your body.

At Heavenly Spa, you can enjoy your relaxation alone, with your better half, with a friend or with your family. Harmony room features a Jacuzzi and two treatment beds, allowing friends or loved ones to share in your pleasure. You can chat with your girlfriends while receiving a deep skin tissue treatment or bring your children and watch TV from inside the Jacuzzi.

When each of the treatments is concluded, your energy will naturally flow, lighter, healthier and balanced.

Heavenly Spa at The Westin Tianjin – For Health Aficionados



Radisson

PLAZA
HOTEL TIANJIN
天津天诚丽笙世嘉酒店

Teppanyaki beef and vegetables – a one of a kind grilling experience

In Japanese, teppan is an iron table and yaki is something grilled. Teppanyaki is one of the most recognized traditional Japanese cuisines.

To sit at a table and watch the chef prepare several dishes in an incredibly short amount of time with extraordinary dexterity is a wonderful experience to share with friends.

At Kushi Grill, chef Ren shows how technique is halfway to a successful, tasty Japanese meal.



Charles Ren
chef@business-tianjin.com

Ingredients

• Asparagus	30g
• Bean Sprout	100g
• Black Pepper	2g
• Brandy	5g
• Butter	5g
• Eggplant	30g
• Garlic	5g
• Mushrooms	15g
• Peppers (yellow and green)	20g
• Salt	2g
• Soya Sauce	2cL
• Spinach	50g
• Tenderloin	150g

Preparation

Vegetables

- Chop the asparagus and eggplant in big chunks.
- Slice the mushrooms and the peppers.
- Fry the mushrooms, asparagus, eggplant and some of the peppers.
- Add salt and let them rest.
- Gently fry the bean sprouts for a while.
- Add the rest of the peppers, spinaches and black pepper and mix them.
- Place in the centre of a plate the bean sprouts mix and the rest of the vegetables around it.

Tenderloin

- Previously season the meat with garlic and pepper sauce.
- Fry the meat and add the butter.
- Carefully drizzle with brandy.
- Cut the meat in cubes.
- Slice garlic and fry it with salt and pepper.
- Place the meat and garlic slices in the vegetables' plate.
- Itadakimasu!

Time of preparation

30 minutes

Chef's Tips

Use a frying pan instead of a teppanyaki table.

Drinks

Sake.

Use any other vegetables to your taste.



Japanese food at Kushi Grill at the Radisson – the rich taste of traditional and authentic far-east delicacies.



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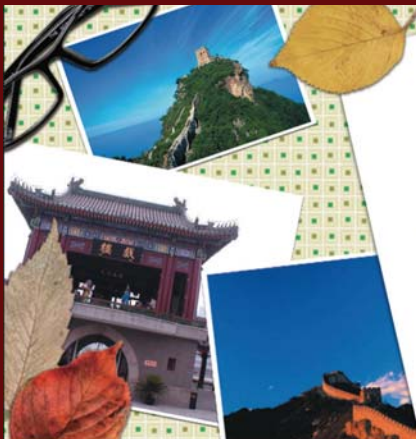
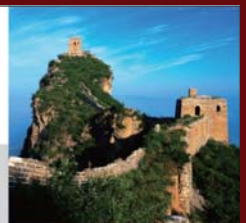
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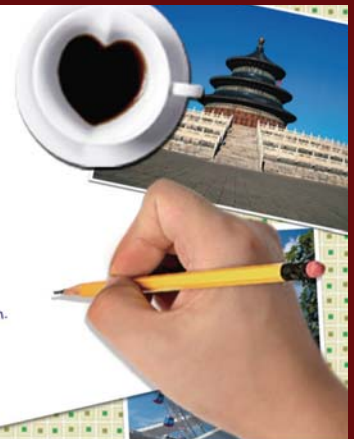
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WATER, SUN AND WIND: RENEWABLE ENERGY



What's the difference between fossil and renewable energy sources?

The main difference is in how long they will exist. Fossil energy sources are only present for a limited period and one day they will be used up. Renewable energy sources, on the other hand, should, in principle, be available for an unlimited period. The Sun's radiation, and wind, water, and geothermal power will always be present, as far as anyone can judge. Additionally, no atmospheric pollutants result from their use. Wood is also included among renewable energy sources, although its existence is finite. However, it grows again within a relatively short period, i.e. its stock regenerates as long as more is not used up than is grown. Humans have used renewable energies ever since they were able to light a fire. Fossil fuels have been in use for only a few hundred years.

Can the world's energy requirements be met just by renewable sources?

Probably, but not immediately. The International Energy Agency has estimated that worldwide energy consumption will increase by around 50% by 2030. The causes for this are the growing world population and the increasing need for raw materials, mainly in the countries that are taking off economically, such as China and India. Combining all renewable energy sources could certainly cover a large part of the requirement. However, there are problems with economic viability and consumption. It is not possible, for instance, to erect unlimited amounts of wind turbines, as this could lead to conflict with agriculture and nature conservation, particularly regarding the protection of birds.

Apart from that, electricity producers must be able to cover peak values in consumption at any time. Depending on natural resources available to them, some countries, such as Norway, can cover their whole energy requirement or a large part of it by renewable energy resources. On a worldwide scale, however, alternative energy plants must first become more competitive and thus comparably cheaper. The increasing global energy requirement can only gradually be covered by renewable sources.

What is a tidal power plant?

A tidal power plant generates hydropower by harnessing the force of the tidal range, i.e. the change between high and low tides. These power plants are situated in bays cut off from the open sea by a dam. The dam forces the water to stream through the turbines located within the dam. Only 50 bays in the world have a sufficiently high tidal range (at least 5m) to be economically viable. It therefore does not make sense to expand the technology in order to replace other power plants. In addition, tidal power plants can considerably effect the ecosystems in the marine environment of the area, in that they represent an insurmountable barrier for marine life and alter salinity levels.



What can offshore wind farms achieve?

Wind farms are generally considered offshore when they are located 6 miles (10 km) or more from land. Wind energy plants will increasingly be constructed offshore in the future. The advantages are that the wind blows more consistently over the sea and with greater force and thus the capacity of the wind turbines can be increased. In addition, much bigger plants can be constructed offshore, with many wind turbines. People are not so bothered by the noise they produce, nor do they spoil the view as long as they are sited sufficiently far away from the coastline. On the other hand, extensive wind farms can conflict with nature conservation and fishing. All in all, however, energy generation per wind turbine sited offshore is much more economically viable than was previously the case.

Can wind generators replace coal-fired power plants?

Only partly, since locations for wind farms are limited. The amount of wind is not the only factor to be taken into ac-

count in this, but also the fact that wind farms spoil the landscape as well as the interests of nature conservation. In addition, even in the best locations there are days without wind and days when it is so stormy that the facilities must be switched off, generating no electricity. For such cases, power companies must keep reserve capacity available. This in turn must be covered by other renewable energy sources or by traditional power plants. Therefore, only a combination of renewable energies can reduce the share of coal and nuclear power in the long term, but cannot replace it completely in the short term.

How is the Sun's energy used?

The Sun's radiation is used in two different ways. Its light energy can be converted directly into electrical energy with the aid of solar cells – the photovoltaic process. This technology is aimed purely at electricity production. The other method – the solar thermal system – uses thermal energy via solar collectors. The principle is used in single buildings for heating water, but it can also be used on a bigger scale in the form of solar thermal power plants. In such large systems, the Sun's rays are concentrated onto an absorber, in which temperatures can exceed 1,000°C. Afterwards, this heat can either be transferred or converted via generators in to electrical energy. ☐



“The Hump”

Hitting the wall... and getting over it

By Mike Cormack

Every expat will testify that after a certain time living China, once the initial thrill of the new and the excitement at encountering such a vast, dynamic and historically rich country have worn off, there comes a downside – a slump. Known variously as “the hump” or “hitting the wall”, this is the tough time, the make-or-break period. If you can get over it, you can enjoy your time in China and make the most of the fantastic opportunities it can provide. But if you can’t, your time here will not be an enjoyable one.

Hitting the wall...

Most people have a positive initial impression of China. The people are friendly, most things are inexpensive and the streets, while noisy and seemingly anarchic, aren’t aggressive or crime-ridden. But after a few months, the difficulties become more pronounced. Customs and culture that were taken for granted back home have gone, supplanted by a fragile, transitory expat community and a Chinese culture that oscillates between opaque and

mysterious, absurdly hilarious and grippingly fascinating.

What is it that’s wrong? Sometimes it’s hard to explain; the causes of discontent can appear trifling. So you can’t use Facebook or you can’t communicate with shopkeepers or numbskulls say “Hello!” every time you pass – so what? Maybe it’s not being able to buy books, or that you really, really don’t like using squatter toilets; maybe the spitting repulses you. For some it’s the food, for others it might be the astonishing amount of attention you receive as a foreigner, and the requests for your time that go with it (If you’ve lived in a smaller city than Tianjin, you’ll know exactly what this is like).

But it’s not so much these individual difficulties that are the problem – it’s that you’ve been removed from the nexus of cultural exchanges with which you are familiar and which you know how to successfully negotiate. Unconsciously,

you've been trained how to manage these all your life. Now they've been stripped away, and you flounder somewhat as you start to learn a new set of social and cultural expectations, and hopefully master them. All of which requires no small amount of flexibility and social skills.

you, and watch and see how things are done here.

2. Acclimatise. Become familiar with Chinese people as fast, and as often, as you can. That nice supportive expat bubble you may have might be comforting, but while it might protect

for some more formal tuition, but understanding China, and being able to do things in China, is best done through using the language. Even a minimal amount helps a great deal. Being able to ask for a discount and successfully haggle are examples of negotiation, not only of a price but also a cultural norm.

Knowing what a taxi driver is asking you (often it's something simple, such as if you would like a receipt) or what a waitress is telling you open up numerous doors. When these doors are opened, further opportunities await.

4. Be gracious. There may be aspects of China which you dislike, despite it all. It may be the Great Firewall, or the bad customer service – whatever it is, well, it's part of China, and therefore of the environment which you have adopted. Going around telling Chinese people about all the negative aspects of their culture (of which, no doubt, they are only too aware) would be akin to going into someone's house, as a guest, and



...and getting over it

Fortunately, there are ways to get over "the hump" faster.

1. First, you have to realise that, as that great cultural ambassador Dorothy said, "we're not in Kansas anymore, Toto." Expecting the same rules to apply in China as they do back home is naïve – why come to another country if you want them to do things the same way as your motherland? – and possibly culturally imperialistic. This attitude will not get you far. Rather, you have to forget all the expectations of behaviour you have ingested and brought with

you from difficulties, it also prevents you from getting out there. Many Chinese people will be open, even keen, to make friends with a foreigner. Try to do things that are popular here – try a bathhouse, KTV, foot massage, *chuanr*, *tai-chi*, cycling. Try eating chicken feet, *baozi*, and drinking tea. Old China hands, expats who have been here for a number of years, are also a good source of advice and information. They've been through the same difficulties and are still here, after all.

3. Learn some Chinese. You may be able to find a friend who's willing to provide a language exchange, or you can pay

then proceeding to criticise it. Such criticisms might be true – they might be abundantly clear – but your opinion isn't called for at that moment in time! Fundamentally, you are a guest in China. Your behaviour should reflect that. You should be open to learning, not wishing to preach.

All of this takes time. It's not easy, of course, to be plunged into a whole new culture, one which is so different from the Western approach and mentality. But if you can get over the hump, your time in China will be a whole lot more enjoyable. **E**

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